

Target Price ₹ 77
CMP ₹46.3
FY21E PE 18
Index Details

Sensex	36,321
Nifty	10,890
Industry	Oil Marketing & Distribution

Confidence Petroleum India Ltd (Confidence) is at point of inflexion on its growth trajectory. Emphasis on clean fuel usage for domestic consumption (LPG Cylinders), transport and industrials is a huge trigger for the gas economy. Confidence being a key player in the LPG segment is expected to be one of the biggest beneficiaries of this growth story.

Scrip Details

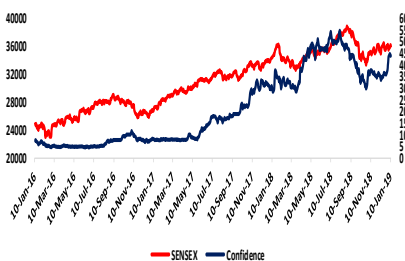
MktCap (`cr)	1,267
BVPS (`)	9.8
O/s Shares (Cr)	27.4
AvVol	3.6
52 Week H/L	27.5/57
Div Yield (%)	0.1%
FVPS (`)	1.0

We initiate coverage with a BUY for a price target of Rs. 77 representing an upside of 67% from the CMP of Rs 46.3. We expect Confidence's revenue to grow by 33% CAGR to INR 1442 crs by FY21 from INR 607 crs in FY18 driven by strong traction across all its four business segments.

Shareholding Pattern

Shareholders	%
Promoters	51.2
Public	48.8
Total	100.0

- LPG Cylinder manufacturing is expected to grow at 12% CAGR to INR 342 crs**
- Revenues from bottling segment are forecasted to grow at 33% CAGR to INR 59 crs**
- ALDS is expected to grow at 61% CAGR to INR 741 crs**
- LPG Marketing (packed cylinder) is expected to grow at 24% CAGR to INR 300 crs**

Confidence vs. Sensex


With operating leverage playing out of EBITDA is expected to scale to INR 208 crs (42% CAGR) and PAT is expected to increase to INR 118 crs (64% CAGR) over the same period. Being virtually debt free, strong cash flow generation and improving return ratios – ROCE to 20% (+750 bps) and ROE to 16.8% (+630 bps) - are on the cards.

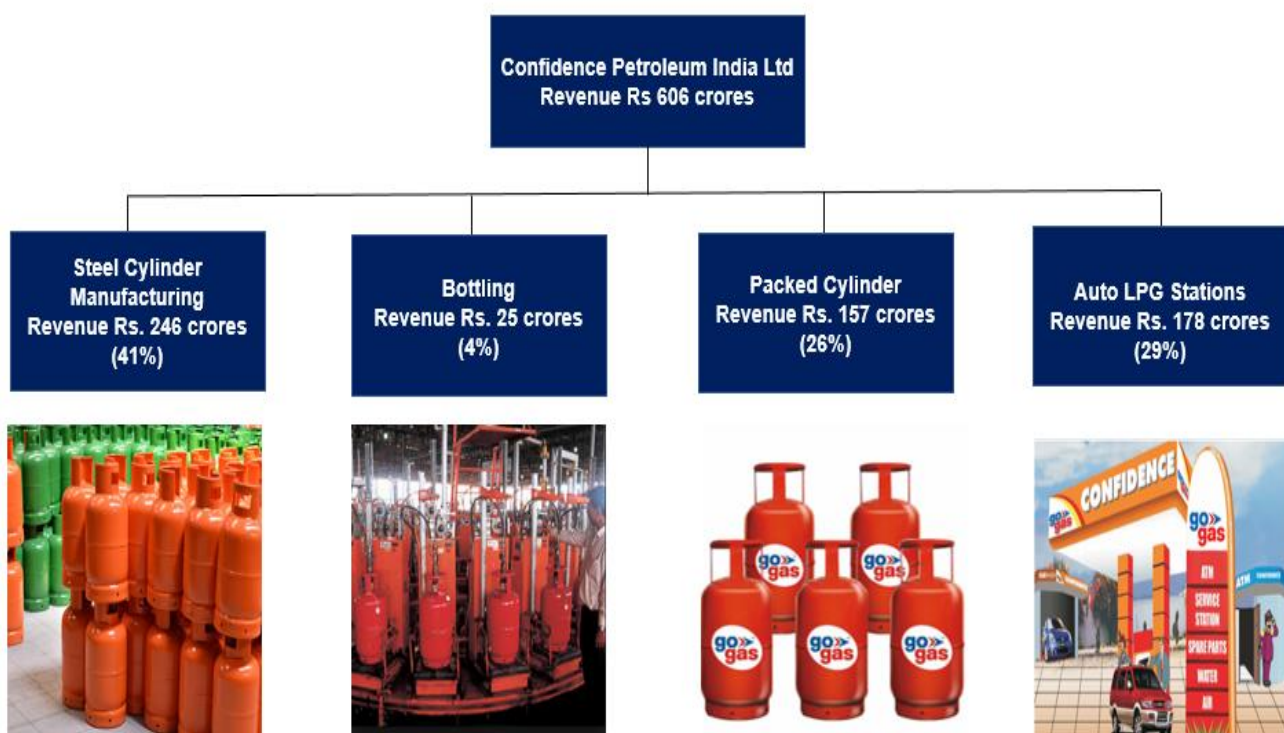
Key Financials (Rs in cr)

Y/E Mar	Net Revenue	EBITDA	Adj. PAT	EPS (`)	EPS Growth (%)	RONW (%)	ROCE (%)	P/E (x)	EV / EBITDA (x)
2017	496.9	42.1	4.8	0.2	348.1	2.4	6.1	247.9	6.9
2018	606.7	72.2	26.6	1.0	449.5	12.2	15.2	45.1	11.1
2019E	904.7	119.4	53.4	1.9	89.9	16.6	22.3	23.8	8.5
2020E	1,162.5	160.4	82.2	3.0	53.8	16.9	22.6	15.4	5.5
2021E	1,441.6	207.6	117.6	4.3	43.1	18.4	24.0	10.8	3.9

❖ Company Background

Confidence Petroleum is one of India's leading LPG cylinder manufacturer with a capacity of over 50 lakh cylinders. It is India's largest private sector LPG bottler with a network of 58 bottling plants. It started manufacturing composite cylinders - Go Gas & Go Gas Elite from its Maharashtra facility. Confidence has also successfully forayed into the Auto LPG Dispensing Stations (ALDS) segment and currently has ~163 stations of its own. It is also expected to set up additional facilities in the near future itself.

