SKP Securities Ltd

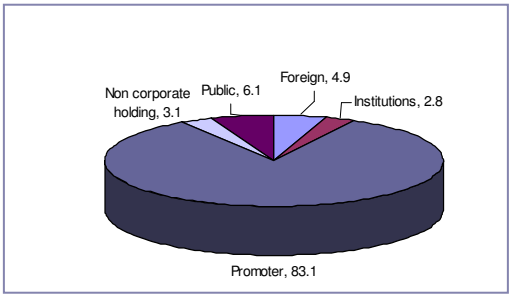
# Mahindra Holidays & Resorts India Ltd.

*Changing the way India Holidays…..*

**CMP Rs. 462** | **Target Rs. 580** | **Initiating Coverage- Buy**

| Key Share Data | |
|---|---|
| Face Value (Rs.) | 10.0 |
| Equity Capital (Rs. crs) | 84.23 |
| Market. Capitalization (Rs. crs) | 3925 |
| 52-wk High / Low (Rs. ) | 574 / 323 |
| Average Yearly Volume | 18906 |
| BSE code | 533088 |
| NSE code | MHRIL |
| Reuters code | MAHH.BO |
| Bloomberg code | MHRL IN |

**Shareholding Pattern – September 2010**




| Financials (Consolidated) | | | | (Rs. Crore) |
|---|---|---|---|---|
| | FY09 | FY10 | FY11E | FY12E |
| Net Sales | 393.2 | 473.5 | 615.3 | 734.0 |
| Sales Gr | 11% | 20% | 30% | 19% |
| EBIDTA | 103.2 | 152.9 | 196.6 | 240.4 |
| PAT | 79.7 | 117.1 | 145.6 | 174.2 |
| PAT Gr | -5% | 47% | 24% | 20% |
| EPS (Rs.) | 10.4 | 14.1 | 17.5 | 20.9 |
| CEPS (Rs) | 12.5 | 16.4 | 20.7 | 24.8 |

| Key Financial Ratios | | | | |
|---|---|---|---|---|
| | FY09 | FY10 | FY11E | FY12E |
| Div. yield | 0.7% | 0.9% | 0.9% | 0.9% |
| P/E | 44.6 | 32.9 | 26.4 | 22.1 |
| P/BV | 18.0 | 8.8 | 7.1 | 5.7 |
| P/Cash EPS | 36.8 | 28.2 | 22.3 | 18.6 |
| MCap/Sales | 9.0 | 8.1 | 6.3 | 5.2 |
| EV/EBIDTA | 34.4 | 25.1 | 19.4 | 15.8 |
| ROCE | 15% | 14% | 14% | 13% |
| ROE | 40% | 27% | 27% | 26% |
| EBITDM(%) | 26% | 32% | 32% | 33% |
| NPM (%) | 20% | 25% | 24% | 24% |
| Debt-Equity | 0.1 | 0.0 | 0.0 | 0.0 |

**Performance comparison MHRIL v/s BSE MIDCAP**

**Analyst: Kamna Jain**
Tel No.: +91 22 2281 9012, Mobile - +91 9892526784
Email: kamna.jain@skpmoneywise.com

## *Company Profile*

Mahindra Holidays & Resorts India Ltd (MHRIL) is a leading player in the leisure hospitality industry, provides family holidays primarily through vacation ownership memberships. Mahindra Holidays currently has a pan-India presence through its extensive network of 33 resorts and 1476 apartments. Currently company has 109,884 vacation ownership members as on March 31, 2010.

## *Investment Rationale*

### *Prominent player in leisure hospitality*

- Club Mahindra has the highest brand equity among timeshare companies in India. With the escalating demand of VO products, MHRIL with its strong brand and pan India presence is well poised to take advantage of it.
- In terms of market share, MHRIL has accounted for 72% of the total active members across the vacation ownership industry in India with Resort Condominiums International (RCI) up to end May 2009.

### *Mounting member base – strengthening top line*

- Membership enrollment has increased at a CAGR of 31% over the last five years and reached to 113829 as on June 30 2010.
- Company has launched new services offerings such as, Zest – targeting young urban consumers, club mahindra fundays, club mahindra travel etc, which will help company to capture more potential members in near future. Increasing the membership base and the number of resorts would enable company to increase the total income from vacation ownership.

### *Distinctive and a Vigorous Business Model*

- Company follows a mixed use model by generating revenue from selling vacation ownership to members and also provides accessibility to non members for its unused apartments on a per night room tariff. This enables MHRIL to enhance its revenue through optimum occupancy and sales from restaurants and other services.
- Company also provide financing option to its members, and attract a interest a rate of 15-16% in a year.
- Members pay an upfront membership fee and are also required to pay an annual subscription fee each year thereafter.

