

## India

## ADD (no change)

Consensus ratings\*: Buy 10 Hold 1 Sell 0

Current price: Rs272  
 Target price: ▼ Rs303  
 Previous target: Rs324  
 Up/downside: 11.4%  
 InCred Research / Consensus: -28.1%

Reuters:  
 Bloomberg: BSOF IN  
 Market cap: US\$1,024m  
 Rs74,370m  
 Average daily turnover: US\$10.5m  
 Rs761.8m  
 Current shares o/s: 277.3m  
 Free float: 59.0%

\*Source: Bloomberg

## Key changes in this note

- Expect FY23-25F US\$ revenue CAGR of 5.9%
- Expect FY23-25F EBITDA CAGR of 27.3%.
- Expect FY23-25F PAT CAGR of 34.4%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(8.5)	(2.6)	(42.9)
Relative (%)	(6.6)	(1.1)	(43.3)

Major shareholders	% held
Axis Small Cap fund	5.6
ICICI Prudential Small Cap Fund	3.4
HSBC Value fund	2.8

## Analyst(s)



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## Birlasoft

## In a rough patch

- Birlasoft expects ex-Invacare revenue to grow qoq in 4QFY23F.
- Margin (ex-provision) missed estimates. Birlasoft expects a qoq improvement in 4QFY23F.
- Operating cash flow (OCF) growth was up ~107% yoy at Rs4.1bn in 9MFY23 and OCF/EBITDA grew ~116% yoy.

## Earnings summary

Birlasoft's (BSOF) constant currency (CC) 3QFY23 revenue was in line with expectations while the EBITDA margin (excluding one-time provision) missed estimates. Higher-than-expected furlough, weak seasonality and select projects on hold impacted 3Q revenue (flat qoq in CC terms) while the ramp-up of deals won in 3Q and the absence of furloughs could aid sequential revenue growth for ex-Invacare business in 4QFY23F. The incoming CEO believes the revised strategy including a sharpened go-to-market, streamlined organization structure and execution, and investments in leadership, capabilities and service offerings could help revive growth and build a predictable business. Although, we acknowledge the same, we highlight that growth revival could be taxing this time, given the lack of sectoral tailwinds witnessed post Covid-19.

## TCV growth led by highest renewals in absolute terms since 1QFY22

New deal wins were at US\$102m, down 26.1% qoq and 15.7% yoy while LTM new deals wins stood at US\$477m (vs. US\$496m in 2QFY23 and US\$481m in 3QFY22). At US\$129m (up 360.7% qoq and 111.5% yoy), renewals were the highest since 1QFY22 and drove a 6.5% qoq growth in TTM book vs. 2QFY23. Birlasoft highlighted that a rising funnel size, coupled with new initiatives, could help sustain the current growth momentum.

## Retains 15% medium-term EBITDA margin target

Adjusted EBIT margin (excluding provision) at 11.2% missed our estimate by 106bp as the residual impact of wage hike, investments in leadership, capabilities, and resourcing to execute deals won in 3Q was offset by currency tailwinds and an improvement in utilization (up 160bp qoq at 84%). Management believes that growth recovery, early benefits from investments and improvement in the attrition rate could not only aid 4QFY23F EBITDA margin but also its medium/long-term trajectory towards 15%/18%, respectively.

## Retain ADD rating with a lower target price of Rs303

We model 5.9% US\$ revenue CAGR over FY23F-25F, 14.5% yoy PAT (Rs.) growth and retain our ADD rating, but with a lower target price of Rs303 (Rs324 earlier). Our target PE/G multiple is ~1x FY25F EPS growth as a provision of Rs1.5bn in 3QFY23 distorts FY23F-FY25F EPS CAGR. Strong cash generation, net cash of ~Rs10bn (~13% of market cap) and dividend payout cushions our view while additional provisions or client-specific issues and weak execution are downside risks that could compress P/E further.

