

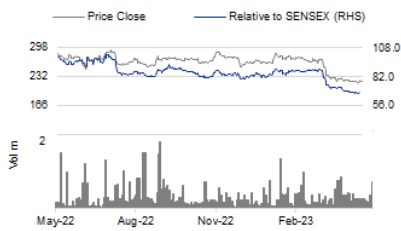
India

**ADD** (no change)

|                              |                      |
|------------------------------|----------------------|
| Consensus ratings*:          | Buy 13 Hold 3 Sell 2 |
| Current price:               | Rs221                |
| Target price:                | Rs250                |
| Previous target:             | Rs312                |
| Up/downside:                 | 13.1%                |
| InCred Research / Consensus: | -5.6%                |
| Reuters:                     | ONTE.NS              |
| Bloomberg:                   | ORIENTEL IN          |
| Market cap:                  | US\$649m             |
|                              | Rs47,100m            |
| Average daily turnover:      | US\$0.8m             |
|                              | Rs58.0m              |
| Current shares o/s:          | 212.8m               |
| Free float:                  | 61.6%                |
| *Source: Bloomberg           |                      |

**Key changes in this note**

- FY24F/25F revenue cut by 9.3%/6.7%.
- FY24F/25F EBITDA cut by 20.6%/18.5%.
- FY24F/25F PAT cut by 16.2%/17.8%.



Source: Bloomberg

|                          |       |        |        |
|--------------------------|-------|--------|--------|
| <b>Price performance</b> | 1M    | 3M     | 12M    |
| Absolute (%)             | (2.6) | (19.5) | (21.9) |
| Relative (%)             | (5.5) | (20.1) | (32.9) |

|                            |        |
|----------------------------|--------|
| <b>Major shareholders</b>  | % held |
| Promoters                  | 38.4   |
| NIPPON INDIA FUND          | 6.7    |
| MIRAE ASSET TAX SAVER FUND | 5.0    |

**Analyst(s)**



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# Orient Electric

## Margins to get priority over sales growth

- Muted summer demand, erratic weather and high fan channel inventory led to significantly lower fan sales in 4Q. Revenue/EBITDA miss: 18-20% vs. Incred.
- The new CEO prefers margins over revenue growth in the near term. Also, premium product launches, cost savings and more in-house manufacturing.
- Sudden CEO change, fan market share loss and the shift from distributors to direct dealers delay sales growth. We cut exit P/E to 35x. Retain ADD rating.

### Disproportionate impact on 4Q performance due to weak fan sales

Orient Electric (OEL) posted 4QFY23 revenue/EBITDA/PAT of Rs6.6bn/Rs464m/Rs246m, a decline of 13%/43%/50% yoy and 11%/16%/24% qoq, missing our/Bloomberg consensus estimates by 10-50%. Muted summer demand, erratic weather and high fan channel inventory led to much lower fan sales (60% of total sales) in 4Q, leading to disproportionately lower sales in the ECD segment. ECD revenue fell by 20.3% yoy and 15.1% qoq to Rs4.6bn. The lighting & switchgear (L&S) segment was better with a revenue of Rs2bn, +12% yoy/flat qoq, led by better B2B LED demand & premium product launches. Wire & switchgear together accounted for 2-3% of sales, which includes the L&S segment's revenue. Consolidated EBITDA margin at 7% fell by 366bp yoy/37bp qoq due to operating deleverage. Net working capital cycle improved to 22 days (down 10 days yoy). OCF/FCF were at Rs1.9bn/Rs759m, respectively, in FY23. The recommended dividend was Rs1.5/share (40%+ payout, Rs2/share yoy). Net cash was Rs1.5bn as of end-Mar 2023.

