



DALAL & BROACHA
STOCK BROKING PVT. LTD.

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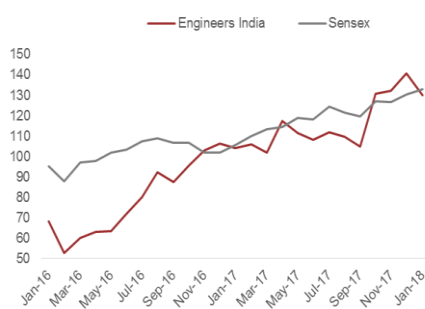
BUY

Current Price	182
Target Price	239
Upside/Downside	31%
52 Week Range	Rs.141/206

Key Share Data

Market Cap (Rs.bn)	123
Market Cap (US\$ mn)	1925
No of o/s shares (mn)	674
Face Value	5
Monthly	2,506,868
Avg.vol(BSE+NSE) Nos	
BSE Code	532178
NSE Code	ENGINERSIN
Bloomberg	ENGR IN

Price performance



Out of the woods, accelerating on the fast lane

Best placed to capitalise on upcoming capex cycle: Engineers India (EIL) is well placed to benefit from a pickup in the refining capex in India. Refining capacity expansion of ~70 MTPA across key PSUs is planned over the next 4-5 years. Consequently, EIL is all set for a sustained growth in order inflows post four years of a lull. With rising profitability at OMCs, confidence on capex is high. The cumulative capex (for 70 MTPA) is expected to be ~Rs 1.6tn, implying a PMC opportunity size of ~Rs 80bn for EIL.

Better business mix, high order inflows to drive profitability

EIL is consciously improving its business mix by increasing the share of consultancy orders in its order book. Order booking in H1FY18 was pretty good in the consultancy segment at Rs 14 bn and turnkey orders at Rs 4.7bn with total order intake of 19bn. The order book is at Rs 88bn is at all-time high. This is after the company's tough experience in the EPC space where it faced several delays and cost overruns in its projects, which led to a drop in EBITDA margins (24.6% in FY10 to 19.2% in FY12). Going forward, we expect the high margin consultancy segment (30%+ EBITDA margin) to contribute to the topline further boosting the margins. We believe with higher order inflows strong balance sheet and recovering margins, EIL will deliver accelerated sales and PAT CAGR of 31% and 23%, respectively, from FY17-20E.

International business outlook remains positive: The Dangote refinery in Nigeria (~20 MTPA) has been a landmark order for EIL, which will enable it to make a mark in international markets once it is completed. Competition in the international market is far stiffer and hence a large project like Dangote should enable EIL to build strong credentials for future orders in this region. With its engineering hub in Abu Dhabi, EIL is well positioned to actively participate in upcoming opportunities in MENA and African region.

% Shareholding

	Jun-17	Sept-17
Promoters	57.0	54.2
FII	6.7	7.2
DII	20.4	22.1
Others	15.9	16.5
Total	100.0	100.0

Initiate coverage with a Buy rating and TP of Rs 239

Given that EIL is attractively placed as a strong early cyclical play, with robust demand outlook & the surging oil & gas capex to drive a much longer and larger capex cycle. Most of these will be driven by domestic OMCs like HPCL-Barmer (Rajasthan), West Coast refinery, IOCL-Paradip petchem expansion, Numaligarh refinery, among others. EIL will continue to benefit from investments in downstream hydrocarbon and fertilisers. We assign target P/E of 27x on FY20 EPS and arrive at TP of Rs 239 (31% upside). We Initiate coverage with 'BUY'.

Key Financials

Rs mn	Net Sales	% Growth	EBITDA	OPM%	PAT	% Growth	EPS	P/E (x)	ROE %	RoCE%
FY 17	14486	-4.1%	3928	27.1%	3834	41.2%	5.7	32.0	13.8	21.4
FY 18P	17865	23.3%	4047	22.7%	4049	5.6%	6.0	30.3	12.9	19.4
FY19P	25,134	41%	5,623	22.4%	5,159	27.4%	7.7	23.8	15.6	23.4
FY20P	32,601	39%	7,002	21.5%	5,987	16.0%	8.9	20.5	17.4	26.1



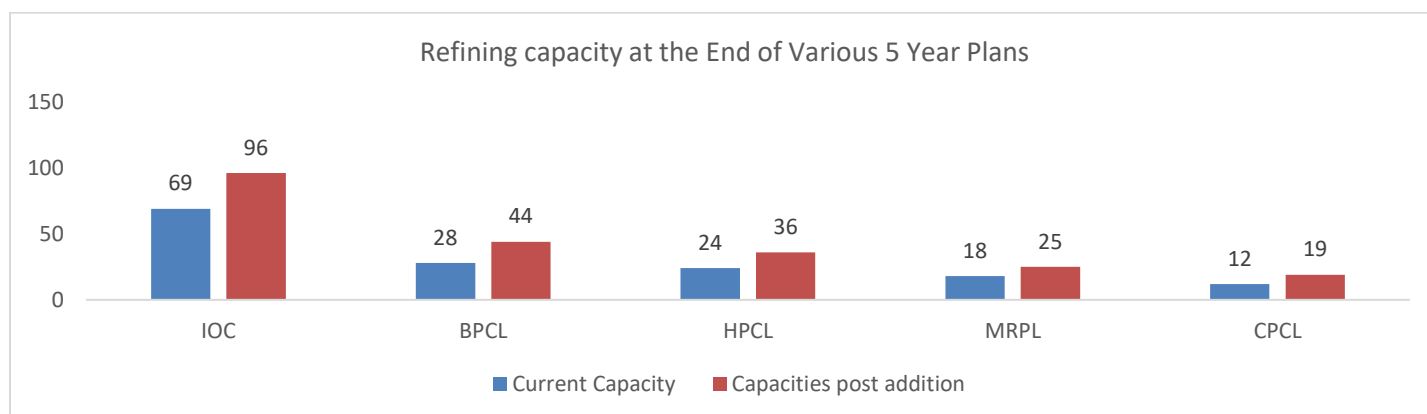
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Domestic hydrocarbon orders – beginning of structural capex cycle