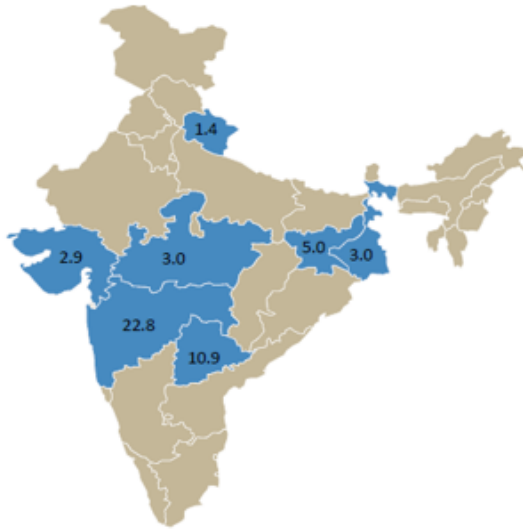
Business segments of Confidence



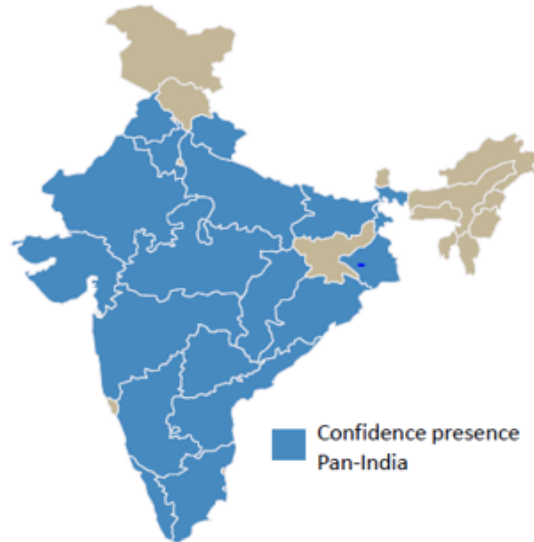
Source: Company, Ventura Research

Geographically spread out operations ensure lower risk and higher profitability

Presence of 15 Cylinder Manufacturing Plants across 7 states in India



Pan India Presence For Bottling Facilities



Presence of GO Gas Auto LPG Stations in high consumption states



Growing sales of Composite Cylinder with fastest growing network in India



● Presence of Confidence India

❖ Key Investment Highlights

❖ 2011-14 Lean business fundamentals led to a poor showing

During the period FY11-14 the revenues of the company decreased by 38.5% CAGR to Rs. 269 crs in FY14 from Rs.1153 crs in FY11. EBITDA too declined by 32% to Rs.37 crs (Rs. 121 crs in FY11) while PAT was at a miserable level of Rs.2 crs in FY14 (Rs. 67crs in FY11).

This was on account of -

- Rise in prices of LPG grade COIL due to adverse international market of steel.
- High price volatility in LPG prices.
- Sharp rise in prices of other raw materials not covered under escalation clause
- Rise in employees cost due to recruitment for the expanded LPG allied services.
- Lesser than expected growth of LPG allied services.

