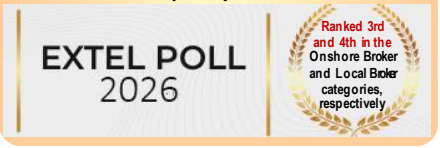
Grasim

Estimate change	↓
TP change	↓
Rating change	↔

Motilal Oswal values your support in the EXTEL POLL 2026 for India Research, Sales, Corporate Access and Trading team.
We request your ballot.



Bloomberg	GRASIM IN
Equity Shares (m)	681
M.Cap.(INRb)/(USDb)	2251.2 / 23.6
52-Week Range (INR)	3412 / 2503
1, 6, 12 Rel. Per (%)	2/18/21
12M Avg Val (INR M)	2111

Financial Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	410.4	503.7	545.3
EBITDA	17.7	26.2	30.7
Adj. PAT	4.2	28.3	15.4
EBITDA Margin (%)	4.3	5.2	5.6
S/A Adj. EPS (INR)	6.2	41.6	22.6
S/A EPS Gr. (%)	29.8	567.9	(45.7)
Consol EPS (INR)	83.7	126.4	111.0
BV/Sh. (INR)	812.2	843.8	856.5
Ratios			
Net D:E	0.1	0.1	0.1
RoE (%)	2.4	16.6	9.0
RoCE (%)	4.6	15.0	9.4
Valuations			
P/E (x)	185.5	29.2	42.0
EV/EBITDA (x)	28.7	19.9	16.8
Div. Yield (%)	0.3	0.3	0.3
FCF Yield (%)	0.3	(0.2)	0.1

Shareholding Pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	43.7	43.7	43.1
DII	16.1	16.4	17.9
FII	17.5	17.5	16.2
Others	22.6	22.4	22.7

FII includes depository receipts

CMP: INR3,020 TP: INR3,540 (+17%) Buy

Profitability misses estimates; paints revenue below estimate

Guides for higher revenue growth for Paints; input cost remains high

- GRASIM's 2QFY27 EBITDA came 26% below our estimates due to lower-than-estimated margin across businesses. Standalone revenue/EBITDA grew ~33%/35% YoY to INR127.5b/INR4.9b. OPM was flat YoY at ~4% (vs. est. of 5.5%). Higher other income due to dividend from UTCEM led to 3.6x YoY increase in Adj. PAT to INR29.3b (~5% below our estimate).
- Management indicated ~50% YoY revenue growth in the paint business in FY27, targeting double-digit market share by year-end. Margins remain under pressure due to elevated crude-linked input costs, partly offset by a narrower 2–4% price gap with the market leader and cost optimization. VSF profitability is expected to remain range-bound in 3QFY27. Caustic soda prices are likely to remain under pressure, while chlorine demand-supply dynamics are expected to improve.
- We cut our EBITDA estimates by ~10%/5% for FY27/FY28 as we estimate higher loss in the Paints business. We cut the VSF and Chemicals valuation multiple to 6x FY28E EV/EBITDA from 7x, factoring in earnings volatility. We reiterate our BUY rating with a revised TP of INR3,540 (based on SoTP).

VSF/Chemical margin stood at ~10%/12% (vs. est. ~14%, each)

- Standalone revenue/EBITDA/adj. PAT stood at INR127.5b/INR4.9b/INR29.3b (up 33%/35%/3.6x YoY and +5%/-26%/-5% vs. our estimates). OPM remained flat YoY at 3.9%. Depreciation/interest grew ~10%/46% YoY. Other income grew 2.9x YoY to INR41.2b (led by higher dividend income from UTCEM).
- **VSF segment**: Volume increased ~7%, while realization grew 20% YoY. EBITDA surged 49% YoY (-18% QoQ) to INR5.2b. OPM expanded 1.3pp YoY (-4.2pp QoQ) to ~10%. EBITDA/kg was at INR22 vs. INR16/INR30 in 2QFY26/1QFY27. **Chemical segment**: Volume increased ~8% YoY, while realization rose ~7% YoY. EBITDA declined ~11% YoY to INR3.3b. Its OPM dipped 3.4pp YoY to ~12%. **Paint** revenue grew ~35% YoY to INR13.4b, and **B2B revenue** increased 66% YoY to INR27.9b. Cumulative loss in these high-growth businesses stood at INR3.2b vs. INR3.2b/INR1.4b in 2QFY26/1QFY27.
- In 1HFY27, revenue/EBITDA/PAT grew 30%/92%/4.6x YoY to INR245.4b/INR14.4b/INR31.8b. OPM increased 1.9pp YoY to ~6%. OCF stood at INR9.6b vs. INR10.7b in 1HFY26. Capex stood at INR11b vs. INR10.5b in 1HFY26. Net cash outflow stood at INR1.4b vs. FCF of INR219m in 1HFY26.