### *Valuation*

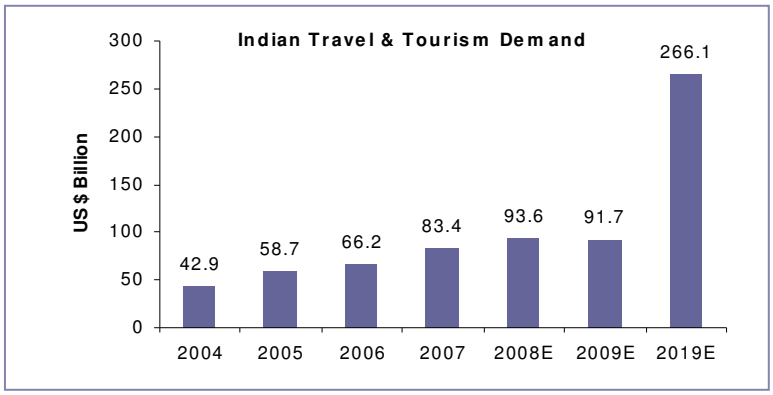
Vacation Ownership Industry is at its nascent stage and MHRIL is favorably placed with 70% market share of total VO memberships in India. Innovative and distinctive product in its portfolio, constant growth in membership, high quality of services makes MHRIL a prominent player in VO industry.

**At the current market price of Rs. 462, MHRIL is trading at PE of 26.4x and 22.1x of FY11E and FY12E earnings of Rs. 17.5 and Rs. 20.9 respectively. We expect revenues and PAT to post CAGR of 25% and 30%, respectively, over FY10-12 E. We recommend BUY rating on the stock with a target price of Rs. 580/- (25% upside) in 12 months.**

# Industry Overview

## Tourism and Hospitality Industry

The Indian hotel industry, being a direct beneficiary of the growth in the economy and the tourism industry, has recorded strong growth over the past years. The travel and tourism demand in India has increased at a compounded annual growth rate of 16.4 per cent between 2004 and 2009, to reach US$ 91.7 billion (INR 4,412.7 billion). The travel and tourism demand is expected to reach US$ 266.1 billion (INR 14,601.7 billion) by 2019.

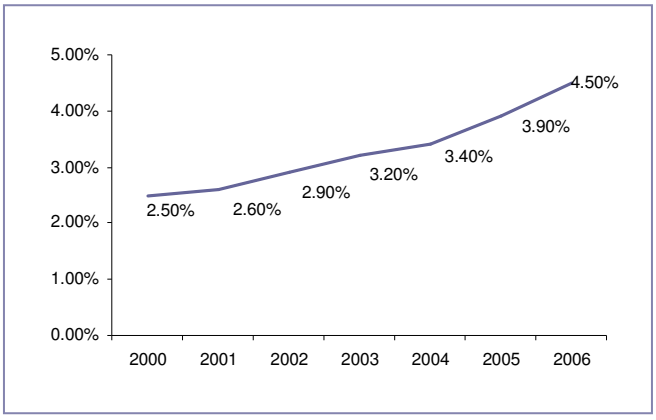



*Source: IBEF & SKP Research*

Travel and Tourism in India is expected to give a very dynamic performance over the forecast period driven by strong economic growth. India's Travel & Tourism (T&T) Industry is expected to contribute 6.0% to Gross Domestic Product in 2009 (US$67.3 bn), rising to US$ 187.3 bn by 2019.

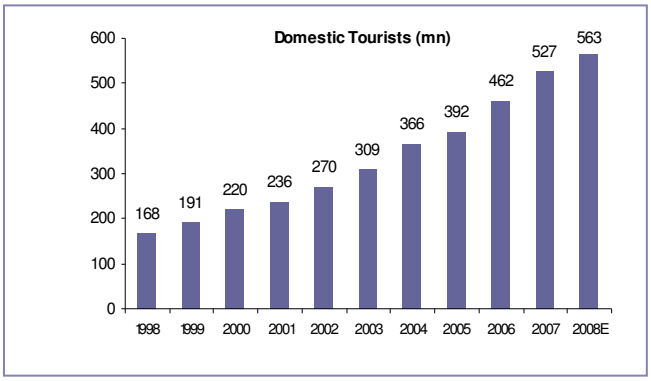
Rising per capita income and increased consumerism is driving tourism. According to a study by the Mckinsey, released in May 2007, India's middle class will swell by more then ten times- from 50 million in 2007 to 583 million people by 2025. The mounting middle class in India and rising disposable incomes are expected to have a positive effect on domestic tourism leading to more number of people being able to afford holidays and vacations in the next few years. The domestic tourist visits during the year 2008 are estimated to be 562.9 million, showing a growth of 6.9 % over 2007.

