Result Update



₹ 415

Rating matrix								
Rating	:	Buy						
Target	:	: ₹ 550						
Target Period	:	12-18	months					
Potential Upside	:	33%						
What's changed?								
Target		Changed	from ₹ 415	to₹550				
EPS FY18E		Changed f	rom ₹ 35.0 t	to₹41.7				
EPS FY19E		Changed from ₹ 41.5 to ₹ 45.7						
Rating		Unchanged						
Key financials								
₹ crore	FY16	FY17	FY18E	FY19E				
Net Sales	1894.7	1927.1	2191.4	2302.0				
EBITDA	165.0	260.2	306.7	333.4				
Net Profit	22.7	72.8	143.9	157.6				
EPS	6.6	21.1	41.7	45.7				
Valuation summary								
	FY16	FY17	FY18E	FY19E				
P/E	62.5	19.7	9.9	9.1				
Target P/E	82.8	26.0	13.2	12.0				
EV / EBITDA	13.9	7.7	6.5	6.0				
P/BV	2.7	1.4	1.2	1.1				

 ROIC*
 8.4
 16.1
 18.7

 * Return ratios adjusted for revaluation reserve amounting to ~₹500 crore in FY17-19E

4.4

7.1

13.8

16.5

21.4

18.8

20.2

19.1

17.1

Stock data Stock Data Market Capitalization 1430 Total Debt (FY17) 677 Cash and Cash Equivalent (FY17) 115.6 **Enterprise Value** 1991.5 465 / 115 52 week H/L Equity Capital 34.5 Face Value ₹10 MF Holding (%) 0.9 8.2 FII Holding (%) Stock data 3M **Phillips Carbon Black** -7.7 32.4 72.5 222.9

-4.1

6.5

21.7

104.6

Research Analyst

RoNW*

RoCF*

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Phillips Carbon Black (PHICAR)

Bullishness reloaded, re-rating to continue...

- Phillips Carbon Black (PCBL) reported a robust Q4FY17 performance. Net sales for the quarter was at ₹ 550.0 crore, largely tracking robust volume growth of 11% YoY (98000 tonne)
- EBITDA in Q4FY17 was at ₹ 84.3 crore with corresponding EBITDA margins at 15.3%. PAT in Q4FY17 was at ₹ 28.1 crore vs. ₹ 6.8 crore in Q4FY16. EBITDA/tonne in Q4FY17 was at ₹ 8597/tonne
- On a full year basis, PCBL clocked sales of ₹ 1927 crore, EBITDA of ₹ 260 crore (EBITDA margins 13.5%) and PAT of ₹ 72.8 crore

Carbon black; robust product demand domestically; PCBL industry leader

Carbon black is used as a reinforcement material providing tensile strength to tyres. It is a critical component for manufacturing tyres and forms ~26% by volume of the tyre weight and ~10% by value of tyre costs. In India, total capacity for manufacturing carbon black as of FY16 was at 1 MT with consumption at ~0.8 MT. PCBL with a capacity of 411 KT is the largest player domestically with market share in excess of 30%. PCBL is witnessing strong domestic demand and is running at almost full capacity levels with capacity already sold out for FY18E. Domestic sales volume in FY17 was at 294 KT vs. 243 KT in FY16, up 21% YoY. PCBL with a market share in excess of 30% is indeed a proxy for the domestic automobile industry with robust prospects, going forward.

Decline in crude, anti dumping duty on Chinese imports; sweet spot

Carbon black (CB) can be manufactured using two different processes which either use coal tar or crude derivative i.e. carbon black feed stock (CBFS) as a raw material. Post a decline in crude prices, manufacturing of carbon black using CBFS has gained traction, which benefits Indian players, including PCBL. In a recent update, as of November 2015, for five years i.e. till November 2020, the Government of India has imposed an anti-dumping duty on import of carbon black from China into India to the tune of ~US\$400/tonne (global realisations at ~US\$1000/tonne), which protects the interest of domestic CB manufacturer including PCBL.