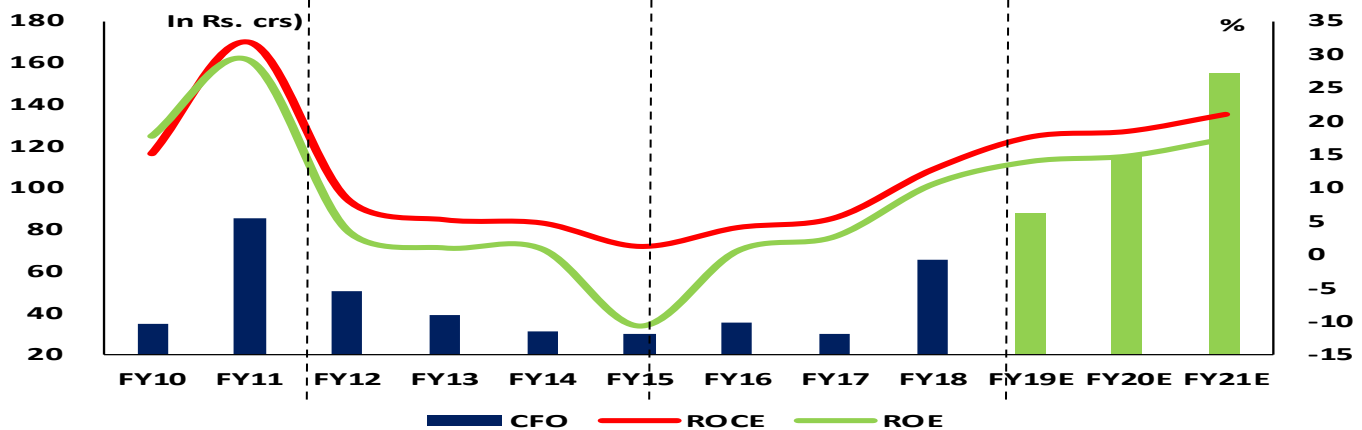
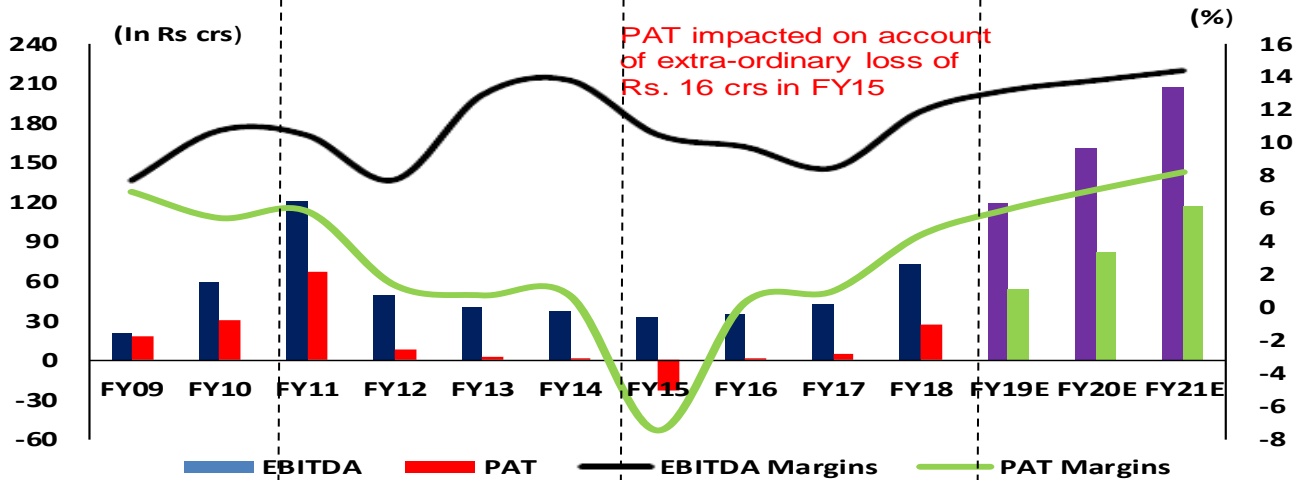
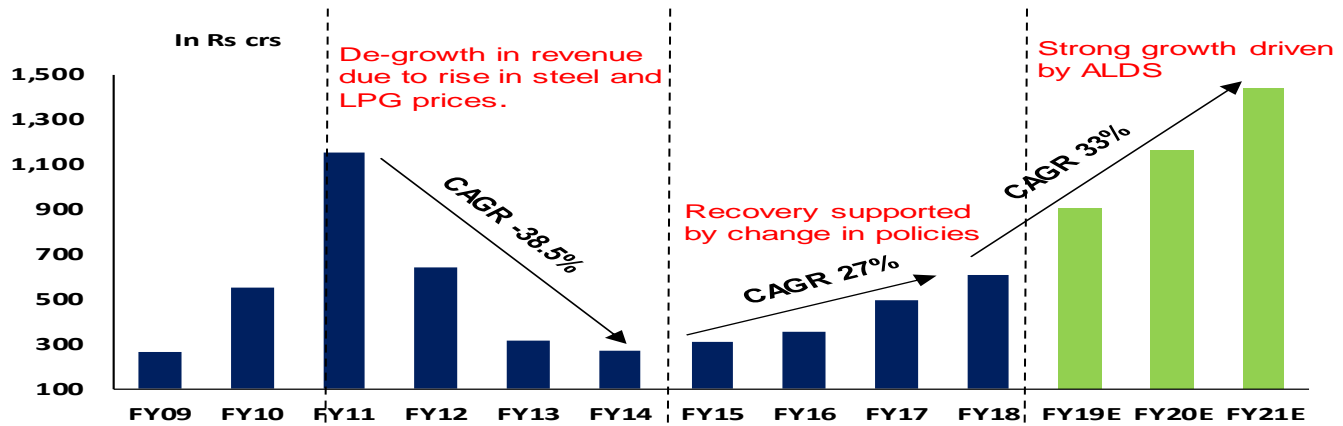
❖ FY2014-2018 – Pro LPG growth policy benefiting Confidence immensely

With the change in the government at the center, the focus of the new regime was clearly oriented to improve green energy outreach & curb pollution. In line with this the Government introduced several initiatives

- Improved the access of subsidized cylinders to reach nearly 90% of rural India
- DBT administered subsidy helped curbing supply chain leakages and diversion of subsidized LPG to other than domestic customers
- Making annually 12 subsidized cylinders available to every household.
- Tax payers with annual income greater than Rs 10 lacs would not get the subsidy and they had to pay market rates for procuring cylinders.

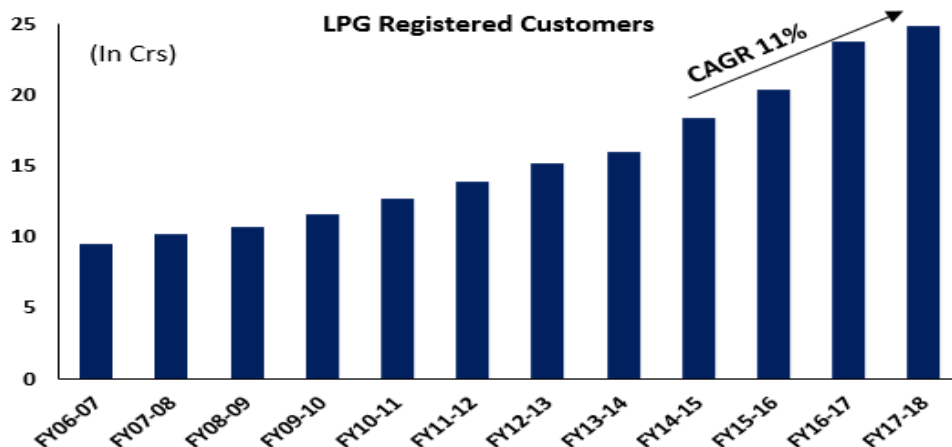
The combination of the above measures helped to keep not only subsidy under check but also helped profligate the usage of LPG. The industry volumes of LPG cylinders accelerated to reach 24.9 cr nos. in FY18 from 14 cr clocked in FY14 (CAGR of 11%).

Key Milestones of Confidence



Source: Company, Ventura Research

Sharp upsurge in Registered LPG Customers



Source: Petroleum Planning & Analysis Cell

Being the largest manufacturer of steel cylinders in the country Confidence benefitted immensely. The revenue for the cylinder manufacturing segment grew to Rs 246crs (5.6% CAGR) from Rs.194 crs reported in FY14. This was aided by the cylinder volumes improving to 16crs from 13 crs for the same period.

The LPG services (which includes bottling, branded sales and auto LPG) clocked a 50% CAGR to Rs 360 crs. This led to an overall growth in revenues of 23% CAGR to Rs 607 crs. Profitability too improved along with higher levels of operations. EBIDTA grew 18% CAGR to Rs.72 crs (12% margin, - 200 bps) and PAT too experienced robust growth to Rs 27 crs (94% CAGR, 4.4% margin, +400)

❖ **FY2018-21 Confidence is at a point of inflexion - Aggressive growth of LPG services to the fore**

We expect revenues to grow at a robust 33% CAGR to Rs. 1442 crs by FY21. With operating leverage kicking in we expect EBITDA to grow at a faster pace of 42% CAGR to Rs. 208 crs (14% margin, 200bps) and net earnings to scale up to Rs. 118 crs (7.6% margin, 200 bps).