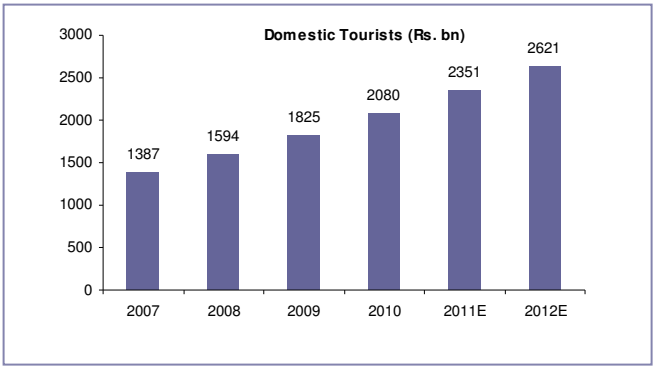
**The percentage of holiday takers has increased from 2.5% in 2000 to 4.5% in 2006.**




*Source:Travel & Tourism India*

The Ministry of Tourism, along with the state tourism boards, is also aggressively promoting domestic tourism within the country offering discounts and other incentives. The domestic trips are expected to grow at a CAGR of 11.7% over 2007-2012, to reach approximately 871 million trips in 2012. By 2012, the domestic tourism expenditure is expected to rise to Rs. 2621.1 billion, growing at a CAGR of 13.6% over 2007-2012.




*Source: Ministry of tourism*

**Vacation Ownership Industry**

As per AIRDA, there are over 45 timeshare companies, 80 resorts, 250000 timeshare memberships, 5000 units, with total investment of US$ 250 million and a growth at a CAGR of 15% since 1998. The Vacation ownership industry provides dedicated products and services to leverage the vast, unexplored domestic tourism potential.

| India VO Industry | |
|---|---|
| Time share companies | 45 |
| Resorts | 80 |
| Memberships | 250000 |
| Apartments | 5000 |
| Total Investment (Mn $) | 250 |
| CAGR (Growth%) | 15% |

*Source: AIRDA*

**Growth Drivers:**

**Rising domestic leisure travel** - Domestic tourists visit in India were at 562 million in 2008, a growth of 7 per cent over the previous year.

**High demand for quality rooms -** India is emerging as the second fastest growing tourist market in the world and the shortage of room inventory across Indian cities as against the demand expected in next few years, continues to justify the huge potential opportunity for the high growth of hospitality industry in India.

**Favorable government policies** - The Ministry of Tourism is upgrading infrastructure facilities at important tourist destinations, which has improved accessibility to these places. Incredible India, the highly successful promotional campaign by the government of India, has worked wonders for the domestic tourism industry.

**Increased International tourists arrivals** – International tourists arrival in India have increased at a CAGR of 8.1 per cent between 2004 and 2009 to reach 5.1 million. During the same period, foreign exchange earnings from tourism increased by more than 13 per cent to reach US$ 11.39 billion.

## *Company Overview*

**Mahindra Holidays & Resorts Ltd (MHRIL),**

- Mahindra Holidays & Resorts India Ltd is a leading player in the leisure hospitality industry, offering quality holidays designed for discerning and differentiated need of families. It provides family holidays primarily through vacation ownership memberships, where members can choose to stay and holiday at resorts in a range of holiday destinations for a pre-determined number of days in a year for a fixed number of years.

- Mahindra Holidays currently has a pan-India presence through its extensive network of 33 resorts and 1476 apartments. Company has 1050 owned apartments, 354 apartments on long term lease and 72 apartments on short term lease. Members can also choose to access a range of resorts globally through its RCI affiliation. RCI is the world's largest holiday exchange network, hence this affiliation enables members to access the RCI exchange network, which includes 5087 resorts across the world. Currently company has 109,884 vacation ownership members as on March 31, 2010.

- Mahindra Holidays offers complete holiday solutions to its customers, with its wide range of products and services such as Club Mahindra Holidays, Zest, Club Mahindra Fundays, Mahindra Homestays and Clubmahindra.travel.

### MHRIL Product portfolio

| | Target segment | Offerings | Accessibility |
|---|---|---|---|
| 1997 | Age segment – 30-55 years | Offers family holidays 7 days every year for 25 years | 29 resorts in India & Thailand and access to 5000+ resorts through RCI |
| 2006 | Young urban families | Offers short break 6 days every year for 10 years | Across 5 resorts |
| 2006 | Corporate Membership | Points based platform to aid flexibility for corporates | 29 resorts in India & Thailand and access to 5000+ resorts through RCI |
| 2008 | Launched in UK and India | Provides accommodation in private homes | 240 homes with 663 rooms across 46 location |
| 2008 | One stop shop for family holiday & travel services | | |