All PSU refineries have announced substantial capex plans (~70 MTPA) over the next 4-5 years. Refining capacity expansion is driven by several factors like consistent growth in demand for petroleum products, the government’s drive for “Make in India” and improved finances of downstream oil and gas companies. Demand for petroleum products has grown at a CAGR of 5.8% over the last 5 years. To meet the increase in demand for petroleum products, most of the downstream oil and gas companies are looking at expanding their capacities. Currently the total capacity of refineries in India is ~235 MTPA, in which the public sector accounts for 150 MTPA (~64%). These public sector companies have announced a capacity addition of ~70 MTPA (capex of Rs 1.6tn) over the next 4-5 years. The opportunity size for EIL could be 4-5% of the planned capex i.e ~Rs 80bn. importantly, most of the PSU orders are awarded to EIL on a negotiated basis given its long-standing track record. This enables it to eliminate competition.

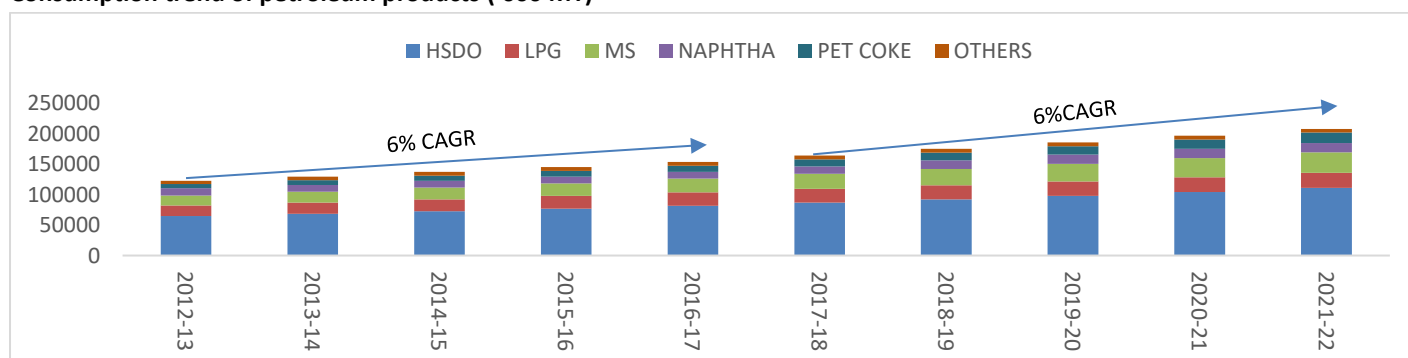
Over the years, the government has focused on reducing the dependence on imports of petroleum products. With this clear intent of the government, the refining capacity has grown at 4.7% CAGR over FY02-FY17. Further, with the Modi government coming into power, “Make in India” has taken centre stage and the refining capacity is likely to now grow. This growth in refining capacity is largely to be contributed by PSU’s (IOC contributing the highest, followed by BPCL and HPCL). Post expansion, the share of PSU’s in the refining capacity in India is likely to increase to ~71% from the current level of ~64%. This assumes significance as EIL’s enjoys preference amongst PSUs.



Source: Company, D&B

Demand for petroleum products has grown at a CAGR of 5.8% over the last 5 years and will continue to grow at 6%

Consumption trend of petroleum products ('000 MT)



Source: PPAC, D&B



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Company wise capacity addition plans over 5/10 years

Company	Current Capacity (MTPA)	Additions in next 5 years (MTPA)	Capacity after 5- years (MTPA)	In planning stage (MTPA)	Capacity after 10- years (MTPA)
IOC	69	27	96	0	96
BPCL & JV	28	16	44	0	44
HPCL & JV	24	12	36	7	42
MRPL	18	7	25	0	25
CPCL	12	7	19	0	18
Mega Refinery	0	0	0	30	30
Total PSU	151	69	220	37	255
RIL	65	0	65	0	65
ESSAR OIL	20	0	20	0	20
Nagarjuna Oil	0	6	6	6	12
Total Private	85	6	91	6	97

Source: Company, Industry reports, D&B research

International business outlook remains positive

Dangote project (Rs 8.5bn), Nigeria is the largest international project in EIL's kitty, slated to be commissioned by FY19E. This project currently is being built for a ~20 MTPA refining capacity. There are plans to expand the capacity further to 32 MTPA. There also exist orders for some subsea pipelines thereby improving the order flow prospects for EIL. Importantly implementation of such large projects should substantially increase EIL's credentials and prequalification levels, placing it favourably for further order wins in the international markets.