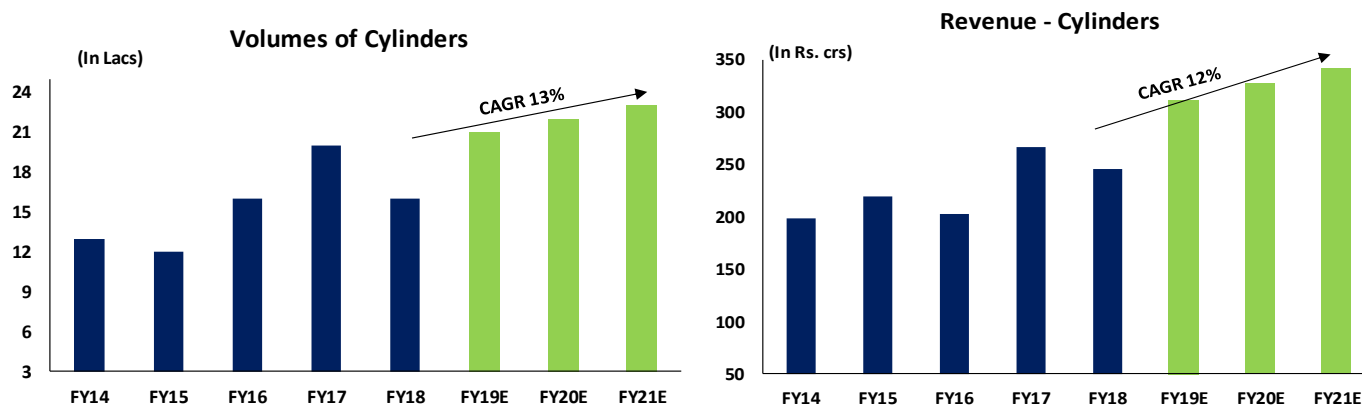
This growth is expected to be driven by: -

- i. Revenues from the cylinder manufacturing segment are expected to grow at 12% CAGR to Rs. 341 crs by FY21 (Rs. 246crs in FY18).
- ii. Expansion in the number of bottling plants to 70 by FY21 (from current 58 plants) with lead to revenue growing to Rs. 59 crs from Rs. 25crs in FY18 (33 %CAGR).
- iii. Auto LPG segment is expected to be the growth engine for the company. Revenues are expected to grow at a CAGR of 61% to reach Rs. 740crs by FY21 from Rs. 178crs in FY18 with augmentation of auto LPG stations and rapid increase in number of vehicles running on auto LPG.
- iv. Composite cylinder revenues expected to grow at 24% CAGR to reach Rs. 300crs by FY21 from Rs. 157crs in FY14.

- Cylinder Manufacturing** – LPG coverage ratio in India has already reached 90% leaving little room for growth. Going forward LPG cylinder business is expected to be a steady business with single digit growth. Cylinder refurbishment (every 6 years) and replacement (every 10 years) is expected to keep contributing to bulk of the revenue.

Despite the industry slowdown, we expect manufactured cylinders to grow at 12% CAGR to 23 lacs from the current volume of 16 lacs (13% CAGR).

Volume and Revenue for Cylinder Manufacturing

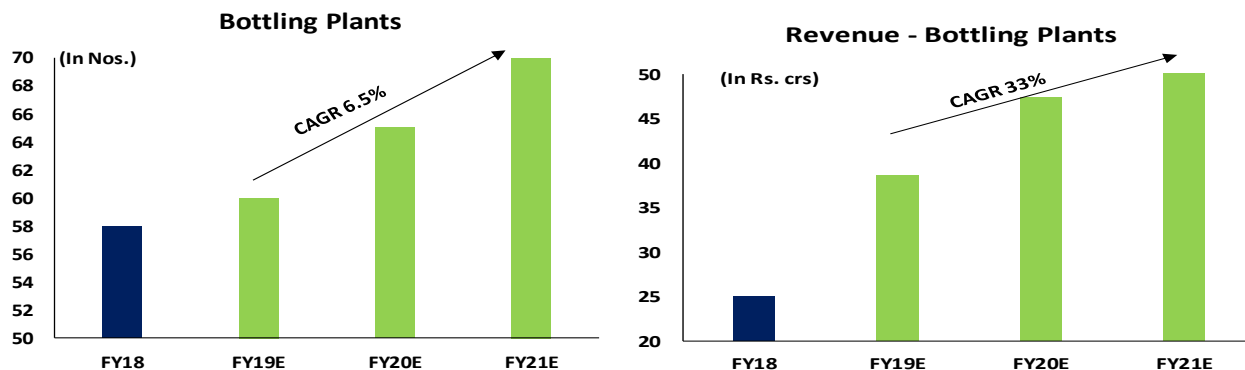


Source: Company, Ventura Research

- Bottling Plants** – This segment serves a vital role and fulfills two key aspects of the business:
 - 28 plants provide bottling assistance to PSU oil companies. PSU oil companies have concentrated bottling plants and their operations are scattered across India. Outsourcing the activity provides them with logistic advantage and cost efficiency.
 - 30 plants provide bottling services for the company's own packed cylinders i.e. Go Gas and Go Gas Elite and act as storage points for Auto-LPG pumps, where storage capacity of pumps is limited due to city restrictions.

Bottling segment revenues are expected to grow at CAGR 33% to Rs. 59 crs by FY21 from Rs. 25 crs in FY14.

Bottling Plants & Revenue



Source: Company, Ventura Research

- **ALDS** – Auto LPG is expected to be the booming segment of the company driven by multiple factors.
 - Securing licenses for setting up new stations is the key to growth for this segment and Confidence has mastered the art of the same. It owned 127 stations till FY18 and had set-up 36 additional stations till Q3FY19 totaling to 163 stations i.e. 15% of the overall LPG stations in India. We expect this network to scale to 300 stations by FY21. Currently it has 50 MOUs in hand.

