

Estimate changes



TP change



Rating change



Bloomberg	IDEA IN
Equity Shares (m)	28,735
M.Cap.(INRb)/(USDb)	270.1 / 3.3
52-Week Range (INR)	17 / 8
1, 6, 12 Rel. Per (%)	-12/-17/-18
12M Avg Val (INR M)	2975

Financials & Valuations (INR b)

Y/E March	FY22	FY23E	FY24E
Net Sales	385	425	465
EBITDA	160	171	204
Adj. PAT	-284	-285	-265
EBITDA Margin (%)	41.6	40.3	43.9
Adj. EPS (INR)	-9.9	-9.9	-9.2
EPS Gr. (%)	17.1	0.5	-7.3
BV/Sh. (INR)	-19.3	-28.2	-36.4
Ratios	0	0	0
Net D:E	-3.4	-2.6	-2.1
RoE (%)	NM	NM	NM
RoCE (%)	-5.4	-4.2	-2.6
Payout (%)	0.0	0.0	0.0
Valuations	0	0	0
EV/EBITDA (x)	14.8	15.3	13.3
P/E (x)	-0.9	-0.9	-0.9
P/B (x)	-0.4	0.0	0.0
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	4.9	-1.3	4.9

Shareholding pattern (%)

As On	Sep-22	Jun-22	Sep-21
Promoter	75.0	75.0	72.1
DII	0.7	1.6	1.5
FII	3.5	3.5	4.0
Others	20.8	20.0	22.4

FII Includes depository receipts

CMP: INR8.5

TP: INR8.0 (-6%)

Neutral

Subs loss offsets ARPU gains; 5G spectrum adds to debt woes

- VIL reports flat EBITDA on QoQ (pre INDAS 116), despite a 2% ARPU growth and a 90bp SUC gain. This is a result of network cost increase and subscriber loss of 6m. 5G spectrum acquisition increased net debt to INR2.2t.
- Continued subscriber loss along with a slow 5G rollout, which is subject to capital infusion, is expected to dilute earnings. 2QFY23 annualized EBITDA of INR164b may not be sufficient to meet debt repayments, which includes intensive capex needs and the ability to compete fiercely to retain market share. We reiterate our **Neutral** rating.

4G subs and ARPU gain; EBITDA flat

- Revenue grew 2% QoQ to INR106b (in line), aided by 2% QoQ growth in ARPU. However, the subscriber base declines 2% QoQ, down 6m.
 - Bharti/RJIo saw 4%/1% QoQ rise in ARPU to INR190/INR177 and subscriber adds of 7.7m/0.5m, respectively, in 2QFY23.
- The reported EBITDA declined 5% QoQ to INR41b (7% miss). However, **the Pre IND-AS 116 Adj EBITDA was flat QoQ at INR21b (3% below estimates).**
- **SUC gains of 110bp (INR940m) attributed to 5G spectrum was offset by higher network cost and SG&A expenses.**
- Subsequently, pre IND-AS 116 EBITDA margin declined 40bp QoQ to 20%, showing **no incremental EBITDA margin (1QFY23 saw 82% incremental margin). Airtel/RJio saw 80% incremental margin.**
- **Net loss widened to INR76b in 2QFY23 v/s INR73b in 1QFY23 (13% miss) due to a 4% QoQ increase in finance cost to INR60b (15% miss)**
- Net debt continued to increase, higher by INR220b to INR2.2t, primarily due to 5G spectrum of INR172.6b.
- Capex spend increased QoQ to INR12.1b in 2QFY23 from INR8.4b in 1QFY23. Cash capex for 1HFY23 was INR46.3b, including spectrum payment v/s INR 61b in FY22.
- FCFF was INR63b in 1HFY23 v/s INR1.1t in FY22.