Financial Summary	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue (Rsm)	35,557	41,304	47,781	51,524	55,795
Operating EBITDA (Rsm)	5,292	6,401	5,096	7,383	8,258
Net Profit (Rsm)	3,208	4,638	3,205	5,052	5,786
Core EPS (Rs)	11.5	16.4	11.4	18.2	20.9
Core EPS Growth	41.7%	42.5%	(30.1%)	59.3%	14.5%
FD Core P/E (x)	23.67	16.61	23.78	14.93	13.04
DPS (Rs)	3.5	4.5	5.0	7.0	7.0
Dividend Yield	1.29%	1.65%	1.84%	2.57%	2.57%
EV/EBITDA (x)	12.46	10.35	13.44	8.79	7.42
P/FCFE (x)	14.25	54.38	35.68	16.86	14.67
Net Gearing	(45.8%)	(41.7%)	(32.6%)	(39.3%)	(46.1%)
P/BV (x)	3.52	3.00	3.21	2.81	2.46
ROE	15.8%	19.5%	12.9%	20.0%	20.1%
% Change In Core EPS Estimates			(37.13%)	(18.50%)	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 1: Quarterly performance; Ex-provision EBITDA margins at 13%

YE Mar (Rs m)	3QFY23	3QFY22	YoY (%)	2QFY23	QoQ (%)	3QFY23F	Var. (%)
Revenue (US\$ m)	148.4	143.4	3.5	148.8	(0.3)	148.8	(0.3)
Revenue (Rs m)	12,219	10,719	14.0	11,921	2.5	12,231	(0.1)
USD-INR realization	82.3	74.7	10.2	80.1	2.8	82.2	0.2
EBITDA	74	1,628	(95.5)	1,764	(95.8)	1,712	(95.7)
EBITDA Margin (%)	0.6	15.2	(1,458 bp)	14.8	(1,419 bp)	14.0	(1,340 bp)
EBIT	-136	1,440	(109.5)	1,557	(108.8)	1,502	NA
EBIT Margin (%)	-1.1	13.4	(1,455 bp)	13.1	(1,418 bp)	12.3	NA
Depreciation	210	188	11.9	207	1.6	211	(0.4)
Net other income	68	96	(29.3)	-85	(179.8)	93	(26.5)
PBT	-68	1,536	(104.4)	1,472	(104.6)	1,594	NA
Provision for tax	95	397	(76.0)	321	(70.3)	402	(76.3)
% tax rate	-139.5	25.8	(16,533 bp)	21.8	(16,133 bp)	25.2	NA
Net Profit	-164	1,140	(114.4)	1,150	(114.2)	1,192	NA
EPS (Rs)	-0.6	4.0	(114.4)	4.1	(114.2)	4.2	NA