Stations commissioned in last 4 years

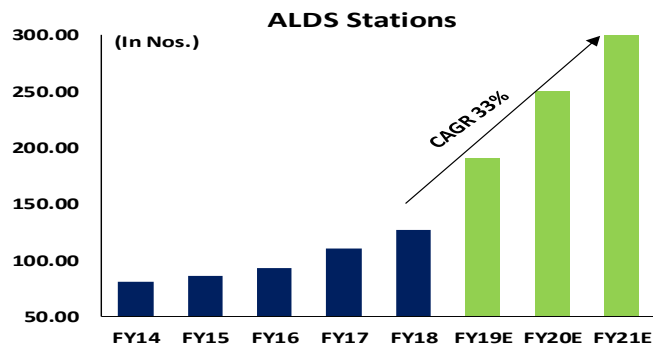
Year	Confidence	MGL	IGL	GGL
FY15	5	12	-	-
FY16	7	9	14	19
FY17	17	15	81	19
FY18	17	20	25	39
FY19 (Till Q2)	17	-	8	3
	63	56	128	80

State-wise Auto LPG stations

State	Auto LPG Stations
Tamil Nadu	49
Karnataka	42
Maharashtra	26
Rajasthan	7
Telangana	27
West Bengal	5
Madhya Pradesh	1
Gujarat	6
Total	163

- Auto LPG is a low-hanging fruit and government is making use of this to make a tangible effort against pollution and promote cleaner fuels. The compelling cost economies and state support has ensured that the growth of auto LPG is sustained. Further auto LPG being made mandatory for three wheelers provides good visibility in terms of its offtake.

Auto LPG Stations



Source: Company, Ventura Research

No. of Vehicles running on LPG in geographies of Confidence

Regions	Auto Rickshaws running on Auto LPG
Bangalore	4,50,000
Chennai	1,20,000
Hyderabad	3,50,000
Nagpur	3,50,000
Mangalore	20,000
Aurangabad	14,000

- The pricing dynamics works in favor of LPG as it provides additional saving to users over other fuels. Costing of an LPG at around Rs. 12,000 is far cheaper than that of a CNG kit (Rs. 40,000). Further LPG is available pan India while the roll out of CNG being confined to pipeline delivery is available selectively.

LPG v/s Alternative Fuels (Cost Rs/kg)

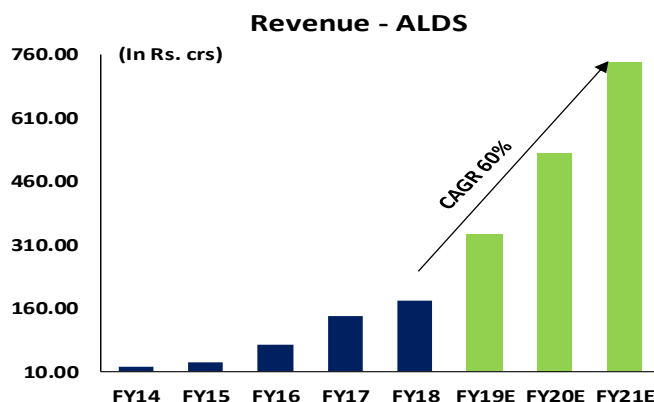
Cities	Auto LPG	CNG	Diesel	Petrol
Mumbai	42	50	65	74
Bangalore	40	58	64	71
Chennai	40	45	66	71
Hyderabad	51	65	68	73
Delhi	39	44	62	69
Jaipur	40	-	65	69
Nagpur	55	-	65	75

Key Benefits of LPG v/s CNG

Parameter	Auto LPG	CNG
Fuel Quality	Stable Quality, since produced in Refineries under controlled conditions	Varying composition since it is supplied direct from the wells without any processing
Refilling Time	Like MS, 3 to 4 minutes, liquid handling	High refilling time of 5 to 10 minutes, depending on the differential pressure, gaseous handling
Engine Performance	Better than petrol under high speed and heavy load conditions	Due to impurities, adverse engine performance under high speed and heavy load conditions.
Availability	Available in any part of the country by installing storage facility. Presently Industry ALDS available in around 350 cities	Available only on select cities where pipeline has been laid.
Cost of infrastructure	Rs. 40 Lakhs at an existing Retail outlet	150 Lakhs at an existing Retail Outlet
Payback Period	Around 18 months	Around 5 years
Cost of Conversion Kit	Rs 12,000/- to Rs 25,000/-	Rs 35,000/- to Rs 40,000/- (for 3/4 wheelers)

- We see a poor possibility for any near-term competition to Auto-LPG from alternative fuels like CNG, since setting up of CNG infrastructure is a time-consuming process and involves huge investments with high payback periods. There is slim chance of diversion of existing LPG users to CNG as they will have to incur an additional switch cost.

Revenue for ALDS



Source: Company, Ventura Research

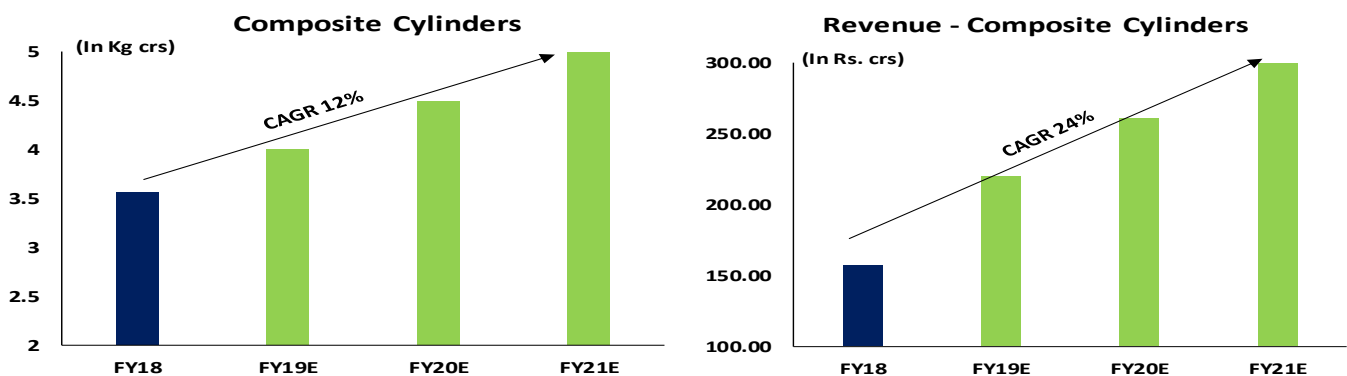
We expect revenues to grow at 61% CAGR to Rs. 741 crs by FY21 from Rs. 178 crs in FY14.

