



Choice
Nurturing Financial Excellence

IPO REPORT

**“SUBSCRIBE” to
Easy Trip Planners Ltd.**

A fast growing consumer-tech company

Salient features of the IPO:

- Online travel agency **Easy Trip Planners Ltd.** (Easy Trip), is planning to raise up to Rs. 5,100mn through an IPO, which opens on 8th Mar. and closes on 10th Mar. 2021. The price band is Rs. 186 - 187 per share.
- The issue is fully an OFS. The company will not receive any fund from the OFS. The objective of the issue is to get benefit of listing the shares on the stock exchanges, which will further enhance its visibility & brand and also provide liquidity for the existing shareholders.

Key competitive strengths:

- One of the leading online travel agencies in India with a customer focused approach, including the option of no-convenience fee
- Consistent track record of financial and operational performance with lean and cost efficient operations
- In-house advanced technology and analytics capabilities
- Wide distribution network supported by a hybrid platform
- Well-recognized brand with a targeted marketing strategy
- Experienced management team with an established track record

Risk and concerns:

- Subdued macro economic environment
- Continued pandemic related air travel restrictions
- Lower commission/compensation by air lines and travel suppliers
- Unfavorable business-mix
- Business seasonality
- Intense competition

Peer comparison and valuation: There are no listed peers in domestic market, having similar operating model. At higher price band of Rs. 187, Easy Trip is demanding a P/E multiple of 58.6x (to its restated FY20 EPS of Rs. 3.2).

Below are a few key observations of the issue: (continued in next page)

- Based on gross booking revenues, the Indian Online Travel Agencies (OTA) market has increased by 20-22% CAGR over FY15-20 to around Rs. 900-910bn in FY20. This rapid growth is mainly driven by a rapid growth in affordable access to internet penetration, growing awareness & comfort with online transactions, competitive prices offered by OTA players and growing network of service providers on OTA platforms. These factors will continue to drive growth in the medium term, with gross booking revenue further growing by 1-2% CAGR over FY20-23 to reach at Rs. 950-960bn in FY23.
- On net basis, the OTA market is expected to increase by a modest rate of 0-2% CAGR during FY20-23 (to Rs. 90.5-92.5bn in FY23) as compared to a CAGR growth of 28-30% over FY15-20. The slower growth is on account of slow revival in international passenger traffic, revival to pre-COVID-19 levels of domestic passenger traffic only in FY23 and decrease in the market size of the hotel industry on account of decline in average room rents.
- According to Crisil, the key players in the OTA market are Clear Trip Pvt. Ltd., MakeMyTrip Ltd., Yatra Online, Inc. and Easy Trip (collectively referred as the key OTAs). Based on the gross booking revenue, the company has consistently grown its market share in the OTA market from 3.1% in FY18 to 4.6% in FY20.

Recommendation	SUBSCRIBE
Price band	Rs. 186 - 187 per share
Face value	Rs. 2
Shares for fresh issue	Nil
Shares for OFS	27.2727 - 27.4194mn shares
Fresh issue size	N/a
OFS issue size	Rs. 5,100mn
Total issue size	27.2727 - 27.4194mn shares (Rs. 5,100mn)
Bidding date	8 th Mar. - 10 th Mar. 2021
MCAP at higher price band	Rs. 20,317mn
Enterprise value at higher price band	Rs. 19,718mn
Book running lead manager	Axis Capital Ltd. and JM Financial Ltd.
Registrar	KFin Technologies Pvt. Ltd.
Sector/Industry	Travel & Tourism
Promoters	Mr. Nishant Pitti, Mr. Rikant Pittie and Mr. Prashant Pitti

Issue breakup		
Category	Percent of issue (%)	Number of shares (mn)
QIB portion	75%	20.4545 - 20.5645mn shares
Non institutional portion	15%	4.0909 - 4.1129mn shares
Retail portion	10%	2.7273 - 2.7419mn shares

Indicative IPO process time line	
Finalization of basis of allotment	16 th Mar. 2021
Unblocking of ASBA account	17 th Mar. 2021
Credit to demat accounts	18 th Mar. 2021
Commencement of trading	19 th Mar. 2021