Highlights from the management commentary

- The growth in ARPU is led by a) customer upgrade and b) tariff hikes. Although subscriber loss continues due to network woes in some areas, 4G subscriber base is seeing growth.
- VIL contributes 98% of revenue from the 14 circles and will continue to invest in the regions.
- The increasing churn and subsequently higher SG&A is reflecting the increased competitiveness for market share, which has offset SUC benefits
- The company is in discussion with banks for funding, which remains a key for 4G coverage extension and 5G rollout.

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Valuation and view

- The ARPU growth of 26% over the last five quarters, on the back of tariff hikes and customer upgrade along with consistent 4G subscriber additions are the positives for IDEA. However, continued subscriber churn underscores its weakening market position, diluting the earnings growth opportunity needed to become self-sustainable.
- Its weak liquidity position may derail network investments.
- The recent government moratorium has partly released repayment woes, but it has ceded a significant 33% equity stake for merely the interest component with net debt ballooning to INR2.2t.
- The much-awaited capital raise remains critical to provide immediate liquidity for network expansion.
- The significant amount of cash required to service debt leaves limited upside opportunities for equity holders, despite the high operating leverage opportunity from any source of ARPU increase. The current low EBITDA will make it challenging to service debt without an external fund infusion. Assuming 12x EV/EBITDA, with a net debt INR2.2t, leaves limited opportunity for equity shareholders. We reiterate our Neutral rating.

Consolidated - Quarterly Earning Model

Y/E March	FY22				FY23E				FY22	FY23E	FY23E	Est Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		2QE		(%)
Revenue	92	94	97	102	104	106	107	108	385	425	105	0.8
YoY Change (%)	-14.1	-12.8	-10.8	6.6	13.7	12.8	9.8	5.7	-8.2	10.4	-3.3	
Total Expenditure	54	55	59	56	61	65	64	64	225	254	61	6.2
EBITDA	37	39	38	46	43	41	43	44	160	171	44	-6.7
YoY Change (%)	-9.5	-7.0	-11.0	5.5	16.7	6.1	12.5	-4.9	-5.4	6.9	2.5	
Depreciation	60	59	57	59	58	57	59	60	236	234	59	-3.4
Share in Profits from Associates	0	0	0	0	0	0	0	0	0	0	0	0
Net Finance Costs	52	51	53	53	58	60	52	52	209	223	52	15.5
PBT before EO expense	-75	-71	-72	-65	-73	-76	-68	-68	-284	-285	-67	13.6
Extra-Ord expense	-2	0	0	0	0	0	0	0	-2	0	0	
PBT	-73	-71	-72	-66	-73	-76	-68	-68	-282	-285	-67	13.6
Tax	0.0	0.0	0.1	0.0	0.0	0.0	0.0	-0.1	0.1	0.0	0.0	17.8
Rate (%)	0.0	-0.1	-0.1	0.0	-0.1	-0.1	-0.1	0.2	0.0	0.0	-0.1	
Reported PAT	-73	-71	-72	-66	-73	-76	-68	-68	-282	-285	-67	13.6
Adj PAT	-75	-71	-72	-65	-73	-76	-68	-68	-284	-285	-67	13.6
YoY Change (%)	35.4	10.8	15.9	8.3	-2.7	6.3	-5.5	4.4	17.1	0.5	7.3	

Exhibit 1: Debt Break-up (INRb)

Net debt classification	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	QoQ
Spectrum debt	942	963	1,060	1,086	1,113	1,139	1,166	1,367*	201
Market debt	232	231	234	228	231	181	152	151	(1)
Total debt	1,174	1,194	1,294	1,314	1,344	1,319	1,318	1,517	199
Cash and equivalents	3	4	9	3	15	15	9	2	-7
Net Debt excluding AGR	1,171	1,190	1,285	1,311	1,329	1,304	1,309	1,515	206
AGR due	504	610	622	634	646	660	673	686	13
Net debt including AGR	1,675	1,800	1,907	1,945	1,975	1,964	1,982	2,201	219