Highlights from the management commentary

- Management expects the decorative paints industry to sustain strong growth of 15-20% in 2HFY27, following 16-17% growth in 1HFY27, led by 6-8% volume growth and 8-9% realization growth.
- B2B business EBITDA was impacted by one-off employee-related expenses (ESOP impact of INR100m); however, management reiterated its target of achieving breakeven in 2HFY27.

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Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- Reiterated FY27 capex guidance of ~INR30b. In 1HFY27, capex stood at INR10b. Capex execution is expected to accelerate in 2H, as project approvals and on-ground execution pick up after the monsoon.

Valuation and view

- GRASIM reported weak 2Q operating performance, driven by seasonal weakness in paints, elevated input costs in VSF and lower caustic soda realizations. Paints growth remained subdued amid intense competition and higher discounting, although revenues improved significantly in Oct'26. Management guided for ~50% FY27 revenue growth and market share gains by year-end. We expect VSF profitability to improve in 2HFY27, supported by lower sulphur and caustic soda prices. Recovery in the chemicals business will depend on operational improvements and pricing trends, while consumer throughput, market share gains and earnings momentum remain key monitorables in paints.
- We reiterate our BUY rating with a TP of INR3,540, as we value its: 1) holdings in listed subsidiary companies by assigning a discount of 35%; 2) VSF and chemical business at 6x FY28E EV/EBITDA (earlier 7x); 3) paint business at 3x of FY28E revenue; 4) B2B e-commerce at 1x of FY28E revenue, and 5) renewable business at 10x FY28E EV/EBITDA.

Quarterly Performance (S/A)

Y/E March	FY26				FY27E				FY26	FY27E	FY27 2QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE				
Net Sales	**92.2**	**96.1**	**104.3**	**117.7**	**117.9**	**127.5**	**126.0**	**132.3**	**410.4**	**503.7**	**121.6**	5
YoY Change (%)	33.8	26.1	28.5	31.9	27.9	32.6	20.7	12.4	30.0	22.7	26.5	
EBITDA	**3.8**	**3.7**	**4.8**	**5.4**	**9.5**	**4.9**	**5.5**	**6.2**	**17.7**	**26.2**	**6.7**	(26)
YoY Change (%)	18.3	12.6	77.1	145.1	146.9	34.9	15.7	14.7	55.1	47.9	82.6	
Margins (%)	4.2	3.8	4.6	4.6	8.1	3.9	4.4	4.7	4.3	5.2	5.5	(162)
Depreciation	4.8	5.0	5.4	5.7	5.3	5.5	5.8	6.4	20.9	23.0	5.6	(2)
Interest	2.1	2.0	2.4	2.5	2.7	3.0	3.1	3.2	8.9	11.9	2.7	8
Other Income	1.4	14.2	1.1	1.2	1.4	41.2	1.2	1.1	17.9	44.9	41.1	0
PBT before EO Items	**-1.6**	**10.8**	**-1.9**	**-1.6**	**3.0**	**37.7**	**-2.2**	**-2.3**	**5.7**	**36.2**	**39.5**	(5)
Extraordinary Inc/(Exp)	-	-	(0.5)	(0.8)	-	(8.3)	-	-	(1.3)	(8.3)	-	
PBT after EO Items	**-1.6**	**10.8**	**-2.4**	**-2.4**	**3.0**	**29.4**	**-2.2**	**-2.3**	**4.4**	**27.9**	**39.5**	(25)
Tax	-0.4	2.8	-0.7	-0.8	0.5	6.3	-0.5	-0.6	1.0	5.8	8.7	
Rate (%)	24.4	25.6	27.5	31.7	17.1	21.6	22.0	25.4	21.6	20.7	22.0	
Reported PAT	**-1.2**	**8.0**	**-1.7**	**-1.6**	**2.5**	**23.1**	**-1.7**	**-1.7**	**3.5**	**22.1**	**30.8**	(25)
Prior period tax/DTL reversal	-	-	-	(0.2)	-	-	-	-	(0.2)	-	-	
Adj. PAT	**-1.2**	**8.0**	**-1.4**	**-1.2**	**2.5**	**29.3**	**-1.7**	**-1.7**	**4.2**	**28.3**	**30.8**	(5)
Margins (%)	-1.3	8.4	-1.3	-1.1	2.1	22.9	-1.4	-1.3	1.0	5.6	25.3	
YoY Change (%)	NM	6.2	NM	NM	NM	263.6	NM	NM	29.8	567.9	282.6	