According to the International Energy Agency (IEA), global investments in oil and gas fell by 24% in 2016 compared with 26% in 2015, marking one of the biggest back to back drops in history. However, IEA expects investments to recover. As crude oil prices are strengthening, some of the projects in International market are expected to be put off hold. Despite some downside risks, general expectations for demand growth for oil products in the near future remain bullish. Higher demand for oil products envisaged will therefore encourage refiners to maximise throughputs, amid new capacity coming on line in Middle East and Asia. To cater to the MENA market, EIL has also set up a marketing office in Abu Dhabi.

Key Projects Bagged In International Geographies

Project	Geography	Contract Value (Rs Mn)	Award Date
Dangote	Nigeria	8,535	1QFY15
ORPIC (LIWA Plastics Project)	Oman	2,704	1QFY15
ADCO	Abu Dhabi	1,322	1QFY16
Bangladesh Petroleum Corporation	Bangladesh	1,165	1QFY17
BRASS	Nigeria	435	1QFY15
Sonangol	Angola	307 + 225	3QFY15/1QFY16

Source: Company, D&B research



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Potential for other opportunities to materialise

Domestic hydrocarbon has been and will continue to be the mainstay segment for EIL. However, it has also built capabilities/pre-qualifications in the international hydrocarbon segment and other businesses like fertilisers, water and infrastructure, amongst others like Water sector, Fertilizer and other opportunities.

Water Sector

EIL bagged project under the Namami Gange programme of the Govt. of India. The programme has an estimated cost of Rs 200bn to be spent over 5 years. Until FY16, Rs 50bn (vs. budget of Rs 74bn) has been spent in the first phase. The government has lined up 1,000 projects for the second phase, which include setting up of sewage management plants and effluent treatment plants, amongst others. Opportunities for EIL relate to providing PMC for these projects. However, a lower degree of specialisation in these projects would mean lower hydrocarbon margins for these projects.

Fertiliser sector

As a part of the revival plan for the Ramagundam fertiliser plant, a capex of Rs 60bn has been planned for setting up a gas-based urea plant with a capacity of 3,850 TPD. EIL has a strategic stake (26%) in this JV and is also executing the project under the EPCM mode (likely COD by FY19E). The govt has also planned to revive closed urea units of the Fertilizer Corporation India (FCIL) at Sindri (Jharkhand) and Gorakhpur (Uttar Pradesh), as well as the Barauni unit (Bihar) of Hindustan Fertilizer Corporation (HFCL). These projects further enhance the order flow visibility for EIL. Additionally, EIL has also successfully completed fertiliser projects in Nigeria, Bangladesh and Indonesia.

Other opportunities

EIL also has capabilities in sectors like infrastructure and metallurgy amongst others. It has so far prepared smart city proposals for Moradabad and Rampur. It has also rendered services for airports and large building construction projects. However the opportunity size under these projects is not substantially large (as compared to hydrocarbons). The margin/RoE profile is also low, given lesser levels of engineering skills required for such projects.

Expect improvement in quality of earnings

The margin profiles for both the segments of EIL viz. PMC and LSTK vary drastically. LSTK, being low on technology and commodity intensive, has relatively lower margins as compared to PMC. Over the last 2-3 years, EIL has witnessed pressure on margins both in the PMC and LSTK segments. This was mainly on account of subdued order flows and thereby negative operating leverage

In 1HFY18, EIL has reported strong EBIT margins of 27.4% for PMC and 40.5% for LSTK segment. However, this jump in margins was primarily driven by provision write backs (on project closures), rather than major improvement in operating performance.

EIL has bagged orders worth Rs 19bn in 1HFY18 leading to a strong order book of ~Rs 88bn as at 1HFY18 end. This takes EIL's order book to one of the highest levels ever. With these projects being executed over the next couple of years, the earnings' quality is set to improve for EIL.



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Order Book details from FY16-FY18