*include 5G spectrum of INR172.6b

Source: MOFSL, Company

Operating performance

- VIL's subscriber loss continued at 6.0m (3.4m loss in 1Q) to 234.4m. Rjio saw subscriber additions of 7.7m in 2QFY23.
 - Active subscribers too continued to decline at the same pace (by 6.5m) to 212.2m (7.4m decline in 1Q)
 - Churn was higher in 2QFY23 to 4.3% vs 3.5% in 1QFY23
 - The number of data subscribers has remained flattish at 135m for the last four quarters
 - 4G subscriptions grew by 1.6m QoQ to 120.6m (1m in 1QFY23).
- **ARPU at INR131 saw 2% QoQ growth, aided by tariff hikes and migration of subscribers to unlimited plans. Airtel/Rjio witnessed an ARPU increase of 4%/1% in 2QFY23.**
- Data traffic increased 5% QoQ to 5.7b GB. Data usage/subscribers increased 6% QoQ to 14GB v/s Bharti/Rjio at 21GB.
- MOU (min/sub/month) falls 3% QoQ to 599 min from 620min in 1Q. Airtel and Rjio follow a similar trend at 2-4% QoQ.
- Unique/broadband towers saw a marginal decline of 149/618 tower to 185k/169k. Total broadband sites declined to 444k sites.
- **Improving 4G space** - Vi has closed 19000 3G sites and added 8500 4G sites. Further, it is also expanding 900LTE in 14 circles.

Preferential allotment

The company has approved the issuance of INR16b optionally convertible, unsecured, unrated, and unlisted debenture to ATC Telecom Infrastructure Pvt Ltd.

Exhibit 2: Valuation based on FY24E EV/EBITDA

	Methodology	Driver	Multiple	Fair Value (INR b)	Value/sh (INR)
Consol EBITDA	EV/EBITDA	204	12	2,430	85
Less Net debt				.	2,201
Total Value (FY21)				229	8
Shares o/s (b)				28.7	
CMP (INR)					8.5
Upside (%)					-6

Source: MOFSL, Company



Highlights from the management commentary

Key takeaways:

- The growth in ARPU is led by a) customer upgrade and b) tariff hikes. However, subscriber loss continues due to network woes in some areas. 4G subscriber base is seeing growth.
- VIL contributes 98% of revenue from the 14 circles and will continue to invest in the regions.
- The increasing churn and subsequently higher SG&A is reflecting the increased competitiveness for market share, which has offset SUC benefits.
- The company is in discussion with banks for funding, which is essential for 4G coverage extension and 5G rollout.

Highlights in detail:

Funding

- Funding discussion is mainly dependent on 1) return of bank guarantee by the DoT, 2) Government conversion into equity
- The company is in discussion with the Government to convert the equity. Although the company has been engaging with DoT and the government, it has not heard any communication from the DoT since Apr'22.
- AGR review petition is with the Supreme court and hearing is pending.
- ATC is the largest infra provider to the company, and the company has issued OCD of INR 16b. The company is interested in issuing debenture/securities to other vendors as well.
- Bank borrowings have gone down, due to redemptions made during the year. The company is in discussion with the bank for its funding requirements. The company is planning to close the deal faster for a) creditor payment and b) 4G/5G rollout.
- 4G coverage extension and 5G rollout is dependent on securing its funding. As per the management, it won't be a disadvantage to delay the 5G rollout as the phone ecosystem is not ready. They will roll out 5G as and when it gets the funding.

Operating performance

- ARPU and 4G subscriber additions have consistently reported growth over the last five quarters.
- Revenue increased in both enterprise and consumer business (ARPU increase was however offset by the decline in the number of subscribers in consumer business)
- The rise in ARPU to INR 132 is led by an increase in tariff hike and customer upgrade.
- Net additions in subscriber base was negative because of non-availability of network in some areas and the consolidation in SIMs due to rollout of Unlimited plan.
- EBITDA decline is due to a rise in power and fuel expenses. SG&A cost has gone up to establish their competitiveness in the market.
- SUC benefit will be near INR 2b/quarter (will be near 3% of mobility revenue and 2% of reported revenue)

- The postpaid business is divided into three segments, a) consumer b) enterprise and c) IoT and MTM segment. The consumer and enterprise segments have been witnessing a similar growth trend. The IoT and MTM segment has been reporting the fastest growth.
- Enterprise revenue has increased in the quarter due to an increase in wholesale voice business, which has led to an increase in interconnect cost. India Enterprise business has registered a significant revenue increase, driven by a) conventional growth, b) new revenue stream, and c) fresh opportunity in some IoT use cases.

