

Commercial Engineers & Body Builders Company Ltd

Sensx: 16189.36

CMP: INR 63.35

Target Price: INR 91.00



Engineering

CEBBCO is the largest organized player in outsourced body building fabrication for CVs in India. It also provides refurbishment of wagons, and designing and manufacturing of components for wagons and locomotives. It has set up a new wagon manufacturing factory to capture significant demand in the Indian railway sector. The company has also ventured into the power sector with manufacturing of structurals for boilers and electrostatic precipitators (ESPs) for clients such as BHEL and L&T.

Investment Rationale**Expected beneficiary of the changing trend**

CEBBCO is the largest player in outsourced body building fabrication for CVs in India with 40% share of Tata Motors' CV portfolio and also a preferred vendor by all major OEMs viz. Ashok Leyland, Volvo Eicher, MAN, AMW etc. We expect CEBCO to be the major beneficiary of the increasing demand of Fully Built Vehicles (FBVs) in India with the gradual shift in focus towards building FBV by CV manufacturers. The share of FBVs has risen to 20% in the current fiscal vis-à-vis 12% in FY10. We expect the share of FBVs to rise substantially over the next decade, as in developed economies all vehicles are sold in FBVs only.

Foray into higher margin segments

CEBBCO has recently forayed into wagon manufacturing and is setting up a plant with a capacity to manufacture 1200 wagons & 120 EMU coaches by March 2012. It has recently bagged orders worth INR 385 mn from Braithwaite for 247 wagons likely to be executed in FY13E. It has already bid for another 500 wagons, the outcome of which will be known in the coming months. We expect railways to contribute c. 23-24% at EBITDA levels in FY13E and register a CAGR of 196% in revenues over the next 2 years.

Strong presence in the railways refurbishment business

CEBBCO is one of the key vendors for wagon refurbishment business of Indian Railways (IR). Through refurbishment, IR attempts to expand the quantity of rolling stock inventory in circulation. The cost advantages of refurbishment over new wagons are a key factor in this, as refurbishment costs per wagon are lower than the costs incurred for a new wagon. We expect CEBCO's refurbishment business to register a CAGR of 37% in

revenues over the next 2 years and contribute 7-8% at EBITDA levels in FY13E.

Strong Order Book

CEBBCO's order book stands at ~INR 7.54 bn, out of which CV business has contribution of ~INR 6.9 bn. In railways segment it has an order size of INR 385 mn for manufacturing of wagons and INR 150-200 mn for refurbishment business of Indian Railways. The current order book size of the power segment is ~INR 100-150 mn. The average execution period for the order book is ~1.50-1.75 years.

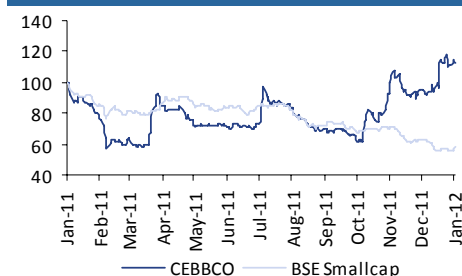
Expansion plans

CEBBCO is planning to incur a capex of INR 1 bn to enhance its CV body building capacity by ~50% by FY13E. This capex is expected to be funded by INR 600 mn of term loan and balance through internal accruals. The Company is looking to double its fabrication capacity of power segment to 2000 MT/month by FY14E.

Outlook & Valuation

CEBBCO which derives majority of its revenues from body building business for CVs segment is expected to gain substantially from the increasing FBV penetration. We expect share of FBVs to rise to 25% in FY13E & 30% in FY14E vis-à-vis c.20% in FY12E. We expect domestic volumes of CVs sector to register a CAGR of 16% over FY11-13E, resulting in sustained growth for CEBCO. We expect CEBCO's topline & bottomline to register a CAGR of 80% & 231% respectively over FY11-FY13E on the back of increased focus on FBVs by OEMs coupled with lack of organized players in this space and foray into wagons manufacturing & power sector. We expect EBITDA margins of 16.28% in FY13E vis-à-vis 6.11% in FY11. **We recommend a "BUY" with a target Price of INR 91 in 15 months, at 6x FY13E EV/EBITDA.**