*Source: Company & SKP Research*

**Resorts Portfolio**

| Location | Number of appartments | Owned/Leased |
|---|---|---|
| Ashtamudi, Kerala | 48 | Owned |
| Goa | 205 | Owned |
| Binsar, Uttaranchal Pradesh | 36 | Owned |
| Coorg, Karnataka | 188 | Owned |
| Manali, Himachal Pradesh | 33 | Owned |
| Munnar, Kerala | 114 | Owned |
| Kumbalgarh, Rajasthan | 68 | Owned |
| Puducherry | 125 | Owned |
| Manipur Villa, Binsar | 22 | Owned |
| Ooty, Tamil Nadu | 90 | Owned |
| Thekaddy, kerala | 48 | Owned |
| Auli, Himachal Pradesh | 10 | Leased |
| Bangkok, Thailand | 12 | Leased |
| Corbett, Uttaranchal | 50 | Leased |
| Dharamshala, Himachal pradesh | 23 | Leased |
| Kodaikanal, Tamilnadu | 11 | Leased |
| Mussoorie, Uttaranchal | 19 | Leased |
| Pattaya, Thailand | 6 | Leased |
| Ooty, Tamil Nadu | 15 | Leased |
| Masinagudi, Tamilnadu | 20 | Leased |
| Yercaud | 40 | Leased |
| Naukutchiataal | 31 | Leased |
| Shimla | 67 | Leased |
| Poovar, kerala | 20 | Leased |
| Panchgini, Maharashtra | 20 | Leased |
| Mahabaleshwar, Maharashtra | 10 | Leased |
| Kodai Hill Country, Tamil Nadu | 16 | Leased |
| Gir, Gujarat | 30 | Leased |
| Kanha, MP | 21 | Leased |
| Bandhavgarh, MP | 22 | Leased |
| Gangtok | 32 | Leased |
| Goa | 24 | Leased |

*Source: Company & SKP Research*

MHRIL is further adding its inventory line-up to match the increasing membership base. Company is expanding its resorts at Coorg, Binsar and Ashtamudi and also undertaking greenfield expansion in Tungi (Lonavala) and Theog (Shimla).

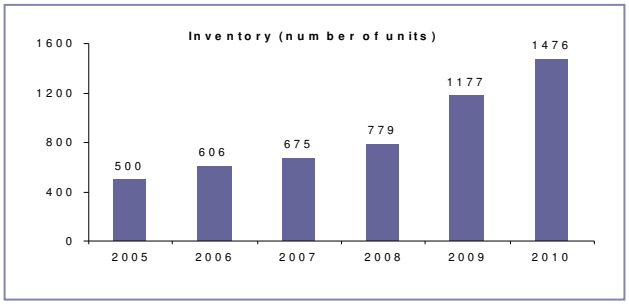
| MHRIL - Expansion Plan | |
|---|---|
| Expansion Planned | Ashtamudi |
| | Coorg |
| Greenfield development | Tungi (near Lonavala) |
| | Theog (Shimla) |
| Land banks for future | Kas, Varwade (Maharashtra) |
| | Kadapakkam (Tamil Nadu) |
| | Hyderabad (Andhra Pradesh) |
| | Coorg (Karnataka) |

*Source: Company & SKP Research*

## Investment Arguments

### Prominent player in leisure hospitality

- Mahindra Holidays and Resorts Ltd is a leading player in leisure hospitality providers in India. Currently, MHRIL has 14 owned resorts with 1050 apartments, 14 resorts with 354 apartments on long-term lease, and five with 72 apartments on short-term lease. It also operates resorts in Thailand. Club Mahindra has the highest brand equity among timeshare companies in India.



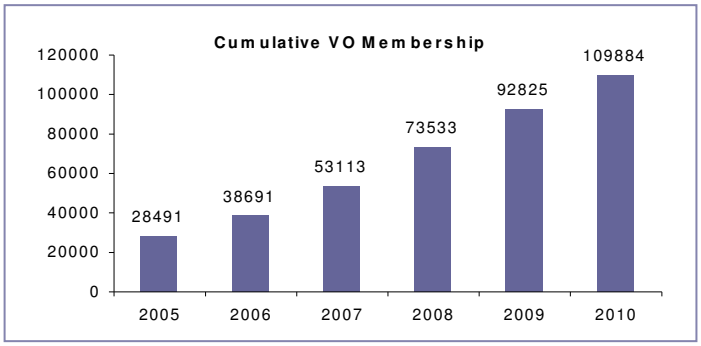

*Source: Company & SKP Research*

- In line with the growth in membership, company added inventory across multiple locations taking the total number of available apartment to 1476 as on 31st Mar 2010. With the escalating demand of VO products, MHRIL with its strong brand and pan India presence is well poised to take advantage of it.
- Company is expanding its resorts at Coorg, Binsar, Ashtamudi. MHRIL is currently developing new resort at Tungi near Lonavala and at Theog near Shimla. Over a period MHRIL intends to increase the number of resorts in India and overseas, particularly through development or acquisition.

### Mounting member base – strengthening top line

- As of June 30, 2010 and March 31, 2010 company had 113829 and 109884 club mahindra vacation ownership members, respectively. Membership enrollment has increased at a CAGR of 31% over the last five years.

- After successful launch of club mahindra holidays company has launched new services offerings such as , Zest – targeting young urban consumers, club mahindra fundays, club mahindra travel etc, which will help company to capture more potential members in near furture.




- In terms of market share, *MHRIL* has accounted for 72% of the total active members across the vacation ownership industry in India with Resort Condominiums International (RCI) up to end May 2009.
- MHRIL is focusing to enhance the members growth by increasing its distribution network in cities across the country. Increasing the membership base and the number of resorts would enable company to increase the total income from vacation ownership. We expect membership enrollment to grow at a CAGR of 19-20% for next two years.

