



Cyient's Q1FY24 performance was stable with revenue and profitability growing on YoY. Management has upgraded its margin guidance and maintained its revenue guidance.

- USD Revenue came in at USD205.3 Mn, -3.6% QoQ / +27% YoY (28.6% cc growth) and -1.4% vs. estimates.
- Consolidated Services (DET) revenue stood at USD177.1 Mn, +0.5% QoQ (+0.3% cc growth) / +29.2% YoY (30.6% cc growth).
- INR revenue came in at INR 16,865 Mn, -3.7% QoQ / +34.9% YoY and -1.2% below our estimates
- DET INR revenue came in at INR 14,546 Mn, +0.4% QoQ / +37.2% YoY
- EBIT at INR 2,480 Mn, -0.6 QoQ / +74.5% YoY and -1.6% below our estimates. DET EBIT margin stood at 16.1%, +93 bps QoQ.
- Group EBIT margins stood at 14.7%, vs 14.2% / 11.4% in Q4FY23 / Q1FY23 respectively and 6 bps below our est.
- PAT came in at INR 1,792 Mn, -0.1% QoQ / +54.3% YoY and -2.3% below our estimates
- EPS at INR 16.2 in Q1FY24 vs 16.2/ 10.6 in Q4FY23 / Q1FY23 respectively

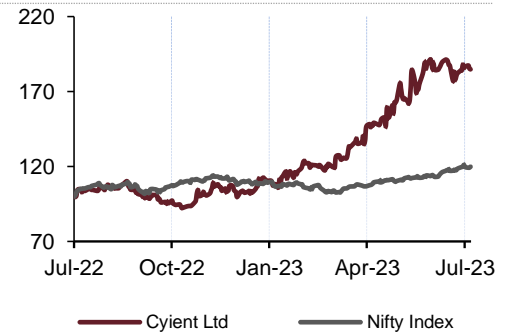
Rating	TP (Rs)	Up/Dn (%)
<b>BUY</b>	<b>1,707</b>	<b>18</b>

#### Market data

<b>Current price</b>	Rs	1,462
Market Cap (Rs.Bn)	(Rs Bn)	162
Market Cap (US\$ Mn)	(US\$ Mn)	1,976
Face Value	Rs	5
52 Weeks High/Low	Rs	1555 / 723.8
Average Daily Volume	('000)	158
BSE Code		532175
<b>Bloomberg</b>		CYL.IN

Source: Bloomberg

#### One Year Performance



Source: Bloomberg

% Shareholding	Jun-23	Mar-23
Promoters	23.35	23.36
Public	75.72	75.67
<b>Total</b>	<b>100</b>	<b>100</b>

Source: Bloomberg

#### Financial Summary

Y/E Mar (Rs mn)	FY21	FY22	FY23	FY24E	FY25E
Net sales	41,324	45,344	60,159	71,583	84,406
EBITDA	6,100	8,178	10,031	13,570	16,169
Adjusted net profit	3,973	5,208	5,596	7,602	9,711
Free cash flow	6,231	4,613	(2,093)	7,799	8,786
EPS (Rs)	36.0	47.1	50.6	68.8	87.9
growth (%)	4%	31%	7%	36%	28%
P/E (x)	40.7	30.7	31.2	21.1	16.5
P/B (x)	5.4	5.1	4.8	4.3	3.7
EV/EBITDA (x)	24.4	18.5	16.1	11.7	9.6
ROCE (%)	12.3	14.7	14.6	17.0	19.8
RoE (%)	14.4	17.1	17.3	21.4	24.0
Dividend yield (%)	1.2	1.7	1.8	2.1	2.4

Source: Company, Dalal & Broacha Research

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## Concall Highlights

- **Order intake for core services (DET) during the quarter stood at USD193.2 Mn, -12.2% QoQ / +32.5% YoY.** Additionally, management stated that it won 6 large deals with total contract potential of ~USD48.8 million in Q1FY24. The pipeline for the year looks robust.
- **Normalized Core services (DET) EBIT margins stood at 16.1% (up 93 bps QoQ)** driven by improvements in SG&A costs due to optimization initiatives over the years. **Management has upgraded their guidance to 150-250 bps improvement in Consolidated Services EBIT margins for FY24 due to several levers such as ability to increase prices from certain clients, improving utilization, rationalizing tail-end clients and automation**
- Expect Effective Tax Rate to be at 25-26% for FY24.
- Normalized Free Cash Flow to PAT conversion stood at 59.9% for group and 108.9% for Services, Normalized FCF from Consolidated Services stood at ₹1,761 Mn, **-4.7% QoQ / +150.5% YoY** due to favorable working capital movement and lower taxes.