Shareholding (%)	Sep-11
Promoters	54.96
FII's	7.34
DII's	22.87
Others	14.83

Relative Price Performance

Key Data	
BSE Code	533272
NSE symbol	CEBBCO
Bloomberg Code	CEBB IN
Reuters Code	CEBB.BO
Shares Outstanding (mn)	54.94
Face Value	10
Mcap (INR bn)	3.49
52 Week H/L	71.7/27.4
2W Avg. Vol, NSE	66349
Free Float (mn)	1.57
Beta	0.87

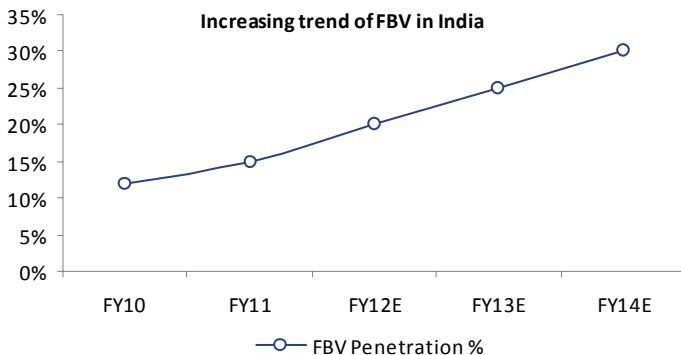
(INR mn)	FY10	FY11	FY12E	FY13E
Net Sales	1829	2121	4233	6851
Growth (%)	63.20%	16.02%	99.55%	61.85%
EBIDTAM (%)	19.95%	6.11%	15.16%	16.28%
Adj. PAT	203	57	442	624
Growth (%)	1310.42%	-71.94%	676.02%	41.01%
Adj. EPS (INR)	3.70	1.04	8.05	11.35
P/E (x)	0.00	42.41	7.89	5.60
EV/EBIDTA	0.00	20.21	6.83	4.64
Net Debt/Equity	0.72	0.09	0.34	0.54
RoACE (%)	35.48%	4.68%	18.86%	21.28%
RoAE (%)	32.98%	3.95%	18.48%	21.79%

Investment Rationale

Expected beneficiary of the changing trend

CEBBCO is the largest player in outsourced body building fabrication for commercial vehicles (CV) in India with ~40% share of Tata Motors' CV portfolio and also a preferred vendor by all major OEMs viz. Ashok Leyland, Volvo Eicher, MAN, AMW etc. We expect CEBBCO to be the major beneficiary of the increasing demand of FBVs in India with the gradual shift in focus towards building FBVs by CV manufacturers. We attribute CEBBCO sales to be a function of two factors- a) adoption of FBV by OEMs (as only 20% of CVs are in FBV model as of now) & b) Growth in the CV industry.

The share of FBVs has risen to 20% in the current fiscal vis-à-vis 12% in FY10. We expect the same to rise to 25% by FY13E & 30% by FY14E. As of now, tipper market is only dominated by FBVs, where almost 90% of Tata's tipper sales are FBVs, with only a few semi-forward tippers going out as chassis only, but the trend has also started to pick up in trailers with trucks having the least adoption, providing immense space for growth for FBV market in India.



Source: SPA Research

Reasons attributing to change in trend

Historically, OEMs only produced chassis for CV and sold it to the end customer, who would then take it to various unorganized players to complete the body building process. This resulted in building body of poor quality, leading to repeated customer complaints, hurting OEM brands. In response, OEMs began to produce FBV, combining their in-house technological expertise as well as that of select body builders such as CEBBCO, Hyva, Indico motors & Utkal etc. This has considerably benefited the CV industry and has led to increased demand for FBV by fleet operators.