### Prefer margins over sales growth; premiumization drive to continue

Mr. Rajan Gupta, the new MD and CEO who took over on 4 Apr 2023, stated that OEL prefers margins over revenue growth in the short term. OEL has identified 'Hero' products – best-selling premium SKUs – to increase its sales further across existing/new markets in all product segments such as fans, appliances, lighting & switchgear/switches. OEL targets 15% of its total sales from new products by FY25F. The B2B LED portfolio continues to do well with robust order inflow from public/private sector projects. To support margins, OEL has taken a weighted average price hike of 2.5% for BEE-rated fans in Apr 2023 and targets cost savings of Rs500m under its flagship 'Sanchay' program for FY24F. Most of these measures, in our view, aim to recover margins faster followed by revenue growth recovery. No new state was added to the direct-to-market (DTM) dealer-shift program and DTM states' (25% of fan sales) revenue grew 15% yoy, gaining market share in 4QFY23.

### Change in our estimates, valuation and risks

Given persistent weak fan sales, new plant delay and management transition, we now build in the delay in revenue growth/margin recovery. We cut revenue/EBITDA/PAT sharply by 5-20% over FY24F-25F. We will monitor premium product launches and fan market share/margin recovery closely. We roll forward to FY25F and retain ADD rating on OEL with a lower TP of Rs250 (Rs312 earlier) based on a P/E of 35x (5-year mean ex-FY23) FY25F EPS. Downside risks: Product launch/capex delay & incremental employee attrition.

| <b>Financial Summary</b>          | Mar-21A | Mar-22A | Mar-23F  | Mar-24F  | Mar-25F  |
|-----------------------------------|---------|---------|----------|----------|----------|
| Revenue (Rsm)                     | 20,326  | 24,484  | 25,292   | 28,385   | 32,642   |
| Operating EBITDA (Rsm)            | 2,195   | 2,313   | 1,510    | 2,299    | 2,807    |
| Net Profit (Rsm)                  | 1,197   | 1,266   | 759      | 1,243    | 1,518    |
| Core EPS (Rs)                     | 5.6     | 6.0     | 3.6      | 5.9      | 7.1      |
| Core EPS Growth                   | 52.3%   | 5.8%    | (40.1%)  | 63.7%    | 22.0%    |
| FD Core P/E (x)                   | 39.23   | 37.09   | 61.93    | 37.83    | 31.02    |
| DPS (Rs)                          | 2.0     | 2.0     | 1.5      | 2.0      | 3.0      |
| Dividend Yield                    | 0.90%   | 0.90%   | 0.68%    | 0.90%    | 1.36%    |
| EV/EBITDA (x)                     | 20.12   | 19.57   | 29.89    | 19.85    | 16.05    |
| P/FCFE (x)                        | 26.70   | 68.31   | 79.01    | (123.73) | 50.76    |
| Net Gearing                       | (61.5%) | (31.6%) | (31.6%)  | (21.1%)  | (27.1%)  |
| P/BV (x)                          | 10.31   | 8.67    | 8.03     | 7.06     | 6.24     |
| ROE                               | 29.4%   | 25.4%   | 13.5%    | 19.9%    | 21.4%    |
| % Change In Core EPS Estimates    |         |         | (18.82%) | (16.28%) | (18.02%) |
| InCred Research/Consensus EPS (x) |         |         |          |          |          |

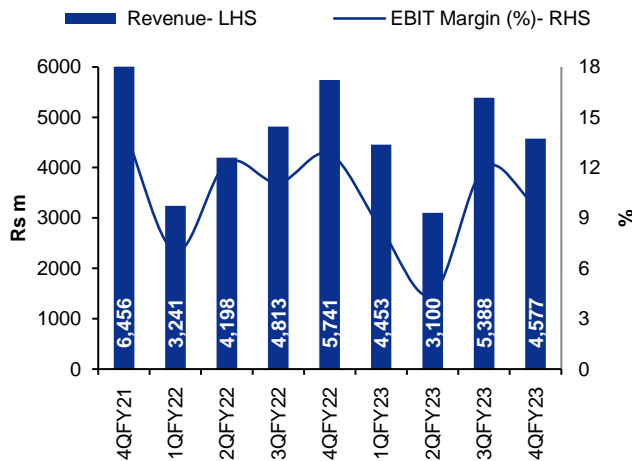
SOURCE: INCRED RESEARCH, COMPANY REPORTS

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## 4QFY23 earnings-call highlights

