

Kirloskar Oil Engines

 BSE SENSEX
 S&P CNX

 82,187
 24,968



Bloomberg	KOEL IN
Equity Shares (m)	145
M.Cap.(INRb)/(USDb)	132 / 1.5
52-Week Range (INR)	1405 / 544
1, 6, 12 Rel. Per (%)	8/-11/-28
12M Avg Val (INR M)	413

Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Net Sales	51.1	58.4	67.5
EBITDA	6.5	7.6	9.1
PAT	4.2	4.9	5.9
EPS (INR)	28.8	33.6	40.9
GR. (%)	15.1	16.7	21.8
BV/Sh (INR)	205.6	232.4	265.0
Ratios			
ROE (%)	14.9	15.3	16.4
RoCE (%)	14.3	15.0	16.1
Valuations			
P/E (X)	31.6	27.0	22.2
P/BV (X)	4.4	3.9	3.4
EV/EBITDA (X)	19.8	16.8	13.7
Div Yield (%)	0.7	0.7	0.9

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	41.2	41.2	41.2
DII	26.6	25.0	25.2
FII	9.1	11.0	9.8
Others	23.1	22.8	23.9

FII includes depository receipts

CMP: INR909 TP: INR1,150 (+27%) Buy

Focus remains on improving scale and margins

- Kirloskar Oil Engines (KOEL)'s 2025 Annual Report highlighted the company's strategy to grow its business across divisions with new product launches and a focus on profitability.
- With the genset market now nearing stabilization, we expect KOEL to concentrate on volume growth and high-horsepower (HHP) product sales in the powergen space. KOEL remains committed to its industrial segment, particularly during the transition to Construction Equipment Vehicle (CEV) norms, while also focusing on securing larger orders. The company is continuously increasing its distribution touchpoints. We would wait for a broad-based recovery in exports in the future, which have been weak until FY25.
- We incorporate details of the Annual Report in this note and maintain our TP of INR1,150, based on 25x P/E for the core business and the remaining value from subsidiaries. Reiterate BUY.

Powergen segment: Strengthening control and focus on the HHP market

KOEL is actively deepening its technological capability in the Powergen segment, particularly with a strategic pivot toward the HHP market throughthe Optiprime range of generators, providing the company the ability to cater to sectors such as data centers, hospitality, and commercial spaces. The in-house development of genset controllers reflects its intent to move up the value chain and reduce dependency on external technologies. This shift is not just about cost optimization but also about gaining greater integration and customization flexibility across its product portfolio. We expect the powergen segment to clock a CAGR of 15% over FY25-27, as these initiatives are likely to drive growth by capturing higher-value projects and strengthening KOEL's position in premium genset markets. For the portfolio below 750kVa, we expect the growth to be largely driven by volumes, as pricing would remain broadly stable.

Industrial segment: Bolstering capabilities by expanding into high-value orders

The Industrial segment continues to be a growth engine for KOEL, with strong traction from construction and infrastructure demand. The timely launch of CEV BS V-compliant engines underscores KOEL's regulatory preparedness. The engines are available in power ranges of 49HP, 74.5HP, and 110HP for applications in the construction sector. Additionally, the company has completed the development of 130HP CEV BS V engines. Moreover, KOEL is also developing the HHP series engines and 400 HP engines for rail maintenance. It also initiated the supply of 500kVA CPCB4+ diesel alternating sets for power car applications. Going forward, KOEL is likely to benefit from demand in the construction, concrete handling, railways, mining, and defense sectors. We also expect incremental revenue to flow from the execution of NPCIL orders and marine orders from the MoD. We thus expect the Industrial segment to clock a CAGR of 16% over FY25-27.

Teena Virmani - Research Analyst (Teena.Virmani@MotilalOswal.com)



Distribution: Deepening customer touchpoints

The distribution segment provides services through service, direct, and retail channels. Through the service channel, KOEL provides remote monitoring services and diagnostic support. The company's innovative service offerings, such as Bandhan (branded AMCs for retail customers) and extended warranties, are developed to ensure long-term customer retention. KOEL now has around 450+touch points, 400+ distributors, and 3,000+ trained service engineers. For the direct channel, KOEL has introduced a remanufactured line of products, known as Kirloskar Nulife. This Nulife brand helps the company to upgrade its genset to the current emission norms without having to invest heavily in a new genset. In the retail channel, the company intends to focus on strengthening its distributor network. We expect distribution to record a CAGR of 15% over FY25-27.