In Budget 2003, the Government had levied an additional excise duty of INR 10000/chassis to bridge the gap between local garages and independent body building units. Further to encourage fabrication through organised players, the excise rules of the Government permitted only organized body builders to offset their excise liability on vehicle bodies to the extent of the excise already paid by OEMs on the chassis forwarded to the body builders by them, for building of

the vehicle body around the chassis. This has reduced the cost disadvantage on organized player's vis-à-vis unorganized players (that are not registered for excise) in the body building industry.

Interaction with OEMs confirms our viewpoint

Tata Motors, which controls c. 60% of India's domestic CV industry, was the first Company which pioneered the concept of FBVs in India 5-6 years ago, has seen huge positive response from the fleet operators. At present, OEMs have a very small share of their business volumes from FBVs but they target to progressively raise it to 100%, which will further translate into an attractive growth opportunity for organized players like CEBBCO.

Estimated Market size

Particulars (in nos.)	200903	201003	201103	201203E	201303E	201403E
Commercial vehicles	416870	566608	752735	898038	1021477	1162080
Growth %	-24.07%	35.92%	32.85%	19.30%	13.75%	13.76%
M&HCVs	192283	250171	344542	375551	420617	471091
Growth %	-34.81%	30.11%	37.72%	9.00%	12.00%	12.00%
FBV share	na	30021	51681	75110	105154	141327
Growth %	na	-	72.15%	45.33%	40.00%	34.40%

Source: Company, SPA Research, 'na' is not available

Our interactions with OEMs suggest that going forward penetration in FBVs is expected to see significant increase, over the next three to five years on the back of increased efficiency, bank finance on the full product which otherwise would have been only for chassis, warranty of 18 months on the whole product and ensure lower lead time between an order and final delivery.

Expansion plans to aid growth

CEBBCO is planning to incur a capex of INR 1 bn to enhance its CV body building capacity by ~50% by FY13E. This capex is expected to be funded by INR 600 mn of term loan and balance through internal accruals. We believe this capacity addition will enable CEBBCO in meeting the increased demand from OEMs for FBV and help it in maintaining its dominant position in the organized space. CEBBCO's products in the commercial vehicles division cater to the needs of a broad spectrum of industries and sectors, including mining, road construction, goods transportation, solid waste management, municipal applications and the Indian Defense.

Locational Advantage

CEBBCO is strategically placed and has proximity with both customers & suppliers. It currently operates six factories, four of which are located in Jabalpur and one each in Indore & Jamshedpur. This aids CEBBCO, to remain close to its client plant locations such as Vehicle factory in Jabalpur, Jamshedpur & Lucknow plants of Tata Motors and Indore plant of Eicher Motors etc. It also enjoys locational benefit with its steel suppliers (~70% of its raw material costs), located in Orissa & Jharkhand.

First mover benefit

Cebbc is well placed to benefit from the move towards FBV within CVs given its first mover advantage and long-standing relations with Tata Motors. Tata motors' contributes ~40-45% of CEBCO's net sales in YTD FY12 vis-à-vis 63% in FY11. CEBCO's current order book in the CV business stands at ~INR 6.9 bn with an average execution period of ~1.5-1.8 years. We expect volumes of FBV share in CVs to register a CAGR of 43% over the next 2 years. We expect CEBCO's body-building division topline to register a CAGR of 67% over the next 2 years. We expect body-building business to remain the dominant business of CEBCO, with ~74% revenue contribution in FY13E.

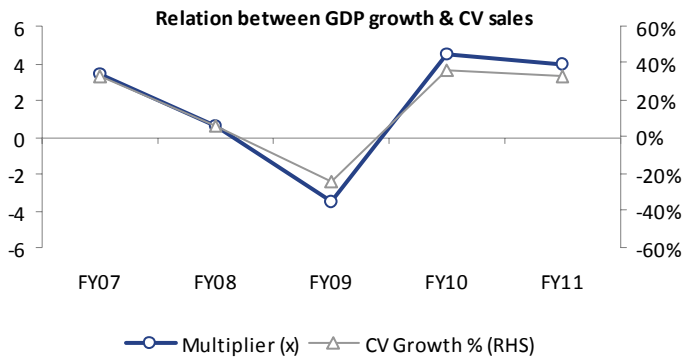
Commercial Vehicles - the backbone of CEBCO