Pre and post - issue shareholding pattern		
	Pre-issue	Post-issue
Promoter & promoter group	100.00%	74.90%
Public	0.00%	25.10%
Total	100.00%	100.00%

Retail application money at higher cut-off price per lot	
Number of shares per lot	80
Application money	Rs. 14,960 per Lot

Analyst	
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Peer comparison and valuation (Contd...):

- Incorporated in 2008, Easy Trip is profitable since inception and is the only profitable company among the key OTAs with positive RoE and RoCE. The company has not utilized any outside capital infusion till date. In fact, it has financed the working capital requirements and the business expansion primarily through funds generated from the operations, equity infusion from the promoters and debt financing. In terms of booking volume in the nine months ended 31st Dec. 2020, it is ranked second among the key OTAs in India and third in terms of gross booking revenues in FY20 (Source: RHP).
- Easy Trip offers a comprehensive range of travel-related products & services for end-to-end travel solutions, including airline tickets, hotels & holiday packages, rail tickets, bus tickets & taxis and as well as ancillary value added services such as travel insurance, visa processing and tickets for activities & attractions.
- Initially starting with B2B2C distributional model, the company gradually ventured into B2C and B2E channels. Easy Trip's presence in these three distinct distribution channels provides it with a diversified customer base and wide distribution network. With 55,981 travel agents registered, the company had the largest network of travel agents among key OTAs in FY20. Its registered customers base in the B2C channel increased by 28.4% CAGR over FY18-20 to 9.7mn customers by the end of FY20. This further increased to 10.3mn during 9M FY21. On customer stickiness front, between 1st Apr. 2017 and 31st Dec. 2020, the company had a repeat transaction rate of 85.9% in the B2C channel.
- Easy Trip provides its customers with the option of no-convenience fee, such that customers are not required to pay any service fee in instances where there is no alternate discount or promotion coupon being availed. According to the company, this model has contributed to developing and strengthening its customer base.
- With its advanced scalable technology infrastructure and systems, Easy Trip is the most efficient player among the key OTAs. In FY20, the company incurred lowest per employee cost and lowest employee expense as a percent of gross booking revenues among the key OTAs in India. Further, it had the lowest marketing & sales promotion expense and lowest other operating expense as a percent of gross booking revenues. The company is ranked second in terms of lowest customer promotion expense as a percent of gross booking revenues in FY20.
- As of FY20, business from the air ticket booking contributes around 94% of the Easy Trip's top-line, while business from the hotel & holiday booking contributed 5%. Later one is a relatively new business (started operations from 2013) as compared to air ticket booking. In FY20, only 20-25% of the booking is done online in the hotel & holiday packages, which is expected to increase to 25-30% by FY23. Thus there is an immense potential from the online hotel bookings. Over FY18-20, Easy Trip's business volume from the hotel & holiday booking increased over 130% CAGR. To further capitalize on the growth opportunities, Easy Trip intends to focus on direct tie-ups with hotels and hotel suppliers. As on 31st Dec. 2020, it has access to more 1.1mn hotels in India & international jurisdictions.
- Easy Trip is a fast growing consumer-tech company. On the back of rapid growth in travel & tourism sector over FY17-20, the company has reported a consistent track record of business growth. But there is a huge volatility in the operating profitability. Over FY17-20, it reported a 52.4% CAGR growth in the gross booking volume, which led to a 31.7% CAGR rise in the gross booking revenue. Consequently, net business from services (which contributed an average 94.3% to the total revenue) increased by 6.6% CAGR during the period to at Rs. 1,242.9mn in FY20. Thus, during FY17-20 standalone operating revenue increased by 11.1% CAGR to Rs. 1,409.9mn in FY20. Total operating expenditure increased by 19.1% CAGR (relatively higher than the top-line growth rate), thereby leading to a 22.4% CAGR decline in standalone EBITDA to Rs. 125.8mn in FY20. In two out of four years, the company reported an EBITDA loss. EBITDA margin contracted by around 17ppts over FY17-20 to at 8.9% in FY20. Aided by higher other income, reported PAT increased by 19.9% CAGR to Rs. 346.5mn in FY20. PAT margin expanded by 503bps during the period to be at 24.6% in FY20. Easy Trip had a positive operating cash flow over (except for FY17), which increased by 93.3% CAGR over FY18-20. Average operating cash flow during the period was at around Rs. 436mn. Average RoE stood at 28.8% over FY17-20.
- Travel & tourism sector was severely impacted by the Covid-19 pandemic led lockdown. There were several travel restrictions on domestic as well as on international air routes for a considerable period of time. As a result of which, Easy Trip reported 56.3% and 61.6% drop in the gross booking volume and revenues, respectively. Net business from the services and total revenue stood at Rs. 460.5mn and Rs. 492.5mn, respectively, during the first nine month of the current fiscal. Cost reduction induced by the pandemic led to an EBITDA of Rs. 113.3mn with a margin of 23%. With the help of relatively higher other income, reported PAT for the 9M FY21 period stood at Rs. 311.1mn with a margin of 63.2%. The company had a cash balance of over Rs. 2,096mn at the end of 9M FY21.
- Over FY20-23E, we are forecasting a top-line growth of 5.9% CAGR to Rs. 1,676mn in FY23E. Moreover, we feel that the operating margin expansion during 9M FY21 is not sustainable. EBITDA margin is forecasted to decline by 11bps during the period to be at 8.8% in FY23E (as compared to FY20 and 9M FY21 margin of 8.9% and 23%, respectively). However, PAT margin is likely to expand by 135bps to at 25.9% in FY23E.