Capacity expansion planned over FY17-19E; volume growth to sustain

PCBL is currently operating at 94% capacity utilisation levels. Sensing the constraint, it plans to undertake a key de-bottle-necking project (18 KT, capex $\sim \vec{\mathbf{x}}$ 20 crore) with likely commissioning in FY18E. On the other hand, it is also planning a brownfield expansion (36 KT, capex $\sim \vec{\mathbf{x}}$ 200 crore). It involves an expansion of tyre grade carbon back of 24 KT and speciality grade carbon black of 12 KT. It will be funded entirely through internal accruals with likely commissioning in FY19E. Therefore, we expect volume led growth to sustain with carbon black sales volume growing at a CAGR of 5.7% in FY17-19E to 431 KT in FY19E.

Earnings trajectory impressive; upgrading our estimates; reiterate BUY

PCBL has successfully turned around its operations with increasing share of speciality grade carbon black and operating leverage benefits associated with increasing sales volume. We expect the trend to continue in FY17-19E. PCBL also repaid loans amounting to $\sim \vec{\mathbf{x}}$ 350 crore in FY17 largely tracking robust cash flow from operations (debt: equity at 0.7x as of FY17). With efficiencies in place and planned capacity expansion, we upgrade our estimates and expect sales to grow at 9.3% CAGR in FY17-19E while PAT is expected at $\vec{\mathbf{x}}$ 143.9 crore in FY18E & $\vec{\mathbf{x}}$ 157.6 crore in FY19E vs. $\vec{\mathbf{x}}$ 72.8 crore in FY17. We value PCBL at $\vec{\mathbf{x}}$ 550, i.e. 12.5x P/E on FY18E & FY19E average EPS of $\vec{\mathbf{x}}$ 43.7 /share and assign **BUY** rating.



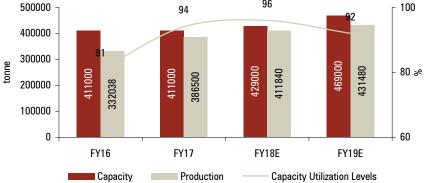
Company Analysis

Phillips Carbon Black (PCBL) is an RP Sanjiv Goenka group (CESC promoter group). The company manufactures carbon black domestically. PCBL was incorporated in 1960 in collaboration with Phillips Petroleum Company, US. In 1988, PCBL entered into a technical collaboration with Columbian Chemicals Company, US. PCBL's first plant for manufacturing carbon black was set up in Durgapur (West Bengal) with an installed capacity of 14 KT, which commenced production in 1962. As of FY16, PCB has four plants across India manufacturing carbon black with associated waster heat recovery power plants; Durgapur, West Bengal (147 KT, 30 MW); Mundra, Gujarat (140 KT, 30 MW); Palej, Gujarat (95 KT, 12 MW); Kochi, Kerala (90 KT, 10 MW). Producing power from waste gases makes PCBL a carbon neutral company.

Carbon black - capacity utilisation inching upwards

PCBL has an effective installed capacity of 411 kilo tonne (KT) for carbon black (name plate capacity at 472 KT). In FY17, PCBL operated at 94% capacity utilisation levels with carbon black sales at 386 KT. Going forward, on the back of a pick-up in tyre demand domestically and imposition of anti dumping duty, PCBL is witnessing robust product demand. Capacity utilisation is expected to get augmented to 96% in FY18E with corresponding carbon black sales at 412 KT in FY18E.





Source: Company, ICICIdirect.com Research

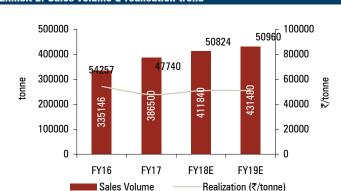
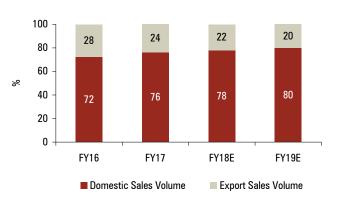


Exhibit 2: Sales volume & realisation trend





Source: Company, ICICIdirect.com Research

Realisation of carbon black largely follows crude prices. Hence, there was a steep correction in FY17 over FY16 $\,$

Source: Company, ICICIdirect.com Research

Moreover, this sales volume growth will be led by domestic sales, which are indeed accretive in realisations and margins. Domestic to exports mix is expected to improve to 80:20 by FY19E vs. 76:24 in FY17.

