| V-Mart Retail Ltd. | |
|---|---|
| No. of shares (m) | 18.07 |
| Mkt cap (Rs crs/$m) | 1544/239.5 |
| Current price (Rs/$) | 860/13.3 |
| Price target (Rs/$) | 778/12.0 |
| 52 W H/L (Rs.) | 884/425 |
| Book Value (Rs/$) | 147/2.3 |
| Beta | 0.2 |
| Daily volume (avg. monthly) | 244630 |
| P/BV (FY17e/18e) | 5.9/5.1 |
| EV/EBITDA (FY17e/18e) | 19.3/15.6 |
| P/E (FY17e/18e) | 43.5/34.3 |
| EPS growth (FY16/17e/18e) | -29.4/35.0/27.1 |
| OPM (FY16/17e/18e) | 7.7/8.2/8.5 |
| ROE (FY16/17e/18e) | 12.1/14.4/15.9 |
| ROCE(FY16/17e/18e) | 11.6/13.8/15.2 |
| D/E ratio (FY16/17e/18e) | .1/.1/.1 |
| BSE Code | 534976 |
| NSE Code | VMART |
| Bloomberg | VMART IN |
| Reuters | VMAR.BO |

| Shareholding pattern% | |
|---|---|
| Promoters | 55.5 |
| MFs / Banks / FIs | 4.9 |
| Foreign Portfolio Investors | 25.8 |
| Govt. Holding | 0.0 |
| Total Public & Others | 13.8 |
| **Total** | **100.0** |

As on December 31, 2016

**Recommendation**

**HOLD**

Phone: + 91 (33) 4488 0055

**E- mail: research@cdequi.com**

## Company Brief

V-Mart Retail is a chain of departmental stores that caters to the needs of the entire family by offering apparels, general merchandise and kirana goods.

## Quarterly Highlights

- V-Mart has opened 20 stores in FY17 and plans to open another 20 stores in FY18 which will help it in increasing its market share and profits owing to good growth opportunities from factors like 7th Pay Commission, higher FDI in retail and expected increase in the disposable income.
- Q2 saw a net loss of Rs 1.83 crs ($0.3m) and 47% (y-o-y) fall in operating profit due to intense competition from similar players opening up new stores in the same vicinity, increased promotional spend, discounts, rise in man power cost, heavy rainfall and other cost increments.
- The same store sales in Q3 grew by 17% in terms of value and by 13% in terms of volume y-o-y (8% value and 4% volume in 9MFY17). The operating profit increased by 59.9% y-o-y. The average selling price saw a rise of 7% to Rs.255.50 vs Rs.238.8 in Q3 FY16; for apparel, the rise was more subdued at 2.5%. The quarter saw higher margins (OPM 14.8% vs 11.4% in Q3 FY16) because of reduction in the shrinkage element to only 1.2% of sales (3.8% in Q3 FY16), better management of supply chain and improvement in product profile coupled with external factors like weddings and good seasonality.
- Footfalls were above average (71.2 lacs vs 57.2 lacs) in Q3 because of the smart ATM scheme set up by the company post demonetization allowing the citizens cash withdrawal of upto Rs.2000 from its stores through their debit cards; but the conversion rate fell to 58.5% vs 62.8% in the same quarter a year ago. There was also an increase in the use of plastic money which contributed to 67% of sales (immediately post demonetization) compared to 10% of sales pre-demonetization but with the situation returning to normalcy, it's ratio is now 38% card and 62% cash.
- The stock currently trades at 43.5x FY17e EPS of Rs 19.76 and 34.3x FY18e EPS of Rs 25.10. V-Mart is attractively positioned to benefit through wider store regions and higher operating efficiencies. Backed by higher consumer spending in U.P. (post polls) (U.P. accounts for 40% of total store count) and steady conversion of footfalls, earnings would rise by over 27% in FY18. Yet, the current valuation barely favors the conservative. Therefore, we recommend a hold rating on the stock with revised target of Rs 778 (previous target Rs.525) based on 31x FY18 earnings (PEG ratio 1.1; forward Mcap/ sales: 1.3) over a period of 6-9 months.