Exports: Gaining momentum through a wider reach

KOEL's export performance was hit in FY25 due to a lack of orders during FY24. However, the company is expanding its footprint across Southeast Asia, Europe, the Middle East, and Africa. KOEL has ventured into the UAE market too, along with appointing marine business dealers in these regions. A larger portion of exports originates from the powergen business, particularly in the Middle East and Northern Africa (MENA), Sub-Saharan Africa, and Asia-Pacific (APAC) regions. KOEL is now executing the HHP orders also in the international markets. We believe that the export market opportunity is quite large, and KOEL has to channelize resources to expand its presence in exports. We project exports to clock a CAGR of 15% over FY25-27.

Roadmap to achieving the USD2b revenue target by FY30

KOEL has laid out a clearly phrased long-term growth strategy aimed at becoming a USD2b company by FY30. Rather than relying solely on topline expansion, the company plans to optimize manufacturing and improve B2C capacity utilization in FY26. Followed by a shift in FY27 toward a technology roadmap and expanding Arka's retail contribution, indicating a push toward innovation and retail penetration. By FY28, the focus shifts to inorganic growth and international market expansion. FY29 marks a strategic step towards diversification into defense and rail, reducing dependence on legacy segments. The final phase in FY30 integrates these layers of transformation.

Financial outlook

We expect a revenue CAGR of 15% over FY25-27. Over FY25-27E, we bake in a 70bp improvement in margins to build in better product mix and operating leverage benefits. We expect an EBITDA/PAT CAGR of 18%/19% over the same period.

Valuation and view

The stock is currently trading at 27.0x/22.2x FY26/27E earnings. Adjusted for the subsidiary valuation, KOEL is trading at 23.2x/19.1x on FY26/27E EPS, which is still at a significant discount to the market leader. We reiterate our **BUY** rating on KOEL with a TP of INR1,150, based on 25x P/E for the core business and the remaining value from subsidiaries.

Key risks and concerns

A slowdown in order inflows, geopolitical issues, delays in the completion of mega and ultra-mega projects, a sharp rise in commodity prices, an increase in working capital, and increased competition are a few downside risks to our estimates.



Key exhibits

Industries served

In the B2B segment, KOEL caters to critical sectors such as infrastructure, healthcare, hospitality, data centers, defense, and industrial applications both in India and globally. In the B2C segment, KOEL is engaged in providing water management systems and farm mechanization products.

Exhibit 1: Key industries served (segment-wise)

	B2B		B2C		
Powergen	Industrial	Distribution	WMS	FMS	
Residential gensets	Excavation	Service channel	Retail	Agriculture	
Telecom	Construction	Direct channel	Agriculture		
Infrastructure	Railways	Retail channel	Industrial		
Realty	Mining				
Hospitality	Marine				
Banks	Agriculture				
Defence	Fishery				
Retail	Defence				
Healthcare	Oil and Gas				
Manufacturing	Fluid handling				
Data centre					

Source: Company

Road map to FY30

KOEL's growth strategy focuses on strengthening operations, enhancing technology and retail presence, expanding globally through inorganic growth, diversifying into defense and rail, and ultimately driving scale through strategic consolidation.

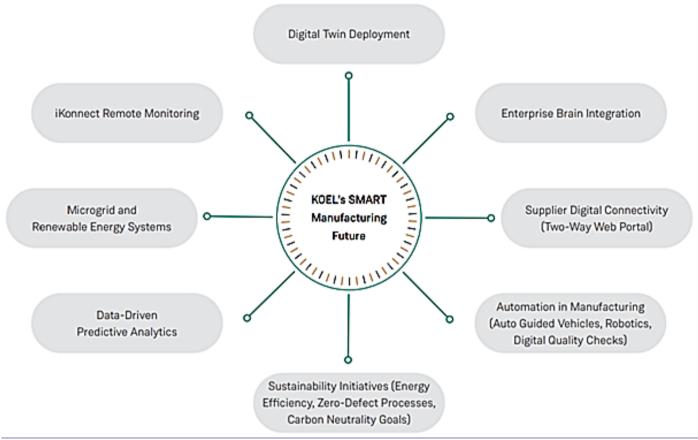
Exhibit 2: The company endeavors to reach USD2b in revenue by FY30



Source: Company, MOFSL



Exhibit 3: Focus on advanced digitalization and automation across its manufacturing and operational landscape

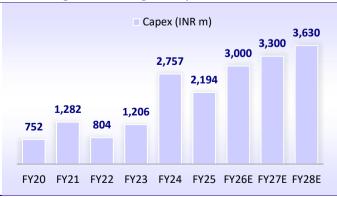


Source: Company, MOFSL

Planned capex and the R&D initiatives

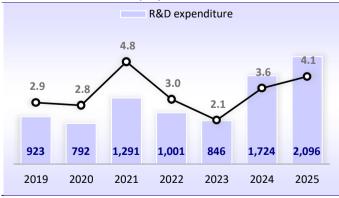
KOEL has committed to investing an additional INR10b over the next couple of years. This investment includes INR7b earmarked for increasing engine manufacturing capacity at the Kagal facility from the existing capacity of 135k engines p.a. by an additional 50k engines p.a. Moreover, INR800-900m is designated for the Indian Navy project, and another INR2b is reserved for potential strategic acquisitions.