### Vertical-wise updates:

(Company moved to a new reporting structure with Transportation now including Aerospace and Rail Transportation, Communications classified as Connectivity and Mining, Energy & Utilities classified as Sustainability)

- **Transportation** witnessed strong growth of 3.2% QoQ and +19.0% YoY in cc terms. With Global travel back to almost Pre Covid levels the management is seeing momentum in all 3 segments of Aerospace vertical (Commercial, MRO and Defense). The aerospace industry is due a Super cycle which comes once in 10 years, the pressure on aerospace for sustainability along with the industry being due for a platform upgrade will drive E,R&D spends. The Rail transportation is back on track with opportunities in green transportation, enhancing safety in Signaling and Autonomous operations. Hybrid-electric, Hydrogen propulsion for Rail and Sustainable Aviation Fuel for Aerospace propulsion should also bring in additional business opportunities.
- **Connectivity** de-grew by -2.4% QoQ but it was up +13.3% YoY in cc terms. The Management is seeing softness in the wireless business, but strong growth is foreseen in the wireline business supported by Government spending around RDOF & BEAD programs. Continuous demand for development and deployment of private, public and enterprise networks and as well as enhanced usage of digital applications to improve costs and customer experience, will bring growth in this sector. Network Management / Testing and Network Operation & Optimization, digitalization and pervasive use of data driven applications will drive more demand and the management expects connectivity to recover in the second half of FY24.
- **Sustainability** was up 4.5% QoQ and +112.3% YoY in cc terms. As governments across the globe take initiatives to boost sustainability, enterprises will continue to increase their sustainability initiatives and efforts. The pipeline remains strong driven by demand from energy minerals which will emphasize the need for Intelligent, Safe, Autonomous and Sustainable Mine Operations.
- **New Growth Areas** de-grew by -6.5% QoQ but it was up +10.8% YoY in cc terms. The outlook from Auto remains strong and Cyient is uniquely positioned to address the increased demand from Infotainment, Connected, ADAS, Autonomous, Hybrid & Electric Mobility. The growth in the medical vertical was paused for the last couple of quarters but the opportunities in Predictive, Proactive and Personalized patient care, connected devices, Digital platforms, shift to value-based care and need for accelerated testing, should help it grow in H2 of FY24. The Semiconductor was soft but there is momentum from HPC, AI and automotive space and it should bounce back in H2. Hitech was weak and is expected to remain weak in FY24.

**FY24e Outlook**

- Management expects FY24e Consolidated Services revenue growth outlook at 15-20% YoY in cc terms
- FY24 Consolidated Services EBIT margins are expected to improve by 150-250 bps