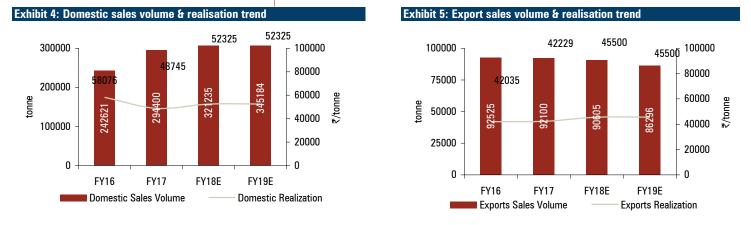
In FY18E, PCBL will be commissioning a capacity of 18 KT (de-bottle-necking) thereby increasing its effective capacity to 429 KT with corresponding CB production expected at 412 KT and capacity utilisation level of 96% on an expanded base

In FY19E, capacity utilisation is expected at 92% factoring in the increased capacity of 40 KT (likely commissioning over FY19E)

PCBL also sells high margin speciality grade carbon black, which finds application in plastics, inks, etc. Its volume in FY17 was at 8.2 KT (4.7 KT in FY16). Going forward, the speciality grade sales volume is expected at \sim 12 KT in FY18E & \sim 20 KT in FY19E, which will further drive profitability



Realisation of carbon black in export markets (US\$628/tonne in FY17) is lower than in the domestic market (US\$710/tonne) primarily on account of freight and selling expense incurred by PCBL for exports. Exports will, however, continue to provide a balanced earning profile, with PCBL supplying carbon black to all major tyre manufacturers outside India.

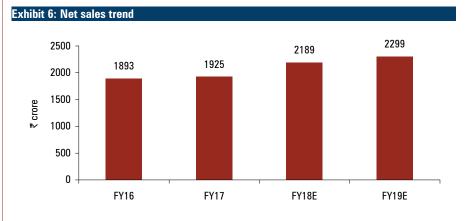


Source: Company, ICICIdirect.com Research

Source: Company, ICICIdirect.com Research

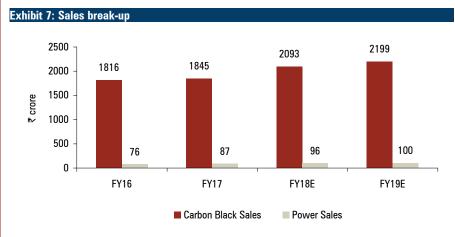
Net sales to grow at CAGR of 9.3% in FY17-19E

We expect sales to grow at a CAGR of 9.3% in FY17-19E largely tracking 5.7% CAGR in volumes and 3.3% CAGR improvement in realisations (tracking rebound in prices of crude oil).



We expect PCBL to record net sales of ₹ 2189 crore in FY18E & ₹ 2299 crore in FY19E

Source: Company, ICICIdirect.com Research





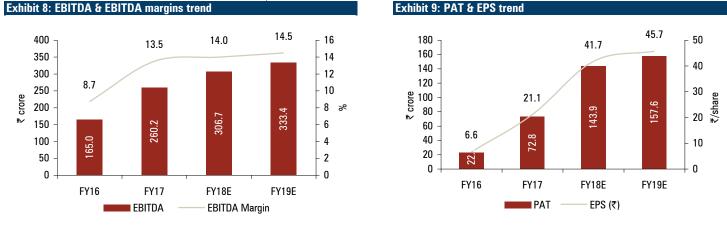
PCBL generates power from waste gases generated during the manufacture of carbon black. On an average, it generates ${\sim}1100$ units of electricity per tonne of carbon black produced. Its captive consumption is ${\sim}350$ units with the rest ${\sim}750$ units being sold to the external grid. This surplus power sales contributed a healthy ${\sim}5\%$ of total sales and drives operational efficiencies