The outlook of the Indian CV segment looks healthy on the back of optimism reflected through increased influx of global CV majors like Navistar, Man, Daimler, Foton from China etc. India has a very low per capita CV consumption of 6 vehicles per thousand people vis-à-vis 11 for China & 48 for other Asian peers. There has been strong correlation between growth in GDP and growth in CV sales in India. We expect the same trend to continue in future.

Hub and Spoke model gaining strength

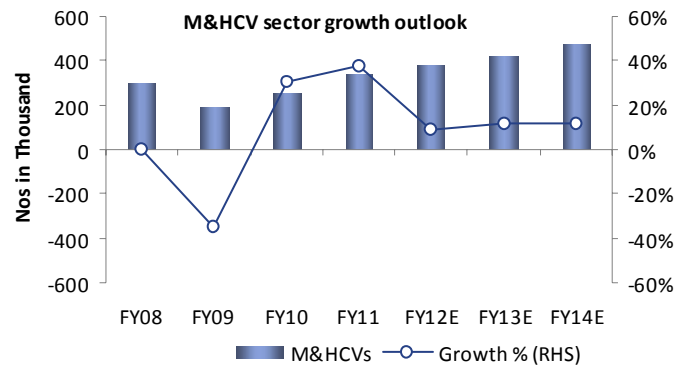
In the CV space, M&HCV segment is witnessing steady increase in the share of heavy duty, long haulage trucks due to improvement in road and highway infrastructure while the LCV goods segment is seeing increasing share of sub 3.5T segment with the emergence of the hub and spoke model and also due to the fact that higher tonnage trucks (16T+) offer higher profitability (benefits of operating leverage) in case of long distance transportation & use of sub 3.5T vehicles in case of local transportation. At present LCV to CV ratio in India stands at ~58% compared to ~88% for other emerging & developed economies.

Over the medium term, the growth is likely to be higher in the upper end of the M&HCV segment (that is 16T and above) and in the lower band of the LCV segment (that is less than 3.5T segment). We expect the domestic M&HCV segment to grow in the range of 9%-11% over the next three years and the LCV segment to grow in the range of 20-21% during the same period with overall growth in the CV sector to be in the range of 15-16%.



Source: RBI, SPA Research

After 2 years of strong growth of greater than 30% in the CV sector, the growth has come down to 19-20% in YTD FY12. Domestic sales in the CV industry stood at 572367 units in April-Dec 2011, up by ~19% YoY, largely due to strong growth in the LCVs of ~28% in YTD FY12 & moderate growth of ~9% in M&HCVs in the same period. Rising interest rates, slowing industrial output, substantial increase in vehicle prices coupled with high-base effect of previous years are the main factors impacting growth in the M&HCV sector. However the long-term view remains intact.

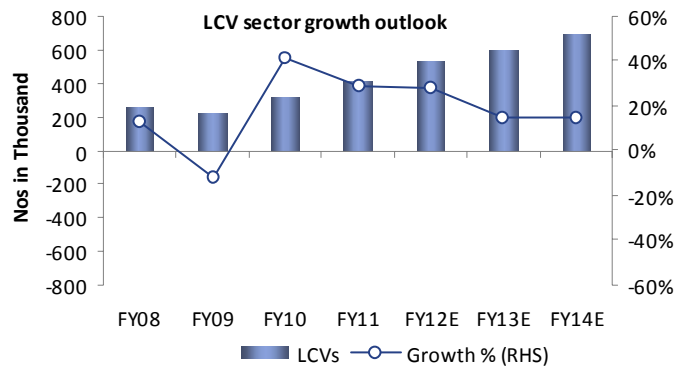


Source: SPA Research

Expected growth in vehicle production in India

Vehicle Production In India ('000)	2010	2015E	2020E
Passenger Vehicle	2987	5100	9200
CVs	567	1420	2230
2-Wheelers	13376	20974	31750
3-wheelers	799	1101	1618
Tractors	548	710	995
Total	18277	29305	45793