**Quarterly Deviation Sheet**

YE March (Rs. mn)	Q1 FY24	Q4 FY23	Q-o-Q change %	Q1 FY23	Y-o-Y change %	Q1 FY24 Est.	Deviation %
<b>Total Revenue (USD Mn)</b>	<b>205</b>	<b>213</b>	<b>(3.6%)</b>	<b>162</b>	<b>27.0%</b>	<b>208</b>	<b>-1.4%</b>
<b>Total Revenue (INR Mn)</b>	<b>16,865</b>	<b>17,514</b>	<b>(3.7%)</b>	<b>12,501</b>	<b>34.9%</b>	<b>17,067</b>	<b>-1.2%</b>
Less:							
Cost of Revenues	10,439	10,723	(3%)	7,893	32%	10,360	0.8%
SG&A Expenses	3,270	3,571	(8%)	2,676	22%	3,480	-6.0%
<b>Total Expenditure</b>	<b>13,709</b>	<b>14,294</b>	<b>(4%)</b>	<b>10,569</b>	<b>30%</b>	<b>13,840</b>	<b>-0.9%</b>
<b>EBIDTA</b>	<b>3,156</b>	<b>3,220</b>	<b>(2%)</b>	<b>1,932</b>	<b>63%</b>	<b>3,227</b>	<b>-2.2%</b>
Less: Depreciation	676	726		511		707	
<b>EBIT</b>	<b>2,480</b>	<b>2,494</b>	<b>(0.6%)</b>	<b>1,421</b>	<b>74.5%</b>	<b>2,520</b>	<b>-1.6%</b>
Interest Paid	278	262		163		262	
Other income (expense), net	102	5		337		171	
Extraordinary Income	-111	-162		0		0	
<b>Profit Before Tax</b>	<b>2,193</b>	<b>2,075</b>	<b>6%</b>	<b>1,595</b>	<b>37%</b>	<b>2,428</b>	<b>-9.7%</b>
Tax	633	503	26%	412	54%	595	6.4%
Deferred Tax	-131	-60		22		0	
<b>PAT before Minority Interest</b>	<b>1,691</b>	<b>1,632</b>		<b>1,161</b>		<b>1,834</b>	
<b>Profit After Tax</b>	<b>1,681</b>	<b>1,632</b>	<b>3.0%</b>	<b>1,161</b>	<b>44.8%</b>	<b>1,834</b>	
<b>Adjusted PAT</b>	<b>1,792</b>	<b>1,794</b>	<b>(0.1%)</b>	<b>1,161</b>	<b>54.3%</b>	<b>1,834</b>	<b>-2.3%</b>
<b>Basic &amp; Diluted EPS (Rs.)</b>	<b>16.2</b>	<b>16.2</b>		<b>10.6</b>		<b>16.6</b>	
Basic & Diluted Outstanding (mn)	111	111		110		111	
<b>Margin Analysis %</b>			<b>Change In bps</b>		<b>Change In bps</b>		
<b>EBIDTA Margin</b>	<b>18.7%</b>	<b>18.4%</b>	<b>33</b>	<b>15.5%</b>	<b>326</b>	<b>18.9%</b>	<b>-20</b>
<b>EBIT Margin</b>	<b>14.7%</b>	<b>14.2%</b>	<b>46</b>	<b>11.4%</b>	<b>334</b>	<b>14.8%</b>	<b>-6</b>
<b>PBT Margin</b>	<b>13.0%</b>	<b>11.8%</b>	<b>116</b>	<b>12.8%</b>	<b>24</b>	<b>14.2%</b>	<b>-123</b>
<b>NPM</b>	<b>10.0%</b>	<b>9.3%</b>	<b>65</b>	<b>9.3%</b>	<b>68</b>	<b>10.7%</b>	<b>-78</b>
<b>Effective Tax Rate (%)</b>	<b>22.9%</b>	<b>21.3%</b>	<b>154</b>	<b>27.2%</b>	<b>-432</b>	<b>24.5%</b>	<b>-161</b>
<b>Cost Analysis %</b>			<b>Change In bps</b>		<b>Change In bps</b>		
<b>Cost of Revenues/ Sales</b>	<b>61.9%</b>	<b>61.2%</b>	<b>67</b>	<b>63.1%</b>	<b>-124</b>	<b>60.7%</b>	<b>120</b>
<b>SG&amp;A/Sales</b>	<b>19.4%</b>	<b>20.4%</b>	<b>-100</b>	<b>21.4%</b>	<b>-202</b>	<b>20.4%</b>	<b>-100</b>
<b>Other income/ PBT</b>	<b>4.7%</b>	<b>0.2%</b>	<b>441</b>	<b>21.1%</b>	<b>-1,648</b>	<b>7.0%</b>	<b>-238</b>

Source: Company, Dalal & Broacha Research

**Valuation & Outlook**

**Cyient is currently trading at 21.1x / 16.5x FY24e / FY25e EPS.**

We believe that Cyient has continued its growth momentum with demand coming from aerospace and new growth areas (Auto) and Sustainability. Management has upgraded its margin guidance supported by various levers like optimization of SG&A and other various factors such as ability to increase prices from certain clients, improving utilization, rationalizing tail-end clients and automation.

Taking the current results and management commentary into consideration, **we re-iterate our BUY rating on the stock as we have moved to a SOTP valuation assigning a target multiple of 20x FY25e to the Cyient Services (DET) business and valuing its stake in Cyient DLM at market valuation with a holding company discount of 30% arrive at a target of INR 1,707.**