At higher price band of Rs. 187, Easy Trip is demanding a P/E multiple of 58.6x (to its restated FY20 EPS of Rs. 3.2). Even though its financial performance on operating level is inconsistent, considering its market positioning among the key OTAs, we feel that the company has advantages like scalable business model, business growth in excess of the sector, cash generation ability etc. Thus considering the above observations, we assign a **"SUBSCRIBE"** rating for the issue.

About the issue:

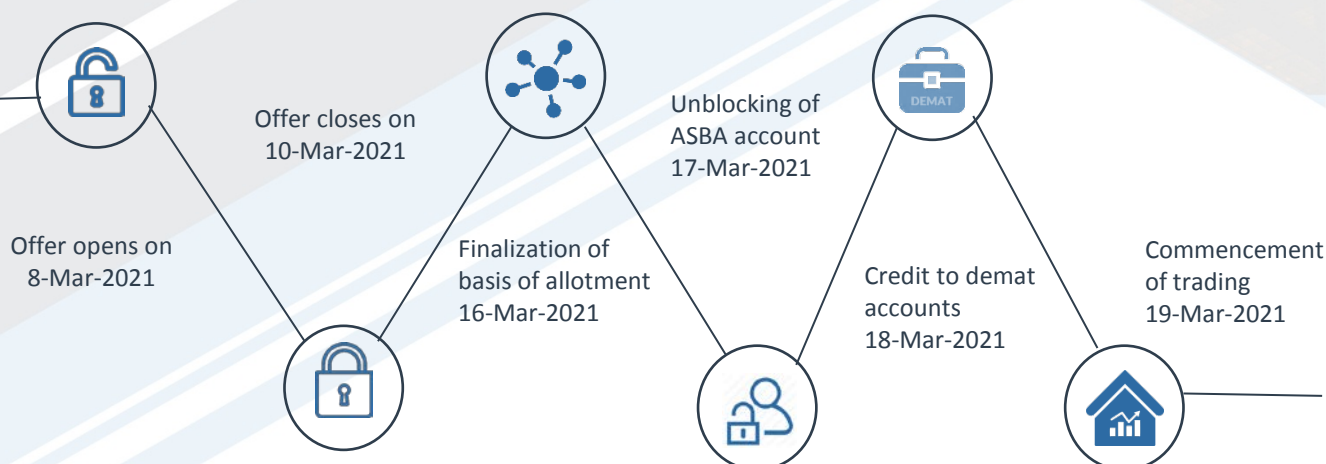
- Easy Trip is coming up with an initial public offering (IPO) with 27.2727 - 27.4194mn shares (fresh issue: nil; OFS shares: 27.2727 - 27.4194mn shares) in offering. The offer represents around 25.10% of its post issue paid-up equity shares of the company. Total IPO size is Rs. 5,100mn.
- The issue will open on 8th Mar. 2021 and close on 10th Mar. 2021.
- The issue is through book building process with a price band of Rs. 186 - 187 per share.
- The issue is fully an OFS. The company will not receive any fund from the OFS. The objective of the issue is to get benefit of listing the shares on the stock exchanges, which will further enhance its visibility & brand and also provide liquidity for the existing shareholders.
- 75% of the net issue shall be allocated on a proportionate basis to qualified institutional buyers, while rest 15% and 10% is reserved for non-institutional bidders and retail investors, respectively.
- Promoter holds 100% stake in the company and post-IPO this will come down to 74.90%. Public holding will increase from current nil to 25.10%.