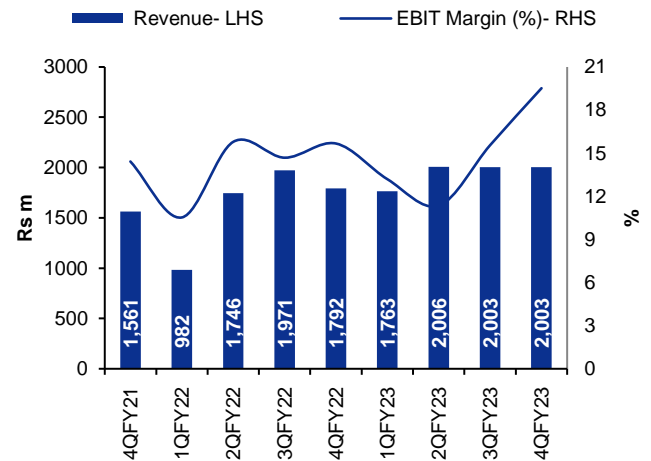
- **New CEO's appointment:** After the resignation of Mr. Rakesh Khanna, OEL has appointed Mr. Rajan Gupta as its MD and CEO. Mr. Gupta has 25 years of diverse experience across various aspects of management, digital transformation, sales, marketing, P&L management, GTM strategy, business turnaround, manufacturing operations and investor management. Previously, he has worked with companies like Tata Telecom, Hindustan Coca Cola and Asian Paints before his last role at Hathway Cable and Datacom (Not Rated) where he was the MD and CEO, and Chairman of the board of GTPL Hathway (Not Rated).
- **Sales mix:** The electrical consumer durables or ECD segment's revenue accounted for 69% (fan sales declined yoy while appliances saw moderate growth) while the L&S segment accounted for 31% of consolidated sales in 4Q. In the lighting business, B2C sales accounted for 85% while B2B (EESL almost nil) contributed 15% to the total lighting segment's sales in 4QFY23.
- **ECD segment update:** Fan business mirrored the industry trend and turned weak due to high channel stocking owing to BEE star rating transition, muted consumer demand and erratic weather conditions. Water heater sales rose by 2x yoy, and air-cooler sales grew in the mid-teens during 4QFY23. Exports grew in the high teens as OEL entered northern and southern Africa during Jan-Mar 2023. The company took a 2.5% weighted-average price hike in fans from Apr 2023. BLDC fans accounted for 8-9% of total fan sales volume and the company expects them to contribute 15-18% to total fan sales over the next two-to-three years.
- **Lighting segment update:** OEL witnessed consistent and strong growth across B2B and consumer lighting segments. The B2B channel, including professional luminaries and facade lighting, increased revenue by 20%+ in 4QFY23. With the high government push to infrastructure and strong launches in the realty segment, the B2B segment emerged as a strong revenue growth driver for OEL. House wires are gaining good acceptance among trade partners and influencers, accelerating the growth of the switchgear portfolio. Switchgear and wire segments together accounted for 2-3% of consolidated sales in FY23.
- **DTM shift update:** No new state was added to the DTM shift policy. DTM states saw 15%+ revenue growth yoy, gaining market share. DTM states accounted for 25% of total fan sales in 4QFY23.
- **Cost savings:** Project Sanchay - the flagship cost-saving initiative - saved Rs600m in FY23, and the company aspires to save Rs500m in FY24F.
- **Capex update:** The upcoming greenfield plant at Hyderabad is expected to be operational by Sep 2023F. The total estimated capex is Rs1.85bn, of which about Rs800m has been incurred so far. The plant will enhance existing capacity by 30% and make ceiling and TPW fans in its initial stage of commercial production. Maintenance capex of Rs300-400m will continue to be spent annually in addition to greenfield capex.
- **Cash flow:** Net working capital cycle improved to 22 days of TTM sales at the end of Mar 2023 vs. 30 days yoy. Net cash (including equivalents) stood at Rs1.9bn at the end of Mar 2023 vs. Rs1.7bn yoy.