Key metrics-

- With 98% of the company's revenue coming from the 14 circles, it plans to continue investing in the regions.
- 3G to 4G migration is in progress and the company has closed 19k sites during the quarter and has added 8500 4G sites.
- The company can take the advantage of 4G technology to update it to 5G.
- The company has indicated a need for industry-wise tariff hike due to high investments.
- 50% of the 3G sites have been shut down and the remaining is gradually closing down too. In some circles, the company has completely exited 3G.

Strategy from Telco to Techco

- CPaaS (Cloud telecommunication solution) is helping the customers to automate customer enhancing.
- Strong position built in IoT for innovative solutions to large/small enterprise
- Vi Business is powering two in every three smart meters in India and aims to strengthen the country's power distribution sector (with 25 distributors) through innovative IoT solutions
- Traction is visible in the Auto sector, and hence, working on IoT-powered autonomous guided vehicles.
- The company's technology leadership in IoT eSIM and Mobility eSIM has been globally recognized by Counterpoint in their L.E.A.D.E.R benchmark for eSIM ecosystem.

Partnership to strengthen digital portfolio

- The company is strengthening its digital portfolio by adding music, gaming, job, in the app
- It has signed partnerships with the Nazaara Technology to launch various games.
- The company plans to introduce e-sports into their portfolio.

Others

- The company has showcased 5G use cases in the recently launched India mobile congress. It includes use cases for enterprise, public cases, cloud gaming, education (Pathshala program), Smart degree (for Agriculture), etc.

Exhibit 3: Consolidated performance

Consolidated P&L (INR b)	2QFY22	1QFY23	2QFY23	YoY%	QoQ%	2QFY23E	v/s est (%)
Revenue	94	104	106	12.8	2.0	105	0.8
Operating expenses	55	61	65	17.6	7.2	61	6.2
EBITDA	39	43	41	6.1	-5.3	44	-6.7
<i>EBITDA margin (%)</i>	<i>41.1</i>	<i>41.6</i>	<i>38.6</i>	<i>-246bps</i>	<i>-298bps</i>	<i>41.7</i>	<i>-312bps</i>
EBITDA (pre IND AS 116)	14	21	21	53.7	-0.1	22	-2.6
<i>EBITDA margin (%) (pre IND AS 116)</i>	<i>14.6</i>	<i>20.4</i>	<i>19.9</i>	<i>530bps</i>	<i>-41bps</i>	<i>20.6</i>	<i>-69bps</i>
Depreciation and amortization	59	58	57	-4.5	-2.6	59	-3.4
EBIT	-21	-15	-16	-24.4	5.6	-15	6.7
<i>EBIT margin (%)</i>	<i>-21.9</i>	<i>-14.2</i>	<i>-14.7</i>	<i>722bps</i>	<i>-50bps</i>	<i>-13.9</i>	<i>6bps</i>
Net Finance Costs	51	58	60	18.7	3.7	52	15.5
Share of Associates	0	0	0	-133.3	-125.0	0	-124.5
Profit before Tax	-71	-73	-76	6.3	4.1	-67	13.6
Exceptional item (gain)/loss	0	0	0	NM	-	0	-
Tax	0	0	0	2.5	7.9	0	17.8
<i>Tax rate (%)</i>	<i>-0.1</i>	<i>-0.1</i>	<i>-0.1</i>	<i>0bps</i>	<i>0bps</i>	<i>-0.1</i>	<i>4bps</i>
Profit after Tax	-71	-73	-76	6.5	4.1	-67	13.6
Adj. Profit after Tax	-71	-73	-76	6.3	4.1	-67	13.6