Pre and post issue shareholding pattern (%)

	Pre Issue	Post Issue (at higher price band)
Promoter & Promoter Group (%)	100.00%	74.90%
Public (%)	0.00%	25.10%

Source: Choice Equity Broking

Indicative IPO process time line:



Company introduction:

In terms of booking volume in the nine months ended 31st Dec. 2020, Easy Trip is ranked second among the key OTAs in India and third in terms of gross booking revenues in FY20 (Source: RHP). The company has been consistently profitable since incorporation and is the only profitable OTA among the key OTAs in India in FY18, FY19 and FY20. It had the highest gross booking revenue growth of among the key OTAs over FY18-20. Easy Trip's gross booking revenues increased by 31.7% CAGR over FY17-20 to be at Rs. 42,047.3mn in FY20. However, due to pandemic led travel restrictions, it reported a 61.6% Y-o-Y lower gross booking revenue for the 9M FY21. In FY20, Easy Trip's market share in the total Indian online travel agency industry in terms of gross booking revenues and gross booking revenues for airline ticketing segment was 5% and 6%, respectively.

The company offers a comprehensive range of travel-related products & services for end-to-end travel solutions, including airline tickets, hotels & holiday packages, rail tickets, bus tickets & taxis and as well as ancillary value added services such as travel insurance, visa processing and tickets for activities & attractions. As of 31st Dec. 2020, it provided customers with access to more than 400 international & domestic airlines, more than 1.1mn hotels in India & international jurisdictions, almost all the railway stations in India as well as bus tickets and taxi rentals for major cities in India.

As of 31st Mar. 2020, the company had 55,981 travel agents registered with it across almost all major cities in India, which is the largest network of travel agents among key OTAs. Further, the number of registered travel agents increased to 59,274, as of 31st Dec. 2020.

Easy Trip commenced operations in 2008 by focusing on the B2B2C (business to business to customer) distribution channel and providing travel agents access to its website to book domestic travel airline tickets in order to cater to the offline travel market in India. Subsequently, by leveraging the B2B2C channel, the company commenced operations in the B2C (business to customer) distribution channel in 2011 by primarily focusing on the growing Indian middle class population's travel requirements. Consequently, due to its presence in the B2B2C and B2C channels, it is able to commence operations in the B2E (business to enterprise) distribution channel in 2013 with the aim of providing end-to-end travel solutions to corporates. Easy Trip's presence in three distinct distribution channels provides it with a diversified customer base and wide distribution network.

The company provides its customers with the option of no-convenience fee, such that customers are not required to pay any service fee in instances where there are no alternate discount or promotion coupon being availed. In its pricing model, the company endeavors to avoid hidden costs, which result in increasing the final price payable by the customer. Between 1st Apr. 2017 and 31st Dec. 2020, the company had a repeat transaction rate of 85.95% in the B2C channel. Easy Trip's registered customers base in the B2C channel increased by 28.4% CAGR over FY18-20 to 9.7mn customers by the end of FY20. This further increased to 10.3mn during 9M FY21. Its gross booking volumes increased by 48.4% CAGR over FY17-20. For the 9M FY21, the booking volume declined by 56.3% Y-o-Y to remain at 1.8mn.