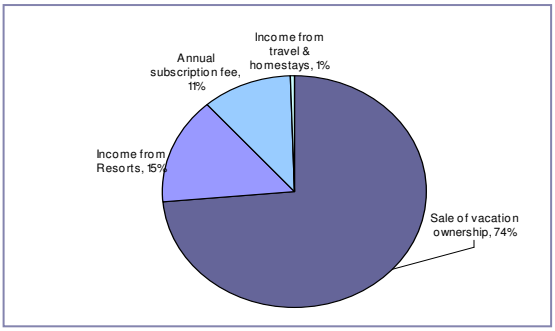
### Distinctive and a Vigorous Business Model – Ensuing optimum occupancy

- Company follows a mixed use model by generating revenue from selling vacation ownership to members and also provides accessibility to non members for its unused apartments and cottages on a per night room tariff. This enables MHRIL to enhance its revenue through optimum occupancy and sales from restaurants and other services. Company also provide financing option to its members and attract a interest a rate of 15-16% in a year.

**Multiple Revenue streams:**

- Membership fee
- Annual Subscription fee
- Interest on installment
- Other resort revenue generated by members (food & beverages, spa etc.)
- Income from non members (Room rentals and other resort services)

**Revenue Mix for 2010**




- Members pay an upfront membership fee that entitles them accommodation, for a predetermined number of days, every year, across the resorts offered, for a predetermined number of years. Members are also required to pay an annual subscription fee each year thereafter. Hence with the emerging VO industry we believe that with the incessant growth in members, this business model seems to be vigorous and offers visibility and sustainability for future growth.

### Bright future of Hospitality sector with booming economy

- According to a research by McKinsey Global Institute, the number of household, earning over Rs. 5 lakhs per annum will increase from 3.6 million in 2005 to 8.8 million in 2015. Spend on discretionary items is forecasted to grow from 50 percent to 70 percent. This is expected to give a substantial push to the leisure travel.

- According to Euromonitor International, holidays takers as a percentage of total population have increased from 2.5 percent in 2000 to 4.5 percent in 2006. Expenditure on leisure and travel continue to increase rapidly due to increase in the number of travelers, changes in their life style as well as escalation in their per capita holiday spend.

- **VO Industry - Nascent market** – The US$ 13 billion global VO industry, is the fastest growing segment of the tourism industry. The VO industry comprises of 5500 resorts in 90 countries with 7 million owners. In India there has been considerable increase in the awareness and acceptance of vacation ownership concept over the last few years. Mahindra Holidays is best poised to take advantage of this demand with its well established brand and quality holidays.

### Well Diversified Network

- In India with very low penetration towards vacation ownership products, it is essential for company to follow a distinctive marketing approach to attract members. Company has a network of 19 branch offices, 7 onsite offices, 61 retail outlets and 129 franchises to distribute its product and services.

- MHRIL is actively looking at the newer markets by designing innovative products to suit the needs of specific consumer segments.

## *Key Concerns*

- **Any slowdown in global economy:** Tourism is directly linked with the economic growth of a country. Downturn in global economies dampens consumer sentiment and their spending which result in reduction of member acquisition and adversely affect business and result of operation.

- **Receivable risk:** MHRIL offers financing schemes to its customers to attract more members. Currently 90% of total members are availing EMI based membership. Member defaults, could adversely impact company's profitability.

- **Quality and Inventory management risk:** There is huge demand for MHRIL prime properties such as Munnar, Coorg etc with high growth in number of members. Non availability of properties or any inefficiency in providing quality services could result in customer dissatisfaction. Company is expanding the current resorts and also developing new properties to meet members requirements.

## *Valuations & Outlook*

Fundamental growth story of Indian economy is intact and the hospitality sector will continue to see momentous growth in future. Vacation Ownership Industry is at its nascent stage and MHRIL is favorably placed with 70% market share of total VO memberships in India. Innovative and distinctive product in its portfolio, constant growth in membership, high quality of services makes MHRIL a prominent player in VO industry which will further perform with rising income levels, favourable demographics, growing urbanization, increasing discretionary spends and better infrastructure.

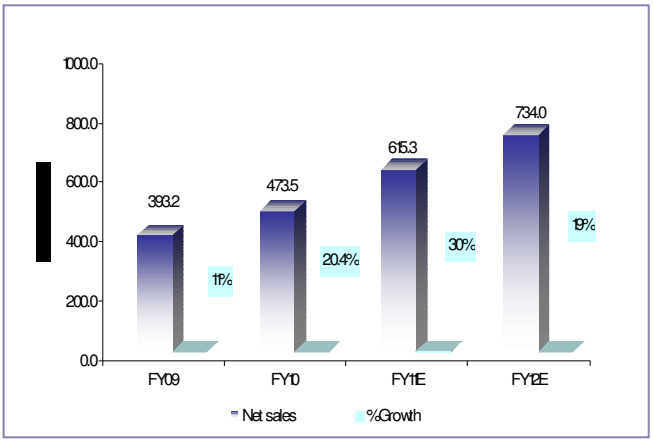
MHRIL offers a differentiated product, with its unique vacation ownership (VO) model and as there is no core competitor available in domestic market, we have used DCF as the valuation method and arrived at a fair value of Rs. 580. .