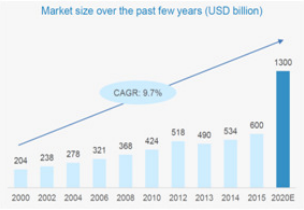
| Figures in Rs crs | FY14 | FY15 | FY16 | FY17e | FY18e |
|---|---|---|---|---|---|
| Income from operations | 574.96 | 720.20 | 809.38 | 964.72 | 1149.13 |
| Other Income | 0.71 | 2.20 | 1.04 | 2.68 | 3.04 |
| EBITDA (other income included) | 52.96 | 64.06 | 64.44 | 81.61 | 100.72 |
| PAT after EO | 24.85 | 37.37 | 26.44 | 35.70 | 45.36 |
| EPS(Rs) | 13.83 | 20.74 | 14.63 | 19.76 | 25.10 |
| EPS growth (%) | 41.4 | 49.9 | -29.4 | 35.0 | 27.1 |

# Industry Outlook

## Indian retail industry - opportunity

The Indian retail industry has emerged as one of the most dynamic and fast-paced industries due to the entry of several new players. It accounts for over 10 per cent of the country's GDP and around 8 per cent of the employment. India is the world's fifth-largest global destination in the retail space.

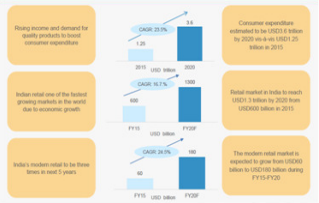
Retail industry in India is expected to grow to US$ 1.3 trillion by 2020, registering a CAGR of 16.7 per cent over 2015-20 (Source: Industry Reports; see graphs below). The country is among the highest in the world in terms of per capita retail store availability. India's retail sector is experiencing exponential growth, with retail development taking place not just in major cities and metros, but also in Tier-II and Tier-III cities. Healthy economic growth, changing demographic profile, increasing disposable incomes, urbanization, changing consumer tastes and preferences are some of the factors driving growth in the organized retail market in India.



Source: BCG Retail 2020; E&Y & others

Source: Deloitte & others

The Government of India has introduced reforms to attract FDI in retail industry. The government has approved 51 per cent FDI in multi-brand retail and increased FDI limit to 100 per cent (from 51 per cent) in single brand retail.


Source: indiaretailing.com; E&Y; PWC & others


Source: indiaretailing.com & others

The Indian retail industry is a highly evolved sector and evolution brings in a multiplicity of issues. Real estate rentals and quality, MRP constraints, restrictive legislation policies and infrastructure bottlenecks are some of the key issues faced by the Indian retail industry.

Economic diversity of India is massive. Against such backdrop, the retail industry has been flourishing throughout the nation with many newly introduced enterprises in the sector. The new policies of the government are presenting a fillip in the landscape only to boost the sector.

## Impact of Demonetization on the Retail Industry

The Government's demonetization move has definitely impacted the retail industry in the short term due to lack of liquidity in the economy. Demonetization directly affects purchases (by customers) which is why it always has a strong impact in the retail performance (sales) of a company. Although, the Q4 results are yet to be out but from the prevailing circumstances it can be induced that demonetization may have caused a temporary slug in the performance of the companies. However, the use of plastic money and transactions through online payments will continue to release the money into the retail market.

In the medium-to-long run, domestic consumption will rise owing to India's strong economic base and favorable demographics. Also, as more retailers encourage alternative/digital payment solutions, the market ecosystem will become more transparent and structured going forward.