Figure 1: ECD segment's revenue and margin trend



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Lighting and switchgear segment's revenue and margin trend



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: 4QFY23 results snapshot

| YE Mar (Rs m)     | 4QFY23 | 4QFY22 | yoy (%) | 3QFY23 | qoq (%) | FY23   | FY22   | yoy (%) |
|-------------------|--------|--------|---------|--------|---------|--------|--------|---------|
| Revenue           | 6,579  | 7,533  | (12.7)  | 7,390  | (11.0)  | 25,292 | 24,484 | 3.3     |
| EBITDA            | 464    | 806    | (42.5)  | 549    | (15.5)  | 1,510  | 2,313  | (34.7)  |
| EBITDA margin (%) | 7.0    | 10.7   | -366 bp | 7.4    | -37 bp  | 6.0    | 9.4    | -348 bp |
| Adj. PAT          | 246    | 488    | (49.5)  | 326    | (24.3)  | 759    | 1,266  | (40.1)  |
| Diluted EPS (Rs)  | 1.2    | 2.3    |         | 1.5    |         | 3.6    | 6.0    |         |

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: 4QFY23 segmental results snapshot

|                              | 4QFY23       | 4QFY22       | yoy (%)       | 3QFY23       | qoq (%)       | FY23          | FY22          | yoy (%)         |
|------------------------------|--------------|--------------|---------------|--------------|---------------|---------------|---------------|-----------------|
| <b>Revenue (Rs m)</b>        |              |              |               |              |               |               |               |                 |
| Electrical consumer durables | 4,577        | 5,741        | (20.3)        | 5,388        | (15.1)        | 17,518        | 17,993        | (15.1)          |
| Lighting & switchgear        | 2,003        | 1,792        | 11.8          | 2,003        | 0.0           | 7,774         | 6,491         | 0.0             |
| <b>Total</b>                 | <b>6,579</b> | <b>7,533</b> | <b>(12.7)</b> | <b>7,390</b> | <b>(11.0)</b> | <b>25,292</b> | <b>24,484</b> | <b>20,260.5</b> |
| <b>EBIT (Rs m)</b>           |              |              |               |              |               |               |               |                 |
| Electrical consumer durables | 445          | 736          | (39.5)        | 645          | (31.0)        | 1,599         | 2,012         | (31.0)          |
| Lighting & switchgear        | 391          | 281          | 39.2          | 311          | 25.5          | 1,162         | 949           | 25.5            |
| <b>Total</b>                 | <b>836</b>   | <b>1,017</b> | <b>(17.8)</b> | <b>956</b>   | <b>(12.6)</b> | <b>2,761</b>  | <b>2,960</b>  | <b>(12.6)</b>   |
| <b>EBIT margin (%)</b>       |              |              |               |              |               |               |               |                 |
| Electrical consumer durables | 9.7          | 12.8         | -309 bp       | 12.0         | -224 bp       | 9.1           | 11.2          | (224.3)         |
| Lighting & switchgear        | 19.5         | 15.7         | 385 bp        | 15.6         | 396 bp        | 14.9          | 14.6          | 396.4           |
| <b>Total</b>                 | <b>12.7</b>  | <b>13</b>    | <b>-79 bp</b> | <b>12.9</b>  | <b>-23 bp</b> | <b>10.9</b>   | <b>12.1</b>   | <b>(0.1)</b>    |