Segmental performance (INR b)

Y/E March	FY26				FY27E				FY26	FY27E	FY27 2QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE				
VSF Segment												
Sales Volume (ton)	219	220	230	243	211	236	223	249	913	919	223	6
YoY Change (%)	(1.1)	(4.2)	6.5	11.5	(3.5)	6.9	(3.1)	2.5	3.0	0.7	1.2	
Blended realization (INR/kg)	185	188	187	190	214	227	230	224	187	224	220	3
Net Sales (INR m)	40.4	41.5	43.0	46.1	45.3	53.4	51.4	55.8	171.0	205.9	49.0	9
YoY Change (%)	6.8	0.6	9.2	13.9	12.0	28.8	19.6	20.9	7.6	20.4	18.1	
EBITDA (INR m)	3.2	3.5	4.9	5.9	6.3	5.2	6.2	6.6	17.5	24.3	6.8	(23)
EBITDA (%)	8.0	8.4	11.4	12.7	14.0	9.8	12.0	11.8	10.2	11.8	13.8	(404)
EBITDA/kg (INR)	14.7	15.9	21.3	24.2	29.9	22.1	27.6	26.3	19.2	26.4	30.3	(27)
Chemical Segment												
Sales Volume (ton)	303	294	313	321	284	317	329	333	1,231	1,263	309	3
YoY Change (%)	7.4	(0.3)	3.3	10.7	(6.3)	7.8	5.0	3.9	5.2	2.6	5.0	
Blended realization (INR/kg)	79	82	75	77	93	87	78	79	78	84	80	9
Net Sales (INR m)	23.9	24.0	23.5	24.6	26.4	27.6	25.5	26.3	95.9	105.8	24.6	12
YoY Change (%)	15.7	16.8	5.3	6.8	10.4	15.0	8.8	7.0	10.9	10.3	2.6	
EBITDA (INR m)	4.2	3.7	3.2	3.0	4.9	3.3	2.6	2.9	14.1	13.6	3.4	(6)
EBITDA (%)	17.7	15.2	13.4	12.4	18.6	11.8	10.0	11.0	14.7	12.9	14.0	(220)



Key highlights from the management commentary

Paint segment

- October'26 witnessed a strong start to 2HFY27, with volume growth significantly exceeding the 1HFY27 average, supported by stronger secondary sales and healthy inventory liquidation.
- The decorative paints industry is expected to grow 15-20% in 2HFY27, following 16-17% growth in 1HFY27. This will be driven by 6-8% volume and 8-9% realization growth. Effective price hikes are estimated at 9-10% against announced increases of 14-15%. Organized players continue to gain share from the unorganized sector.
- Birla Opus targets 50% revenue growth in 2HFY27 and double-digit revenue market share by year-end, driven by dealer expansion, higher throughput, contractor engagement and targeted regional marketing.
- In 2QFY27; Paint business revenue grew 35% YoY, driven by 20% volume growth and ~10% realization growth. On QoQ basis, realizations remained flat despite dealer price hikes, indicating that the revenue decline was largely volume-led.
- The retail-led business is seasonal, with 2H typically contributing 57-58% of annual revenue as consumer demand remains relatively weak during 2Q.
- Improving brand acceptance has narrowed the price gap with the market leader to 2-4% as of Sep'26, excluding the 10% extra paint proposition.
- Retail reach expanded to 61,000+ dealers across 12,600+ towns, with 44,000+ active billing dealers. The exclusive franchise network increased by ~300 stores to 1,760+.
- Institutional sales grew 59% YoY in 2QFY27, with ~10,000 project sites billed. The pipeline exceeds 60,000 sites, supporting expected volume acceleration in 2HFY27.
- Birla Opus expanded its portfolio with 11 new products and 360+ SKUs during 2QFY27, taking the overall portfolio to 239 products and over 2,300 SKUs. Premium and luxury products continued to contribute ~63% of sales value, while the waterproofing business recorded 2x revenue growth in 1HFY27.