Source: ACMA, SPA Research



Source: SPA Research

Railways segment to provide next leg of growth

CEBBCO has recently forayed into wagon manufacturing and is setting up a plant with a capacity to manufacture 1200 wagons & 120 EMU coaches by March 2012 at Deori near Jabalpur. It has recently bagged orders from Braithwaite for 247 wagons, which are likely to be executed in FY13E. It has already bid for another 500 wagons, the outcome of which will be known in the coming months. Order book in the railways segment stands at INR 550-600 mn, which includes INR 385 mn orders for manufacturing of wagons and INR 150-200 mn for refurbishment business with a likely execution period of ~1.5 years.

CEBBCO entered wagon refurbishment business couple of years back and given its success in that business, the company has entered into manufacturing of wagons, EMU coaches and locomotives for Indian Railways (IR).

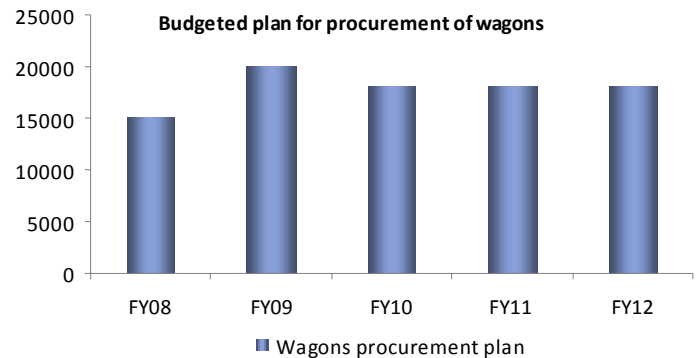
Through refurbishment, IR attempts to expand the quantity of rolling stock inventory in circulation. The cost advantages of refurbishment over new wagons are a key factor in this, as refurbishment costs per wagon are lower than the costs incurred for a new wagon. Similarly through refurbishment, the lifespan of the refurbished wagons increases by up to 12 years and through the use of stainless steel in the reconstruction process, its overall weight reduces by approximately 1 ton, thereby increasing the carrying load per wagon for IR.

Indian Railways- "Vision 2020"

Indian Railways is the world's fourth largest rail network with a total track length of 64000 kms and possesses ~240000 wagons. The "Vision 2020" proposes to add 25000 kms by 2020, supported by government funding & major increase in Public Private Partnerships (PPPs). According to the Vision 2020 by the railways; the passenger volume and the freight volume is expected to show a CAGR of 8% over the period FY10-20 which would require a 7x increase in capex. The total capex planned in the next ten years is expected to be in the range of ~\$300bn. This is expected to be led by the modernization of the rail infrastructure which will help increase both capacity and speed.

The railway wagons market is expected to grow rapidly led by substantial growth in railway freight over next decade with expectation of annual procurement of wagons to increase to ~75000 wagons from less than 20000 wagons as of now. Urgency by Indian Railways to give impetus to PPP in railway cargo infrastructure through dedicated freight corridors will catalyze CEBBCO's performance. We expect the annual procurement of wagons by railways to increase to ~ 28000 in next few years.

The private sector's contribution to railway projects has increased from 0.26% in the Tenth Five Year Plan (2002-07) to 19.2% in the Eleventh Five Year Plan (2007-2012). Sale of wagons have increased at a CAGR of 4.80% over the past five years.



Source: Indian Railways, SPA Research

We expect railways division contribution to increase to ~17% of topline by FY13E from ~6% in FY11 on the back of increase in revenues from railways refurbishment business & also due to commencement of wagons manufacturing from March 2012. We expect railways to contribute c. 23-24% at EBITDA levels in FY13E and register a CAGR of 196% in revenues over the next 2 years. Since railways business of CEBBCO is margin accretive, we expect blended margin of CEBBCO to improve with the change of mix towards higher margin business.