SOURCES: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Actuals vs. our estimates

| Rs m              | 4QFY23 | 4QFY23F | Var (%) |
|-------------------|--------|---------|---------|
| Revenue           | 6,579  | 8,052   | (18.3)  |
| EBITDA            | 464    | 595     | (22.0)  |
| EBITDA margin (%) | 7.0    | 7.4     | -34 bp  |
| Adj. PAT          | 246    | 275     | (10.5)  |

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 6: Actuals vs. Bloomberg consensus

| Rs m              | 4QFY23 | 4QFY23C | Var (%) |
|-------------------|--------|---------|---------|
| Revenue           | 6,579  | 7,986   | (17.6)  |
| EBITDA            | 464    | 732     | (36.6)  |
| EBITDA margin (%) | 7.0    | 9.2     | -212 bp |
| Adj. PAT          | 246    | 463     | (46.8)  |

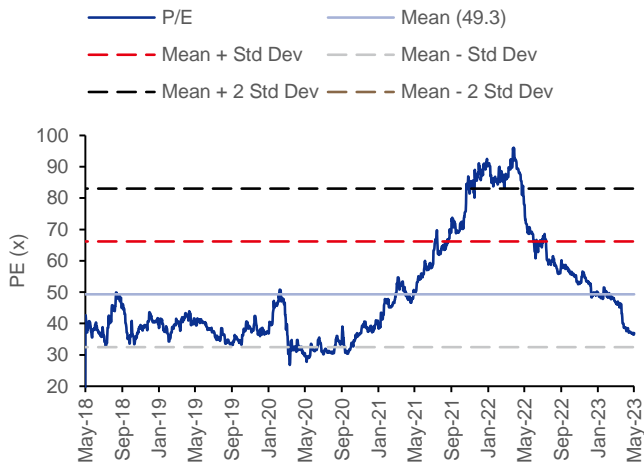
SOURCE: INCRED RESEARCH, COMPANY REPORTS, BLOOMBERG

Figure 7: Revised earnings estimates

|                      | New Estimates |        | Old Estimates |        | Change (%) |         |
|----------------------|---------------|--------|---------------|--------|------------|---------|
|                      | FY24F         | FY25F  | FY24F         | FY25F  | FY24F      | FY25F   |
| Revenue              | 28,385        | 32,642 | 31,304        | 34,973 | -9.3       | -6.7    |
| EBITDA               | 2,299         | 2,807  | 2,896         | 3,445  | -20.6      | -18.5   |
| Adjusted consol. PAT | 1,243         | 1,518  | 1,483         | 1,847  | -16.2      | -17.8   |
| EPS                  | 5.9           | 7.1    | 7.0           | 9      | -16.3      | -18.0   |
| EBITDA margin (%)    | 8.1           | 8.6    | 9.3           | 10     | -115 bp    | -125 bp |

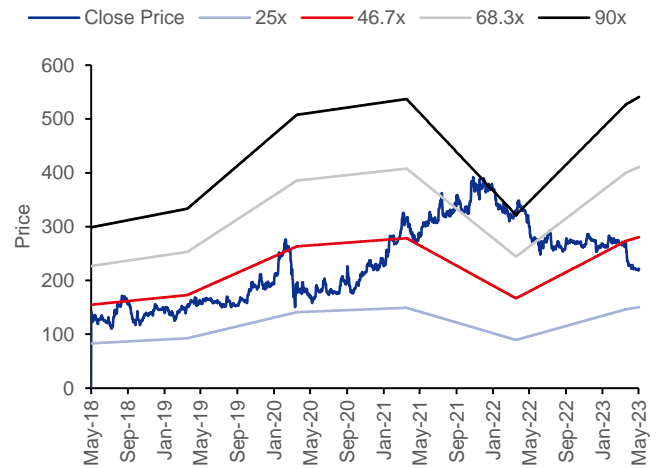
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 8: P/E standard deviation (since demerger)