- Aided and unaided brand awareness reached 92% and 59%, respectively. Nearly 1mn contractors and painters have used Birla Opus products since launch. Secondary sales volumes grew 34% YoY, ahead of 20% primary growth, indicating improving offtake.
- Paints capex has increased by INR3-4b, primarily towards franchise expansion and tinting machine deployment.

B2B E-commerce

- Birla Pivot revenue grew 66% YoY to INR27.9b in 2QFY27, taking its annualized run-rate to INR110b+. It targets FY27 revenue of INR120b+, implying ~50% YoY growth.
- 2QFY27 EBITDA was impacted by one-off ESOP expenses of INR100m; the 2HFY27 breakeven target remains intact.
- Focus is shifting from customer acquisition to higher engagement, repeat purchases and share of wallet through increased active buyers and cross-selling.
- Growth is driven by project, manufacturing and retail demand, with monthly order growth across both project and retail segments.

VSF segment

- VSF profitability declined QoQ in 2QFY27 due to higher sulphur and pulp prices, with limited scope for further price hikes amid weak downstream absorption.
- VSF prices are expected to remain stable in 3QFY27, with lower sulphur prices providing some cost relief. However, profitability is likely to remain range-bound.
- Global VSF operating rates improved on higher cotton/polyester prices and healthy demand, while domestic demand remained muted.
- Lower crude prices may ease polyester and freight costs, while pulp prices remain elevated as of now. Sulphur inventories remain below two weeks, with cost benefits expected from December.
- It is expanding its specialty fiber capacity by 165,000tpa in two phases. Procurement deliveries for Phase 1 (55,000tpa) are nearly complete, while the environmental clearance application for Phase 2 (110,000tpa) is at an advanced stage of submission.

Chemical business

- Grasim is India's leading pan-India chlor-alkali player, with ~2.6mtpa capacity (1.5mtpa caustic soda and 1.1mtpa chlorine derivatives).
- Chlorine integration is expected to rise to ~67% following commissioning of 50,000tpa CPVC and 50,000tpa epichlorohydrin plants at Vilayat in Aug'26 and Oct'26, respectively.
- Caustic soda prices remained weak, with CFR Southeast Asia prices at a five-year low of USD390/t, partly offset by stable domestic demand and rupee depreciation.
- Caustic soda pricing is expected to remain subdued, while chlorine dynamics should improve. The epoxy value chain is expected to recover only in 4QFY27, subject to external and geopolitical developments.

Renewable energy

- Renewable energy capacity increased by 269MW YoY to 2.2GWp. CCI approval for the Spring acquisition was secured, with closure targeted in CY26. Post-acquisition capacity is expected to reach ~10GWp, with a long-term target of 20GWp.

- Renewable power share increased significantly to ~26% in H1FY27 from 11% in FY25, reflecting progress in the transition towards cleaner energy.

Capex

- It reiterated its FY27 capex guidance of ~INR30b. In 1HFY27 capex stood at INR10b. Capex execution is expected to accelerate in 2H, as project approvals and on-ground execution typically pick up after the monsoon.