Entry into Power fabrication business

CEBBCO forayed into the power sector by undertaking heavy fabrication work for building power structurals, especially for electrostatic precipitators (ESPs) & boilers for clients such as BHEL & L&T. The current order book size of the power segment is ~INR 100-150 mn. CEBBCO is looking to double its fabrication capacity of power segment to 2000 MT/month by FY14E. CEBBCO has recently executed an order from L&T to build support columns and castings for their ESP project for 1400MW Thermal Power Plant. The company has also received a trial order from BHEL and would be executing that in coming months. We expect contribution of power division to be ~2% & ~10% of topline in FY12E & FY13E respectively and contribute c. 8% at EBITDA levels in FY13E.

Financial Overview

Quarterly Performance

Particulars (INR mn)	Q2FY12	Q1FY12	Q4FY11	Q4FY10	H1FY12	H1FY11	Var %
Net Sales	1172	822	636	41	1995	1118	78.35%
Other Income	8	10	17	1	17	5	234.62%
Total Income	1180	832	653	42	2012	1124	79.07%
Stock Adjustment	-6	31	-90	-104	25	30	-14.48%
Raw Material Consumed	904	552	576	386	1456	845	72.23%
Employees Cost	37	30	31	29	67	46	46.20%
Operating & Mfg. Expenses	88	73	86	57	161	102	58.39%
Total Expenditure	1023	687	602	367	1710	1023	67.16%
Operating Profit	157	145	51	5	302	101	200.10%
EBIDTA (excluding OI)	149	136	35	5	285	96	198.22%
Interest	18	18	22	2	36	48	-25.99%
Depreciation	15	13	11	1	27	18	53.67%
PBT	124	115	18	2	239	35	585.96%
Income Tax	29	46	0	1	75	9	764.37%
Exp./Extraordinay Items	0	0	0	0	0	0	0.00%
APAT	95	69	19	1	164	26	526.72%
Eq. Capital (INR Mn)	549	549	549	549	549	549	0.00%
EPS (Adjusted)	1.73	1.26	0.34	0.02	2.99	0.48	526.72%
OPM (%)	13.38%	17.67%	8.02%	12.62%	15.15%	9.00%	
EBIDTAM (%)	12.70%	16.51%	5.42%	10.98%	14.28%	8.54%	
PATM (%)	8.10%	8.43%	2.91%	2.98%	8.23%	2.34%	

CEBBCO's revenues have registered a CAGR of 33% over FY06-11 to INR 2121 mn in FY11, on the back of increased penetration of FBVs in India and CEBBCO's foray into wagon refurbishing space. Net Profits have registered a CAGR of 21% in the same period.

CEBBCO has reported net sales of INR 1995 mn, up by 78.3% in 1HFY12 vis-à-vis same period last year. Net profit at INR 164 mn, grew by 526.7% in the same period. EBITDA margin in 1HFY12 stood at 14.28%, improving by 574 bps vis-à-vis 8.54% in 1HFY11.

Outlook & Valuation

CEBBCO which derives majority of its revenues from body building business for CVs segment is expected to gain substantially from the increasing FBV penetration. We expect share of FBVs to rise to 25% in FY13E & 30% in FY14E vis-à-vis c.20% in FY12E. We expect domestic volumes of CVs sector to register a CAGR of 16% over FY11-13E, resulting in sustained growth for CEBBCO. We expect CEBBCO's topline & bottomline

to register a CAGR of 80% & 231% respectively over FY11-FY13E on the back of increased focus on FBVs by OEMs coupled with lack of organized players in this space and foray into wagons manufacturing & power sector. We expect EBITDA margins of 16.28% in FY13E vis-à-vis 6.11% in FY11. **We recommend a "BUY" with a target Price of INR 91 in 15 months, at 6x FY13E EV/EBITDA.**

Company Profile

CEBBCO is one of the leading manufacturers of vehicle bodies for diverse applications for road transportation with an extensive portfolio of product offerings. It also provides refurbishment of wagons, and designing and manufacturing of components for wagons and locomotives. It has set up a new wagon factory to capture the significant demand in the Indian railway sector. It has also ventured into the power sector with manufacture of structurals for boilers and electrostatic precipitators (ESPs) for clients such as BHEL and L&T. It currently operates six factories, five of which are located in the state of Madhya Pradesh and one is located in the state of Jharkhand.