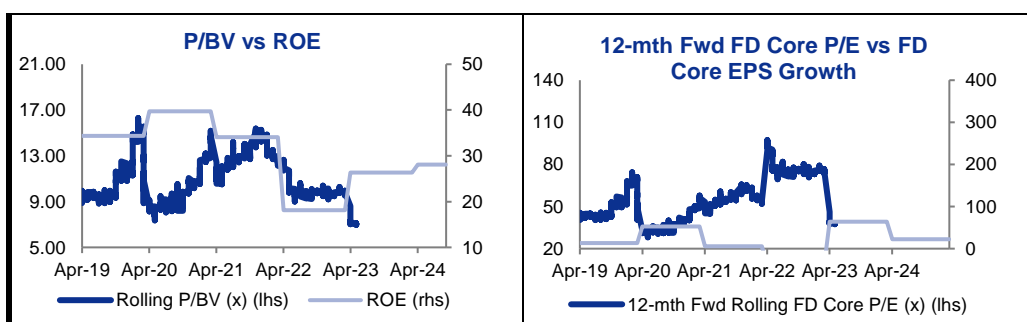
SOURCE: INCRED RESEARCH, COMPANY REPORTS, BLOOMBERG

Figure 9: P/E band – one-year forward EPS



SOURCE: INCRED RESEARCH, COMPANY REPORTS, BLOOMBERG

BY THE NUMBERS



**Profit & Loss**

| (Rs mn)                                   | Mar-21A       | Mar-22A       | Mar-23F       | Mar-24F       | Mar-25F       |
|---|---------------|---------------|---------------|---------------|---------------|
| <b>Total Net Revenues</b>                 | <b>20,326</b> | <b>24,484</b> | <b>25,292</b> | <b>28,385</b> | <b>32,642</b> |
| <b>Gross Profit</b>                       | <b>6,117</b>  | <b>6,818</b>  | <b>7,050</b>  | <b>8,657</b>  | <b>10,119</b> |
| <b>Operating EBITDA</b>                   | <b>2,195</b>  | <b>2,313</b>  | <b>1,510</b>  | <b>2,299</b>  | <b>2,807</b>  |
| Depreciation And Amortisation             | (432)         | (471)         | (535)         | (661)         | (814)         |
| <b>Operating EBIT</b>                     | <b>1,764</b>  | <b>1,842</b>  | <b>975</b>    | <b>1,638</b>  | <b>1,993</b>  |
| Financial Income/(Expense)                | (179)         | (191)         | (127)         | (42)          | (48)          |
| Pretax Income/(Loss) from Assoc.          |               |               |               |               |               |
| Non-Operating Income/(Expense)            | 35            | 46            | 172           | 50            | 53            |
| <b>Profit Before Tax (pre-EI)</b>         | <b>1,619</b>  | <b>1,698</b>  | <b>1,019</b>  | <b>1,646</b>  | <b>1,997</b>  |
| Exceptional Items                         |               |               |               |               |               |
| <b>Pre-tax Profit</b>                     | <b>1,619</b>  | <b>1,698</b>  | <b>1,019</b>  | <b>1,646</b>  | <b>1,997</b>  |
| Taxation                                  | (422)         | (431)         | (261)         | (403)         | (478)         |
| Exceptional Income - post-tax             |               |               |               |               |               |
| <b>Profit After Tax</b>                   | <b>1,197</b>  | <b>1,266</b>  | <b>759</b>    | <b>1,243</b>  | <b>1,518</b>  |
| Minority Interests                        |               |               |               |               |               |
| Preferred Dividends                       |               |               |               |               |               |
| FX Gain/(Loss) - post tax                 |               |               |               |               |               |
| Other Adjustments - post-tax              |               |               |               |               |               |
| <b>Net Profit</b>                         | <b>1,197</b>  | <b>1,266</b>  | <b>759</b>    | <b>1,243</b>  | <b>1,518</b>  |
| Recurring Net Profit                      | 1,197         | 1,266         | 759           | 1,243         | 1,518         |
| <b>Fully Diluted Recurring Net Profit</b> | <b>1,197</b>  | <b>1,266</b>  | <b>759</b>    | <b>1,243</b>  | <b>1,518</b>  |