Exhibit 1: GRASIM's standalone capex plan and actual capex

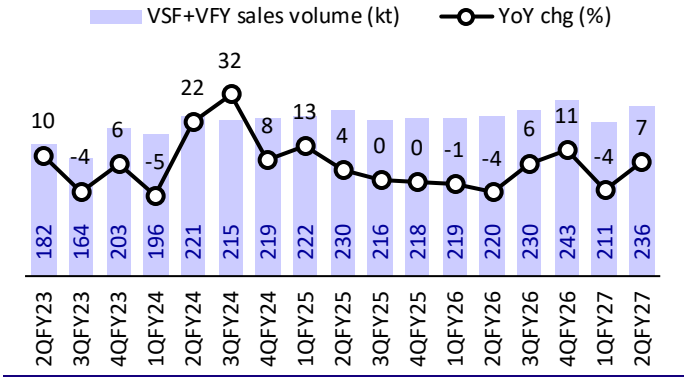
Standalone Capex Plan

Particulars (₹ crore)	Planned for FY27	Spent in H1FY27
Cellulosic Fibres	**1,603**	**573**
Capacity Expansion (including debottlenecking)	1,100	389
Modernisation and Maintenance Capex	503	184
Chemicals (A + B)	**843**	**243**
(A) Capacity Expansion	**329**	**50**
Caustic Soda	264	1
Chlorine Derivatives	59	44
Epoxy Polymers and Curing Agents	6	5
(B) Modernisation and Maintenance Capex	**514**	**193**
New High Growth Businesses	**425**	**174**
Birla Opus (Decorative Paints)	411	172
Birla Pivot (B2B E-Commerce)	14	2
Other Businesses		
Textiles, Insulators and Others	286	32
Total	**3,157**	**1,022**