The rolling out of each new station is expected to require capex of Rs. 80 lacs to Rs. 1cr. Confidence has already sourced part of the funding by way of a preferential issue of 1.5 lacs equity share in FY19 at Rs. 52/share i.e. Rs. 78crs and has also issued 2 crs share warrants to the promoters at Rs. 52/share.

- **Composite Cylinders** – To differentiate and provide a value-added product, Confidence launched composite cylinders under the brand of “Go Gas Elite”. This will be circulated across India through a network of 350 dealers. The main features of these cylinders are: -
 - Blast proof,
 - Light weight
 - Translucent.

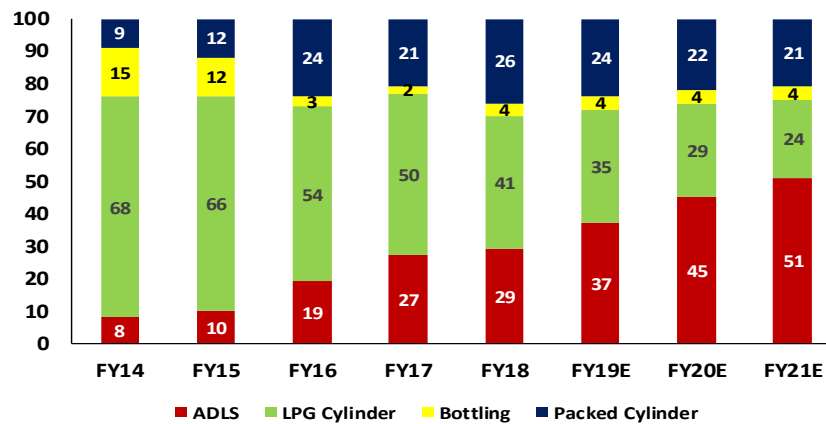
We expect Confidence to gain market share in the retail segment due to these cylinders going forward. The revenues are expected to grow at 24% CAGR to reach Rs. 300 crs by FY21 from Rs. 157 crs in FY18

Volume and Revenue for Composite Cylinders



Source: Company, Ventura Research

Segment-wise Revenue



Source: Company, Ventura Research

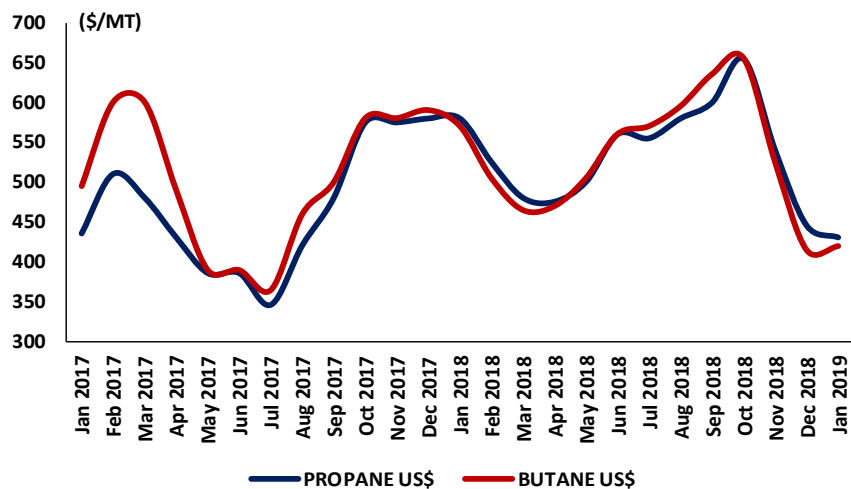
❖ Sourcing – Key Advantage for Confidence

Historically LPG prices have always been volatile, and Confidence has been extremely agile in dealing with the volatility and using it to its own advantage. Saudi CP prices are declared every month which gets applicable for imports in the following month.

- When the announced prices for next month are high, Confidence ensures that its maximize its inventory by maintaining all the bottling plants and auto LPG stations at maximum capacity and also employs additional storage tankers.
- When the announced prices for the next month are lower, Confidence maintains its inventory at a minimum level by month end to gain from the falling price in the next month.

In the case of PSUs due to huge requirements they enter into fix price contracts for sourcing leaving them with no opportunity to gain from the market price volatility.

High volatility in prices



Source: Company, Ventura Research

❖ **Industry outlook in brief.**

The government has gone full throttle in promoting LPG as a reliable fuel through schemes such as Pahal, Ujjwala, Direct Benefit Transfer and 'Give it Up' which led to increased adoption of LPG in the residential segment. 'Pahal' got enlisted under Guinness Book of World Record for its largest cash transfer at a whopping USD 6.5 billion. Under the Ujjwala scheme free LPG connections will be provided to 5 crore poor households by 2019.

A rapid increase in urban population combined with increasing LPG penetration in rural areas has resulted in a 10% growth in LPG consumption, making India the second largest LPG consumer in the world at 19 million tonne per year.

Auto LPG is available in more than 500 Cities with a network of close to 1100 stations across the country, which makes it the most widely available alternate fuel. This has encouraged an increasing number of vehicle owners to convert to Auto LPG, an economical & environment friendly fuel, paving way for India to become one of the leading Auto LPG markets of the world in the next few years.

Several Indian cities including Ahmedabad, Bangalore, Chennai, Hyderabad, Kolkata, made use of fiscal measures to address the problem of vehicular pollution. Bangalore has launched one of the largest LPG three-wheeler programmes, one of the key elements being fiscal incentive for conversion. City government has offered a subsidy of around Rs 2,000 to three-wheeler owners to help bear the cost of conversion. Nearly 75,000 auto rickshaws have already converted to LPG. Similarly, Kolkata and Chandigarh have initiated firm efforts.

Kolkata High Court order mandates all 15-years old public vehicles to be converted to LPG. Out of 32,000 autorickshaws plying on the streets of Kolkata and its suburbs, 4000 have converted to LPG. The Union Territory of Chandigarh allows only LPG 3 wheelers to ply on roads.