According to the company, its strength of brand, the quality of services, user-friendly websites (www.easemytrip.com and www.easemytrip.in), android & iOS based mobile applications (EaseMyTrip), customer centric approach and efficient marketing programs have enabled it to develop a significant market share in the domestic airline ticket business in India. In FY19, GoAir and SpiceJet recognized the company as amongst the top travel partners in terms of revenue and passenger count. The strength of its brand has increased significantly over the years and this can be demonstrated by 51.2% CAGR growth in the visit to its websites (www.easemytrip.com and www.easemytrip.in). Downloads of its android & iOS based mobile applications increased by 64.1% CAGR over the same period.

Easy Trip has a dedicated in-house technology team focused on developing a secure, advanced and scalable technology infrastructure and software. In FY19, it recorded a 'Look-to-Book' ratio of 5.1% on its websites and mobile applications in the B2C channel, while in FY20 it increased to 5.3%. For 9M FY21, this ratio was 3.4%. The company has recorded a booking success rate of 98.4% and 98% on its websites and mobile applications in the B2C channel for domestic transactions in FY20 and 9M FY21, respectively.

Company introduction (Contd...):

Easy Trip's technology-enabled infrastructure and systems have enabled it to operate and maintain an efficient and lean organization relative to the size of the operations. In FY20, the company incurred lowest per employee cost and lowest employee expense as a percent of gross booking revenues among the key OTAs in India. Further, it had the lowest marketing & sales promotion expense as a percent of gross booking revenues and lowest other operating expense as a percent of gross booking revenues in FY20. The company is ranked second in terms of lowest customer promotion expense as a percent of gross booking revenues in FY20.

As on 28th Feb. 2021, the promoters held almost 100% stake in the company. Historically, Easy Trip has financed its working capital requirements and the expansion of its business & operations primarily through funds generated from the operations, equity infusion from the promoters and debt financing. Easy Trip is the only OTA among the key OTAs in India to record a positive RoE and RoCE.

Competition: Easy Trip operates in the travel products & services sector, which is highly competitive. Travelers have a range of options, both online and offline, to research, find, compare, plan and book air, packages, hotels and other travel product. The company's competition varies by market, geographic areas and type of product. Easy Trip's success depends upon its ability to compete effectively against numerous established and emerging competitors, including other online travel agencies, traditional offline travel companies, travel research companies, payment wallets, search engines and meta-search companies, both in India and abroad. The key players in the domestic online travel agency market includes Cleartrip Pvt. Ltd., MakeMyTrip Ltd. and Yatra Online, Inc.

Financial performance:

Performance over FY17-20: Easy Trip is a fast growing consumer-tech company. On the back of rapid growth in travel & tourism sector over FY17-20, the company has reported a consistent track record of business growth. But there is a huge volatility in the profitability. Over FY17-20, it reported a 52.4% CAGR growth in the gross booking volume, which led to a 31.7% CAGR rise in the gross booking revenue. Consequently, net business from services increased by 6.6% CAGR during the period to stood at Rs. 1,242.9mn in FY20. Advertisement income increased by 373.8% CAGR to Rs. 167mn in FY20. Thus, during FY17-20 standalone operating revenue increased by 11.1% CAGR to Rs. 1,409.9mn in FY20. Business from services contributed around 88% to the top-line in FY20.

Total operating expenditure increased by 19.1% CAGR (relatively higher than the top-line growth rate), thereby leading to a 22.4% CAGR decline in standalone EBITDA to Rs. 125.8mn in FY20. In two out of four years, the company was operating an EBITDA loss. EBITDA margin contracted by around 17ppts over FY17-20 to at 8.9% in FY20.

With business expansion, depreciation charge and finance cost increased by 18.5% and 64.2% CAGR over FY17-20. Other income increased by 162.2% CAGR, mainly on the back of relatively higher interest income and higher transfer of un-claimed refunds. Consequently, PAT from continuing operations increased by 23.6% CAGR over FY17-20 to at Rs. 346.5mn in FY20.

Easy Trip had a positive operating cash flow over (except for FY17), which increased by 93.3% CAGR over FY18-20. Average operating cash flow during the period was at around Rs. 436mn. Average RoE stood at 28.8% over FY17-20.