SOURCE: INCRED RESEARCH, COMPANY REPORTS

NOTE: EXCLUDING PROVISION OF ~RS1.5BN, EBITDA MARGIN IN 3QFY23 IS AT 13%

Figure 2: Operating metrics trends

Operating trends	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Revenue (US\$ m)	119.5	123.3	128.4	136.9	143.4	146.4	148.6	148.8	148.4
Growth YoY (%)	2.3	-1.8	5.9	18.4	20.0	18.7	15.7	8.7	3.5
Growth QoQ (%)	3.4	3.2	4.1	6.6	4.7	2.1	1.5	0.1	-0.3
Revenue (INR m)	8,807.8	9,028.6	9,453.2	10,116.9	10,719.1	11,014.4	11,544.1	11,920.8	12,218.9
Growth YoY (%)	5.7	-0.5	3.4	18.0	21.7	22.0	22.1	17.8	14.0
Growth QoQ (%)	2.7	2.5	4.7	7.0	6.0	2.8	4.8	3.3	2.5
EBIT Margin (%)	14.1	14.9	14.0	13.1	13.4	14.0	13.0	13.1	-1.1
US\$-INR realized rate	73.7	73.2	73.6	73.9	74.7	75.2	77.7	80.1	82.3
Headcount	10,399	11,051	11,508	12,065	11,945	12,204	12,565	12,758	12,530
Utilization (%)	85.6	82.8	85.0	85.8	85.4	85.2	82.5	82.4	84.0
LTM Attrition (%)	NA	NA	14.9	21.5	27.3	29.4	27.9	27.4	25.5
Vertical (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
BFSI	18.7	18.3	17.5	18.1	17.7	17.2	17.8	19.1	20.1
Energy & Utilities	14.8	14.8	14.9	14.3	14.8	15.1	14.3	14.1	13.9
Lifesciences	24.4	24.6	23.4	24.2	22.3	21.6	21.2	19.6	19.9
Manufacturing	42.1	42.3	44.2	43.4	45.2	46.1	46.7	47.2	46.1
Vertical (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
BFSI	22.3	22.6	22.5	24.8	25.4	25.2	26.5	28.4	29.8
Energy & Utilities	17.7	18.2	19.1	19.6	21.2	22.1	21.2	21.0	20.6
Lifesciences	29.2	30.3	30.0	33.1	32.0	31.6	31.5	29.2	29.5
Manufacturing	50.3	52.2	56.8	59.4	64.8	67.5	69.4	70.2	68.4
Vertical YoY (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
BFSI	1.8	5.1	6.5	14.6	13.6	11.6	17.7	14.7	17.5
Energy & Utilities	-17.3	-14.5	1.8	12.2	20.0	21.1	11.1	7.2	-2.8
Lifesciences	27.4	-4.2	-13.9	19.4	9.7	4.3	4.9	-12.0	-7.7
Manufacturing	-0.5	2.3	21.9	21.5	28.8	29.4	22.3	18.2	5.5
Vertical QoQ (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
BFSI	3.4	1.0	-0.4	10.3	2.4	-0.8	5.0	7.4	5.0
Energy & Utilities	1.3	3.2	4.8	2.3	8.4	4.2	-3.9	-1.3	-1.7
Lifesciences	5.1	4.0	-0.9	10.3	-3.5	-1.1	-0.4	-7.4	1.3
Manufacturing	2.9	3.7	8.8	4.7	9.1	4.1	2.8	1.2	-2.6
Incremental revenue (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
BFSI	0.7	0.2	-0.1	2.3	0.6	-0.2	1.3	2.0	1.4
Energy & Utilities	0.2	0.6	0.9	0.4	1.6	0.9	-0.9	-0.3	-0.4
Lifesciences	1.4	1.2	-0.3	3.1	-1.2	-0.4	-0.1	-2.3	0.4
Manufacturing	1.4	1.8	4.6	2.7	5.4	2.7	1.9	0.8	-1.8
Geography (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Americas	78.3	79	80.7	82.2	82.9	82.2	84.9	84.1	83.7
Europe	13	12.5	11.8	10.5	10.7	11.2	9.2	9.6	10.3
ROW	8.7	8.5	7.5	7.3	6.4	6.6	5.9	6.3	6
Geography (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Americas	93.6	97.4	103.6	112.5	118.9	120.3	126.2	125.1	124.2
Europe	15.5	15.4	15.2	14.4	15.3	16.4	13.7	14.3	15.3
ROW	10.4	10.5	9.6	10.0	9.2	9.7	8.8	9.4	8.9
Geography YoY (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Americas	0.6	-5.0	14.6	26.3	27.0	23.5	21.8	11.2	4.5
Europe	25.5	41.0	-16.1	-6.5	-1.2	6.4	-9.8	-0.6	-0.4
ROW	-9.2	-14.0	-24.3	-9.9	-11.7	-7.8	-9.0	-6.2	-3.0
Geography QoQ (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Americas	5.0	4.1	6.4	8.6	5.6	1.2	4.8	-0.8	-0.7
Europe	1.0	-0.8	-1.7	-5.1	6.7	6.9	-16.6	4.5	7.0
ROW	-6.3	0.8	-8.1	3.8	-8.2	5.3	-9.3	6.9	-5.0
Incremental revenue (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Americas	4.4	3.8	6.2	8.9	6.3	1.5	5.8	-1.0	-0.9
Europe	0.2	-0.1	-0.3	-0.8	1.0	1.1	-2.7	0.6	1.0
ROW	-0.7	0.1	-0.9	0.4	-0.8	0.5	-0.9	0.6	-0.5
Services (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Business technology & transformation	33.7	35.5	37.1	36.9	36.7	36.5	38.6	39.9	42.2
Enterprise solutions	46.2	44.7	43.1	41.0	41.6	40.9	40.2	37.7	35.1
Cloud & Base services	20.1	19.8	19.8	22.1	21.7	22.6	21.2	22.5	22.8