Financials

Profit & Loss A/c					
YE March (Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
<b>Net Sales</b>	<b>41,324</b>	<b>45,344</b>	<b>60,159</b>	<b>71,583</b>	<b>84,406</b>
<i>Growth %</i>	-6.7%	9.7%	32.7%	19.0%	17.9%
<b>Total Revenue</b>	<b>41,324</b>	<b>45,344</b>	<b>60,159</b>	<b>71,583</b>	<b>84,406</b>
<b>Less:</b>					
Increase/Decrease in Stock	98	-175	125	11	129
Cost of Services	5,165	5,881	6,839	8,298	11,362
Employee Cost	21,611	22,665	30,260	35,825	40,179
Cost of Software developments					
Operating Expenses					
SG&A Expenses & Other	8,350	8,795	12,904	13,879	16,567
<b>Total Operating Expenditure</b>	<b>35,224</b>	<b>37,166</b>	<b>50,128</b>	<b>58,013</b>	<b>68,238</b>
<b>EBIDTA</b>	<b>6,100</b>	<b>8,178</b>	<b>10,031</b>	<b>13,570</b>	<b>16,169</b>
<i>Growth %</i>	3.5%	34.1%	22.7%	35.3%	19.2%
Less: Depreciation	1,945	1,922	2,566	3,026	3,461
<b>EBIT</b>	<b>4,155</b>	<b>6,256</b>	<b>7,465</b>	<b>10,543</b>	<b>12,708</b>
<i>Growth %</i>	3.5%	50.6%	19.3%	41.2%	20.5%
Interest Paid	433	393	1,000	1,112	1,112
Non-operating Income	1,399	1,121	814	842	1,286
Extraordinary Income	-41	0	-467	-111	0
<b>Profit Before tax</b>	<b>5,080</b>	<b>6,984</b>	<b>6,812</b>	<b>10,162</b>	<b>12,882</b>
Tax	1,133	1,761	1,668	2,546	3,156
<b>Net Profit before Minority</b>	<b>3,947</b>	<b>5,223</b>	<b>5,144</b>	<b>7,617</b>	<b>9,726</b>
Minority Interest	-13	-13	-13	-13	-13
Profit/Loss of Associates	-28	-28	-28	-28	-28
<b>Net Profit</b>	<b>3,932</b>	<b>5,208</b>	<b>5,129</b>	<b>7,602</b>	<b>9,711</b>
<b>Adjusted Profit</b>	<b>3,973</b>	<b>5,208</b>	<b>5,596</b>	<b>7,713</b>	<b>9,711</b>
<b>Reported Diluted EPS Rs</b>	<b>35.6</b>	<b>47.1</b>	<b>46.4</b>	<b>68.8</b>	<b>87.9</b>
<i>Growth %</i>	14.9%	32.5%	-1.5%	48.2%	27.7%
<b>Adjusted Diluted EPS Rs</b>	<b>36.0</b>	<b>47.1</b>	<b>50.6</b>	<b>68.8</b>	<b>87.9</b>
<i>Growth %</i>	3.8%	31.1%	7.5%	35.8%	27.7%

Key Financials for DET					
YE March (Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
<b>Net Sales</b>	<b>35,044</b>	<b>38,139</b>	<b>51,839</b>	<b>60,294</b>	<b>68,406</b>
<i>Growth (Y-o-Y)</i>		8.8%	35.9%	16.3%	13.5%
<b>EBIDTA</b>	<b>5,641</b>	<b>7,338</b>	<b>9,153</b>	<b>11,937</b>	<b>13,836</b>
<i>Growth (Y-o-Y)</i>		30.1%	24.7%	30.4%	15.9%
<b>Net Profit</b>	<b>3,829</b>	<b>4,825</b>	<b>4,808</b>	<b>7,107</b>	<b>8,510</b>
<i>Growth (Y-o-Y)</i>		26.0%	(0.3%)	47.8%	19.7%
<b>Adj. Net Profit</b>	<b>3,619</b>	<b>4,881</b>	<b>5,006</b>	<b>7,192</b>	<b>8,510</b>
<i>Growth (Y-o-Y)</i>		34.9%	2.6%	43.7%	18.3%
<b>Adj. Diluted EPS</b>	<b>32.9</b>	<b>44.4</b>	<b>45.3</b>	<b>65.0</b>	<b>77.0</b>
<i>Growth (Y-o-Y)</i>		34.9%	2.0%	43.7%	18.3%
<b>No of Diluted shares (mn)</b>	<b>111</b>	<b>111</b>	<b>111</b>	<b>111</b>	<b>111</b>