Performance during 9M FY21: Travel & tourism sector was severely impacted by the Covid-19 pandemic led lockdown. There were several travel restrictions on domestic as well as international air routes for a considerable period of time. As a result of which, Easy Trip reported 56.3% and 61.6% Y-o-Y drop in the gross booking volume and revenues, respectively. Total revenue stood at Rs. 492.5mn during the first nine month of the current fiscal. Cost reduction induced by the pandemic led to an EBITDA of Rs. 113.3mn with a margin of 23%. With the help of relatively higher other income, reported PAT for the 9M FY21 period stood at Rs. 311.1mn with a margin of 63.2%.

Financial snapshot (Rs. mn)	FY17	FY18	FY19	FY20	9M FY21	CAGR (%)	Y-o-Y (% Annual)
Air passage	975.2	973.3	885.6	1,133.7	462.6	5.1%	28.0%
Hotel packages	51.1	16.3	24.3	101.7	(5.6)	25.8%	317.8%
Other services	1.0	2.3	1.7	7.5	3.5	93.9%	355.2%
Total services revenue	1,027.3	991.9	911.6	1,242.9	460.5	6.6%	36.3%
Advertisement revenue	1.6	9.2	99.5	167.0	32.0	373.8%	67.8%
Total revenue	1,028.9	1,001.1	1,011.1	1,409.9	492.5	11.1%	39.4%
EBITDA	269.5	(11.8)	(52.0)	125.8	113.3	-22.4%	-342.2%
PAT from continuing operations	183.4	66.1	293.4	346.5	311.1	23.6%	18.1%
PAT from discontinued operations	17.8	(65.8)	(53.5)				
Reported PAT	201.1	0.3	239.9	346.5	311.1	19.9%	44.4%
Restated adjusted EPS	1.9	0.0	2.2	3.2	2.9	19.9%	44.4%
Cash flow from operating activities	(125.4)	128.0	701.8	478.4	560.3	-256.2%	-31.8%
NOPLAT	204.6	(0.6)	(38.6)	85.6	79.4	-25.2%	-321.5%
FCF		221.4	(683.8)	(214.3)			-68.7%
RoIC (%)	34.7%	-0.2%	-3.9%	6.9%	8.8%	(2,779) bps	1,077 bps
Revenue growth rate (%)		-2.7%	1.0%	39.4%			
EBITDA growth rate (%)							
EBITDA margin (%)	26.2%	-1.2%	-5.1%	8.9%	23.0%	(1,727) bps	1,406 bps
EBIT growth rate (%)							
EBIT margin (%)	25.8%	-1.4%	-5.6%	8.4%	22.0%	(1,736) bps	1,402 bps
Restated reported PAT growth rate (%)				44.4%			
Restated reported PAT margin (%)	19.5%	0.0%	23.7%	24.6%	63.2%	503 bps	85 bps
Inventories turnover ratio (x)	364.9	58.4	32.1				
Trade receivable turnover ratio (x)	2.7	2.5	2.4	2.8	2.5	1.0%	18.2%
Accounts payable turnover ratio (x)	10.5	7.8	4.4	5.2	2.9	-21.0%	16.6%
Fixed asset turnover ratio (x)	6.3	6.2	6.5	13.4	4.7	28.6%	105.5%
Total asset turnover ratio (x)	0.7	0.6	0.4	0.5	0.1	-10.6%	20.1%
Current ratio (x)	1.5	1.2	1.6	1.8	1.4	6.8%	13.5%
Debt to equity (x)	1.0	2.4	0.7	0.7	0.8	-10.7%	-0.3%
Net debt to EBITDA (x)	0.3	(57.8)	7.4	(4.8)	(2.6)		
RoE (%)	45.9%	0.1%	35.3%	33.7%	23.2%	(1,221) bps	(159) bps
RoA (%)	13.6%	0.0%	9.9%	12.3%	8.7%	(137) bps	240 bps
RoCE (%)	43.7%	-3.2%	-5.5%	8.3%	6.6%	(3,540) bps	1,380 bps



Competitive strengths:

- One of the leading online travel agencies in India with a customer focused approach, including the option of no-convenience fee
- Consistent track record of financial and operational performance with lean and cost efficient operations
- In-house advanced technology and analytics capabilities
- Wide distribution network supported by a hybrid platform
- Well-recognized brand with a targeted marketing strategy
- Experienced management team with an established track record

Business strategy:

- Capitalize on travel industry growth opportunities
- Focus on expanding hotel and holiday packages, and railway ticketing operations
- Leverage existing travel agent network in Tier II and Tier III cities and focus on corporate business to grow the business
- Continue to invest in technology and product development capabilities
- Continue to enhance cross-selling opportunities and promote the brand



Risk and concerns:

- Subdued macro economic environment
- Continued pandemic related air travel restrictions
- Lower commission/compensation by air lines and travel suppliers
- Unfavorable business-mix
- Business seasonality
- Intense competition

Financial statements:

Standalone profit and loss statement (Rs. mn)

	FY17	FY18	FY19	FY20	9M FY21	CAGR over FY18 - 20 (%)	Annual growth over FY19 (%)
Total revenue	1,028.9	1,001.1	1,011.1	1,409.9	492.5	0.1	0.4
Service cost	0.0	0.0	0.0	(37.5)	0.0		
Employee benefits expense	(111.2)	(159.2)	(220.2)	(299.5)	(147.3)	39.2%	36.0%
Other expenses	(648.2)	(853.8)	(842.8)	(947.0)	(232.0)	13.5%	12.4%
EBITDA	269.5	(11.8)	(52.0)	125.8	113.3	-22.4%	-342.2%
Depreciation and amortization expense	(4.3)	(2.4)	(4.6)	(7.1)	(4.9)	18.5%	52.4%
EBIT	265.2	(14.3)	(56.6)	118.7	108.4	-23.5%	-309.8%
Finance costs	(7.0)	(15.1)	(31.7)	(31.0)	(13.2)	64.2%	-2.2%
Other income	21.5	134.7	500.0	387.4	323.2	162.2%	-22.5%
PBT	279.7	105.3	411.8	475.2	418.4	19.3%	15.4%
Tax expenses	(96.4)	(39.1)	(118.4)	(128.7)	(107.3)	10.1%	8.7%
PAT from continuing operations	183.4	66.1	293.4	346.5	311.1	23.6%	18.1%
PAT from discontinued operations	17.8	(65.8)	(53.5)				
Reported PAT	201.1	0.3	239.9	346.5	311.1	19.9%	44.4%

Standalone balance sheet statement (Rs. mn)

	FY17	FY18	FY19	FY20	9M FY21	CAGR over FY18 - 20 (%)	Annual growth over FY19 (%)
Equity share capital	1.3	72.4	217.3	217.3	217.3	456.6%	0.0%
Other equity	436.5	367.1	462.0	809.9	1,124.0	22.9%	75.3%
Other non current financial liabilities	2.7	2.7	2.7	1.6	3.1	-15.5%	-39.6%
Non current contract liabilities	122.0		331.8	386.8	268.0	46.9%	16.6%
Non current provisions	6.6	7.6	12.6	17.5	17.6	38.3%	39.4%
Non current net deferred tax liabilities	38.1						
Current borrowings	103.7						
Other current financial liabilities	324.8	1,052.1	474.9	718.4	1,124.0	30.3%	51.3%
Trade payables	98.2	158.9	298.4	248.5	171.4	36.3%	-16.7%
Current contract liabilities	320.6	57.1	397.6	222.6	328.2	-11.5%	-44.0%
Current provisions	1.0	2.0	1.4	2.9	4.9	44.7%	107.0%
Other current liabilities	4.0	41.8	192.4	83.1	98.1	174.5%	-56.8%
Current net tax liabilities	14.4	41.3	39.7	114.8	213.1	99.8%	189.2%
Total liabilities	1,473.9	1,802.9	2,430.9	2,823.4	3,569.7	24.2%	16.1%
Property, plant and equipment	64.2	62.9	71.5	77.6	76.9	6.5%	8.5%
Intangible assets	0.2	0.5	0.3	1.3	1.7	91.3%	270.6%
Investment property	99.3	98.3	83.5	23.2	23.2	-38.4%	-72.2%
Intangibles under development				3.3	3.3		
Non current loans	0.1				0.5		
Non current investments		20.0		12.0	16.0		
Other non current financial assets		6.1		149.2	674.9		
Non current net deferred tax assets		47.6	27.2	30.6	34.1		12.5%
Non current net tax assets	3.7	4.0					
Other non current assets	13.6	5.5					
Inventories	2.8	31.5					
Current loans	178.2	172.5	367.6	132.4	47.6	-9.4%	-64.0%
Trade receivables	376.3	430.9	418.4	583.7	198.4	15.8%	39.5%
Current investments	322.8	280.0		10.0	10.1	-68.6%	
Cash and cash balances	40.7	89.9	860.5	1,308.7	1,411.1	218.0%	52.1%
Other current financial assets	3.0	16.3	426.6	204.2	210.7	307.9%	-52.1%
Other current assets	368.9	537.0	175.3	287.2	861.4	-8.0%	63.8%
Total assets	1,473.9	1,802.9	2,430.9	2,823.4	3,569.7	24.2%	16.1%