Demonetization has resulted in visibly reduced low footfalls in shopping malls, but this effect is temporary and will turn around as more currency circulates in the system and improves the purchasing power of the consumers. The long-term growth story of the Indian retail sector continues to be one of resilience and growth.

## Impact of GST Implementation on the Retail Industry

Passing of the GST Bill is an extremely progressive step and long awaited one. GST is one of the critical tax reforms which has the potential to create one single market in India for goods & services and will boost country's economy significantly.

The government is relentlessly preparing the economy for a seamless GST implementation. Given this, it is vital that the retail industry also gears up for the GST so that a smooth and unhindered shift to the landmark tax reform can be duly achieved.

Looking at the current picture of the India retail sector, the introduction of GST will act as a benefit at different stages of the value chain.

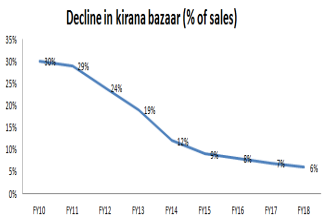
- The procurement of raw materials, movement of goods would become less cumbersome, which opens gates for more suppliers /vendors to merge.
- Following this, a wider base of distributors would be available as state boundary paperwork will not be a hurdle, resulting to better access and low transportation costs.
- A favorable environment for a supply chain would reduce in transit inventory, further reducing the working capital requirement.
- Adding to this, simplified taxes & availability of input tax credits can help fetch better margins. GST will also cut the red tape and reduce documentation on collection & submission of various forms.
- A major pain point for the industry - Rentals are one of the main costs of retailing industry and it attracts service tax at 14.5%. Currently, the retailers cannot set off these costs like the other industries. This they feel is an additional cost of operating in this industry which is unfair to them. Under GST, taxes on services would be available for set off against taxes on goods. Thus, the retailers would be positively impacted.

To conclude, GST will aid creating supply chain methods based on transportation models rather than taxation models.

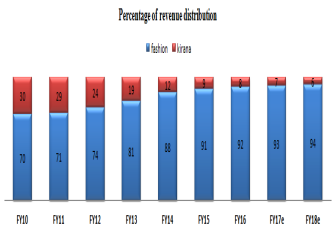
## Financials & Valuations

The last quarter proved to be very rewarding for V-Mart with a net profit of Rs.27.20crs ($4.0m) despite demonetization. The same store sales value growth was 17% and the same store sales volume growth was 13%. The sales per sq.ft.per month also saw an increase of 6.2% y-o-y and 58.4% q-o-q. The contribution of fashion segment to total revenue has increased to 93% (92% in FY16) whereas that of Kirana has reduced to 7% in the 9 month period; for the quarter, the fashion segment has expanded to 94% and kirana has reduced to 6%.


Sources: V-Mart; CD Equisearch

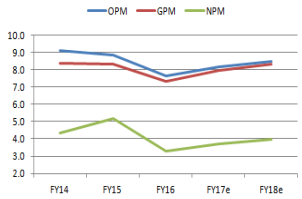



Sources: V-Mart; CD Equisearch

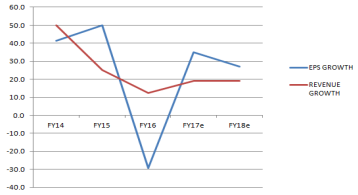



Sources: V-Mart; CD Equisearch

One of the main reasons for higher profits in the last quarter is because of the shrinkage element (the value of products lost between supply and sales due to shoplifting, employee theft and administrative errors) being only 1.2% of sales and improvement of product profile as the merchandizing team procured very good merchandize at very competitive rates.