**Balance Sheet (Consolidated)**

YE March( Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
<b>Liabilities</b>					
Equity Capital	550	552	553	553	553
Reserves & Surplus	29,023	30,614	32,871	37,052	42,878
<b>Equity</b>	<b>29,573</b>	<b>31,166</b>	<b>33,423</b>	<b>37,604</b>	<b>43,431</b>
Preference Share Capital					
<b>Net Worth</b>	<b>29,573</b>	<b>31,166</b>	<b>33,423</b>	<b>37,604</b>	<b>43,431</b>
Minority Interest					
Net Deferred tax liability/(Asset)	3,627	3,800	7,300	5,500	4,500
<b>Total Loans</b>	<b>3,350</b>	<b>3,525</b>	<b>7,525</b>	<b>7,700</b>	<b>7,875</b>
<b>Capital Employed</b>	<b>36,550</b>	<b>38,491</b>	<b>48,248</b>	<b>50,804</b>	<b>55,806</b>
<b>Assets</b>					
Gross Block	10,674	11,128	17,745	20,251	22,783
Less: Depreciation	5,804	6,588	9,154	12,180	15,641
<b>Net Block</b>	<b>4,870</b>	<b>4,540</b>	<b>8,591</b>	<b>8,071</b>	<b>7,142</b>
Capital WIP	113	134	134	134	134
<b>Investments</b>	<b>610</b>	<b>3,839</b>	<b>3,168</b>	<b>3,168</b>	<b>3,168</b>
Intangible Assets	7,191	6,662	16,000	16,000	16,000
<b>Current Assets</b>					
Inventories	1,586	2,790	4,813	5,011	5,064
Sundry Debtors	8,026	7,333	9,889	11,672	13,763
Current Investments	0	866	888	888	888
Cash and Bank Balance	14,650	12,666	6,026	8,479	12,672
Loans and Advances	5,341	6,078	7,663	6,442	7,597
Other Current Assets	2,541	2,965	3,898	4,638	5,469
<b>Total Current Assets</b>	<b>32,144</b>	<b>32,698</b>	<b>33,176</b>	<b>37,129</b>	<b>45,452</b>
<b>Less:Current Liabilities</b>					
Sundry Creditors	4,532	5,259	7,554	7,470	8,787
Provisions	384	414	455	501	551
Other Current Liabilities	3,462	3,709	4,813	5,727	6,752
<b>Total Current Liabilities</b>	<b>8,378</b>	<b>9,382</b>	<b>12,822</b>	<b>13,698</b>	<b>16,090</b>
<b>Capital Applied</b>	<b>36,550</b>	<b>38,491</b>	<b>48,248</b>	<b>50,804</b>	<b>55,806</b>

**Key Ratios (Consolidated)**

YE March (Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
<b>Key Operating Ratios</b>					
EBITDA Margin (%)	14.8%	18.0%	16.7%	19.0%	19.2%
Tax / PBT (%)	22.3%	25.2%	24.5%	25.0%	24.5%
Net Profit Margin (%)	9.5%	11.5%	8.5%	10.6%	11.5%
RoE (%)	14.4%	17.1%	17.3%	21.4%	24.0%
RoCE (%)	12.3%	14.7%	14.6%	17.0%	19.8%
Current Ratio (x)	3.8x	3.5x	2.6x	2.7x	2.8x
Dividend Payout (%)	47.8%	50.9%	56.0%	45.0%	40.0%
Book Value Per Share (Rs.)	267.6	282.0	302.5	340.3	393.0
<b>Financial Leverage Ratios</b>					
Interest Coverage (x)	14.1x	20.8x	10.0x	12.2x	14.5x
<b>Growth Indicators %</b>					
Sales Growth (%)	(6.7%)	9.7%	32.7%	19.0%	17.9%
EBITDA Growth (%)	3.5%	34.1%	22.7%	35.3%	19.2%
Net Profit Growth (%)	14.9%	32.5%	(1.5%)	48.2%	27.7%
Diluted EPS Growth (%)	14.9%	32.5%	(1.5%)	48.2%	27.7%