CEBBCO's products in the commercial vehicles division cater to the needs of a broad spectrum of industries and sectors, including mining, road construction, goods transportation, solid waste management, municipal applications and the Indian Defense.

Investment Risks

Cyclical nature of the CV industry

The demand for CEBBCO's end products is closely linked to overall industrial growth. This makes the Company vulnerable to cyclicity in the commercial vehicle industry. Entry into the railways and power sector will probably help in reducing this risk.

Client concentration

CEBBCO derives more than 40% of its revenues from Tata Motors. However, it has recently forayed into the attractive railways and power sectors, which would reduce the revenue dependence on Tata Motors. Revenue contribution from Tata motors has already dropped from 73% in FY08 to ~40-45% in YTD FY12.

Increase in key raw materials costs

Major raw material of CEBBCO is steel (70% of raw material costs). Higher than expected increase in the raw material prices, can have a negative impact on Company's margins. However, it has been successful in passing on the price increase to its customers.

Low entry barrier

Given the fact that body building is a low-tech, labour intensive business, the entry barrier in this business may not be significant. However, as it would take substantial time for a new player to achieve scale and establish relationships with major OEMs, it is not a major threat.

Commercial Vehicles - Diversified Product Portfolio

Application	Products
Mining & Road Construction	 <ul style="list-style-type: none"> •Tipper bodies •Tanker bodies
Goods Transportation	 <ul style="list-style-type: none"> •Refrigerator-fitted vehicle bodies /containers •Load cargo bodies •Trailer bodies
Solid Waste Management	 <ul style="list-style-type: none"> •Skip loaders •Garbage bin collectors
Municipal Applications	 <ul style="list-style-type: none"> •Water tanker bodies •Light recovery vehicle bodies •Garbage tippers
Defense	 <ul style="list-style-type: none"> •Troop carrier vehicle bodies •Prison van bodies •Water bowser bodies
Miscellaneous Applications	 <ul style="list-style-type: none"> •Vehicle bodies for transportation of animals •Fire engine bodies •Ambulance bodies

Source: Company, SPA Research

Financials

Income statement

Year End March (INR mn)	FY10	FY11	FY12E	FY13E
Net Sales	1829	2121	4233	6851
<i>Growth in Sales (%)</i>	<i>63.20%</i>	<i>16.02%</i>	<i>99.55%</i>	<i>61.85%</i>
Cost of goods sold	1088	1523	2840	4668
Employees Cost	58	92	144	226
Other Expenses	318	377	608	842
Total Expenditure	1464	1992	3592	5736
EBIDTA (without OI)	365	130	642	1116
<i>% Growth</i>	<i>691.32%</i>	<i>-64.47%</i>	<i>395.12%</i>	<i>73.84%</i>
<i>EBITDA Margin %</i>	<i>19.95%</i>	<i>6.11%</i>	<i>15.16%</i>	<i>16.28%</i>
Depreciation/Amortization	36	39	52	201
EBIT	328	91	590	914
<i>EBIT Margin %</i>	<i>17.96%</i>	<i>4.29%</i>	<i>13.93%</i>	<i>13.34%</i>
Interest Expense	68	93	100	223
Other Income	48	74	57	79
Exceptionals	(0)	-	-	-
EBT	308	73	546	770
Tax Expenses	105	16	104	146
PAT	203	57	442	624
APAT	203	57	442	624
<i>% Growth</i>	<i>1310.42%</i>	<i>-71.94%</i>	<i>676.02%</i>	<i>41.01%</i>
<i>APAT Margin %</i>	<i>11.11%</i>	<i>2.69%</i>	<i>10.45%</i>	<i>9.10%</i>