**Cash Flow**

| (Rs mn)                          | Mar-21A        | Mar-22A      | Mar-23F        | Mar-24F        | Mar-25F      |
|----------------------------------|----------------|--------------|----------------|----------------|--------------|
| <b>EBITDA</b>                    | <b>2,195</b>   | <b>2,313</b> | <b>1,510</b>   | <b>2,299</b>   | <b>2,807</b> |
| Cash Flow from Invt. & Assoc.    |                |              |                |                |              |
| Change In Working Capital        | 2,211          | (1,906)      | 567            | (159)          | (252)        |
| (Incr)/Decr in Total Provisions  |                |              |                |                |              |
| Other Non-Cash (Income)/Expense  |                |              |                |                |              |
| Other Operating Cashflow         | 101            | 23           | 196            | (205)          | (241)        |
| Net Interest (Paid)/Received     | 179            | 191          | (27)           | 42             | 48           |
| Tax Paid                         | (414)          | (508)        | (349)          | (403)          | (478)        |
| <b>Cashflow From Operations</b>  | <b>4,273</b>   | <b>114</b>   | <b>1,897</b>   | <b>1,575</b>   | <b>1,884</b> |
| Capex                            | (359)          | (427)        | (1,139)        | (1,550)        | (558)        |
| Disposals Of FAs/subsidiaries    | 1              | 4            |                |                |              |
| Acq. Of Subsidiaries/investments | (1,170)        | 1,172        | (56)           | (500)          | (500)        |
| Other Investing Cashflow         | 22             | 33           | 95             | 95             | 100          |
| <b>Cash Flow From Investing</b>  | <b>(1,506)</b> | <b>782</b>   | <b>(1,099)</b> | <b>(1,955)</b> | <b>(957)</b> |
| Debt Raised/(repaid)             | (1,008)        | (208)        | (203)          |                |              |
| Proceeds From Issue Of Shares    |                |              | 1              |                |              |
| Shares Repurchased               |                |              |                |                |              |
| Dividends Paid                   | (265)          | (424)        | (425)          | (426)          | (638)        |
| Preferred Dividends              |                |              |                |                |              |
| Other Financing Cashflow         | (164)          | (164)        | (34)           | (137)          | (149)        |
| <b>Cash Flow From Financing</b>  | <b>(1,437)</b> | <b>(797)</b> | <b>(661)</b>   | <b>(562)</b>   | <b>(787)</b> |
| Total Cash Generated             | 1,330          | 99           | 137            | (942)          | 140          |
| <b>Free Cashflow To Equity</b>   | <b>1,759</b>   | <b>688</b>   | <b>595</b>     | <b>(380)</b>   | <b>927</b>   |
| <b>Free Cashflow To Firm</b>     | <b>2,559</b>   | <b>693</b>   | <b>710</b>     | <b>(517)</b>   | <b>778</b>   |