Exhibit 4: KOEL has laid down a structured capex plan towards organic and inorganic expansions



Source: Company, MOFSL

Exhibit 5: KOEL has incurred sufficient expenses on R&D towards innovation and preparation for CPCB IV+ norms



Source: Company, MOFSL



Key highlights of FY25

FY25 has been a year of regulatory evolution, operational transformation, and purposeful innovation. One of the key highlights of the year was KOEL's seamless navigation through two major emission norm transitions — CPCB IV+ for power generation and BS V for industrial engines. These regulatory changes required technical readiness and disciplined execution.

Exhibit 6: KOEL's FY25 highlights

- ❖ Invested over INR10b in manufacturing enhancements across key facilities
- Expanded Kagal plant capacity with INR311.5m invested in 5C machining, raising capacity from 3 to 10 units per month and boosting scalability
- Enhanced Nashik production capabilities for the K4300 line, enhancing capacity from 10 to 12 units per month
- ❖ Implemented digital twin technology at Kagal, improving operational efficiency
- Strengthened safety and quality performance, maintaining zero reportable accidents at Kagal and achieving a 99.4% first-time pass rate
- Continued progress towards carbon neutrality by integrating renewable energy solutions, including microgrid systems

Source: Company

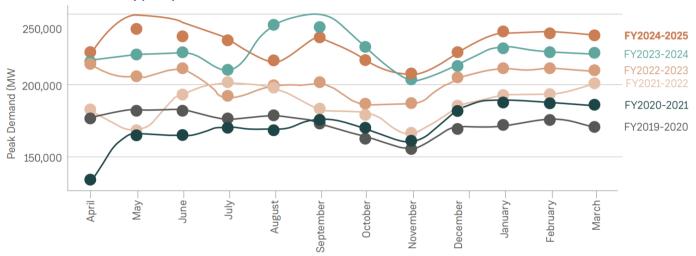


Key growth areas

Focus on increasing HHP sales for the powergen segment

India's power generation market is growing rapidly, driven by rising demand from manufacturing, real estate, and infrastructure. The advent of 5G with its high-power demand and the growth of data centers and healthcare facilities are contributing to the need for reliable backup power. To meet this rising demand, KOEL is enhancing its Powergen segment by entering the HHP market with its Optiprime range.

Exhibit 7: India's monthly peak power demand



Source: Company

Exhibit 8: KOEL's range of CPCB4+-compliant diesel gensets

Range	No. of models
7.5-20kVA	4 (7.5, 10, 15, 20kVA)
25-58.5kVA	4 (25, 30, 40, 58.5kVA)
82.5-160kVA	4 (82.5, 100, 125, 160kVA)
200-250kVA	2 (200, 250kVA)
180-250kVA	3 (180, 200, 250kVA)
320-750kVA	5 (320, 400, 500, 625, 750kVA)
1000-1500kVA	3 (1010, 1250, 1500kVA)
>1500kVA	2 (1500, 2020kVA)

Source: Company, MOFSL

Exhibit 9: KOEL's Optiprime range of gensets (dual core)

Node	In the configuration of
117kVA	(58.5 x 2) kVA
400kVA	(200 x 2) kVA
500kVA	(250 x 2) kVA
640kVA	(320 x 2) kVA
1000kVA	(500 x 2) kVA
1500kVA	(750 x 2) kVA
2020kVA	(1010 x 2) kVA

Source: Company, MOFSL



Exhibit 10: KOEL's range of CPCB4+-compliant gas gensets

Range	No. of models
5-20kVA	5 (5, 7.5, 10, 12.5, 15kVA)
25-58 kVA	4 (45, 50, 55, 58kVA)
82.5-160kVA	4 (100, 125, 140, 160kVA)
180-250kVA	4 (180, 200, 225, 250kVA)

Source: Company, MOFSL

Focus on the industrial segment

KOEL will continue to maintain its focus on construction, concrete handling, railways, mining, and defense, and is optimistic about the growth prospects from existing and new segments. We also expect the industrial segment to benefit from the execution of large orders of INR7.7b from NPCIL and INR2.7b from the Indian Navy in the coming years.