Services (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Business technology & transformation	40.3	43.8	47.6	50.5	52.6	53.4	57.4	59.4	62.6
Enterprise solutions	55.2	55.1	55.3	56.1	59.7	59.9	59.7	56.1	52.1
Cloud & base services	24.0	24.4	25.4	30.3	31.1	33.1	31.5	33.5	33.8
Services YoY (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Business technology & transformation	NA	NA	22.8	29.3	30.7	22.1	20.4	17.5	19.0
Enterprise solutions	NA	NA	-5.3	-0.7	8.1	8.6	7.9	-0.1	-12.7
Cloud & base services	NA	NA	5.9	51.3	29.6	35.5	23.9	10.7	8.7
Services QoQ (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Business technology & transformation	3.1	8.7	8.8	6.0	4.2	1.5	7.3	3.5	5.5
Enterprise solutions	-2.3	-0.2	0.4	1.4	6.3	0.4	-0.2	-6.1	-7.1
Cloud & base services	20.1	1.6	4.1	19.0	2.9	6.3	-4.8	6.3	1.1
Incremental revenue (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Business technology & transformation	1.2	3.5	3.9	2.9	2.1	0.8	3.9	2.0	3.3
Enterprise solutions	-1.3	-0.1	0.2	0.8	3.5	0.2	-0.1	-3.6	-4.0
Cloud & base services	4.0	0.4	1.0	4.8	0.9	2.0	-1.6	2.0	0.4
New deal wins (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Order intake	56	162	94	104	121	125	112	138	102
QoQ (%)	-53.3	189.3	-42.0	10.6	16.3	3.3	-10.4	23.2	-26.1
YoY (%)	-79.9	141.8	5.6	-13.3	116.1	-22.8	19.1	32.7	-15.7
TTM order intake	332	427	432	416	481	444	462	496	477
Clients (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Top 5	32.9	32.8	30.5	29.7	29.3	29.9	30.7	31.1	31.7
Top 6-10	12.1	12.3	13.9	15.5	16.2	15.8	16.3	16.1	16.2
Top 11-20	14.7	15.6	16.0	16.0	15.6	15.6	16.1	16.5	16.2
Non-top 20	40.3	39.3	39.6	38.8	38.9	38.7	36.9	36.3	35.9
Clients (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Top 5	39.3	40.4	39.2	40.7	42.0	43.8	45.6	46.3	47.0
Top 6-10	14.5	15.2	17.8	21.2	23.2	23.1	24.2	24.0	24.0
Top 11-20	17.6	19.2	20.5	21.9	22.4	22.8	23.9	24.6	24.0
Non-top 20	48.2	48.5	50.8	53.1	55.8	56.7	54.8	54.0	53.3
Clients YoY (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Top 5	20.2	14.6	5.6	10.3	6.9	8.2	16.5	13.8	12.0
Top 6-10	19.0	0.6	23.7	50.5	60.7	52.5	35.7	12.9	3.5
Top 11-20	21.3	16.0	27.4	31.6	27.3	18.7	16.5	12.1	7.5
Non-top 20	-16.2	-17.4	-5.1	10.7	15.8	16.9	7.8	1.7	-4.5
Clients QoQ (%)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Top 5	6.6	2.9	-3.2	3.8	3.3	4.2	4.2	1.4	1.7
Top 6-10	2.5	4.9	17.7	18.9	9.5	-0.4	4.7	-1.1	0.4
Top 11-20	5.5	9.5	6.8	6.6	2.1	2.1	4.8	2.6	-2.1
Non-top 20	0.4	0.6	4.9	4.5	5.0	1.6	-3.2	-1.5	-1.4
Incremental revenue (US\$ m)	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Top 5	2.4	1.1	-1.3	1.5	1.4	1.8	1.8	0.7	0.8
Top 6-10	0.4	0.7	2.7	3.4	2.0	-0.1	1.1	-0.3	0.1
Top 11-20	0.9	1.7	1.3	1.4	0.5	0.5	1.1	0.6	-0.5
Non-top 20	0.2	0.3	2.4	2.3	2.7	0.9	-1.8	-0.8	-0.7
Client metrics	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Active clients	295	291	291	280	285	296	300	301	299
Revenue per active client	1.63	1.65	1.67	1.81	1.87	1.88	1.92	1.95	1.98
US\$ 1 m+	81	76	77	76	77	80	82	76	83
US\$ 5 m+	21	22	22	20	21	25	25	27	24
US\$ 10 m+	9	9	10	12	12	13	13	14	13
Per employee analysis	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Revenue (US\$ m) - TTM	481.9	479.6	486.8	508.1	532.0	555.1	575.3	587.2	592.2
Employees (average TTM)	10,146	10,342	10,742	11,256	11,642	11,931	12,195	12,368	12,514
Revenue per employee (TTM)	47,495	46,374	45,317	45,141	45,696	46,528	47,176	47,477	47,322