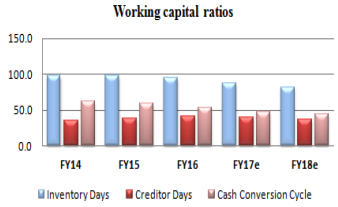

Sources: V-Mart; CD Equisearch



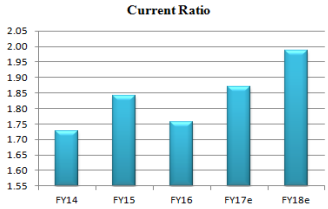

Sources: V-Mart; CD Equisearch

Demonetization definitely impacted the sales of V-Mart but they made up because of three factors – their supply chain being well managed, digital acceptance of payment and smart ATM scheme set up by the company post demonetization allowing the citizens to withdraw cash of upto Rs.2000 from its stores through their debit cards, bringing in a lot of additional footfall which later got converted and which created a brand in the area where they operate. Immediately post demonetization, there was a rise in card sales to 67% versus cash sales of 33%. The average selling price with the volumes have gone up last quarter. The footfalls were above average but the conversion rate fell by 4.3% Y-o-Y. The EBITDA increased by 59.5% y-o-y.

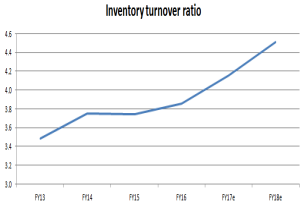
The company plans to open up around 20 stores in FY18 with funding coming from internal accruals. The company accesses working capital limits from banks for only funding inventory. V-Mart is consciously focusing on winning and retaining the customers with unmatched service and their recently launched 'Value Club' is a vital step in the same direction. V-Mart is inclined more on the expansion of its fashion segment and the contribution of the fashion segment to the total revenue is projected to increase in FY18.




Sources: V-Mart; CD Equisearch




Sources: V-Mart; CD Equisearch



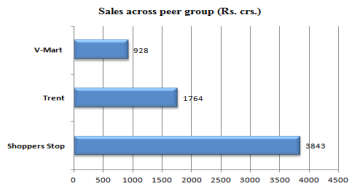

Sources: V-Mart; CD Equisearch

The stock currently trades at 43.5x FY17e EPS of Rs 19.76 and 34.3x FY18e EPS of Rs 25.10. V-Mart is attractively positioned to benefit through wider store regions and operating efficiency. Backed by higher consumer spending in U.P. (post polls) - UP accounts for 40% of total store count - and steady conversion of footfalls, earnings would rise by some 27% in FY18. Yet, the current valuation barely favors the conservative. Therefore, we recommend a hold rating on the stock with revised target of Rs 778 (previous target Rs.525) based on 31x FY18 earnings (PEG Ratio 1.1; forward Mcap/ sales: 1.3) over a period of 6-9 months. For more information, refer to our March 2016 report.

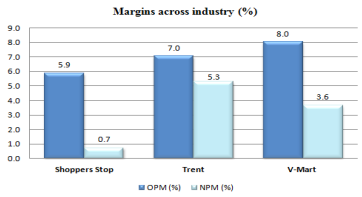
## Cross Sectional Analysis

| Company | Equity* | CMP | Mcap | Sales* | Profit* | OPM (%) | NPM (%) | Int cov. | ROE (%) | DER | Mcap/sales | P/BV | P/E |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Shoppers Stop | 42 | 362 | 3021 | 3843 | 29 | 5.9 | 0.7 | 1.6 | 3.6 | 0.6 | 0.8 | 3.8 | 106.1 |
| Trent | 33 | 272 | 9037 | 1764 | 93 | 7.0 | 5.3 | 3.9 | 6.3 | 0.2 | 5.1 | 6.0 | 97.3 |
| V-Mart | 18 | 860 | 1554 | 928 | 34 | 8.0 | 3.6 | 16.4 | 13.6 | 0.2 | 1.7 | 5.9 | 46.0 |

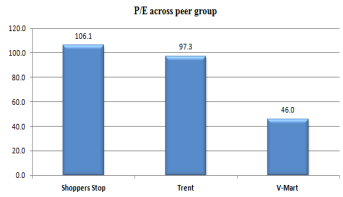
*figures in crores; calculations on ttm basis.