Cash Flow					
YE December (Rs. Mn)	FY21	FY22	FY23	FY24E	FY25E
<b>PAT</b>	<b>3,932.0</b>	<b>5,208.0</b>	<b>5,129.0</b>	<b>7,601.5</b>	<b>9,710.9</b>
(Less)/Add: Extraordinary Income/Expense	41.0	0.0	467.0	0.0	0.0
Less: Non Operating Income	(1,399.0)	(1,121.0)	(814.0)	(841.8)	(1,285.9)
Add: Depreciation	1,945.0	1,922.0	2,566.0	3,026.3	3,460.7
Add: Interest Paid	433.0	393.0	1,000.0	1,112.0	1,112.0
<b>Operating Profit before WC Changes</b>	<b>4,980.0</b>	<b>6,430.0</b>	<b>8,376.0</b>	<b>10,926.0</b>	<b>13,025.6</b>
(Inc)/Dec in Current Assets	1,576.0	(1,334.0)	(5,096.0)	(1,301.9)	(4,075.7)
Inc/(Dec) in Current Liabilities	122.0	1,004.0	3,439.7	876.2	2,392.5
Changes in Inventory	681.0	(1,204.0)	(2,022.7)	(198.1)	(53.6)
<b>Net Cash From Operations</b>	<b>7,359.0</b>	<b>4,896.0</b>	<b>4,696.9</b>	<b>10,302.1</b>	<b>11,288.8</b>
<b>Cash Flow from Investing Activities</b>					
(Inc)/Dec in Fixed Assets	(2,610.0)	(1,592.0)	(6,617.5)	(2,505.4)	(2,532.2)
(Inc)/Dec in Capital Work In Progress	687.0	(21.0)	0.0	0.0	0.0
(Inc)/Dec in Investment (Strategic)	113.0	(3,229.0)	671.0	0.0	0.0
Add: Non Operating Income	1,399.0	1,121.0	814.0	841.8	1,285.9
(Inc)/Dec in Intangible Assets	(391.0)	529.0	(9,338.0)	0.0	0.0
<b>Cash From Investing Activities</b>	<b>(830.0)</b>	<b>(3,220.0)</b>	<b>(14,498.5)</b>	<b>(1,691.6)</b>	<b>(1,274.3)</b>
<b>Cash Flow from Financing Activities</b>					
Inc/(Dec) in Total Loans	(412.0)	175.0	4,000.0	175.0	175.0
Inc/(Dec) in Reserves & Surplus	(543.0)	173.0	3,500.0	(1,800.0)	(1,000.0)
Inc/(Dec) in Equity	1,910.5	(963.0)	0.5	0.0	0.0
Dividend Paid	(1,878.5)	(2,652.0)	(2,872.2)	(3,420.7)	(3,884.3)
Less: Interest Paid	(433.0)	(393.0)	(1,000.0)	(1,112.0)	(1,112.0)
Exceptional Item	(41.0)	0.0	(467.0)	(111.0)	0.0
<b>Net Cash from Financing Activities</b>	<b>(1,397.0)</b>	<b>(3,660.0)</b>	<b>3,161.3</b>	<b>(6,268.7)</b>	<b>(5,821.3)</b>
<b>Net Inc/Dec in cash equivalents</b>	<b>5,132.0</b>	<b>(1,984.0)</b>	<b>(6,640.3)</b>	<b>2,341.8</b>	<b>4,193.2</b>
<b>Opening Balance</b>	<b>9,518.0</b>	<b>14,650.0</b>	<b>12,666.0</b>	<b>6,025.7</b>	<b>8,478.5</b>
<b>Closing Balance Cash and</b>	<b>14,650.0</b>	<b>12,666.0</b>	<b>6,025.7</b>	<b>8,367.5</b>	<b>12,671.7</b>

Valuation Ratios					
YE March (Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
<b>P/E (x)</b>	<b>40.7x</b>	<b>30.7x</b>	<b>31.2x</b>	<b>21.1x</b>	<b>16.5x</b>
P/BV (x)	5.4x	5.1x	4.8x	4.3x	3.7x
<b>EV/EBIDTA (x)</b>	<b>24.4x</b>	<b>18.5x</b>	<b>16.1x</b>	<b>11.7x</b>	<b>9.6x</b>
EV/Sales	3.6x	3.3x	2.7x	2.2x	1.8x
<b>Market Cap./ Sales (x)</b>	<b>3.9x</b>	<b>3.5x</b>	<b>2.7x</b>	<b>2.2x</b>	<b>1.9x</b>
Dividend Yield (%)	1.2%	1.7%	1.8%	2.1%	2.4%

Free Cash Flow Statement					
YE March (Rs. mn)	FY21	FY22	FY23	FY24E	FY25E
EBITDA	6,100	8,178	10,031	13,570	16,169
FC Investment	1,321	454	6,617	2,505	2,532
WC Changes	2,379	-1,534	-3,679	-624	-1,737
Depreciation Tax Shield	434	485	628	758	848
Tax Expenses	1,360	2,062	2,456	3,399	3,961
FCF	6,231	4,613	-2,093	7,799	8,786

Source: Company, Dalal & Broacha Research

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