Based on Government's continued efforts to promote clean fuel and increased adoption by consumers, LPG consumption is expected to see a sustained double-digit growth in the years to come.

❖ Financial Performance

In Q2FY19, Confidence reported a healthy 87% growth in topline to Rs.245.4 crores from Rs 131 crores reported in the same quarter of the previous year. The EBITDA increased by 78% YoY and PAT stood at Rs. 16 crores increasing 169% YoY.

During FY18, Confidence's net sales stood at Rs. 606.7 crores, registering a growth of 22.1% YoY. Besides, the EBITDA margin improved by 343 bps YoY to 11.9%. The consolidated PAT in FY18 stood at Rs. 26.6 crores registering a staggering growth of 449% on a YoY basis.

Financial performance (Rs in crores)												
DESCRIPTION	Q2FY19	Q1FY19	YoY	QoQ	Q4FY18	Q3FY18	Q2FY18	Q1FY18	Q4FY17	Q3FY17	Mar-18	Mar-17
Net Sales	245.4	190.1	87.3	29.1	184.7	148.0	131.0	143.1	157.6	124.4	606.7	496.9
Other operating income												
Net Sales & Other Operating Income	245.4	190.1	87.3	29.1	184.7	148.0	131.0	143.1	157.6	124.4	606.7	496.9
Growth % (YoY)	87.3	32.8			17.2	19.0					22.1	
Total Expenditure	214.9	163.2	88.7	27.4	164.2	129.5	113.9	128.1	148.6	111.7	534.5	454.8
EBITDA	30.4	26.9	78.0	13.1	20.5	18.5	17.1	15.0	9.0	12.7	72.2	42.1
EBITDA Margin	12.4	14.1			11.1	12.5	13.0	10.5	5.7	10.2	11.9	8.5
Depreciation	6.4	6.3	4.9	1.7	6.1	6.2	6.1	6.1	3.4	6.1	24.5	24.2
EBIT (Excl. OI)	24.0	20.6	118.6	132.0	14.4	12.3	11.0	8.9	5.6	6.6	47.7	17.9
Other Income	0.9	0.6	91.8	59.3	1.7	0.5	0.5	0.5	0.7	0.4	3.2	1.8
EBIT	25.0	21.2	117.4	17.8	16.1	12.8	11.5	9.4	6.3	7.0	50.9	19.7
Interest	2.7	2.8	-9.8	-2.5	3.2	2.8	3.0	3.2	6.5	2.8	13.3	12.8
Exceptional Items	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PBT	22.3	18.4	161.8	20.8	12.8	10.0	8.5	6.2	-0.1	4.1	37.6	6.9
PBT Margin%	9.1	9.7			7.0	6.8	6.5	4.3	-0.1	3.3	6.2	1.4
Tax	6.2	5.7	144.7	9.9	6.4	3.0	2.6	1.9	0.1	1.2	11.0	2.1
Profit After Tax	16.0	12.8	169.1	25.7	6.4	7.0	6.0	4.4	-0.3	3.0	26.6	4.8
Profit Margin	6.5	6.7			3.5	4.8	4.6	3.0	-0.2	2.4	4.4	1.0
Net Profit (after Extraordinary Items)	16.0	12.8	169.1	25.7	6.4	7.0	6.0	4.4	-0.3	3.0	26.6	4.8
Minority Interest	0.0	0.0	0.0		0.0	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Shares of Associates	0.2	0.6	400.0	-75.4	0.3	0.0	0.0	0.0	-0.1	0.0	0.3	0.2
Consolidated Net Profit	16.2	13.3	171.2	21.5	6.8	7.1	6.0	4.4	-0.5	2.9	26.8	5.0
Other Comprehensive Incomes (Net of tax)	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority Interest Comprehensive Income	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Comprehensive Income	16.2	13.3	171.2	21.5	6.8	7.1	6.0	4.4	-0.5	2.9	26.8	5.0

Source: Ventura Research

❖ Key Risk & Threats

1. Cannibalization due to introduction of EVs and vehicles running on other alternate sources like CNG and solar energy can be a threat to the growth
2. High price volatility of LPG can be a major challenge.
3. Regulatory challenges in getting licenses can retard the rolling out of new Auto LPG Dispensing stations.
4. Exchange rate fluctuations can increase the import cost of LPG.

❖ Valuation

We initiate coverage on Confidence Petroleum India Ltd as a BUY for a target of Rs. 77 (18x FY21, a discount of 16% to the median PE 21.5X). This represents an upside of 67% from the CMP of Rs.46.3.

Peer Comparison on Financial Parameters

	SALES	EBITDA	PAT	EBITDA MARGIN (%)	PAT MARGIN (%)	ROE (%)	ROCE (%)	P/E (x)	P/BV (x)	EV/EBITDA (x)
Confidence Petroleum India Ltd. (CMP: 46.3, M cap: 1,267 cr)										
FY 17	497.0	42.0	5.0	8.5	1.0	2.4	6.1	231.8	6.2	6.9
FY18	607.0	72.0	27.0	11.9	4.4	12.2	15.2	42.2	4.4	11.1
FY19E	905.0	119.0	53.0	13.2	6.0	16.6	22.3	22.2	3.0	8.5
FY20E	1,163.0	160.0	82.0	13.8	7.0	16.9	22.6	14.4	2.0	5.5
FY21E	1,442.0	208.0	118.0	14.4	8.0	18.4	24.0	10.1	1.7	3.9
Gujarat Gas. (CMP: 143.4, M cap: 9,871 cr)										
FY 17	5,092.6	778.6	303.2	15.3	4.3	13.3	13.0	48.1	6.4	16.5
FY18	6,174.3	940.4	462.4	15.2	4.7	15.7	16.0	39.2	6.2	14.5
FY19E	7,540.8	1,033.7	585.2	13.7	5.3	18.2	17.7	21.8	3.9	6.5
FY20E	9,241.4	1,332.3	900.8	14.4	6.7	22.4	22.7	14.5	3.2	5.2
FY21E	10,464.1	1,538.1	1,118.8	14.7	7.3	22.5	24.6	44.4	2.6	4.6
Mahanagar Gas. (CMP: 893.6, M cap: 8,853 cr)										
FY 17	20,339.7	6,428.4	3,934.3	31.6	19.3	21.4	29.8	22.5	4.8	11.5
FY18	22,330.1	7,801.1	4,778.7	34.9	21.4	22.8	31.9	19.9	4.5	10.2
FY19E	27,585.0	6,723.2	4,087.7	24.4	14.8	22.8	31.8	22.6	3.8	9.3
FY20E	30,539.8	7,430.4	4,522.9	24.3	14.8	22.3	31.1	19.4	3.4	8.5
FY21E	35,660.2	7,800.4	4,777.7	21.9	13.4	22.1	30.8	16.7	3.1	7.9
Indraprastha Gas Ltd. (CMP: 274.6, M cap: 19,225 cr)										
FY 17	38,147.8	9,693.4	5,710.7	25.4	15.0	19.5	27.4	23.4	4.7	18.3
FY18	45,921.4	11,202.1	6,707.7	24.4	14.6	19.1	26.7	27.1	5.4	15.8
FY19E	55,862.4	10,873.5	6,505.6	19.5	11.6	18.8	26.4	22.6	4.5	14.1
FY20E	64,853.1	11,817.1	7,121.2	18.2	11.0	18.7	26.3	19.4	3.8	12.2
FY21E	76,499.5	12,312.1	7,500.5	16.1	9.8	19.1	27.0	16.7	3.2	10.8