SOURCE: INCRED RESEARCH, COMPANY REPORTS

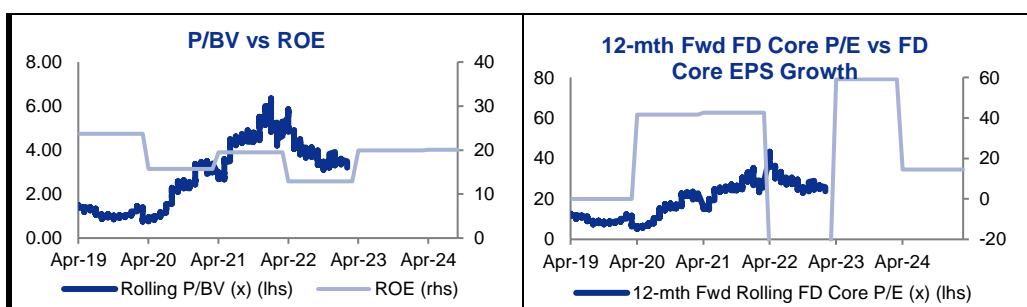
**Figure 3: Change in our earnings estimates**

Y/E, Mar (Rs m)	FY23F			FY24F			FY25F
	New	Old	% change	New	Old	% change	New
US\$ revenue	593	616	-3.8	621	678	-8.4	664
Revenue	47,781	49,087	-2.7	51,524	54,912	-6.2	55,795
EBIT	4,275	6,393	-33.1	6,497	7,485	-13.2	7,344
EBIT Margin (%)	8.9	13.0	(408) bp	12.6	13.6	(102) bp	13.2
Net PAT	3,205	5,191	-38.3	5,052	6,039	-16.3	5,786
EPS (Rs)	11.4	18.5	-38.3	18.2	21.9	-16.7	20.9

SOURCE: INCRED RESEARCH, COMPANY REPORTS

NOTE: PROVISION OF RS1.5BN IN 3QFY23 IMPACTED EARNINGS ESTIMATES

## BY THE NUMBERS



### Profit & Loss

(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
<b>Total Net Revenue</b>	<b>35,557</b>	<b>41,304</b>	<b>47,781</b>	<b>51,524</b>	<b>55,795</b>
<b>Gross Profit</b>	<b>14,373</b>	<b>17,614</b>	<b>19,686</b>	<b>21,036</b>	<b>22,987</b>
<b>Operating EBITDA</b>	<b>5,292</b>	<b>6,401</b>	<b>5,096</b>	<b>7,383</b>	<b>8,258</b>
Depreciation And Amortisation	(804)	(765)	(821)	(885)	(914)
<b>Operating EBIT</b>	<b>4,489</b>	<b>5,636</b>	<b>4,275</b>	<b>6,497</b>	<b>7,344</b>
Financial Income/(Expense)	59	532	104	257	391
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)					
<b>Profit Before Tax (pre-EI)</b>	<b>4,548</b>	<b>6,168</b>	<b>4,378</b>	<b>6,754</b>	<b>7,735</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>4,548</b>	<b>6,168</b>	<b>4,378</b>	<b>6,754</b>	<b>7,735</b>
Taxation	(1,340)	(1,530)	(1,173)	(1,702)	(1,949)
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>3,208</b>	<b>4,638</b>	<b>3,205</b>	<b>5,052</b>	<b>5,786</b>
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>3,208</b>	<b>4,638</b>	<b>3,205</b>	<b>5,052</b>	<b>5,786</b>
Recurring Net Profit	3,208	4,638	3,205	5,052	5,786
<b>Fully Diluted Recurring Net Profit</b>	<b>3,208</b>	<b>4,638</b>	<b>3,205</b>	<b>5,052</b>	<b>5,786</b>