Exhibit 11: Details of the NPCIL orders received in FY24

Particulars	Detail	s
Customer	*	Nuclear Power Corporation of India Limited (NPCIL)
Order	*	10 Emergency Diesel Generators of 6.5 MW each.
Capacity	*	6.3 MW per genset
Order size	*	INR7.7b
Execution tenure	*	68 months from receipt of order
Scope of work	*	Supply, Installation, commissioning, and handover
Usage	*	These gensets will serve as backup power for the 5 th and 6 th units of the Kudankulam nuclear power project.

Source: Company, MOFSL

Exhibit 12: Details of the Marine orders received in FY25

Particulars	Detail	s
Customer	*	Indian Navy
Scope of work	*	Project Sanction order for prototype design and development of a 6MW Medium Speed Marine Diesel Engine
		·
Order size	*	INR2.7b
Execution tenure	*	3-4 years from receipt of order
Funding	*	70% from the Government of India
Indigenized content	*	50%
Additional scope of work	*	Detailed designs for diesel engines ranging between 3MW and 10MW capacities
Usage	*	These engines are intended for main propulsion and power generation across vessels
Impact on KOEL	*	If selected, KOEL will emerge as one of the preferred vendors for Indian Navy for the manufacturing of diesel engines by the Indian Navy and Indian Coast Guard

Source: Company, MOFSL



Performance of the subsidiaries

Kirloskar Americas Corporation, USA ("KAC")

During FY25, the KAC's revenue came from firefighting engines, industrial, and powergen segments in North, Central, and South America. KAC has stocking arrangements in Miami (FL) of engines, generating sets, and spare parts, which enabled faster deliveries of products to customers. It supplied new gas engine long blocks for prototyping and is augmenting its range of engines and expects this business segment to grow in the coming years. It has also increased its service reach in different countries in Central and South America, which has been leading to positive responses from end customers and contractors in the region.

Engines LPG, LLC dba Wildcat Power Gen, USA

During FY25, for Engines LPG, LLC dba Wildcat Power Gen, developing a complete product portfolio and a lack of an established distributor network were the contributing factors that led to sales revenues being less than forecasted. To drive sales through defined revenue segments, Engines LPG, LLC, dba Wildcat Power Gen, invested in additional sales and manufacturing personnel to establish new processes for sales, service, and channel partner onboarding. The following were the key developments during the year:

- Engines LPG, LLC, dba Wildcat Power Gen, has begun to show success with prototyping of some potentially high-volume projects centered around the telecom industry – the "Maverick DC Generator".
- Engines LPG, LLC dba Wildcat Power Gen launched its new product line, the "Patriot Series": mobile generators designed and developed specifically for the US rental market, at the annual PowerGen International tradeshow in Dallas, Texas, on Feb'25.
- Engines LPG, LLC, dba Wildcat Power Gen, is gaining traction with both products as orders are being received prior to final production release.

La-Gajjar Machineries Private Limited ("LGM")

During FY23, the company purchased new lands situated in Sanand GIDC, Ahmedabad, Gujarat, for its long-term strategy of consolidation of all the manufacturing facilities of the company. LGM continued to expand its network both in domestic and international markets and geographies and has expanded its network in regions such as Africa, Southeast Asia, and Latin America.

Arka Fincap Limited ("AFL") - A step-down subsidiary

AFL is professionally managed and specializes in providing structured term financing solutions to corporate, real estate, and micro, small, and medium enterprise (MSME) borrowers. It operates in four main business segments: MSME/SME/Retail, corporate lending, real estate, urban infrastructure financing, and syndication. As part of its diversification strategy, it has now started its journey to build a granular, secured retail business. Retail AUM now accounts for ~64% of the overall Arka book. This retail AUM grew to INR46.8b in FY25 from INR26.1b in FY24.