Award date	Completion date	Orders details	Customer	Segment	Order value (Rs mn)
1QFY16	3QFY18	Diesel Hydro-treater (DHT) and Associated Facilities at BPCL, Mumbai Refinery	BPCL	Consultancy	1,250
1QFY16	3QFY18	EPCM services for DHTD Project of Numaligarh Refinery	Numaligarh Refinery	Consultancy	800
1QFY16	4QFY16	PMC services (Phase-I) for revamp & capacity enhancement project of Bharat Oman Refinery	Bharat Oman Refinery	Consultancy	198
1QFY16	1QFY17	Pre-Project activities for Vizag Refinery Modernization Project	HPCL	Consultancy	149
1QFY16	NA	Miscellaneous domestic consultancy	NA	Consultancy	341
1QFY16	4QFY20	PMC Services for AL Dabbayah ASR Gas Development Project	ADCO	Consultancy	1,322
1QFY16	1QFY17	Additional services on EPCM basis for Rehabilitation & Adaptation of Algiers Refinery-Change	Sonatrach, Algeria	Consultancy	404
1QFY16	3QFY16	Consultancy services for cost estimation for KBR FEED, optimization of configuration & crude mix and additional ITBs for Process Units, Marine Terminals and O&U	Sonangol	Consultancy	225
1QFY16	4QFY19	PMA Services for Improvement of Fire Fighting Facilities at Abu Dhabi Refinery	Takreer	Consultancy	199
1QFY16	NA	Miscellaneous overseas consultancy	NA	Consultancy	37
2QFY16	4QFY19	PMC services for implementation of NGT Orders from Delhi Jal Board (DJB)	Delhi Jal Board	Consultancy	487
2QFY16	3QFY19	PMC for construction of fifth Oil berth at Jawahar Dweep, Mumbai Harbour	Mumbai Port Trust	Consultancy	114
2QFY16	2QFY17	EPCM-1 for Propylene Derivative Petrochemical Project (PDPP) of BPCL-KR	BPCL	Consultancy	110
2QFY16	2QFY18	Hiring of Consultancy Services for Integrity Check of Platforms under PRP-4 Project	ONGC	Consultancy	74
2QFY16	NA	Miscellaneous domestic consultancy	NA	Consultancy	193
2QFY16	3QFY18	400,000 BPSD Refinery and 600,000 TPA Polypropylene Plant at Lekki Free Trade Zone, Nigeria-Change Order for additional scope of services	Dangote Oil Refining Company	Consultancy	300
2QFY16	NA	Miscellaneous overseas consultancy	NA	Consultancy	18
3QFY16	2QFY19	PMC Stage-2 for Propylene Derivative Petrochemical Project (PDPP) at BPCL Kochi Refinery	BPCL	Consultancy	1,500
3QFY16	1QFY18	EPMC for Mundra Bathinda pipeline capacity expansion project (MCEP) from HPCL-Mittal Energy	HPCL-Mittal Energy	Consultancy	155
3QFY16	4QFY18	EPMC Services for Construction of Effluent Treatment Plant at Tengakhat Assam from Oil India Ltd	Oil India	Consultancy	72
3QFY16	NA	Miscellaneous domestic consultancy	NA	Consultancy	226
3QFY16	NA	Miscellaneous overseas consultancy	NA	Consultancy	15
4QFY16		Installation of Lean Gas Compressor and Associated facilities at Hazira Gas Processing Complex	ONGC	Turnkey / OBE	2,200
4QFY16		BORL Bina refinery expansion to 15.5mtpa	Bharat Oman Refinery	Consultancy	1,000
4QFY16		PDPP		Consultancy	
4QFY16	NA	Miscellaneous domestic consultancy	NA	Consultancy	3,231
4QFY16		FEED revalidation, Licensor Selection & BDEP review of 200k BPSD (9.5mtpa) Lobito Refinery by	Sonogol	Consultancy	1,300
4QFY16	NA	Miscellaneous overseas consultancy	NA	Consultancy	37
4QFY16		Lobito refinery, Algeria	Sonogol	Consultancy	-
FY16		Total			15,958