Source: Company, MOFSL

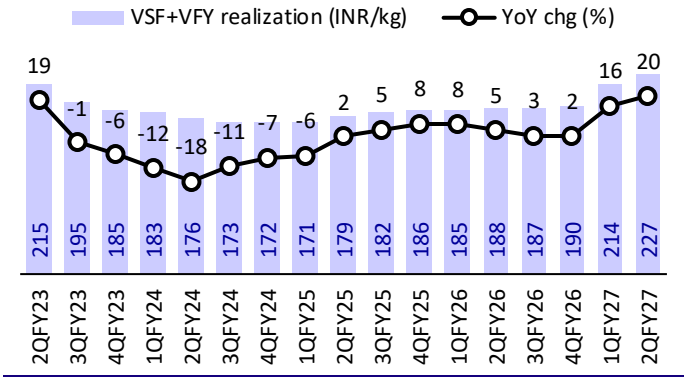
Story in charts

Exhibit 2: VSF segment volume increased 7% YoY



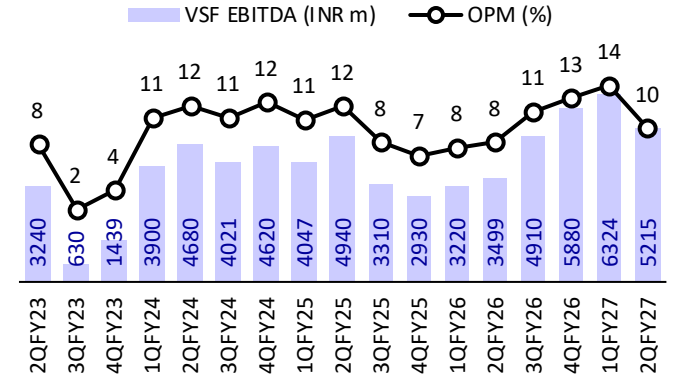
Source: Company, MOFSL

Exhibit 3: Blended realization of VSF rose 20% YoY



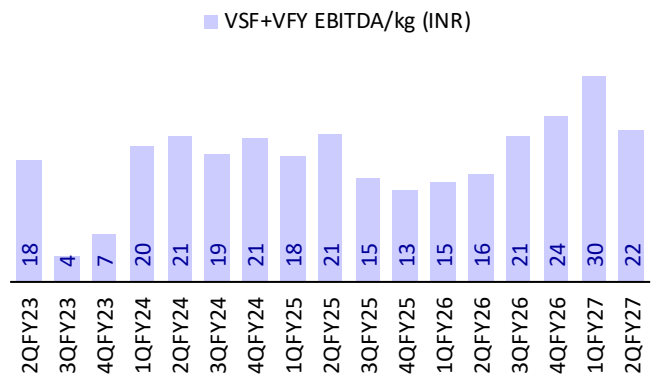
Source: Company, MOFSL

Exhibit 4: OPM of the VSF segment expanded 1.3pp YoY



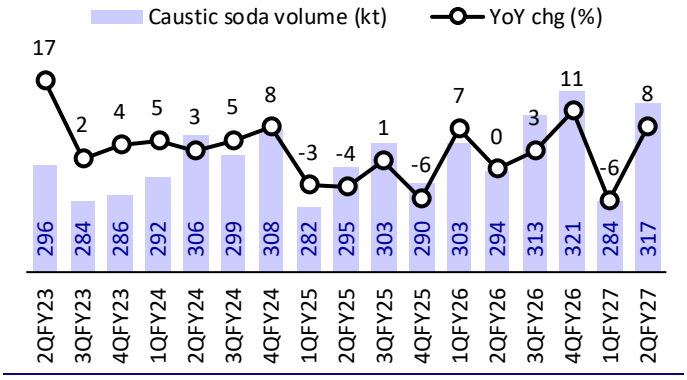
Source: Company, MOFSL

Exhibit 5: EBITDA/kg at INR22 (vs. INR16 in 2QFY26)



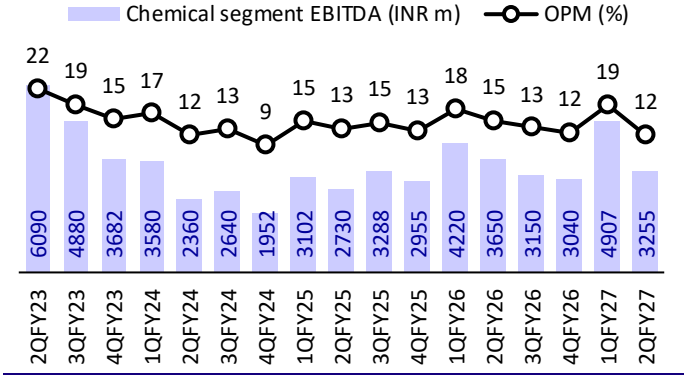
Source: Company, MOFSL

Exhibit 6: Caustic soda volume increased ~8% YoY



Source: Company, MOFSL

Exhibit 7: Chemical segment's OPM declined 3.4pp YoY



Source: Company, MOFSL

Exhibit 8: HoldCo discount for its holding in UTCEM and other subsidiaries has increased to 44%



Source: Company, MOFSL

Exhibit 9: Our SoTP valuation

Particulars	Valuation method	Unit	FY28E	INR/share
UTCEM's m-cap based on TP		INR b	3,817	
Holding company discount		%	35	
GRASIM's stake		%	56	
Value of its cement stake		**INR b**	**1,392**	
Value/share	❖ **35% HoldCo discount to our TP**	**INR**		**2,040**
Value of standalone business (excluding Paints)		INR b	237	
Value/share	❖ **6x for the standalone business**			**348**
Value of listed investments		INR b	116	
Holding company discount		%	35	
Assigned value to listed investments		**INR b**	**76**	
Value/share	❖ **35% HoldCo discount on the CMP**	**INR**		**110**
Standalone net debt		INR b	81	
Value/share		**INR**		**119**
ABCAP		INR b	1,117	
Holding company discount		%	35	
GRASIM's stake		%	52	
Value of ABCAP's stake in GRASIM		**INR b**	**380**	
Value/share	❖ **35% HoldCo discount on the CMP**	**INR**		**560**
Paint Business	❖ **3.0x of Revenue**	INR b	245	
Value/share		**INR**		**361**
B2B e-commerce	❖ **1.0x of Revenue**	INR b	128	
Value/share		**INR**		**187**
Renewable Business	❖ **10x EV/EBITDA**	INR b	36	
Value/share				**53**
SoTP-based TP		**INR**		**3,540**