Margin expansion to drive EBITDA & PAT, going forward

EBITDA/tonne (including hedging costs) is expected at ₹ 7450/tonne in FY18E & ₹ 7730/tonne in FY19E (₹ 6730/tonne in FY17)

Operating leverage benefits, sales tilted in favour of domestic vis-à-vis exports, increasing share of specialty grade sales and decline in raw material price are expected to result in an expansion of EBITDA margins to the tune of 100 bps over FY17-19E. We expect PCBL to clock EBITDA margins of 14.0% in FY18E & 14.5% in FY19E vs. 13.5% in FY17.

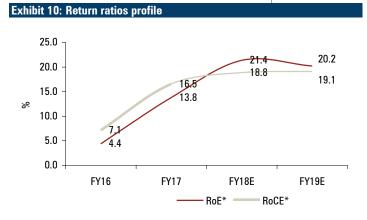


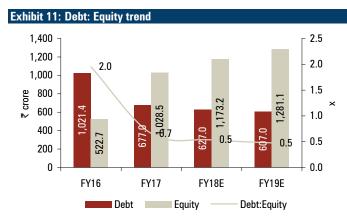
Source: Company, ICICIdirect.com Research

In FY17-19E, on account of sales volume growth, expansion in EBITDA margins and reducing interest costs, we expect PAT to climb to ₹ 144 crore in FY19E vs. ₹ 73 crore in FY17. Corresponding EPS is expected at ₹ 41.7 in FY18E and ₹ 45.7 in FY19E.

Increasing profitability to result in improved return ratios profile

Return ratios were subdued in the past due to subdued profitability. However, with the robust performance in FY16-19E, the same has improved with RoE & RoCE expected at \sim 20% by FY19E.





Source: Company, ICICIdirect.com Research

*Return ratios adjusted for revaluation reserve amounting to ~₹ 500 crore

Source: Company, ICICIdirect.com Research

Debt gearing set to improve

By virtue of declining profitability and elongated working capital cycle PCBL has accumulated huge debt with peak debt at ₹ 1220 crore as of FY15. However, with enhanced profitability and working capital controls the debt has reduced to ₹ 1021 crore as of FY16 and further to ₹ 677 crore in FY17 (~₹ 350 crore reduction in FY17). Going forward, however, with a strong operational performance and consequent cash flow generation we expect the leverage to further decline with debt: equity expected at 0.5x by FY19E. Decline in debt: equity was also account of revaluation of land and consequent increase in networth ~₹ 500 crore in FY17.

Source: Company, ICICIdirect.com Research



Outlook and valuation

Carbon black is used as a reinforcement material providing tensile strength to tyres. It is a critical component in tyre manufacturing and forms ~26% by volume of the tyre weight and ~10% by value of tyre costs. In India, total capacity for manufacturing carbon black as of FY16 was at 1 MT with consumption at ~0.8 MT. PCBL, with a capacity of 411 KT, is the largest player domestically with market share in excess of 30%. The company is witnessing strong domestic demand and is running at almost full capacity levels with capacity already sold out for FY18E. Domestic sales volume in FY17 was at 294 KT vs. 243 KT in FY16, up 21% YoY. PCBL with a market share in excess of 30% is indeed a proxy for the domestic automobile industry with robust growth prospects, going forward.

PCBL has successfully turned around its operations with increasing share of speciality grade carbon black and operating leverage benefits associated with increasing sales volume. We expect the trend to continue over FY17-19E. The company also repaid loans worth $\sim \vec{\tau}$ 350 crore in FY17 largely tracking robust cash flow from operations (debt: equity at 0.7x as of FY17). With efficiencies in place and planned capacity expansion we upgrade our estimates and expect sales to grow at 9.3% CAGR in FY17-19E while PAT is expected at $\vec{\tau}$ 143.9 crore in FY18E & $\vec{\tau}$ 157.6 crore in FY19E vs. $\vec{\tau}$ 72.8 crore in FY17. We value PCBL at $\vec{\tau}$ 550, i.e. 12.5x P/E on FY18E& FY19E average EPS of $\vec{\tau}$ 43.7 /share with a **BUY** rating.