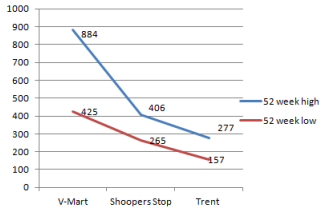

Source: Companies; CD Equisearch



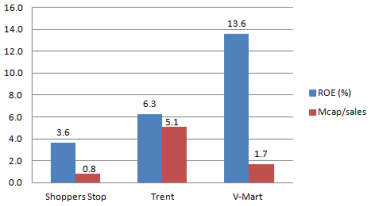

Source: Companies; CD Equisearch




Source: Companies; CD Equisearch




Source: Companies; CD Equisearch




Source: Companies; CD Equisearch

Trent's higher NPMs (relative to peers) resonate from continuous scaling up its presence by concentrating resources on substantially growing the existing anchor formats (especially Westside and Star), continuous emphasis on building own-branded/ exclusive customer offers that are compelling to the target audience and only scaling up with new stores locations that are expected to be profitable within an agreeable time frame.

To tap more customers, Shoppers Stop has also moved into digital platforms and it has invested heavily in CRM and WMS to build cross-channel customer service, supply chain and operations capabilities enabling customer journeys such as Click N Collect, Endless Aisle and Ship from Store; by 2020, Shoppers Stop aims to achieve 15% revenue through digital commerce. After having invested Rs.40crs till FY16, it plans to further invest in technology and infrastructure to attain omni-channel status. Shoppers Stop's strategy is to increase the number of departmental stores, and therefore improve city wise penetration in new cities, increase market share in existing cities through additional new stores in those cities, and new stores in tier II cities which poses some threat to V-Mart as its primarily operate in tier II and tier III cities.

India's retail chains believe more consumers across the country will embrace them through their digital shopping channels due to the convenience of shopping full assortment at best prices across channels viz. stores, mobile, website with the added advantage of being able to return, exchange anytime, anywhere.

## Financials

### Quarterly Results

Figures in Rs crs

| | Q3FY17 | Q3FY16 | % chg | 9MFY17 | 9MFY16 | % chg |
|---|---|---|---|---|---|---|
| **Income From Operations** | **326.89** | **265.15** | **23.3** | **749.91** | **631.37** | **18.8** |
| Other Income | 0.22 | 0.22 | 0.0 | 2.32 | 1.00 | 131.5 |
| **Total Income** | **327.11** | **265.37** | **23.3** | **752.23** | **632.37** | **19.0** |
| Total Expenditure | 278.59 | 234.93 | 18.6 | 680.66 | 574.46 | 18.5 |
| **EBITDA (other income included)** | **48.52** | **30.44** | **59.4** | **71.58** | **57.91** | **23.6** |
| Interest | 1.11 | 1.30 | -15.1 | 2.66 | 2.41 | 10.5 |
| Depreciation | 5.70 | 6.17 | -7.6 | 16.28 | 14.21 | 14.5 |
| **PBT** | **41.72** | **22.96** | **81.7** | **52.63** | **41.29** | **27.5** |
| Tax | 14.52 | 7.95 | 82.6 | 18.09 | 14.14 | 28.0 |
| **PAT** | **27.20** | **15.01** | **81.2** | **34.54** | **27.15** | **27.2** |
| Extraordinary Item | - | - | - | 0.0 | -0.10 | -100.0 |
| **Net Profit** | **27.20** | **15.01** | **81.2** | **34.54** | **27.25** | **26.7** |
| EPS(Rs) | 15.06 | 8.31 | 81.2 | 19.12 | 15.04 | 27.1 |
| Equity (F.V. Rs 10) | 18.07 | 18.05 | 0.1 | 18.07 | 18.05 | 0.1 |