Source: MOFSL, Company

Financials and valuations

Standalone Income Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Sales	**1,23,864**	**2,08,568**	**2,68,397**	**2,58,473**	**3,15,632**	**4,10,395**	**5,03,678**	**5,45,292**
Change (%)	*(33.4)*	*68.4*	*28.7*	*(3.7)*	*22.1*	*30.0*	*22.7*	*8.3*
Total Expenditure	1,08,220	1,76,407	2,36,598	2,35,313	3,04,218	3,92,690	4,77,498	5,14,641
EBITDA	**15,643**	**32,162**	**31,799**	**23,160**	**11,415**	**17,705**	**26,180**	**30,651**
Change (%)	*(32.3)*	*105.6*	*(1.1)*	*(27.2)*	*(50.7)*	*55.1*	*47.9*	*17.1*
Margin (%)	*12.6*	*15.4*	*11.8*	*9.0*	*3.6*	*4.3*	*5.2*	*5.6*
Depreciation	8,282	9,140	10,973	12,151	16,762	20,898	22,979	25,463
EBIT	**7,362**	**23,022**	**20,826**	**11,010**	**-5,347**	**-3,192**	**3,201**	**5,189**
Int. and Finance Charges	2,360	2,472	3,677	4,404	6,837	8,947	11,934	11,937
Other Income - Rec.	5,137	8,953	10,183	12,566	17,151	17,879	44,898	25,288
PBT & EO Items	**10,139**	**29,503**	**27,333**	**19,172**	**4,967**	**5,740**	**36,164**	**18,540**
Change (%)	*(39.8)*	*191.0*	*(7.4)*	*(29.9)*	*(74.1)*	*15.6*	*530.1*	*(48.7)*
Extra Ordinary (income)/expense	810	691	880	7,156	1,640	1,295	8,254	0
PBT but after EO Items	**9,329**	**28,812**	**26,452**	**12,016**	**3,327**	**4,444**	**27,910**	**18,540**
Tax	1,224	1,857	5,215	2,562	1,206	961	5,786	3,152
Tax Rate (%)	*12.1*	*6.3*	*19.1*	*13.4*	*24.3*	*16.7*	*16.0*	*17.0*
Reported PAT	**8,105**	**26,955**	**21,237**	**9,454**	**2,121**	**3,484**	**22,124**	**15,388**
PAT Adj for EO items	**8,817**	**22,306**	**20,933**	**16,157**	**3,267**	**4,239**	**28,314**	**15,388**
Change (%)	*(43.6)*	*153.0*	*(6.2)*	*(22.8)*	*(79.8)*	*29.8*	*567.9*	*(45.7)*
Margin (%)	*7.1*	*10.7*	*7.8*	*6.3*	*1.0*	*1.0*	*5.6*	*2.8*

Standalone Balance Sheet

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	1,316	1,317	1,317	1,328	1,361	1,361	1,361	1,361
Employee Stock Options Outstanding	567	708	708	708	708	708	708	708
Reserves	4,27,595	4,84,133	4,67,524	5,19,110	5,41,907	5,50,703	5,72,211	5,80,794
Net Worth	**4,29,479**	**4,86,158**	**4,69,549**	**5,21,146**	**5,43,976**	**5,52,772**	**5,74,281**	**5,82,863**
Loans	41,634	41,208	52,542	94,529	1,11,214	1,17,155	1,27,655	1,23,655
Deferred liabilities	17,339	18,414	15,348	22,971	22,992	26,706	26,706	26,706
Capital Employed	**4,88,452**	**5,45,779**	**5,37,440**	**6,38,646**	**6,78,182**	**6,96,632**	**7,28,641**	**7,33,223**
Gross Block	1,48,940	1,95,985	2,20,577	2,41,611	3,24,623	3,55,236	3,98,189	4,23,189
Less: Accum. Deprn.	39,302	47,435	58,408	70,559	87,321	1,08,218	1,31,198	1,56,661
Net Fixed Assets	**1,09,637**	**1,48,549**	**1,62,169**	**1,71,052**	**2,37,302**	**2,47,018**	**2,66,991**	**2,66,529**
Capital WIP	40,334	17,428	29,257	71,310	27,848	17,953	5,000	5,000
Non-Current Investments/Strategic	3,05,230	3,39,418	3,08,412	3,62,918	3,58,887	3,78,573	4,07,373	4,07,373
Current - Financial	41,553	47,490	30,556	29,204	37,466	42,569	40,569	40,569
Curr. Assets	**46,827**	**73,477**	**91,378**	**1,06,895**	**1,18,305**	**1,24,209**	**1,41,831**	**1,60,740**
Inventory	21,790	39,408	44,928	52,150	60,514	57,324	65,112	74,721
Account Receivables	13,120	16,904	15,973	19,743	25,539	32,125	37,565	43,108
Cash and Bank Balance	1,327	2,253	4,744	3,096	1,937	1,318	1,378	2,013
Others	10,590	14,912	25,734	31,905	30,314	33,442	37,776	40,897
Curr. Liability & Prov.	**55,130**	**80,583**	**84,332**	**1,02,732**	**1,01,626**	**1,13,689**	**1,33,123**	**1,46,987**
Account Payables	27,069	46,507	47,112	54,826	48,313	60,238	76,381	87,654
Provisions	3,250	3,419	3,866	8,385	7,837	6,609	7,555	8,179
Other Liabilities	24,811	30,656	33,353	39,521	45,475	46,842	49,186	51,153
Net Current Assets	**-8,303**	**-7,105**	**7,046**	**4,163**	**16,680**	**10,520**	**8,708**	**13,753**
Appl. of Funds	**4,88,452**	**5,45,779**	**5,37,440**	**6,38,646**	**6,78,182**	**6,96,632**	**7,28,641**	**7,33,223**