Financials & Projections

Y/E March, Fig in ` Cr	FY17	FY18	FY19E	FY20E	FY21E	Y/E March, Fig in ` Cr	FY17	FY18	FY19E	FY20E	FY21E
Profit & Loss Statement						Per Share Data (Rs)					
Net Sales	496.9	606.7	904.7	1,162.5	1,441.6	Adj. EPS	0.2	1.0	2.0	2.8	4.0
% Chg.	15.7	22.1	49.1	28.5	24.0	Cash EPS	1.1	2.0	3.0	4.2	5.6
Total Expenditure	454.8	534.5	785.3	1,002.1	1,234.0	DPS	-	0.1	0.1	0.1	0.1
% Chg.	42.1	17.5	46.9	27.6	23.1	Cash Yield in %	25.9	11.5	11.5	17.2	26.8
EBIDTA	42.1	72.2	119.4	160.4	207.6	Book Value	7.0	9.8	14.3	21.1	25.5
EBIDTA Margin %	8.5	11.9	13.2	13.8	14.4	Capital, Liquidity, Returns Ratio					
Other Income	1.8	3.2	2.8	8.4	17.2	Debt / Equity (x)	0.6	0.3	0.1	0.1	0.1
PBDIT	43.9	75.4	122.2	168.8	224.8	Current Ratio (x)	0.6	0.6	0.4	0.2	0.2
Depreciation	24.2	24.5	29.8	33.7	37.1	ROE (%)	2.4	12.2	16.6	16.9	18.4
Interest	12.8	13.3	11.5	10.7	9.6	ROCE (%)	6.1	15.2	22.3	22.6	24.0
Exceptional items	-	-	-	-	-	Valuation Ratio (x)					
PBT	6.9	37.6	80.9	124.5	178.1	P/E	248.9	45.3	23.9	15.5	10.8
Tax Provisions	2.1	11.0	27.5	42.3	60.6	P/BV	6.6	4.8	3.3	2.2	1.8
Reported PAT	4.8	26.6	53.4	82.2	117.6	EV/Sales	0.6	1.4	1.4	1.0	0.7
Minority Interest	(0.0)	(0.0)	(0.1)	(0.1)	(0.1)	EV/EBIDTA	6.9	11.1	10.5	7.0	5.1
Share of Associate						Efficiency Ratio (x)					
PAT	4.8	26.6	53.4	82.2	117.6	Inventory (days)	45.2	34.3	26.0	23.0	20.0
PAT Margin (%)	1.0	4.4	5.9	7.1	8.2	Debtors (days)	40.3	36.7	28.0	25.0	23.0
Tax Rate (%)	30.0	29.3	34.0	34.0	34.0	Creditors (days)	23.2	19.3	19.0	18.0	17.0
Balance Sheet						Cash Flow Statement					
Share Capital	25.9	25.9	27.4	29.4	29.4	Profit Before Tax	6.9	37.6	80.9	124.5	178.1
Minority Interest	17.0	19.4	19.5	22.0	23.0	Depreciation	24.2	24.5	29.8	33.7	37.1
Reserves & Surplus	155.9	227.1	364.4	550.0	670.2	Working Capital Changes	(9.9)	4.3	(7.1)	(11.3)	(9.4)
Total Debt	112.0	81.1	79.2	73.5	66.4	Others	8.7	(1.0)	(16.0)	(31.7)	(50.9)
Deferred Tax Liabilities (Net)	9.6	11.3	11.9	12.5	13.1	Operating Cash Flow	29.8	65.4	87.5	115.2	154.9
Other Non Current Liabilities	48.8	59.4	60.6	61.8	63.1	Capital Expenditure	-	-	(65.0)	(70.0)	(70.0)
Total Liabilities	369.2	424.3	563.0	749.2	865.1	Other Investment Activities	(108.5)	(24.3)	(3.2)	(3.6)	(3.9)
Gross Block	398.4	467.0	532.0	602.0	672.0	Cash Flow from Investing	(108.5)	(24.3)	(68.2)	(73.6)	(73.9)
Less: Acc. Depreciation	199.4	223.9	248.4	278.2	311.9	Changes in Share Capital	-	-	78.0	-	-
Net Block	199.0	243.1	283.6	323.8	360.1	Changes in Borrowings	74.5	(34.7)	61.9	84.8	(19.7)
Capital Work in Progress	28.7	23.4	25.3	27.3	29.5	Dividend & DDT	-	1.6	1.6	1.8	1.8
Other non current Assets	9.8	12.8	16.0	17.0	18.0	Cash Flow from Financing	74.5	(33.1)	63.5	86.5	(17.9)
Long term Loans & Advances	22.5	32.4	35.5	39.1	43.0	Net Change in Cash	(4.1)	8.0	82.8	128.1	63.1
Net Current assets	109.2	112.6	202.6	342.1	414.6	Opening Cash Balance	14.0	9.9	17.8	100.7	228.8
Total Assets	369.2	424.3	563.0	749.2	865.1	Closing Cash Balance	9.9	17.8	100.7	228.8	291.9

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