Source: MOFSL, Company

Exhibit 4: Key operating metrics

Key Operating Metrics	2QFY22	1QFY23	2QFY23	YoY%	QoQ%	2QFY23E	v/s est (%)
Subscriber Base (m)	253.0	240.4	234.4	-7.4%	-2.5%	236.9	-1.1
VLR Subscribers (m)	235.7	218.7	212.2	-10.0%	-3.0%	0.0	
Net VLR Subscriber (m)	-6	-7.4	-6.5	8.3%	-12.2%	0.0	
Pre-paid Subs (%)	92.1%	91.6%	0.0%	-100.0%	-100.0%	0.0%	
Blended ARPU (INR)	109	128	131	20.2%	2.3%	131.5	-0.4
Voice metrics							
MOU (min/sub/month)	630	620	599	-4.9%	-3.4%	626.2	-4.3
ARPM (INR)	0.17	0.21	0.22	26.4%	5.9%	0.2	4.1
Blended churn	2.90%	3.5%	4.3%	48.3%	22.9%	3.5%	
Data metrics							
Data subs (m)	136.7	135.7	135.2	-1.1%	-0.4%		
<i>as a % of overall subs</i>	54.0%	56.4%	57.7%	6.8%	2.2%		
Broadband subs (m)	102.7	103.1	103.5	0.8%	0.4%		
4g subs	116.2	119.0	120.6	3.8%	1.3%		
Total Data traffic (m GB)	5,517	5,425	5,718	3.6%	5.4%		
Total Data traffic (mn MBs)	55,17,000	54,25,000	57,18,000	3.6%	5.4%		
Data usage/subs (mb)	13,482	13,326	14,072	4.4%	5.6%		
Tower details							
Total Unique Towers (EoP)	1,83,886	1,84,607	1,84,756	0.5%	0.1%		
Total Unique Broadband Towers (EoP)	1,67,548	1,69,153	1,69,771	1.3%	0.4%		
Total Broadband sites (3G+4G)	4,50,481	4,54,727	4,44,228	-1.4%	-2.3%		

Source: MOFSL, Company

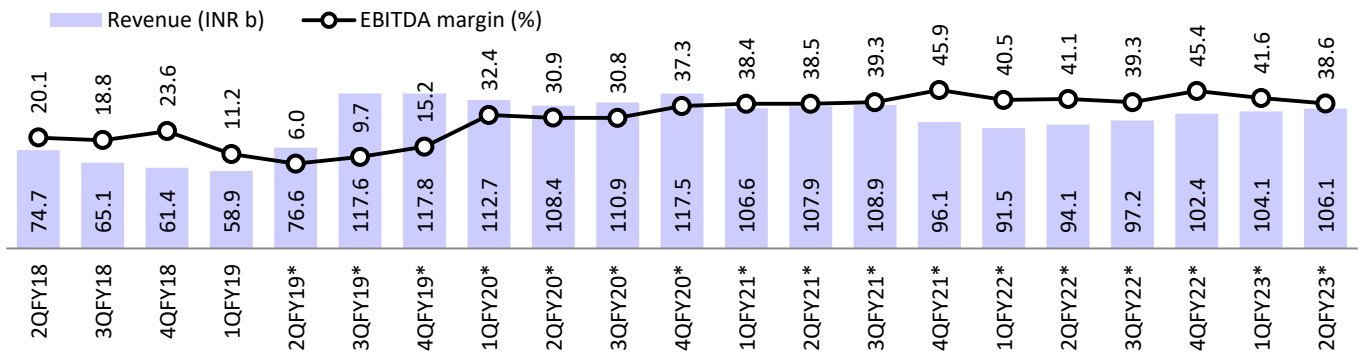
Exhibit 5: Summary of our estimate changes