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**BY THE NUMBERS...cont'd**

| <b>Balance Sheet</b>                 |                |                |                |                |                |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>(Rs mn)</b>                       | <b>Mar-21A</b> | <b>Mar-22A</b> | <b>Mar-23F</b> | <b>Mar-24F</b> | <b>Mar-25F</b> |
| Total Cash And Equivalents           | 2,956          | 1,858          | 1,948          | 1,506          | 2,146          |
| Total Debtors                        | 3,552          | 3,904          | 3,560          | 4,277          | 4,919          |
| Inventories                          | 2,492          | 3,261          | 2,846          | 2,877          | 3,309          |
| Total Other Current Assets           | 345            | 390            | 647            | 544            | 626            |
| <b>Total Current Assets</b>          | <b>9,345</b>   | <b>9,412</b>   | <b>9,002</b>   | <b>9,205</b>   | <b>11,000</b>  |
| Fixed Assets                         | 1,442          | 1,642          | 1,455          | 3,366          | 3,354          |
| Total Investments                    |                |                |                |                |                |
| Intangible Assets                    |                |                |                |                |                |
| Total Other Non-Current Assets       | 837            | 820            | 2,189          | 1,380          | 1,380          |
| <b>Total Non-current Assets</b>      | <b>2,279</b>   | <b>2,462</b>   | <b>3,644</b>   | <b>4,746</b>   | <b>4,734</b>   |
| Short-term Debt                      | 135            | 147            | 101            | 101            | 101            |
| Current Portion of Long-Term Debt    |                |                |                |                |                |
| Total Creditors                      | 5,191          | 4,495          | 4,530          | 5,084          | 5,846          |
| Other Current Liabilities            | 1,036          | 930            | 1,000          | 933            | 1,073          |
| <b>Total Current Liabilities</b>     | <b>6,362</b>   | <b>5,572</b>   | <b>5,631</b>   | <b>6,118</b>   | <b>7,020</b>   |
| Total Long-term Debt                 | 17             |                |                |                |                |
| Hybrid Debt - Debt Component         |                |                |                |                |                |
| Total Other Non-Current Liabilities  | 688            | 886            | 1,169          | 1,169          | 1,169          |
| <b>Total Non-current Liabilities</b> | <b>705</b>     | <b>886</b>     | <b>1,169</b>   | <b>1,169</b>   | <b>1,169</b>   |
| Total Provisions                     |                |                |                |                |                |
| <b>Total Liabilities</b>             | <b>7,067</b>   | <b>6,457</b>   | <b>6,800</b>   | <b>7,287</b>   | <b>8,189</b>   |
| Shareholders Equity                  | 4,557          | 5,417          | 5,846          | 6,664          | 7,544          |
| Minority Interests                   |                |                |                |                |                |
| <b>Total Equity</b>                  | <b>4,557</b>   | <b>5,417</b>   | <b>5,846</b>   | <b>6,664</b>   | <b>7,544</b>   |

| <b>Key Ratios</b>         |                |                |                |                |                |
|---------------------------|----------------|----------------|----------------|----------------|----------------|
|                           | <b>Mar-21A</b> | <b>Mar-22A</b> | <b>Mar-23F</b> | <b>Mar-24F</b> | <b>Mar-25F</b> |
| Revenue Growth            | (1.4%)         | 20.5%          | 3.3%           | 12.2%          | 15.0%          |
| Operating EBITDA Growth   | 24.4%          | 5.4%           | (34.7%)        | 52.3%          | 22.1%          |
| Operating EBITDA Margin   | 10.8%          | 9.4%           | 6.0%           | 8.1%           | 8.6%           |
| Net Cash Per Share (Rs)   | 13.21          | 8.06           | 8.71           | 6.61           | 9.61           |
| BVPS (Rs)                 | 21.47          | 25.53          | 27.55          | 31.36          | 35.46          |
| Gross Interest Cover      | 8.51           | 9.08           | 4.40           | 11.97          | 13.38          |
| Effective Tax Rate        | 26.0%          | 25.4%          | 25.6%          | 24.5%          | 24.0%          |
| Net Dividend Payout Ratio | 26.2%          | 25.0%          | 31.3%          | 25.9%          | 32.0%          |
| Accounts Receivables Days | 64.55          | 55.57          | 53.85          | 50.39          | 51.41          |
| Inventory Days            | 68.80          | 59.42          | 61.10          | 52.95          | 50.13          |
| Accounts Payables Days    | 109.12         | 100.06         | 90.28          | 88.93          | 88.56          |
| ROIC (%)                  | 32.7%          | 75.5%          | 21.2%          | 31.7%          | 31.0%          |
| ROCE (%)                  | 38.4%          | 36.1%          | 18.6%          | 27.3%          | 29.1%          |
| Return On Average Assets  | 16.9%          | 16.1%          | 9.3%           | 12.7%          | 13.8%          |

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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