Exhibit 13: Financial performance of KOEL's subsidiaries in FY25

INR m	KAC	LGM	Arka
Revenue	516	4,934	7,804
PBT	-226	44	1,046
PBT margin (%)	-43.8	0.9	13.4
PAT	-207	37	718
PAT margin (%)	-40.2	0.8	9.2

Source: Company, MOFSL



Financial outlook

Exhibit 14: We expect powergen revenue to post a 15% CAGR over FY25-27

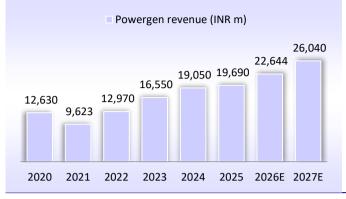


Exhibit 15: We expect industrial revenue to clock a CAGR of 16% over FY25-27, fueled by strong demand



Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 16: We expect distribution revenue growth to remain strong and post a 15% CAGR over FY25-27



Source: Company, MOFSL

Exhibit 17: We project export revenue to record a 15% CAGR over FY25-27



Source: Company, MOFSL

Exhibit 18: We expect B2C revenue to clock a CAGR of 16% over FY25-27, with an expanding footprint



Source: Company, MOFSL

Exhibit 19: We expect margin expansion to be driven by price hikes and a higher share of exports (%)



Source: Company, MOFSL



Exhibit 20: We expect PAT to post 17% CAGR over FY25-27



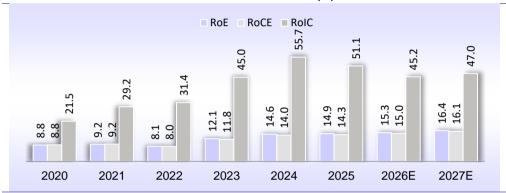
Exhibit 21: We expect OCF & FCF to improve further (INR m)



Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 22: Return ratios to remain at comfortable levels (%)



Source: Company, MOFSL

Exhibit 23: Our SoTP valuation

	Earnings/ book	Valn multiple	Value	KOEL's share	Value for KOEL's share	Per share value	е	
	(INR m)	(X)	(INR m)	(%)	(INR m)	(INR)	Va	lluation basis
KOEL valuation								
Core business	5,917	25	1,48,209	100	1,48,209	1,022	*	25X two-year fwd EPS; @40% discount to KKC
Investments								
La Gajjar Machineries	327	12	3,920	100	3,920	27	*	12X P/E two-year forward earnings
Arka Fincap	11,100	1.3	14,541	100	14,541	100	*	1.3X P/BV on expanded two-year forward book
Total					1,66,670	1,150		