### Cash Flow

(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
<b>EBITDA</b>	<b>5,292</b>	<b>6,401</b>	<b>5,096</b>	<b>7,383</b>	<b>8,258</b>
Cash Flow from Invt. & Assoc.					
Change In Working Capital	845	(2,563)	(1,069)	(585)	(667)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	108				
Other Operating Cashflow					
Net Interest (Paid)/Received					
Tax Paid	(667)	(1,784)	(1,173)	(1,702)	(1,949)
<b>Cashflow From Operations</b>	<b>5,579</b>	<b>2,055</b>	<b>2,853</b>	<b>5,096</b>	<b>5,641</b>
Capex	(249)	(638)	(700)	(600)	(500)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(4,196)	(2,429)	306	479	614
<b>Cash Flow From Investing</b>	<b>(4,444)</b>	<b>(3,067)</b>	<b>(394)</b>	<b>(121)</b>	<b>114</b>
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(554)	(1,111)	(5,301)	(1,941)	(1,941)
Preferred Dividends					
Other Financing Cashflow	(415)	(357)	(202)	(222)	(222)
<b>Cash Flow From Financing</b>	<b>(969)</b>	<b>(1,467)</b>	<b>(5,503)</b>	<b>(2,164)</b>	<b>(2,164)</b>
Total Cash Generated	165	(2,479)	(3,044)	2,812	3,592
<b>Free Cashflow To Equity</b>	<b>5,330</b>	<b>1,416</b>	<b>2,153</b>	<b>4,496</b>	<b>5,141</b>
<b>Free Cashflow To Firm</b>	<b>1,134</b>	<b>(1,012)</b>	<b>2,459</b>	<b>4,975</b>	<b>5,755</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## BY THE NUMBERS...cont'd

### Balance Sheet

(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Cash And Equivalents	10,983	11,689	8,645	11,457	15,049
Total Debtors	6,318	8,488	9,949	10,728	11,618
Inventories					
Total Other Current Assets	3,752	4,156	4,156	4,156	4,156
<b>Total Current Assets</b>	<b>21,053</b>	<b>24,333</b>	<b>22,751</b>	<b>26,342</b>	<b>30,823</b>
Fixed Assets	2,466	2,601	2,480	2,195	1,781
Total Investments	353	703	703	703	703
Intangible Assets	4,581	4,673	4,673	4,673	4,673
Total Other Non-Current Assets	1,492	1,524	1,524	1,524	1,524
<b>Total Non-current Assets</b>	<b>8,892</b>	<b>9,500</b>	<b>9,380</b>	<b>9,094</b>	<b>8,680</b>
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	1,318	2,095	2,487	2,682	2,904
Other Current Liabilities	5,026	4,504	4,504	4,504	4,504
<b>Total Current Liabilities</b>	<b>6,343</b>	<b>6,599</b>	<b>6,991</b>	<b>7,186</b>	<b>7,408</b>
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	1,802	1,404	1,404	1,404	1,404
<b>Total Non-current Liabilities</b>	<b>1,802</b>	<b>1,404</b>	<b>1,404</b>	<b>1,404</b>	<b>1,404</b>
Total Provisions					
<b>Total Liabilities</b>	<b>8,145</b>	<b>8,003</b>	<b>8,395</b>	<b>8,590</b>	<b>8,812</b>
Shareholders' Equity	21,799	25,831	23,735	26,846	30,690
Minority Interests					
<b>Total Equity</b>	<b>21,799</b>	<b>25,831</b>	<b>23,735</b>	<b>26,846</b>	<b>30,690</b>

### Key Ratios

	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue Growth	8.0%	16.2%	15.7%	7.8%	8.3%
Operating EBITDA Growth	36.8%	21.0%	(20.4%)	44.9%	11.9%
Operating EBITDA Margin	14.9%	15.5%	10.7%	14.3%	14.8%
Net Cash Per Share (Rs)	35.43	37.86	27.60	38.03	50.98
BVPS (Rs)	77.36	90.75	84.72	96.81	110.67
Gross Interest Cover	34.41	43.30	21.18	29.21	33.01
Effective Tax Rate	29.5%	24.8%	26.8%	25.2%	25.2%
Net Dividend Payout Ratio	30.7%	27.6%	43.7%	38.4%	33.6%
Accounts Receivables Days	74.20	65.42	70.42	73.24	73.09
Inventory Days					
Accounts Payables Days	27.75	26.29	29.77	30.94	31.08
ROIC (%)	22.7%	34.6%	21.1%	30.8%	34.1%
ROCE (%)	14.8%	17.1%	12.2%	18.5%	18.5%
Return On Average Assets	11.1%	13.3%	9.5%	14.4%	14.7%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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