	FY23E	FY24E
Revenue (INR b)		
Old	425	470
Actual/New	425	465
Change (%)	-0.1	-1.0
EBITDA (INR b)		
Old	183	227
Actual/New	171	204
Change (%)	-6.3	-10.1
EBITDA margin (%)		
Old	43.0	48.3
Actual/New	40.3	43.9
Change (bp)	-268bps	-440bps
Net Profit (INR b)		
Old	-267	-246
Actual/New	-285	-265
Change (%)	-7.1	-7.4
Adj. EPS (INR)		
Old	-9.3	-8.6
Actual/New	-9.9	-9.2
Change (%)	-7.1	-7.4

Source: Company, MOFSL

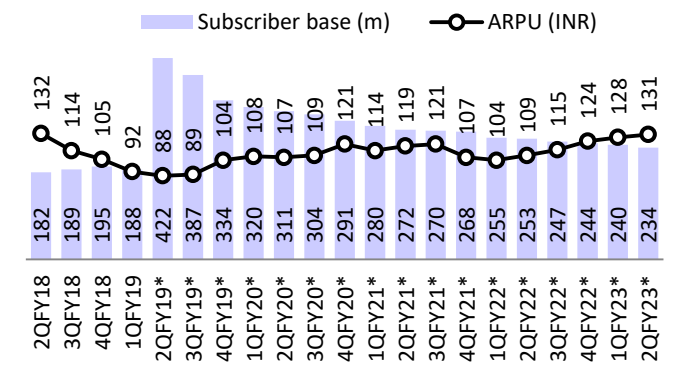
Story in charts

Exhibit 6: Consolidated revenue up 2% QoQ; reported EBITDA decreased, however, PreINDAS EBITDA remained flat



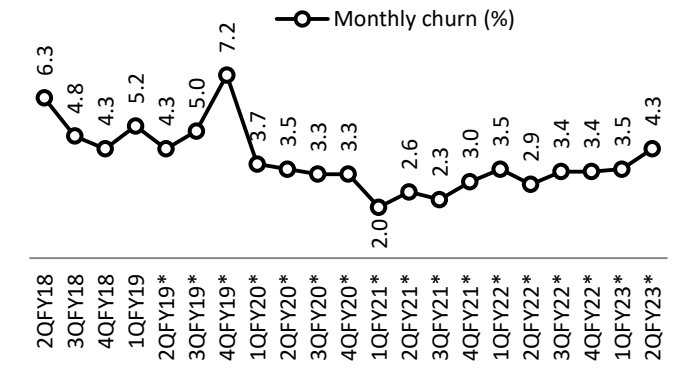
*merged entity Source: MOFSL, Company

Exhibit 7: Subs declining and ARPU growing



*merged entity. Source Company, MOFSL

Exhibit 8: Monthly churn increasing



*merged entity. Source Company, MOFSL

Exhibit 9: Voice traffic declining over the last many quarters

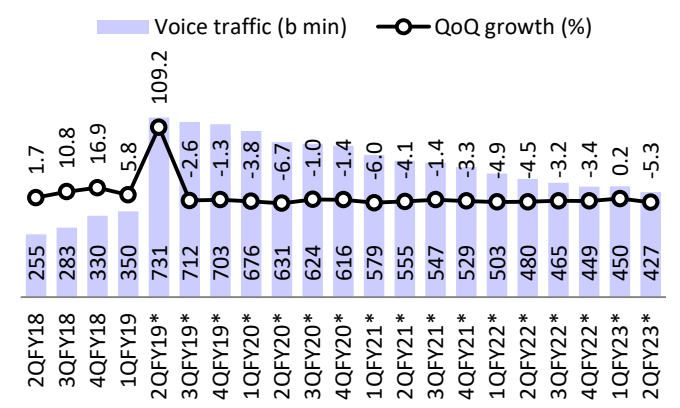
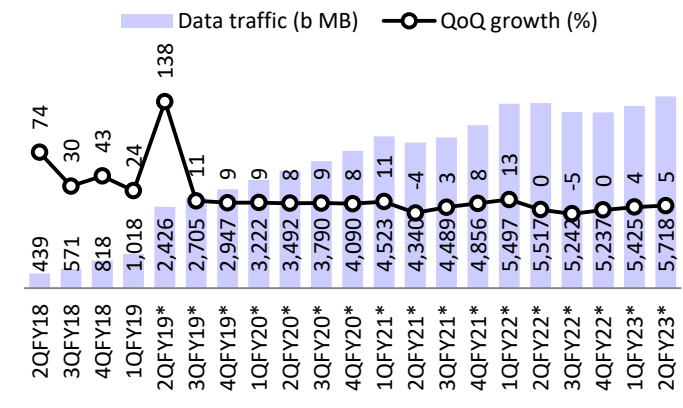