Source: Company, MOFSL



Financials and Valuation

Standalone - Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	26,944	32,997	41,161	48,505	51,133	58,417	67,489
Change (%)	-6.4	22.5	24.7	17.8	5.4	14.2	15.5
Raw Materials	17,431	22,912	27,897	32,439	33,368	37,971	43,868
Gross Profit	9,513	10,085	13,264	16,066	17,765	20,446	23,621
Employees Cost	1,989	2,070	2,365	3,069	3,441	3,932	4,542
Other Expenses	4,686	5,327	6,630	7,355	7,787	8,920	9,968
Total Expenditure	24,106	30,309	36,892	42,864	44,596	50,823	58,378
% of Sales	89.5	91.9	89.6	88.4	87.2	87.0	86.5
EBITDA	2,838	2,688	4,269	5,642	6,537	7,594	9,111
Margin (%)	10.5	8.1	10.4	11.6	12.8	13.0	13.5
Depreciation	622	772	848	970	1,170	1,373	1,547
EBIT	2,217	1,915	3,422	4,672	5,367	6,221	7,564
Int. and Finance Charges	64	62	54	78	121	90	75
Other Income	245	248	273	274	344	393	454
PBT bef. EO Exp.	2,398	2,100	3,641	4,868	5,590	6,525	7,944
EO Items	-84	527	0	0	209	0	0
PBT after EO Exp.	2,314	2,627	3,641	4,868	5,799	6,525	7,944
Total Tax	617	547	939	1,252	1,480	1,665	2,027
Tax Rate (%)	26.6	20.8	25.8	25.7	25.5	25.5	25.5
Reported PAT	1,697	2,080	2,703	3,616	4,319	4,859	5,917
Adjusted PAT	1,759	1,663	2,703	3,616	4,164	4,859	5,917
Change (%)	11.4	-5.4	62.5	33.8	15.1	16.7	21.8
Margin (%)	6.5	5.0	6.6	7.5	8.1	8.3	8.8
Standalone - Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	289	289	290	290	290	290	290
Total Reserves	19,542	21,105	23,028	25,937	29,466		
	/		23,020	23,331		33,346	38,070
Net Worth	19,832	21,395	23,318	26,227	29,756	33,346 33,636	38,070 38,360
Net Worth Total Loans					29,756 1,294		
	19,832	21,395	23,318	26,227		33,636	38,360
Total Loans	19,832 793	21,395 976	23,318 751	26,227 2,091	1,294	33,636 1,094	38,360 894
Total Loans Deferred Tax Liabilities	19,832 793 125	21,395 976 146	23,318 751 61	26,227 2,091 100	1,294 250	33,636 1,094 250	38,360 894 250
Total Loans Deferred Tax Liabilities Capital Employed	19,832 793 125 20,749	21,395 976 146 22,517	23,318 751 61 24,131	26,227 2,091 100 28,418	1,294 250 31,301	33,636 1,094 250 34,981	38,360 894 250 39,504
Total Loans Deferred Tax Liabilities Capital Employed Gross Block	19,832 793 125 20,749 16,281	21,395 976 146 22,517 16,990	23,318 751 61 24,131 17,425	26,227 2,091 100 28,418 19,052	1,294 250 31,301 23,428	33,636 1,094 250 34,981 26,428	38,360 894 250 39,504 29,728
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn.	19,832 793 125 20,749 16,281 11,826	21,395 976 146 22,517 16,990 12,488	23,318 751 61 24,131 17,425 13,174	26,227 2,091 100 28,418 19,052 14,144	1,294 250 31,301 23,428 15,314	33,636 1,094 250 34,981 26,428 16,687	38,360 894 250 39,504 29,728 18,233
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets	19,832 793 125 20,749 16,281 11,826 4,455	21,395 976 146 22,517 16,990 12,488 4,502	23,318 751 61 24,131 17,425 13,174 4,251	26,227 2,091 100 28,418 19,052 14,144 4,908	1,294 250 31,301 23,428 15,314 8,114	33,636 1,094 250 34,981 26,428 16,687 9,741	38,360 894 250 39,504 29,728 18,233 11,494
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP	19,832 793 125 20,749 16,281 11,826 4,455 549	21,395 976 146 22,517 16,990 12,488 4,502 393	23,318 751 61 24,131 17,425 13,174 4,251 664	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426	1,294 250 31,301 23,428 15,314 8,114 957	33,636 1,094 250 34,981 26,428 16,687 9,741 957	38,360 894 250 39,504 29,728 18,233 11,494
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762	1,294 250 31,301 23,428 15,314 8,114 957 17,873	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873	38,360 894 250 39,504 29,728 18,233 11,494 957
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv.	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance Loans and Advances	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294 872	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314 656	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338 852	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980 808	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062 686	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065 783	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773 905
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance Loans and Advances Other Assets	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294 872 716	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314 656 558	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338 852 1,011	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980 808 408	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062 686 942	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065 783 942	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773 905 942
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance Loans and Advances Other Assets Curr. Liability & Prov.	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294 872 716 7,686	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314 656 558 7,606	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338 852 1,011 9,267	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980 808 408 10,793	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062 686 942 11,774	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065 783 942 13,452	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773 905 942 15,540
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance Loans and Advances Other Assets Curr. Liability & Prov. Accounts Payable	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294 872 716 7,686 6,419	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314 656 558 7,606 6,175	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338 852 1,011 9,267 6,326	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980 808 408 10,793 7,274	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062 686 942 11,774 6,506	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065 783 942 13,452 7,433	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773 905 942 15,540 8,588
Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans & Adv. Inventory Accounts Receivable Cash and Bank Balance Loans and Advances Other Assets Curr. Liability & Prov. Accounts Payable Other Current Liabilities	19,832 793 125 20,749 16,281 11,826 4,455 549 15,340 8,092 2,652 3,558 294 872 716 7,686 6,419 646	21,395 976 146 22,517 16,990 12,488 4,502 393 16,722 8,505 3,031 3,945 314 656 558 7,606 6,175 729	23,318 751 61 24,131 17,425 13,174 4,251 664 16,925 11,557 4,685 4,672 338 852 1,011 9,267 6,326 1,700	26,227 2,091 100 28,418 19,052 14,144 4,908 2,426 18,762 13,115 5,235 5,684 980 808 408 10,793 7,274 2,223	1,294 250 31,301 23,428 15,314 8,114 957 17,873 16,131 4,931 6,511 3,062 686 942 11,774 6,506 3,756	33,636 1,094 250 34,981 26,428 16,687 9,741 957 17,873 19,862 5,634 7,438 5,065 783 942 13,452 7,433 4,290	38,360 894 250 39,504 29,728 18,233 11,494 957 17,873 24,721 6,508 8,593 7,773 905 942 15,540 8,588 4,957