The key risk to our call is the inherent volatility associated with the carbon black price, which is largely crude linked and high forex exposure of PCBL (net importer) resulting in high hedging costs. The upside risk to our call can be muted tax rate (\sim 22%) over FY17-19E vs. our estimate of 33%.

Exhibit 12: What's changed									
Particulars		FY18E		FY19E					
	Old	New	% Change	Old	New	% Change			
Revenue	1,975.0	2191.4	11.0	2,030.7	2302.0	13.4			
EBITDA	266.8	306.7	14.9	284.5	333.4	17.2			
EBITDA Margin %	13.5	14.0	49 bps	14.0	14.5	47 bps			
PAT	120.7	143.9	19.2	143.2	157.6	10.0			
EPS	35.0	41.7	19.2	41.5	45.7	10.0			

Source: Company, ICICIdirect.com Research

Exhibit 13: Valuation Summary											
	Sales	Growth	EPS	Growth	PE	EV/EBITDA	RoNW*	RoCE*			
	(₹ cr)	(%)	(₹)	(%)	(x)	(x)	(%)	(%)			
FY16	1892.7	-23.3	6.6	80.3	62.5	13.9	4.4	7.1			
FY17	1924.8	1.7	21.1	218.0	19.7	7.7	13.8	16.5			
FY18E	2188.9	13.7	41.7	97.7	9.9	6.5	21.4	18.8			
FY19E	2299.1	5.0	45.7	9.5	9.1	6.0	20.2	19.1			

Source: Company, ICICIdirect.com Research

* Return ratios adjusted for revaluation reserve amounting to ~₹500 crore





Source: Bloomberg, Company, ICICIdirect.com Research; *I-direct coverage on Phillips Carbon Black was initiated on July 2016

Key events	
Date/Year	Event
2003	PCBL increases its carbon black capacity in Durgapur to 1,35,000 metric tonne (MT) taking total Carbon Black Capacity to 2,00,000 MT
2007	The company enters into a MOU for a carbon black plant in Vietnam
2009	PCBL commences production of carbon black from the greenfield capacity at Mundra with capacity of 90,000 MT (Total Carbon Black Capacity: 3,60,000 MT). PCBL witnesses difficult market conditions with PCBL reporting loss at the PAT level in FY09
2010	PCBL completes 50 years in operation. Golden jubilee year
2012	PCBL further augments its carbon black capacity at Mundra & Durgapur. Commences 50,000 MT carbon black plant at Mundra (Total Carbon Black Capacity: 4,10,000 MT); Commences 8 MW co-generation power plant at Mundra, Gujarat (Total Power Capacity: 76 MW). Commences 12,000 MT carbon black plant at Durgapur (Total Carbon Black Capacity: 4,22,000 MT)
2014	PCBL commences 50,000 MT carbon black plant at Kochi (Total Carbon Black Capacity: 4,72,000 MT)
2015	PCBL records highest lifetime turnover of ₹ 2470 crore in FY15. Consequent EBITDA & PAT stood at ₹ 152 crore and ₹ 13 crore respectively.
2016	As of FY16, PCBL has four plants across India manufacturing carbon black with associated waster heat recovery power plants; Durgapur, West Bengal (147 KT, 30 MW); Mundra, Gujarat (140 KT, 30 MW); Palej, Gujarat (95 KT, 12 MW); Kochi, Kerela (90 KT, 10 MW). It is currently headed by Sanjiv Goenka (Chairman), CEO – Kaushik Roy and CFO – Raj Kumar Gupta. In FY16, PCB distributed dividend of ₹ 2.5/share (EPS - ₹ 6.6/share)
2017	PCBL successfully turns around its operations with operational efficiencies and economies of scale resulting in ~400 bps improvement in EBITDA margins to 13.0% in FY17E vs. 8.7% in FY16. PCBL has recently concluded an interim dividend of ₹ 6/share