### Income Statement

Figures in Rs crs

| | FY14 | FY15 | FY16 | FY17 | FY18e |
|---|---|---|---|---|---|
| **Income From Operations** | **574.96** | **720.20** | **809.38** | **964.72** | **1149.13** |
| Growth (%) | 49.9 | 25.3 | 12.4 | 19.2 | 19.1 |
| Other Income | 0.71 | 2.20 | 1.04 | 2.68 | 3.04 |
| **Total Income** | **575.67** | **722.40** | **810.42** | **967.40** | **1152.17** |
| Total Expenditure | 522.71 | 658.34 | 745.98 | 885.80 | 1051.45 |
| **EBITDA (other income included)** | **52.96** | **64.06** | **64.44** | **81.61** | **100.72** |
| Interest | 4.24 | 4.17 | 3.11 | 3.17 | 2.98 |
| Depreciation | 10.89 | 4.57 | 19.01 | 22.29 | 26.52 |
| **PBT** | **37.83** | **55.32** | **42.31** | **56.14** | **71.22** |
| Tax | 12.67 | 17.96 | 14.68 | 19.31 | 24.50 |
| **PAT** | **25.16** | **37.36** | **27.63** | **36.83** | **46.72** |
| Extraordinary Item | 0.31 | -0.01 | 1.20 | 1.13 | 1.36 |
| **Net Profit** | **24.85** | **37.37** | **26.44** | **35.70** | **45.36** |
| EPS (Rs) | 13.83 | 20.74 | 14.63 | 19.76 | 25.10 |
| Equity (F.V. Rs 10) | 17.96 | 18.02 | 18.07 | 18.07 | 18.07 |

## Balance Sheet

Figures in Rs crs

| | FY14 | FY15 | FY16 | FY17e | FY18e |
|---|---|---|---|---|---|
| **Sources of Funds** | | | | | |
| Share Capital | 17.96 | 18.02 | 18.07 | 18.07 | 18.07 |
| Reserves | 152.20 | 186.92 | 212.66 | 246.23 | 289.69 |
| **Total Shareholders Funds** | **170.16** | **204.94** | **230.72** | **264.30** | **307.76** |
| Long Term Debt | 0.18 | 1.52 | - | - | - |
| **Total Liabilities** | **170.34** | **206.46** | **230.72** | **264.30** | **307.76** |
| **Application of Funds** | | | | | |
| Gross Block | 109.59 | 142.11 | 173.33 | 211.00 | 250.18 |
| Less: Accumulated Depreciation | 39.64 | 44.05 | 63.04 | 85.33 | 111.85 |
| **Net Block** | **69.95** | **98.06** | **110.29** | **125.67** | **138.32** |
| Capital Work in Progress | 1.01 | 0.72 | 2.35 | 2.20 | 2.20 |
| Investments | 34.24 | 21.80 | 32.37 | 34.00 | 52.00 |
| **Current Assets, Loans & Advances** | | | | | |
| Inventory | 167.70 | 183.20 | 204.43 | 222.00 | 244.20 |
| Cash and Bank | 2.32 | 3.36 | 4.28 | 5.65 | 8.02 |
| Short term loans (inc. other current assets) | 3.35 | 5.37 | 8.33 | 6.52 | 7.63 |
| **Total CA** | **173.37** | **191.93** | **217.03** | **234.16** | **259.86** |
| Current Liabilities | 115.57 | 110.76 | 135.90 | 135.70 | 148.36 |
| Provisions-Short term | 4.59 | 5.29 | 6.06 | 7.70 | 8.61 |
| **Total Current Liabilities** | **120.16** | **116.06** | **141.96** | **143.40** | **156.97** |
| Net Current Assets | 53.21 | 75.88 | 75.07 | 90.75 | 102.90 |
| Net Deferred Tax Asset | 2.16 | 0.66 | 4.22 | 6.25 | 7.54 |
| Net long term assets ( net of liabilities) | 9.77 | 9.35 | 6.43 | 5.42 | 4.80 |
| **Total Assets** | **170.34** | **206.46** | **230.72** | **264.30** | **307.76** |