Exhibit 10: Data traffic increased 5% QoQ



*merged entity. Source Company, MOFSL

Financials and valuations

Consolidated - Income Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Total Income from Operations	356	283	371	450	420	385	425	465
Change (%)	-1.0	-20.5	31.2	21.2	-6.7	-8.2	10.4	9.4
Total Expenditure	253	222	330	300	250	225	254	261
% of Sales	71.1	78.6	89.1	66.8	59.6	58.4	59.7	56.1
EBITDA	103	60	40	149	169	160	171	204
Margin (%)	28.9	21.4	10.9	33.2	40.4	41.6	40.3	43.9
Depreciation	78	84	145	244	236	236	234	240
EBIT	24	-24	-105	-94	-67	-75	-62	-36
Int. and Finance Charges	37	45	87	144	178	209	223	229
PBT bef. EO Exp.	-13	-68	-192	-238	-245	-284	-285	-265
Share of profits of associates	4	3	2	4	2	0	0	0
EO Items	0	0	-9	384	200	-2	0	0
PBT after EO Exp.	-9	-65	-182	-618	-443	-282	-285	-265
Total Tax	-5	-23	-36	121	0	0	0	0
Tax Rate (%)	53.7	35.9	19.7	-19.5	0.0	0.0	0.0	0.0
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	-4	-42	-146	-739	-442	-282	-285	-265
Adjusted PAT	-4	-42	-161	-217	-243	-284	-285	-265
Change (%)	LP	NM	NM	34.5	11.7	17.1	0.5	-7.3
Margin (%)	-1.1	-14.7	-43.5	-48.3	-57.8	-73.8	-67.1	-56.9
Adj EPS	-1.1	-9.6	-18.5	-7.6	-8.4	-9.9	-9.9	-9.2
No of Shares (mn)	4	4	9	29	29	29	29	29

Consolidated - Balance Sheet

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	36	44	87	287	287	321	321	321
Total Reserves	211	229	509	-228	-670	-941	-1,226	-1,491
Net Worth	247	273	596	60	-382	-620	-905	-1,170
Total Loans	551	580	1,085	1,106	1,660	2,138	2,364	2,476
Deferred Tax Liabilities	13	-11	-103	0	0	0	0	0
Capital Employed	811	841	1,579	1,166	1,277	1,518	1,459	1,306
Gross Block	907	1,020	2,147	2,471	2,524	2,653	2,875	2,925
Less: Accum. Deprn.	139	223	369	612	849	1,085	1,318	1,558
Net Fixed Assets	768	797	1,778	1,858	1,675	1,568	1,557	1,367
Goodwill on Consolidation	0	0	0	0	0	0	0	0
Capital WIP	75	36	51	11	6	4	4	4
Total Investments	64	73	82	20	0	0	0	0
Curr. Assets, Loans&Adv.	60	66	282	380	354	368	322	360
Inventory	1	0	0	0	0	0	0	0
Account Receivables	13	9	33	31	25	24	13	14
Cash and Bank Balance	1	0	10	27	22	35	5	22
Loans and Advances	45	57	239	322	307	309	304	324
Curr. Liability & Prov.	156	131	615	1,103	757	422	424	424
Account Payables	152	127	611	1,100	757	422	422	422
Provisions	4	3	4	4	1	1	2	3
Net Current Assets	-96	-65	-333	-724	-404	-54	-102	-65
Appl. of Funds	811	841	1,579	1,166	1,277	1,518	1,459	1,306