Source: Choice Equity Broking

Financial statements:

Standalone cash flow statement (Rs. mn)

Particulars (Rs. mn)	FY17	FY18	FY19	FY20	9M FY21	CAGR over FY18 - 20 (%)	Annual growth over FY19 (%)
Cash flow before working capital changes	413.7	347.8	65.8	218.1	131.8	-19.2%	231.5%
Change in working capital	(481.9)	(145.7)	749.4	317.8	452.8	-187.0%	-57.6%
Cash flow from operating activities	(125.4)	128.0	701.8	478.4	560.3	-256.2%	-31.8%
Purchase of property, plant & equipment	(0.9)	(1.6)	(10.9)	(14.9)	(4.5)	152.8%	36.3%
Cash flow from investing activities	27.6	47.1	(420.5)	(685.6)	(245.0)	-391.7%	63.1%
Cash flow from financing activities	95.9	(122.1)	(17.3)	(2.7)		-130.5%	-84.2%
Net cash flow	(2.0)	52.9	264.0	(210.0)	315.3	375.7%	-179.5%
Opening balance of cash and bank balances	25.7	23.8	76.7	340.7	130.8	136.6%	344.1%
Closing balance of cash and bank balances	23.8	76.7	340.7	130.8	446.1	76.5%	-61.6%

Standalone financial ratios

Particulars (Rs. mn)	FY17	FY18	FY19	FY20	9M FY21
Revenue growth rate (%)		-2.7%	1.0%	39.4%	
EBITDA growth rate (%)					
EBITDA margin (%)	26.2%	-1.2%	-5.1%	8.9%	23.0%
EBIT growth rate (%)					
EBIT margin (%)	25.8%	-1.4%	-5.6%	8.4%	22.0%
PAT growth rate (%)		-99.9%	79876.7%	44.4%	
PAT margin (%)	19.5%	0.0%	23.7%	24.6%	63.2%

Turnover ratios

	FY17	FY18	FY19	FY20	9M FY21
Inventory days	1.0	11.5	0.0	0.0	0.0
Debtor days	133.5	157.1	151.0	151.1	147.0
Payable days	(34.8)	(57.9)	(107.7)	(64.3)	(127.0)
Cash conversion cycle	99.7	110.6	43.3	86.8	20.0
Fixed asset turnover ratio (x)	6.3	6.2	6.5	13.4	4.7
Total asset turnover ratio (x)	0.7	0.6	0.4	0.5	0.1

Return ratios

	FY17	FY18	FY19	FY20	9M FY21
RoE (%)	45.9%	0.1%	35.3%	33.7%	23.2%
RoA (%)	13.6%	0.0%	9.9%	12.3%	8.7%
RoCE (%)	43.7%	-3.2%	-5.5%	8.3%	6.6%

Per share data

	FY17	FY18	FY19	FY20	9M FY21
Restated reported EPS (Rs.)	1.9	0.0	2.2	3.2	2.9
Restated DPS (Rs.)	0.0	0.0	0.0	0.0	0.0
Restated BVPS (Rs.)	4.0	4.0	6.3	9.5	12.3
Restated operating cash flow per share (Rs.)	(1.2)	1.2	6.5	4.4	5.2
Restated free cash flow per share (Rs.)		2.0	(6.3)	(2.0)	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%

Note: Ratios calculated on pre-issue data; Source: Choice Equity Broking

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