## Financial Ratios

| | FY14 | FY15 | FY16 | FY17e | FY18e |
|---|---|---|---|---|---|
| **Growth Ratios(%)** | | | | | |
| Revenue | 49.9 | 25.3 | 12.4 | 19.2 | 19.1 |
| EBITDA | 33.4 | 22.1 | -2.3 | 27.6 | 23.5 |
| Net Profit | 41.4 | 50.4 | -29.3 | 35.0 | 27.1 |
| EPS | 41.4 | 49.9 | -29.4 | 35.0 | 27.1 |
| **Margins (%)** | | | | | |
| Operating Profit Margin | 9.1 | 8.8 | 7.7 | 8.2 | 8.5 |
| Gross profit Margin | 8.4 | 8.3 | 7.4 | 8.0 | 8.3 |
| Net Profit Margin | 4.3 | 5.2 | 3.3 | 3.7 | 3.9 |
| **Return (%)** | | | | | |
| ROCE | 13.9 | 17.9 | 11.5 | 13.8 | 15.2 |
| ROE | 15.6 | 19.9 | 12.1 | 14.4 | 15.9 |
| **Valuations** | | | | | |
| Market Cap/ Sales | 0.9 | 1.4 | 1.0 | 1.6 | 1.4 |
| EV/EBITDA | 10.0 | 16.1 | 13.4 | 19.3 | 15.6 |
| P/E | 20.7 | 27.4 | 32.1 | 43.5 | 34.3 |
| P/BV | 3.0 | 5.0 | 3.7 | 5.9 | 5.1 |
| **Other Ratios** | | | | | |
| Interest Coverage | 9.8 | 14.3 | 14.0 | 18.2 | 24.2 |
| Debt Equity | 0.3 | 0.1 | 0.1 | 0.1 | 0.1 |
| Current Ratio | 1.7 | 1.8 | 1.8 | 1.9 | 2.0 |
| **Turnover Ratios** | | | | | |
| Fixed Asset Turnover | 9.8 | 8.6 | 7.8 | 8.2 | 8.7 |
| Total Asset Turnover | 3.6 | 3.8 | 3.7 | 3.9 | 4.0 |
| Inventory Turnover | 3.8 | 3.7 | 3.9 | 4.2 | 4.5 |
| Creditor Turnover | 10.3 | 9.4 | 8.8 | 9.1 | 9.8 |
| **WC Ratios** | | | | | |
| Inventory Days | 97.2 | 97.6 | 94.6 | 87.9 | 80.9 |
| Creditor Days | 35.6 | 38.9 | 41.7 | 40.3 | 37.1 |
| Cash Conversion Cycle | 61.6 | 58.7 | 52.9 | 47.5 | 43.8 |

**Cumulative Financial Data** Figures in Rs crs

| | FY10-12 | FY13-15 | FY16-18e |
|---|---|---|---|
| Income from operations | 640 | 1679 | 2923 |
| Operating profit | 58 | 155 | 239 |
| EBIT | 45 | 133 | 173 |
| PBT | 29 | 119 | 164 |
| PAT | 19 | 80 | 108 |
| Dividends | 1 | 8 | 9 |
| OPM (%) | 9.1 | 9.2 | 8.2 |
| NPM (%) | 3.0 | 4.8 | 3.7 |
| Interest coverage | 2.8 | 9.4 | 18.7 |
| ROE (%) | 14.2 | 20.5 | 14.0 |
| ROCE (%) | 12.2 | 18.0 | 13.4 |
| Debt-equity ratio* | 0.8 | 0.1 | 0.1 |
| Fixed asset turnover | 7.9 | 8.5 | 8.2 |
| Inventory turnover | 2.8 | 3.8 | 4.2 |
| Creditors turnover | 8.5 | 9.3 | 9.5 |
| Inventory days | 128.3 | 97.1 | 87.2 |
| Creditor days | 43.1 | 39.1 | 38.6 |
| Cash conversion cycle | 85.2 | 58.0 | 48.6 |
| Dividend payout ratio (%) | 3.6 | 9.3 | 8.3 |