DCF Parameters:

| | |
|---|---|
| WACC (%) | 12.2% |
| Terminal growth rate(%) | 5.0% |
| Discounted cash flow | 1,395 |
| PV of Terminal value | 3,429 |
| Value of Equity | 4,824 |
| No. of shares | 8.4 |
| Fair value per share | 580 |

**At the current market price of Rs. 462, MHRIL is trading at PE of 26.4x and 22.1x of FY11E and FY12E earnings of Rs. 17.5 and Rs. 20.9 respectively. We expect revenues and PAT to post CAGR of 25% and 30%, respectively, over FY10-12 E. We recommend BUY rating on the stock with a target price of Rs. 580/- (25% upside) in 12 months.**

## Financial Outlook

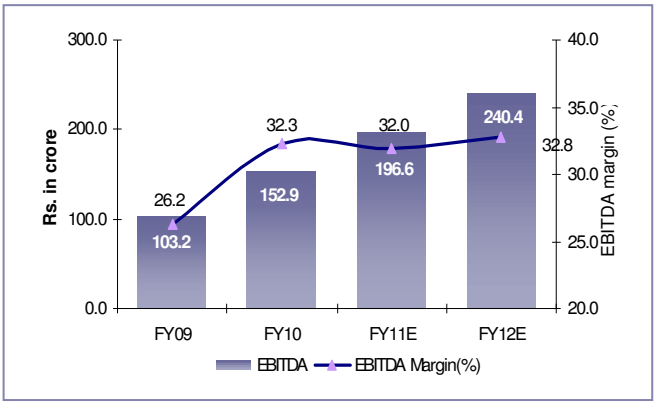



### *Topline to grow at a CAGR of 24.5% over FY10-12E*

For FY10, MHRIL registered a 20.4% rise in net sales to Rs. 473.5 crore on account of consistent growth in addition of new members.

**Indian VO industry is hovering for exponential growth on the back of accelerating demand, boost in discretionary spend and with unique and robust business model, and MHRIL being the strongest player in the industry is well placed to take advantage of it.**

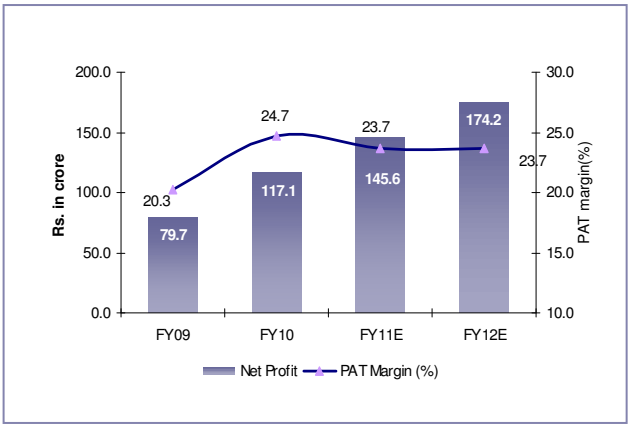
**With further addition of new members, robust growth in food & beverages, increase in revenue from non members, we expect revenue to grow at CAGR of 24.5% over FY10-12E.**




### *EBITDA margins are likely to remain in the range of 32-33%*

MHRIL Ltd has witnessed an EBITDA margin of 32.3% in FY10 as compared to 26.2% in FY09.

**We estimate EBITDA to grow at a CAGR of 32.6% over FY09-12E to Rs. 240.4 crore in FY12E on account of higher revenue and cost effectiveness. We expect EBITDA margin to be at 32.0% and 32.8% for FY11E and FY12E respectively.**




### *Net Profit to grow at CAGR of 29.8% over FY10-12E*

**We expect Net profit margin to remain in the range of 23-24% for FY11E and FY12E respectively.**

*Source: SKP Research*

## *Consolidated Financials for FY March (Rs. in Crore)*

### Income Statement

| Financial Year | FY09 | FY10 | FY11E | FY12E |
|---|---|---|---|---|
| Net Sales | 393.2 | 473.5 | 615.3 | 734.0 |
| *Growth (%)* | *11.5%* | *20.4%* | *29.9%* | *19.3%* |
| Total Expenditure | 290.0 | 320.5 | 418.7 | 493.6 |
| *Operating profit* | *103.2* | *152.9* | *196.6* | *240.4* |
| *Growth (%)* | *-13.7%* | *48.3%* | *28.5%* | *22.3%* |
| Depreciation | 16.8 | 19.6 | 27.1 | 32.7 |
| EBIT | 86.3 | 133.4 | 169.5 | 207.7 |
| Interest | 7.0 | 4.6 | 2.4 | 1.0 |
| Interest Coverage (x) | 12.3 | 29.1 | 71.4 | 208.0 |
| Other Income | 48.9 | 47.8 | 50.2 | 53.2 |
| *PBT* | *128.2* | *176.6* | *217.3* | *259.9* |
| Tax | 48.5 | 59.5 | 71.7 | 85.8 |
| *PAT* | *79.7* | *117.1* | *145.6* | *174.2* |
| *Growth (%)* | *-5.0%* | *46.9%* | *24.4%* | *19.6%* |
| O/S shares | 7.7 | 8.3 | 8.3 | 8.3 |
| EPS (Rs.) | 10.4 | 14.1 | 17.5 | 20.9 |
| Cash EPS (Rs.) | 12.5 | 16.4 | 20.7 | 24.8 |
| DPS (Rs.) | 3.1 | 4.0 | 4.0 | 4.0 |