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Award date	Completion date	Orders details	Customer	Segment	Order value (Rs mn)
1QFY17	2QFY21	BSVI Projects at CPCL Manali Refinery on OBE Method	CPCL	Turnkey	12,450
1QFY17	NA	Miscellaneous domestic Turnkey	NA	Turnkey	210
1QFY17	4QFY20	EPCM Services for BS-VI Projects for Panipat Refinery of IOCL	IOCL	Consultancy	1,637
1QFY17	4QFY20	EPCM Services for BS-VI Project for Haldia Refinery of IOCL	IOCL	Consultancy	1,589
1QFY17	4QFY20	EPCM Services for BS-VI Project for Gujarat Refinery of IOCL	IOCL	Consultancy	1,249
1QFY17	1QFY19	Entry Level Activities for Namami Gange Project	National Mission for Clean Gan	Consultancy	800
1QFY17	3QFY20	EPCM Services for BS-VI Project for Bongaigaon Refinery of IOCL	IOCL	Consultancy	446
1QFY17	3QFY20	EPCM Services for BS-VI Project of Mathura Refinery of IOCL	IOCL	Consultancy	348
1QFY17	NA	Miscellaneous domestic consultancy	NA	Consultancy	966
1QFY17	1QFY20	PMC services for installation of ERL Unit-2 for Easter Refinery Ltd, Bangladesh Petroleum Corpor	Bangladesh Petroleum Corpora	Consultancy	1,165
1QFY17	NA	Miscellaneous overseas consultancy	NA	Consultancy	174
2QFY17	2QFY20	PMC/ EPCM services for Mumbai Refinery Expansion Project (MREP)	HPCL	Consultancy	746
2QFY17	3QFY17	Consultancy Services for Licensor Selection and Preparation of DFR for HMEL Petrochemical Com	HPCL-Mittal Energy	Consultancy	140
2QFY17	3QFY20	PMC for Dahej Expansion Phase-III B1 Project at Dahej LNG Terminal for Regas Facilities	Petronet LNG	Consultancy	132
2QFY17	2QFY18	Energy Efficiency Improvement Study of 15 PSU Refineries	Centre for High Technology	Consultancy	129
2QFY17	NA	Miscellaneous domestic consultancy	NA	Consultancy	251
2QFY17	NA	Miscellaneous overseas consultancy	NA	Consultancy	102
3QFY17	1QFY20	EPCM Services for BS-VI Fuel Quaiy Project	HPCL-Mittal Energy	Consultancy	880
3QFY17	1QFY21	EPCM services for enhancement of Pumping a capacity of Barauni -Bongaigaon sector in Naharka	Oil India Ltd	Consultancy	350
3QFY17	3QFY19	PMC services for 36"x357 Km Vijaiapur-Auraiya Pipeline	GAIL	Consultancy	292
3QFY17	NA	Miscellaneous domestic consultancy	NA	Consultancy	575
3QFY17	1QFY19	Basic and Detailed Engineering for East West Offshore Gas Gathering Station (EWOOGS) Project	First Exploration & Petroleum D	Consultancy	450
3QFY17	NA	Miscellaneous overseas consultancy	NA	Consultancy	162
4QFY17	43 months	Vizag Refinery modernization project (VRMP) from HPCL - under 1) PMC services for major Proces	HPCL	Consultancy	5,000
4QFY17		Vizag Refinery modernization project (VRMP) from HPCL - under 1) PMC services for major Proces	HPCL	Turkey	21,000
4QFY17		MRPL BS-VI project	MRPL	Consultancy	1,500
4QFY17		Kochi MS Block Project - BSVI	BPCL	Consultancy	1,500
4QFY17		Replacement of KG Basin Pipeline and Other Miscellaneous Jobs in Andhra Pradesh from GAIL	GAIL	Consultancy	1,000
4QFY17	NA	Miscellaneous domestic consultancy	NA	Consultancy	789
4QFY17	NA	Miscellaneous overseas consultancy	NA	Consultancy	591
4QFY17	NA	Miscellaneous Tunkey orders	NA	Turkey	458
FY17		Total			57,081
1QFY18		Implementation of Slug Catcher Project at Uran	ONGC	Turnkey	2447
1QFY18		Consultancy for Third Party Assessment for Establishment of Bhamashah State Data Centre(BSDC	Dept of IT(Govt of Rajasthan)	Consultancy	219
1QFY18		EIA Study (including RRA) and Licensor Selection & Preliminary Project Activities for StandalonePe	GAIL(India) LTD	Consultancy	155
1QFY18		Consultancy Services for Retrofitting ofHRD-DCW Package of Alumina Refinery at Damanjodi, Odis	NALCO	Consultancy	105
2QFY18		SRU Revamping at ONGC Haziraplant	ONGC	Turnkey	2350
2QFY18		Consultancy Services for Guru GobindSingh Polymer Addition Project	HPCL- Mittal Energy LTD	Consultancy	10150
2QFY18		ProjectManagementConsultancyServicesforInstallationofNewKeroHydroDesulfurizationUnitatE	BharatOman Refinery Limited	Consultancy	259
2QFY18		Variationorderno.3forPMC&EPCMServicesforDangoteRefineryProject	DangoteOil Refining Company L	Consultancy	2541



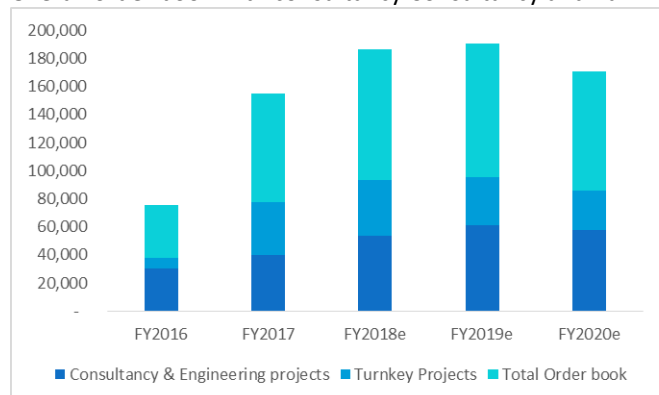
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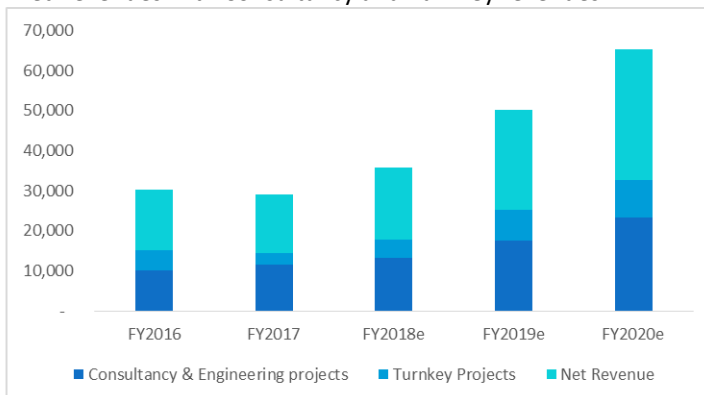
Some of the potential orders can arise from the following Hydrocarbon expansion plans over FY17-19.