FY10-12 implies three years ending fiscal12;
*as on terminal year

In 2014, V-Mart opened 23 new stores, strengthened its supply chain, built capabilities, invested in infrastructure and achieved incremental footfall of 31.6% which assisted the sharp upsurge in profits (41.4%) and sales growth (~50%) in FY14. Followed by strong store expansion in FY15, cumulative profits in FY13-15 grew fourfold (see table); while sales advanced 2.6x. This even resonated to the return ratios in FY13-15; ROE 20.5% vs 14.2% in FY10-12. A decline in inventory days from 128.3 in FY10-12 to 97.1 in FY13-15 boded well for the cash conversion cycle which saw a sharp decline from 85.2 days in FY10-12 to 58 days in FY13-15.

Although cumulative profits are expected to increase in FY16-18, PAT declined by ~30% in FY16 due to higher shrinkage in terms of inventory and loss of sales due to the winters being less cold. In FY17 profit margins are expected to improve because of better inventory management and improvement in product profile coupled with good seasonality and winters. Led by robust expansion plans, turnover ratios would marginally improve in FY18. Expansion in coverage area from 123 stores in FY16 to 141 in FY17 will doubtless increase customer reach; expects to add 20 more stores in FY18.

**Financial Summary- US dollar denominated**

| million $ | FY14 | FY15 | FY16 | FY17e | FY18e |
|---|---|---|---|---|---|
| Equity capital | 3.0 | 2.9 | 2.7 | 2.8 | 2.8 |
| Shareholders funds | 28.3 | 32.7 | 34.8 | 40.7 | 47.4 |
| Total debt | 7.3 | 4.9 | 4.1 | 3.9 | 3.6 |
| Net fixed assets (incl CWIP) | 11.8 | 15.8 | 17.0 | 19.7 | 21.6 |
| Investments | 5.7 | 3.5 | 4.9 | 5.2 | 8.0 |
| Net current assets | 8.9 | 12.1 | 11.3 | 14.0 | 15.9 |
| Total assets | 28.3 | 33.0 | 34.8 | 40.7 | 47.4 |
| | | | | | |
| Revenues | 95.0 | 117.8 | 123.6 | 148.6 | 177.0 |
| EBITDA | 8.7 | 10.5 | 9.6 | 12.3 | 15.2 |
| EBDT | 8.0 | 9.8 | 9.1 | 11.8 | 14.7 |
| PBT | 6.2 | 9.0 | 6.2 | 8.4 | 10.7 |
| PAT | 4.1 | 6.1 | 4.0 | 5.5 | 7.0 |
| EPS($) | 0.23 | 0.34 | 0.22 | 0.30 | 0.39 |
| Book value ($) | 1.6 | 1.8 | 1.9 | 2.3 | 2.6 |

income statement figures translated at average rates; balance sheet and cash flow at year end rates; projections at current rates(Rs 64.91/$). All dollar denominated figures are adjusted for extraordinary items.

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| buy: >20% | accumulate: >10% to ≤20% | hold: ≥-10% to ≤10% | reduce: ≥-20% to <-10% | sell: <-20% |
|---|---|---|---|---|

Exchange Rates Used- Indicative

| Rs/$ | FY14 | FY15 | FY16 |
|---|---|---|---|
| Average | 60.5 | 61.15 | 65.46 |
| Year end | 60.1 | 62.59 | 66.33 |

All $ values mentioned in the write-up translated at the average rate of the respective quarter/ year as applicable. Projections converted at current exchange rate. Cumulative dollar figure is the sum of respective yearly dollar value.