Financials and Valuation

FYEL FYEL	Ratios							
Basic (IMR)		FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
FPS						1120		
Cash PPS 16.4 16.8 24.5 31.7 36.9 43.1 51.6		12.2	11.5	18.7	25.0	28.8	33.6	40.9
By/Share								51.6
DPS								
Payout (%)								8.2
Valuation (x) P E								20.2
P E								
Cash P/E		74.7	79.0	48.6	36.3	31.6	27.0	22.2
P/BV	-							17.6
EV/Sales 4.9 4.0 3.2 2.7 2.5 2.2 1.8 EV/EBITDA 46.5 49.1 30.9 23.5 19.8 16.8 13.7 Dividend Vield (%) 0.2 0.5 0.6 0.6 0.7 0.7 0.9 0.5 CF per share 27.5 7.9 9.6 10.9 18.7 22.6 28.8 EST per share 27.5 7.9 9.6 10.9 18.7 22.6 28.8 EST per share 28.8 1 12.1 14.6 14.9 15.3 16.4 RocE 9.2 8.0 11.8 14.0 14.3 15.0 16.1 RocE 9.2 31.4 45.0 55.7 51.1 45.2 47.0 Working Capital Ratios Experiments 1.3 12.1 14.6 14.9 15.3 16.4 RocE 9.2 31.4 45.0 55.7 51.1 45.2 47.0 Working Capital Ratios Experiments 1.3 15.5 1.7 1.7 1.6 1.7 1.7 1.7 1.6 1.7 1.7 1.7 1.9 Experiments 1.3 1.5 1.7 1.7 1.6 1.7 1.7 1.9 Experiments 1.3 1.5 1.7 1.7 1.6 1.7 1.7 1.9 Experiments 1.3 1.5 1.5 1.7 1.7 1.6 1.7 1.7 1.9 Experiments 1.3 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5		6.6	6.1	5.6	5.0	4.4	3.9	3.4
EV/EBITOA								1.8
Divided Yield (%) 0.2 0.5 0.6 0.6 0.7 0.7 0.9								13.7
FCF per share								0.9
Return Ratios (%) 9.2 8.1 1.2.1 1.4.6 14.9 15.0 16.1 RoCE 9.2 8.0 11.8 14.0 14.3 15.0 16.1 RoC 9.2 31.4 45.0 55.7 51.1 45.2 47.0 Working Capital Ratios 47.0 47.								
ROE 9.2 8.1 12.1 14.6 14.9 15.3 16.4 ROCE 9.2 3.14 45.0 55.7 51.1 45.2 47.0 Working Capital Ratios Fixed Asset Turnover (x) 1.7 1.9 2.4 2.5 2.2 2.2 2.3 Asset Turnover (x) 1.3 1.5 1.7 1.7 1.6 1.7 1.7 Inventory (Days) 36 34 42 39 35 35 35 Debtor (Days) 48 44 41 43 46 46 46 Cereditor (Days) 87 68 56 55 46 46 46 Leverage Ratio (x) Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 34.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7	•							
RoCE 9.2 8.0 11.8 14.0 14.3 15.0 16.1 RoC 29.2 31.4 45.0 55.7 51.1 45.2 47.0		9.2	8.1	12.1	14.6	14.9	15.3	16.4
Role								
Working Capital Ratios Fixed Asset Turnover (x) 1.7 1.9 2.4 2.5 2.2 2.2 2.3 2.3 2.5 2.5 2.2 2.2 2.3 2.5								
Fixed Asset Turnover (x) 1.7 1.9 2.4 2.5 2.2 2.2 2.3 Asset Turnover (x) 1.3 1.5 1.7 1.7 1.6 1.7 1.7 Inventory (Days) 36 34 42 39 35 35 35 Debtor (Days) 48 44 41 43 46 46 46 Creditor (Days) 87 68 56 55 46 46 46 Ceverage Ratio (x) 87 68 56 55 46 46 46 Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 3.49 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 Standalone - Cash Flow Statement FY21 FY22 FY23 FY24 FY25 FY26E FY27E FY26E <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>								
Asset Turnover (x) 1.3 1.5 1.7 1.7 1.6 1.7 1.7 Inventory (Days) 36 34 42 39 35 35 35 35 Debtor (Days) 48 44 41 143 46 46 46 46 Creditor (Days) 87 68 56 55 46 46 46 46 Everage Ratio (x)		1.7	1.9	2.4	2.5	2.2	2.2	2.3
Inventory (Days) 36	·							
Debtor (Days) 48 44 41 43 46 46 46 Creditor (Days) 87 68 56 55 46 46 46 Leverage Ratio (x) Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 3.4.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 Standalone - Cash Flow Statement (INR m) Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E OP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Creditor (Days) 87 68 56 55 46 46 46 Leverage Ratio (x) Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 3.4.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity 0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 Standalone - Cash Flow Statement (INR m) Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E CP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,								46
Leverage Ratio (x) Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 34.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6	. , ,							46
Current Ratio 1.1 1.1 1.2 1.2 1.4 1.5 1.6 Interest Cover Ratio 34.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 Standalone - Cash Flow Statement (INR m) Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E OP/(Los) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 <td>. , ,</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	. , ,							
Interest Cover Ratio 34.9 30.7 63.8 60.0 44.3 69.5 101.4 Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 Standalone - Cash Flow Statement		1.1	1.1	1.2	1.2	1.4	1.5	1.6
Net Debt/Equity -0.7 -0.8 -0.7 -0.7 -0.7 -0.6 -0.6 -0.6								
Standalone - Cash Flow Statement (INR m) Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E OP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA <								-0.6
Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E OP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 <								
Y/E March FY21 FY22 FY23 FY24 FY25 FY26E FY27E OP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 <	Standalone - Cash Flow Statement							(INR m)