Project	Scope	Customer	Estimated cost Rs Bn
Bina refinery expansion	Expansion from 6 mn MT to 7.8 mn MT	BPCL	1 to 1.25
Bina refinery expansion	9 mn MT Grassroot expansion	BPCL	9 to 10
Kochi propylene derivatives	Propylene derivatives	BPCL	2.5 to 5
Bhatinda Expansion	a) Low cost initial expansion. B) Doubling of capacity. C) Petrochemical integration.	HPCL	4 to 4.5
Numaligarh Expansion		BPCL	na
Barmer Refinery	Greenfield refinery with petrochemical plant	HPCL	28.7
Barauni Refinery	Expansion by 6 mn MT and petrochemical integration	IOC	na
West Coast refinery	BPCL, HPCL, IOC	IOC	30

Overall order book with consultancy Consultancy and Turnkey

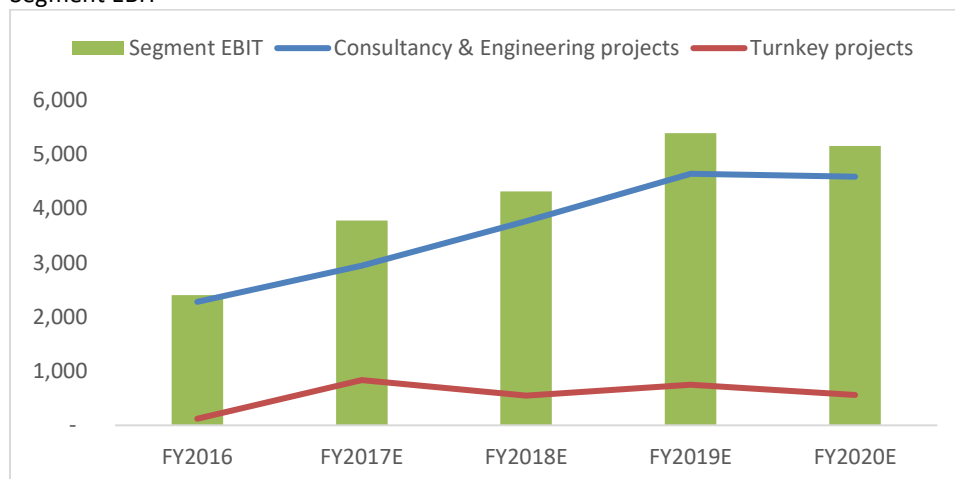


Net Revenues with Consultancy and Turnkey revenues



Source: Company, D&B

Segment EBIT



Source: Company, D&B



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Key Risks

Retention of existing and appointment of new employees

EIL is in a highly specialised and technical business and being a primary consultant, human capital is the company's major asset. The ability to retain experienced work force and suitably ramp up human resources is a key monitorable. Any material change in its workforce can adversely impact growth prospects.

Slowdown in refining capex

While EIL is fairly diversified into various businesses including petrochemicals, pipelines, fertilisers, power, EPC, etc., its current mainstay is refining. Any slowdown/cancellations in the planned refining capex could impact future estimates and profitability of the company.

High exposure to big-ticket EPC projects

Disproportionate exposure to large LSTK contracts poses higher business risks. Any cost overruns /LD in such projects can be detrimental for EIL's financials and prospects.



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Company Description Overview

EIL was established in 1965 as a private limited company pursuant to the formation agreement between the Government of India and Bechtel International Company (BIC). In 1967, EIL was converted into a wholly-owned GoI enterprise after termination of agreement with BIC and in 1996, the GoI divested its ~6% stake making EIL a public listed company. This legacy and association of EIL with Bechtel (largest construction and civil engineering company in US), provides EIL with an ancillary edge over its competitors and also amplifies its global competitiveness.

The company is a leading engineering consultancy and EPC services company with a globally competitive business model with principal focus of the oil & Gas and petrochemicals industries. It is also trying to diversify into various other sectors contributing its services to 400 major projects in India and abroad. EIL has a portfolio of services spanning concept to commissioning including design, engineering, procurement, construction and integrated project management services. EIL's QMS, OHSMS and EMS have ISO 9001, OHSAS 18001 and ISO 14001 certifications, respectively.