Financials and valuations

Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Basic (INR)								
EPS	-1.1	-9.6	-18.5	-7.6	-8.4	-9.9	-9.9	-9.2
Cash EPS	20.6	9.7	-1.8	0.9	-0.2	-1.7	-1.8	-0.8
BV/Share	68.6	62.5	68.3	2.1	-13.3	-19.3	-28.2	-36.4
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
P/E	-7.6	-0.9	-0.5	-1.1	-1.0	-0.9	-0.9	-0.9
Cash P/E	0.4	0.9	-4.6	9.2	-38.8	-5.0	-4.7	-10.0
P/BV	0.1	0.1	0.1	4.1	-0.6	-0.4	-0.3	-0.2
EV/Sales	1.6	2.2	3.1	2.9	4.5	6.2	6.2	5.9
EV/EBITDA	5.0	9.0	26.4	8.7	11.1	14.8	15.3	13.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Return Ratios (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
RoE	-1.7	-16.0	-37.2	-66.2	NM	NM	NM	NM
RoCE	1.6	-1.8	-6.7	-7.9	-5.5	-5.4	-4.2	-2.6
RoIC	1.8	-2.2	-7.8	-8.9	-5.7	-5.5	-4.2	-2.6
Working Capital Ratios	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed Asset Turnover (x)	0.4	0.3	0.2	0.2	0.2	0.1	0.1	0.2
Asset Turnover (x)	0.4	0.3	0.2	0.4	0.3	0.3	0.3	0.4
Inventory (Days)	1	0	0	0	0	0	0	0
Debtor (Days)	13	11	32	25	22	23	11	11
Leverage Ratio (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current Ratio	0.4	0.5	0.5	0.3	0.5	0.9	0.8	0.8
Interest Cover Ratio	0.7	-0.5	-1.2	-0.7	-0.4	-0.4	-0.3	-0.2
Net Debt/Equity	2.0	1.9	1.7	17.7	-4.3	-3.4	-2.6	-2.1

Consolidated - Cash Flow Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
OP/(Loss) before Tax	-9	-42	-182	-618	-443	-282	-285	-265
Depreciation	78	84	145	244	236	236	234	240
Interest & Finance Charges	40	45	88	144	178	209	223	229
Direct Taxes Paid	-7	0	3	24	8	15	0	0
(Inc)/Dec in WC	7	-23	28	-92	-14	-3	18	-20
CF from Operations	110	64	83	-299	-34	174	190	184
Others	-4	-11	-29	372	191	0	0	0
CF from Operating incl EO	105	53	53	73	156	174	190	184
(Inc)/Dec in FA	-126	-74	-76	-78	-45	-57	-223	-50
Free Cash Flow	-21	-21	-22	-5	111	117	-33	134
(Pur)/Sale of Investments	-33	-9	-4	65	42	0	0	0
Others	4	-10	6	-15	14	0	0	0
CF from Investments	-156	-93	-74	-28	11	-57	-223	-50
Issue of Shares	-4	67	0	249	0	45	0	0
Inc/(Dec) in Debt	84	29	21	-81	-44	-53	227	112
Interest Paid	-33	-45	-51	-153	-28	-28	-223	-229
Dividend Paid	-3	0	0	0	0	0	0	0
Others	0	-13	57	-65	-96	-69	0	0
CF from Fin. Activity	44	39	28	-49	-167	-106	3	-117
Inc/Dec of Cash	-6	0	7	-4	0	11	-30	17
Opening Balance	6	0	0	8	4	4	15	-15
Closing Balance	0	0	8	4	4	15	-15	2
Other Balances	0	0	2	23	19	20	20	20
Total Balance	1	0	10	27	22	35	5	22

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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