Source: Company, ICICIdirect.com Research

Top 1	Top 10 Shareholders					Shareholding Pattern					
Rank	Name	Latest Filing Date	% 0/S	Position (m)	Position Change (m)	(in %)	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17
1	RPG Enterprises	31-Mar-17	50.2	17.3	0.1	Promoter	53.6	53.6	53.6	53.6	53.6
2	Dotex Merchandise Pvt. Ltd.	31-Mar-17	3.1	1.1	-0.1	FII	6.9	6.5	7.5	9.2	8.2
3	Elara Capital Plc	31-Mar-17	1.6	0.6	0.0	DII	0.0	0.0	0.2	0.1	0.9
4	BNK Capital Group	31-Mar-17	1.5	0.5	0.0	Others	39.6	39,9	38.7	37.1	37.3
5	Kerala State Industrial Development Co., Lto	31-Mar-17	1.4	0.5	0.0						
6	Principal PNB Asset Management Company	31-Mar-17	0.7	0.3	0.0						
7	Van Eck Associates Corporation	31-Mar-17	0.2	0.1	0.1						
8	Acadian Asset Management LLC	30-Nov-16	0.2	0.1	0.0						
9	Kotak Mahindra Asset Management Compa	28-Feb-17	0.1	0.1	0.0						
10	Russell Investments Limited	31-Aug-16	0.1	0.0	0.0						
Sourc	e: Reuters, ICICIdirect.com Research										

Recent Activity

nooonentaanta					
Buys			Sells		
Investor name	Value	Shares	Investor name	Value	Shares
RPG Enterprises	+0.4M	+0.1M	Dotex Merchandise Pvt. Ltd.	-0.4M	-0.1M
Van Eck Associates Corporation	+0.4M	+0.1M	Elara Capital Plc	-0.2M	-0.0M
Acadian Asset Management LLC	+0.1M	+0.0M			
Kotak Mahindra Asset Management Company Ltd.	+0.0M	+0.0M			
BNP Paribas Investment Partners Asia Ltd.	+0.0M	+0.0M			
Courses Doutons ICICIAlizant com Docomete					

Source: Reuters, ICICIdirect.com Research



Financial summary (Standalone)

Profit and loss statement			₹ (Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Net Sales	1892.7	1924.8	2188.9	2299.1
Other Operating Income	2.1	2.2	2.6	2.8
Total Operating Income	1894.7	1927.1	2191.4	2302.0
Growth (%)	-23.3	1.7	13.7	5.0
Raw Material Expenses	1,344.6	1,236.6	1,410.6	1,473.3
Employee Expenses	73.4	81.7	90.9	95.5
Selling Expense	68.7	77.2	87.2	91.6
Other Operating Expense	243.2	271.4	296.1	308.2
Total Operating Expenditure	1,729.8	1,666.9	1,884.7	1,968.5
EBITDA	165.0	260.2	306.7	333.4
Growth (%)	8.3	57.7	17.9	8.7
Depreciation	55.0	60.7	61.6	68.5
Interest	70.9	51.4	42.4	38.6
Other Income	18.0	20.2	12.0	8.9
PBT	57.0	168.3	214.7	235.2
Exceptional Item	0.0	0.0	0.0	0.0
Total Tax	34.3	95.5	70.9	77.6
PAT	22.7	72.8	143.9	157.6
Growth (%)	80.3	220.1	97.7	9.5
EPS (₹)	6.6	21.1	41.7	45.7

Cash flow statement				₹ Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Profit after Tax	22.7	72.8	143.9	157.6
Add: Depreciation	55.0	60.7	61.6	68.5
(Inc)/dec in Current Assets	150.4	14.8	-101.1	-43.7
Inc/(dec) in CL and Provisions	130.1	158.4	19.7	-7.5
Others	70.9	51.4	42.4	38.6
CF from operating activities	429.1	357.9	166.5	213.5
(Inc)/dec in Investments	-98.0	14.5	60.0	35.0
(Inc)/dec in Fixed Assets	-33.9	-49.2	-130.0	-130.0
Others	21.3	109.4	0.0	0.0
CF from investing activities	-110.6	74.8	-70.0	-95.0
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	-198.3	-344.4	-50.0	-20.0
Interest & Dividend paid	-81.3	-76.2	-83.7	-88.2
Inc/(dec) in Share Cap	0.0	0.0	0.0	0.0
Others	0.0	-42.2	42.2	0.0
CF from financing activities	-279.6	-462.8	-91.5	-108.2
Net Cash flow	39.0	-30.1	4.9	10.3
Opening Cash	11.5	50.6	20.6	25.6
Closing Cash	50.6	20.6	25.6	35.9