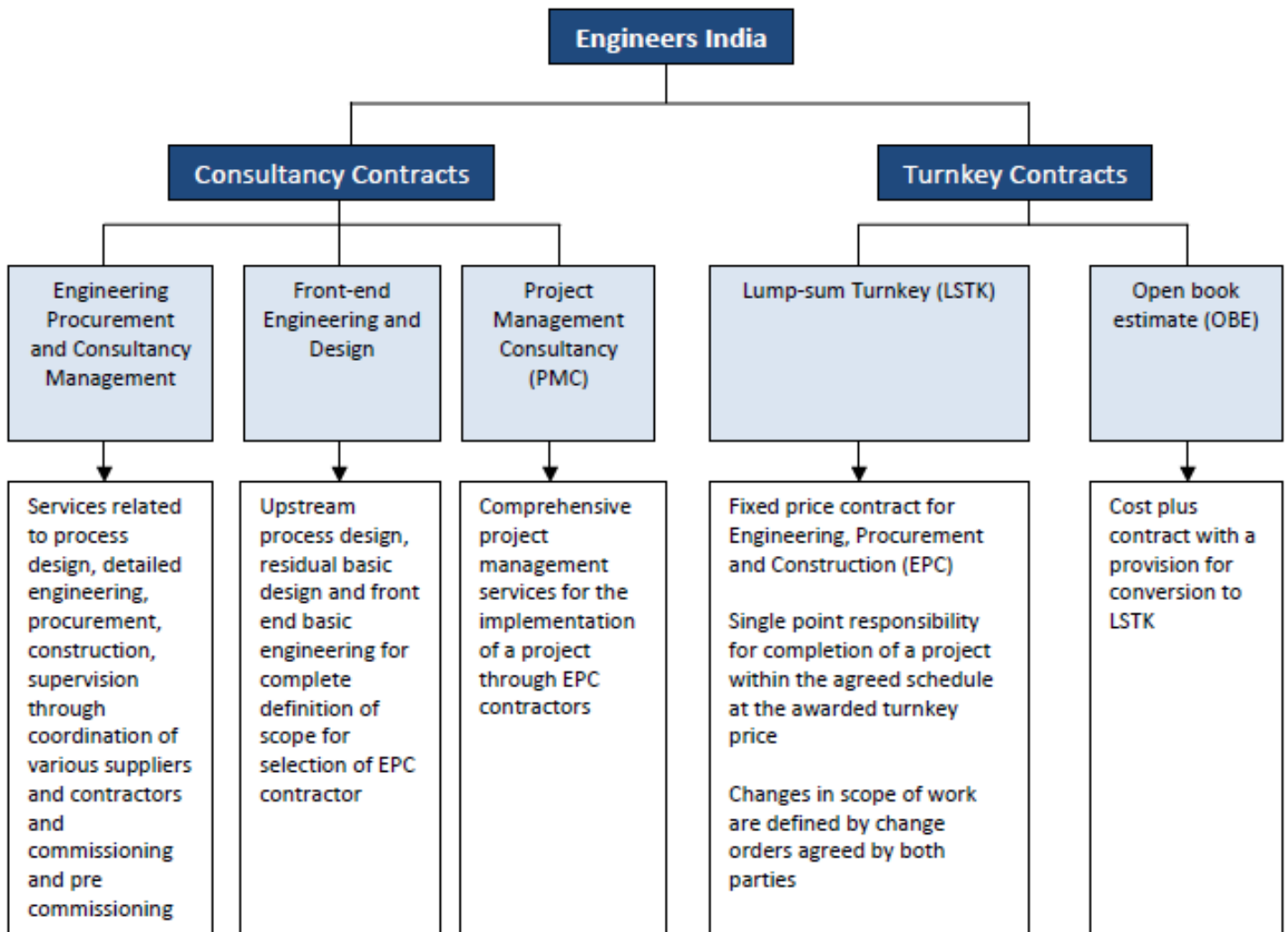
EIL's corporate office is in New Delhi and it also has 4 regional offices in Mumbai, Kolkata, Chennai and Vadodara, along with inspection offices at all major manufacturing locations across the country. The company also has presence in Abu Dhabi, London, Milan and Shanghai.

EIL's business segments and service offerings

EIL's key business segments are consultancy services and turnkey (EPC) contracts. In the consultancy segment, the company provides the complete range of services required to conceptualise, design, engineer and construct projects to meet the specific needs of its clients. Its association with clients extends beyond the commissioning of their plants through monitoring operations of each plant and accumulating feedback on performance. In the EPC contracts, EIL undertakes projects wherein it takes single point responsibility for managing all elements of project execution viz. basic & detailed engineering, procurement, plant erection, construction and commissioning. EIL's EPC contracts generally fall in two broad categories: lump sum turnkey (LSTK) contracts and open book estimate (OBE) contracts. EIL offers EPC services on its own as well as in association with other established equipment manufacturers and construction companies in India and internationally.

EIL's marquee clientele and track record

In its core area of expertise i.e. the hydrocarbon value chain, EIL has executed over 354 projects – earning the reputation of being a veritable treasure trove of technical knowledge. In the non-hydrocarbon space, the company has executed over 100 projects. Overall, EIL has to its credit more than 5000 assignments including over 400 major projects. In the course of setting up various projects, Engineers India has worked with a large number of process licensors and engineering/contracting companies worldwide and is well versed with the engineering codes and practices followed internationally. Thus, Engineers India has played a significant role in the growth story of hydrocarbon, petrochemical and metallurgy sectors in India. The company has its footprints in 19 of 22 operating refineries in the country with a combined refining capacity of more than 150 MMTPA. EIL has also been involved in establishing seven of the nine mega petrochemical complexes in India. EIL's expertise in this segment has resulted in achieving more than 90% indigenisation in terms of technology and around 80% in supplies.