OP/(Loss) before Tax 2,314 2,627 3,641 4,868 5,799 6,525 7,944 Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 <td></td> <td>FY21</td> <td>FY22</td> <td>FY23</td> <td>FY24</td> <td>FY25</td> <td>FY26E</td> <td></td>		FY21	FY22	FY23	FY24	FY25	FY26E	
Depreciation 622 772 848 970 1,170 1,373 1,547 Interest & Finance Charges 38 50 35 78 121 90 75 Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,3								
Interest & Finance Charges 38 50 35 78 121 90 75								
Direct Taxes Paid -324 -567 -960 -1,084 -1,331 -1,665 -2,027 (Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 8,994 -1,556 -4,182 <t< td=""><td><u> </u></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	<u> </u>							
(Inc)/Dec in WC 2,654 -157 -1,025 -441 -270 -50 -63 CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338								
CF from Operations 5,304 2,726 2,539 4,391 5,490 6,272 7,475 Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 </td <td></td> <td></td> <td></td> <td></td> <td>•</td> <td></td> <td></td> <td></td>					•			
Others -42 -782 61 -52 -592 0 0 CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
CF from Operating incl EO 5,262 1,944 2,601 4,339 4,897 6,272 7,475 (Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134								0
(Inc)/Dec in FA -1,282 -804 -1,206 -2,757 -2,194 -3,000 -3,300 Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,2								
Free Cash Flow 3,979 1,140 1,394 1,582 2,704 3,272 4,175 (Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003								
(Pur)/Sale of Investments -2,855 680 3,235 -1,091 1,339 0 0 Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,0								
Others -1,316 -8,870 -3,585 -334 -2,280 0 0 CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								
CF from Investments -5,453 -8,994 -1,556 -4,182 -3,135 -3,000 -3,300 Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								0
Inc/(Dec) in Debt 613 172 -236 1,338 -797 -200 -200 Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								
Interest Paid -62 -53 -50 -107 -147 -90 -75 Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065		•						
Dividend Paid -217 -578 -723 -724 -871 -980 -1,193 Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								-75
Others -20 7,529 -12 -21 2,134 0 0 CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								
CF from Fin. Activity 314 7,070 -1,021 486 319 -1,269 -1,467 Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								0
Inc/Dec of Cash 123 20 23 643 2,082 2,003 2,708 Opening Balance 171 294 314 338 980 3,062 5,065								
Opening Balance 171 294 314 338 980 3,062 5,065								
								7,773

Investment in securities market are subject to market risks. Read all the related documents carefully before investing



Explanation of Investment Rating				
Investment Rating	Expected return (over 12-month)			
BUY	>=15%			
SELL	<-10%			
NEUTRAL	< - 10 % to 15%			
UNDER REVIEW	Rating may undergo a change			
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation			

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Litd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though the re might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Se curities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
 MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
 Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
 - MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
 MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
 MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- 5. Research Analyst has not served as an officer, director or employee of subject company(ies).



- 6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking/merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) 8. in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.

MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

financial interest in the subject company

actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance

received compensation/other benefits from the subject company in the past 12 months

any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

acted as a manager or co-manager of public offering of securities of the subject company in past 12 months

be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)

received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement in corporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact No.	Email ID
022 40548000 / 022 67490600	query@motilaloswal.com
022 40548082	servicehead@motilaloswal.com
022 40548083	am@motilaloswal.com
	022 40548000 / 022 67490600 022 40548082

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .: 146822. IRDA Corporate Agent - CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.