### Balance Sheet

| Year End March | FY09 | FY10 | FY11E | FY12E |
|---|---|---|---|---|
| *Equity capital* | *77.0* | *83.3* | *83.3* | *83.3* |
| *Reserves & Surplus* | *121.0* | *355.3* | *461.8* | *597.0* |
| *Shareholder's Fund* | *198.0* | *438.5* | *545.1* | *680.3* |
| *Total debt* | *24.7* | *16.1* | *9.5* | *4.0* |
| *Deferred tax liability* | *29.5* | *33.3* | *33.3* | *33.3* |
| *Deferred Income* | *637.6* | *805.5* | *1027.1* | *1282.4* |
| *Minority interest* | *0.0* | *0.3* | *0.3* | *0.3* |
| *Sources of funds* | *889.7* | *1293.8* | *1615.3* | *2000.3* |
| *Net Block* | *408.0* | *535.2* | *710.4* | *836.4* |
| *Expenditure during construction* | *8.5* | *11.3* | *11.3* | *11.3* |
| *Investments* | *0.0* | *195.4* | *135.4* | *215.4* |
| *Total Current Assets* | *587.1* | *739.9* | *964.3* | *1164.8* |
| *Inventories* | *5.3* | *3.3* | *4.7* | *6.1* |
| *Debtors* | *482.6* | *633.7* | *807.0* | *967.6* |
| *Cash & Bank Balance* | *32.8* | *28.3* | *46.0* | *63.9* |
| *Loans & Advances* | *66.5* | *74.6* | *106.6* | *127.2* |
| *Total Current Liabilities* | *113.9* | *187.9* | *206.0* | *227.6* |
| *Net Current Assets* | *473.2* | *551.9* | *758.3* | *937.2* |
| *Uses of funds* | *889.7* | *1293.8* | *1615.3* | *2000.3* |
| *Book value per share* | *25.7* | *52.7* | *65.5* | *81.7* |

### Ratios

| Year End March | FY09 | FY10 | FY11E | FY12E |
|---|---|---|---|---|
| *Valuation Ratios* | | | | |
| *Price Earning (P/E)* | *44.6* | *32.9* | *26.4* | *22.1* |
| *Price / Book Value* | *18.0* | *8.8* | *7.1* | *5.7* |
| *Price / Cash EPS* | *36.8* | *28.2* | *22.3* | *18.6* |
| *EV / EBIDTA* | *34.4* | *25.1* | *19.4* | *15.8* |
| *Market Cap / Sales* | *9.0* | *8.1* | *6.3* | *5.2* |
| *Earning Ratios* | | | | |
| *OPM (%)* | *26.2%* | *32.3%* | *32.0%* | *32.8%* |
| *NPM (%)* | *20.3%* | *24.7%* | *23.7%* | *23.7%* |
| *RoNW (%)* | *40.3%* | *26.7%* | *26.7%* | *25.6%* |
| *RoCE (%)* | *15.2%* | *14.0%* | *13.6%* | *13.0%* |
| *DPR* | *29.5%* | *28.8%* | *22.9%* | *19.1%* |
| *Balance Sheet Ratios* | | | | |
| *Debt-Equity* | *0.1* | *0.0* | *0.0* | *0.0* |
| *Current Ratio* | *5.2* | *3.9* | *4.7* | *5.1* |
| *Debtors Days* | *405.6* | *430.3* | *421.5* | *435.2* |
| *FA/Turnover* | *1.1* | *1.1* | *1.0* | *1.0* |

### Cash Flow statement

| Year End March | FY09 | FY10 | FY11E | FY12E |
|---|---|---|---|---|
| *Profit before tax* | *128.2* | *176.6* | *217.3* | *259.9* |
| *Add: Depreciation, Int. & other expenses* | *-23.1* | *-21.1* | *29.5* | *33.7* |
| *Net changes in working capital* | *92.8* | *113.2* | *32.9* | *94.2* |
| *Direct taxes paid* | *-39.5* | *-82.1* | *-71.7* | *-85.8* |
| *Cash Flow from Operating activities* | *158.4* | *186.7* | *207.9* | *302.0* |
| *Capital expenditure* | *-163.1* | *-145.0* | *-202.3* | *-158.7* |
| *Change in Investments* | *0.0* | *-195.0* | *60.0* | *-80.0* |
| *Dividend, Interest & others* | *48.2* | *36.9* | *0.0* | *0.0* |
| *Cash flow from investing activities* | *-114.9* | *-303.1* | *-142.3* | *-238.7* |
| *Cash Flow from Financing activities* | *-18.3* | *111.9* | *-47.9* | *-45.5* |
| *Cash Flow during the year* | *25.1* | *-4.5* | *17.7* | *17.9* |
| *Opening Cash* | *7.6* | *32.8* | *28.3* | *46.0* |
| *Cash & cash equivalent* | *32.8* | *28.3* | *46.0* | *63.9* |

**The above analysis and data are based on last available prices and not official closing rates. SKP Research is also available on Bloomberg, Thomson First Call & Investext Myiris, Moneycontrol, Tickerplant and ISI Securities**

.

