

## Income Statement

<i>Rs. Mn.</i>	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Mar-04P</i>
<i>No. of months:</i>	<i>12</i>	<i>12</i>	<i>12</i>
Net Revenues	1,652	1,910	2233
EBIT	173	230	272
PBT	166	234	272
Adj. PAT after minority Interest	111	158	195
Fully Diluted EPS (Rs.)	10.30	15.57	17.46

## Ratios

<i>No. of months:</i>	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Mar-04P</i>
	<i>12</i>	<i>12</i>	<i>12</i>
Revenue Growth %	16.7	15.6	16.9
EPS Growth %	37.1	40.0	12.1
RoE %	32.8	38.4	35.9
D/E x	0.1	0.1	0.1
Receivables (days)	2	2	2
Inventory (days)	14	21	21
Payables (days)	26	25	25

## Balance Sheets

<i>Rs. Mn.</i>	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Mar-04P</i>
<i>No. of months:</i>	<i>12</i>	<i>12</i>	<i>12</i>
<b>Assets</b>			
Net Block	334	421	546
Investments	11	11	11
Net Current Assets	75	112	128
<b>Liabilities</b>			
Equity Capital	108	100	100
Reserves	241	343	482
Debt	19	50	37
Non-Current Liab.	52	52	66

## Quarterly

<i>Rs. Mn.</i>	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Var</i>
<i>No. of months:</i>	<i>3</i>	<i>3</i>	<i>%</i>
Net Revenues	434	496	14.4
EBITDA	63	74	16.6
Depreciation	6	15	150.7
EBIT	57	60	5.5
Interest	0	3	
Other Income	2	2	
PBT	59	58	-1.5
Tax	24	25	0.8
PAT	34	35	2.6
Equity Capital	108	100	-7.5
EPS –annualised (Rs.)	12.71	14.10	10.9

## Quarterly Ratios

<i>%</i>	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Bps</i>
<i>No. of months:</i>	<i>3</i>	<i>3</i>	<i>Chg.</i>
EBITDA / Sales	14.6	14.9	+28
EBIT / Sales	13.2	12.2	-102
Other income/PBT	2.6	3.3	
Tax/PBT	41.6	41.1	
Material cost/sales	71.3	73.4	+210
Staff cost/sales	3.3	2.6	-70
Other costs/sales	10.7	9.1	-170

## Multiple Valuation

	<i>Mar-02</i>	<i>Mar-03P</i>	<i>Mar-04P</i>
<i>No. of months:</i>	<i>12</i>	<i>12</i>	<i>12</i>
EV/EBITDA x	2.3	1.6	1.4
EV/EBIT x	2.6	2.0	1.7
Mkt. Cap/Sales x	0.29	0.25	0.21
P/E x	4.7	3.1	2.7
Price/Book x	1.5	1.1	0.8

## Free Cash Flow

<i>Rs. Mn.</i>	<i>Mar-02</i>	<i>Mar03P</i>	<i>Mar04P</i>
<i>No. of months</i>	<i>12</i>	<i>12</i>	<i>12</i>
NOPLAT	113	152	174
Change in Net Working Capital	(23)	48	20
<b>Operating Cash Flows</b>	<b>136</b>	<b>104</b>	<b>155</b>
Capex & others	7	87	111
<b>Free Cash Flow</b>	<b>128</b>	<b>17</b>	<b>44</b>
Non-opr. Cash flow	(5)	5	3
Cash Flow to Investors	124	22	46

## Financing Cash Flow

<i>Rs. Mn</i>	<i>Mar-02</i>	<i>Mar03P</i>	<i>Mar04P</i>
<i>No. of months:</i>	<i>12</i>	<i>12</i>	<i>12</i>
Post-tax Interest	2	2	3
Repayment/ (issue) of Debt	70	(31)	13
Equity Share	17	20	31
Dividend			
Buyback/Redn/ (issue) of equity shares	0	31	0
Increase in non-opr assets	34	0	0
<b>Financing Cash Flow</b>	<b>124</b>	<b>22</b>	<b>46</b>

## DCF Valuation

	<i>Rs. Mn.</i>	<i>%</i>
<i>Key Assumptions</i>		
Terminal Growth Rate		2.5
WACC		20.0
Cost of Equity		20.0
<i>DCF Valuation</i>		
NPV FY2003E-2007E	490	
NPV Terminal Cash Flows	1161	
PV of non-operating assets	140	
Contingent Liabilities @ 100%	2	
Enterprise Value	1,782	
Debt, Pref. Cap, PV of NCL	115	
Equity Value	1,676	
<i>Fair Value Range (Rs.)</i>	150 – 195	
<b>Per share Value (Rs.)</b>	<b>168</b>	
Stress Value per share (Rs.)	125	