Source: Company, ICICIdirect.com Research

Source: Company, ICICIdirect.com Research

Balance sheet			₹	Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Liabilities				
Equity Capital	34.5	34.5	34.5	34.5
Reserve and Surplus	488.3	994.0	1,138.7	1,246.7
Total Shareholders funds	522.7	1,028.5	1,173.2	1,281.1
Total Debt	1,021.4	677.0	627.0	607.0
Deferred Tax Liability	49.1	205.2	205.2	205.2
Minority Interest / Others	0.6	0.0	0.0	0.0
Total Liabilities	1,593.8	1,910.7	2,005.4	2,093.4
Assets				
Gross Block	1,323.8	1,974.1	2,027.9	2,287.9
Less: Acc Depreciation	524.4	586.6	648.2	716.8
Net Block	799.4	1,387.5	1,379.7	1,571.1
Capital WIP	73.4	73.8	150.0	20.0
Total Fixed Assets	872.8	1,461.3	1,529.7	1,591.1
Investments	170.4	155.8	95.8	60.8
Inventory	244.2	243.5	269.9	283.5
Debtors	439.0	465.7	509.7	535.4
Loans and Advances	90.0	22.9	43.8	46.0
Other Current Assets	7.6	34.0	43.8	46.0
Cash	50.6	20.6	25.6	35.9
Total Current Assets	831.4	786.7	892.7	946.7
Current Liabilities	310.4	463.8	479.8	472.4
Provisions	24.3	10.6	14.4	14.2
Current Liabilities & Prov	334.7	474.4	494.1	486.6
Net Current Assets	496.8	312.2	398.6	460.1
Others Assets	53.9	-18.6	-18.6	-18.6
Application of Funds	1,593.8	1,910.7	2,005.4	2,093.4

Source: Company, ICICIdirect.com Research

Key ratios				
(Year-end March)	FY16	FY17	FY18E	FY19E
Per share data (₹)				
EPS	6.6	21.1	41.7	45.7
Cash EPS	22.5	38.7	59.6	65.6
BV	151.7	298.5	340.4	371.8
DPS	2.5	6.0	10.0	12.0
Cash Per Share (Incl Invst)	64.1	51.2	35.2	28.0
Operating Ratios (%)				
EBITDA Margin	8.7	13.5	14.0	14.5
PAT Margin	1.2	3.8	6.6	6.8
Inventory days	47.1	46.2	45.0	45.0
Debtor days	84.7	88.3	85.0	85.0
Creditor days	59.9	87.9	80.0	75.0
Return Ratios (%)				
RoE*	4.4	13.8	21.4	20.2
RoCE*	7.1	16.5	18.8	19.1
RoIC*	8.4	16.1	18.7	17.1
Valuation Ratios (x)				
P/E	62.5	19.7	9.9	9.1
EV / EBITDA	13.9	7.7	6.5	6.0
EV / Net Sales	1.2	1.0	0.9	0.9
Market Cap / Sales	0.8	0.7	0.7	0.6
Price to Book Value	2.7	1.4	1.2	1.1
Solvency Ratios				
Debt/EBITDA	6.2	2.6	2.0	1.8
Debt / Equity	2.0	0.7	0.5	0.5
Current Ratio	2.3	1.6	1.7	1.9
Quick Ratio	1.6	1.1	1.2	1.3

Source: Company, ICICIdirect.com Research * Return ratios adjusted for revaluation reserve amounting to ~₹500 crore



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