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Financials

Profit & Loss (Rs Mn)						Cash Flow Statement (Rs Mn)					
	FY16	FY17	FY18E	FY19E	FY20E		FY16	FY17	FY18E	FY19E	FY20E
Net Sales	15,110	14,486	17,865	25,134	32,601	Pre tax Profit	4198	5908	6089	7758	9002
Raw Materials	(5,804)	(2,269)	(3,394)	(7,540)	(11,410)	Add: Dep. & Amortization	249	225	240	264	282
Employee Cost	(5,906)	(6,533)	(6,847)	(7,185)	(7,544)	Total tax paid	(1238)	(2470)	(2040)	(2599)	(3016)
Other Expenses	(1,429)	(1,756)	(3,576)	(4,786)	(6,644)	Other Adjustments	(2478)	(2237)	(2282)	(2398)	(2282)
Cost of Sales	(13,138)	(10,558)	(13,818)	(19,511)	(25,598)	Cash Profit	731	1427	2007	3024	3987
Operating Profit	1,972	3,928	4,047	5,623	7,002	(Inc) / Dec in					
Depreciation	(249)	(225)	(240)	(264)	(282)	Sundry Debtors	628	(198)	(465)	(1748)	(1795)
PBIT	1,723	3,703	3,807	5,360	6,720	Inventories	(2)	(0)	0	0	0
Other Income	2,478	2,237	2,282	2,398	2,282	Loans & Advances	(1017)	565	(604)	(1097)	(1493)
Interest	(2)	(32)	0	0	0	Sundry Creditors	(147)	2093	1416	2597	2462
Prior period items						Change in Working Capital	(538)	2459	348	(248)	(826)
Profit Before Tax	4,198	5,908	6,089	7,758	9,002	CF from Operating Activities	193	3886	2355	2776	3160
Provision for Tax	(1,482)	(2,074)	(2,040)	(2,599)	(3,016)	CF from Investing Activities	3167	(3754)	3669	1898	1982
PAT	2,716	3,834	4,049	5,159	5,987	CF from Financing Activities	(934)	(3218)	(406)	(3411)	(4657)
						Cash Generated (Utilised)	2426	(3085)	5619	1263	486
						Cash at the start of year	23729	26158	23105	28723	29987
						Cash at the end of year	26158	23105	28723	29987	30473
Balance Sheet (Rs Mn)						Ratios					
	FY16	FY17	FY18E	FY19E	FY20E		FY16	FY17	FY18E	FY19E	FY20E
Equity Capital	1,685	3,369	3,369	3,369	3,369	OPM	13.0	27.1	22.7	22.4	21.5
Reserves	25,885	24,390	28,034	29,782	31,112	NPM	18.0	26.5	22.7	20.5	18.4
Net Worth	27,570	27,760	31,403	33,151	34,481	Tax Rate %	(35.3)	(35.1)	(33.5)	(33.5)	(33.5)
Long term borrowings	0	0	0	0	0	Growth Ratio (%)					
Short term borrowings	0	0	0	0	0	Net Sales	(11.8)	(4.1)	23.3	40.7	29.7
Total Debt	0	0	0	0	0	Operating Profit	(12.2)	99.2	3.0	38.9	24.5
Capital Employed	27,570	27,760	31,403	33,151	34,481	PAT	(14.8)	41.2	5.6	27.4	16.0
Gross Block	4,710	4,847	5,347	5,847	6,147	Per Share					
Accumulated Depreciation	1,923	2,148	2,388	2,651	2,934	Earning Per Share (EPS)	4.0	5.7	6.0	7.7	8.9
Net Block	2,788	2,699	2,959	3,195	3,213	Cash Earnings (CPS)	4.4	6.0	6.4	8.0	9.3
Capital WIP	244	557	557	557	557	Dividend	2.0	3.0	4.2	5.7	6.7
Total Fixed Assets	3,032	3,256	3,516	3,753	3,770	Book Value	40.9	41.2	46.6	49.2	51.2
Goodwill & Intangible						Free Cash flow	(0.2)	5.1	2.8	3.4	4.2
Investments	367	5,324	3,438	3,438	3,438	Valuation Ratios					
Other long term assets	4,563	3,846	4,450	5,547	7,040	P/E (x)	48.1	34.1	32.3	25.3	21.8
Long term liabilities	(158)	(134)	(367)	(374)	(338)	P/B (x)	4.7	4.7	4.2	3.9	3.8
Inventories	10	11	11	11	11	EV / Sales	6.9	7.4	5.7	4.0	3.1
Sundry debtors	3,633	3,831	4,295	6,043	7,838	EV / EBITDA	53.0	27.4	25.2	17.9	14.3
Cash & bank	26,158	23,105	28,723	29,987	30,473	Div. Yield (%)	1.0	1.5	2.2	3.0	3.4
Loans & advances and Othe	1,004	1,156	1,156	1,156	1,156	FCF Yield (%)	-0.1	2.7	1.4	1.7	2.2
Current Liabilities	(9,586)	(10,057)	(10,655)	(12,923)	(13,994)	Return Ratios (%)					
Provisions	(3,589)	(5,236)	(5,821)	(6,142)	(7,570)	ROE	9.9	13.8	12.9	15.6	17.4
Working Capital	17,630	12,810	17,709	18,131	17,914	ROCE*	15.2	21.4	19.4	23.4	26.1
Deffered Tax	2,137	2,657	2,657	2,657	2,657						
Misc. Expense	0	0	0	0	0						
Capital Deployed	27,570	27,760	31,403	33,151	34,481						

* includes recurring other income



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