Key Ratios

Year End March	FY10	FY11	FY12E	FY13E
Per Share Data (INR)				
Reported EPS	4.73	1.04	8.05	11.35
Adj. EPS	3.70	1.04	8.05	11.35
<i>Growth (%)</i>	<i>1310.42%</i>	<i>-71.94%</i>	<i>676.02%</i>	<i>41.01%</i>
CEPS	4.36	1.74	9.00	15.02
DPS	0.00	0.00	0.00	2.00
BVPS	16.59	39.55	47.60	56.61
Return Ratios (%)				
RoACE	35.48%	4.68%	18.86%	21.28%
RoANW	32.98%	3.95%	18.48%	21.79%
RoIC	24.06%	4.03%	15.28%	17.24%
Liquidity Ratios				
Net Debt/Equity	0.72	0.09	0.34	0.54
Interest Coverage Ratio	4.81	0.98	5.89	4.09
Current Ratio	2.17	2.72	2.43	2.30
Quick Ratio	1.40	1.61	1.37	1.33
Efficiency Ratios				
Asset Turnover Ratio	1.98	1.09	1.35	1.60
Inventory Days	107	119	109	103
Debtor Days	116	53	56	56
Creditor Days	201	144	147	145
Valuation Ratios				
P/E (x)	-	42.41	7.89	5.60
P/BV (x)	-	1.11	1.34	1.12
P/CEPS (x)	-	25.31	7.06	4.23
Dividend Yield (%)	-	0.00%	0.00%	3.15%
EV/Net Sales (x)	-	1.23	1.04	0.76
EV/EBIDTA (x)	-	20.21	6.83	4.64

Balance Sheet

Year End March (INR mn)	FY10	FY11	FY12E	FY13E
Sources of funds				
Share capital	429	549	549	549
Reserves & Surplus	283	1624	2066	2561
Total Networth	712	2173	2615	3110
Secured Loan	545	461	1002	1862
Unsecured Loan	3	0	0	0
Total Debt	548	461	1002	1862
Total Liabilities	1259	2634	3617	4972
Application of funds				
Net Block	250	427	1721	2290
Capital Work-in-Progress	200	765	191	96
Investments	6	384	8	8
Current Assets	1502	1695	2907	4588
Current Liabilities	693	624	1198	1997
Net Current Assets	809	1071	1709	2591
Misc. Exp not written off	0	0	0	0
Net Deferred Tax Asset	-6	-12	-12	-12
Total Assets	1259	2634	3617	4972

Cash Flow

Year End March (INR mn)	FY10	FY11	FY12E	FY13E
EBT	308	73	546	770
Less: Other Income/Exceptionals	-48	-74	-57	-79
Add: Depreciation	36	39	52	201
Add: Interest paid	68	93	100	223
Direct taxes paid	-99	-10	-104	-146
Change in Working Capital	-552	-36	-788	-817
Others	0	0	0	0
Cash Flow from operations (a)	-287	83	-250	153
Change in Fixed Assets	-33	-213	-1347	-770
Change in CWIP	-126	-565	573	96
Change in Investments	0	-377	376	0
Others	8	24	27	29
Cash Flow from Investing (b)	-150	-1132	-371	-645
Change in Equity	79	1404	0	0
Debt Raised/(Repaid)	476	-87	541	860
Dividend paid	0	0	0	-110
Interest paid	-68	-93	-100	-223
Others	-52	49	30	31
Cash Flow from Financing (c)	434	1274	471	558
Net Change in Cash (a+b+c)	-3	225	-150	65
Opening Cash	37	34	260	110
Closing Cash	34	260	110	175

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Disclosure of Interest Statement

- | | |
|--|------|
| 1. Analyst ownership of the stock | - No |
| 2. Group/Directors ownership of the stock | - No |
| 3. Broking relationship with company covered | - No |

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