**DISCLAIMER**: This document has been issued by SKP Securities Ltd (SKP), a stock broker registered with and regulated by Securities & Exchange Board of India, for the information of its clients/potential clients and business associates/affiliates only and is for private circulation only, disseminated and available electronically and in printed form. Additional information on recommended securities may be made available on request. This document is supplied to you solely for your information and no matter contained herein may be reproduced, reprinted, sold, copied in whole or in part, redistributed or passed on, directly or indirectly, to any other person for any purpose, in India or into any other country without prior written consent of SKP. The distribution of this document in other jurisdictions may be strictly restricted and/ or prohibited by law, and persons into whose possession this document comes should inform themselves about such restriction and/ or prohibition, and observe any such restrictions and/ or prohibition. If you are dissatisfied with the contents of this complimentary document or with the terms of this Disclaimer, your sole and exclusive remedy is to stop using the document and SKP shall not be responsible and/ or liable in any manner. Neither this document nor the information or any opinion expressed therein should be construed as an investment advice or offer to anybody to acquire, subscribe, purchase, sell, dispose of, retain any securities or derivatives related to such securities or an offer to sell or the solicitation of an offer to purchase or subscribe for any investment or as an official endorsement of any investment. Any recommendation or view or opinion expressed on investments in this document is not intended to constitute investment advice and should not be intended or treated as a substitute for necessary review or validation or any professional advice. The views expressed in this document are those of the analyst which are subject to change and do not represent to be an authority on the subject. SKP may or may not subscribe to any and/ or all the views expressed herein. It is the endeavor of SKP to ensure that the analyst(s) use current, reliable, comprehensive information and obtain such information from sources, which the analyst(s) believes to be reliable. However, such information may not have been independently verified by SKP or the analyst(s). The information, opinions and views contained within this document are based upon publicly available information, considered reliable at the time of publication, which are subject to change from time to time without any prior notice. The Document may be updated anytime without any prior notice to anybody. SKP makes no guarantee, representation or warranty, express or implied; and accepts no responsibility or liability as to the accuracy or completeness or correctness of the information in this Report. SKP, its Directors, affiliates and employees do not accept any liability whatsoever, direct or indirect, that may arise from the use of the information or recommendations herein. Please note that past performance is not necessarily a guide to evaluate future performance. SKP or its affiliates, may, from time to time render advisory and other services to companies being referred to in this document and receive compensation for the same. SKP and/or its affiliates, directors and employees may trade for their own account or may also perform or seek to perform investment banking or underwriting services for or relating to those companies and may also be represented in the supervisory board or on any other committee of those companies or may sell or buy any securities or make any investment, which may be contrary to or inconsistent with this document. This document should be read and relied upon at the sole discretion and risk of the reader. The value of any investment made at your discretion based on this document or income there from may be affected by changes in economic, financial and/ or political factors and may go down as well as up and you may not get back the full or the expected amount invested. Some securities and/ or investments involve substantial risk and are not suitable for all investors. Neither SKP nor its affiliates or their directors, employees, agents or representatives/associates, shall be responsible or liable in any manner, directly or indirectly, for information, views or opinions expressed in this document or the contents or any errors or discrepancies herein or for any decisions or actions taken in reliance on the document or inability to use or access our service or this document or for any loss or damages whether direct or indirect, incidental, special or consequential including without limitation loss of revenue or profits or any loss or damage that may arise from or in connection with the use of or reliance on this document or inability to use or access our service or this document.

# SKP Securities Ltd



| Contacts | Research | | Sales | |
|---|---|---|---|---|
| | Mumbai | Kolkata | Mumbai | Kolkata |
| Phone | 022 2281 9012 | 033 4007 7000 | 022 2281 1015 | 033 4007 7400 |
| Fax | 022 2283 0932 | 033 4007 7007 | 022 2283 0932 | 033 4007 7007 |
| E-mail | researchmum@skpmoneywise.com | research@skpmoneywise.com | Skp.sec@bloomberg.net | |

Member: NSE BSE NSDL CDSL NCDEX* MCX* MCX-SX FPSB **Group Entities*

INB/INF: 230707532, BSE INB: 010707538, CDSL IN-DP-CDSL-132-2000, DPID: 021800, NSDL IN-DP-NSDL: 222-2001, DP ID: IN302646, ARN: 0006, NCDEX: 00715, MCX: 31705, MCX-SX: INE 260707532