Financials and valuations

Standalone Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share price								
EPS	**13.4**	**33.9**	**31.8**	**24.3**	**4.8**	**6.2**	**41.6**	**22.6**
Cash EPS	26.0	47.8	48.5	42.6	29.4	36.9	75.4	60.0
BV/Share	652.6	738.4	713.1	784.9	799.3	812.2	843.8	856.5
DPS	9.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Valuation								
P/E	77.1	23.2	29.4	66.7	304.7	185.5	29.2	42.0
Cash P/E	36.5	19.9	19.6	22.3	32.3	25.7	12.6	15.8
P/BV	4.6	4.1	4.2	3.8	3.8	3.7	3.6	3.5
EV/Sales*	3.0	1.7	1.4	1.7	1.6	1.2	1.0	0.9
EV/EBITDA*	24.0	11.2	12.1	19.3	44.4	28.7	19.9	16.8
Dividend Yield (%)	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Return Ratios (%)								
RoE*	7.2	16.5	13.6	10.1	1.9	2.4	16.6	9.0
RoCE*	6.8	16.4	14.2	9.3	4.0	4.6	15.0	9.4
Working Capital Ratios								
Debtor (Days)	31	37	24	27	32	32	30	30
Asset Turnover (x)	0.3	0.4	0.5	0.4	0.5	0.6	0.7	0.7
Leverage Ratio								
Debt/Equity	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2

*calculated for standalone business

Standalone Cash Flow Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	9,329	28,812	26,452	12,016	3,327	4,445	36,164	18,540
Depreciation	8,282	9,140	10,973	12,151	16,762	20,898	22,979	25,463
Interest & Finance Charges	(421)	(4,552)	(4,184)	(5,260)	(7,271)	(5,969)	(28,193)	(8,370)
Direct Taxes Paid	(1,786)	(6,502)	(4,071)	(573)	3,366	254	(5,786)	(3,152)
(Inc)/Dec in WC	9,350	132	(5,426)	(5,965)	(16,692)	5,974	1,872	(4,410)
CF from Operations	**24,754**	**27,029**	**23,744**	**12,368**	**(507)**	**25,601**	**27,036**	**28,071**
Others	(780)	(467)	(556)	5,408	253	1,204	(2,064)	-
CF from Operating incl EO	**23,974**	**26,562**	**23,188**	**17,776**	**(254)**	**26,806**	**24,973**	**28,071**
(Inc)/Dec in FA	(11,932)	(25,382)	(40,225)	(55,260)	(38,350)	(20,872)	(30,000)	(25,000)
Free Cash Flow	**12,041**	**1,181**	**(17,036)**	**(37,484)**	**(38,604)**	**5,933**	**(5,027)**	**3,071**
(Pur)/Sale of Investments	102	66	111	271	4,714	1,050	-	-
Others	(10,249)	(9,541)	18,211	(874)	4,802	4,587	13,327	20,307
CF from Investments	**(22,079)**	**(34,857)**	**(21,902)**	**(55,863)**	**(28,834)**	**(15,235)**	**(16,673)**	**(4,693)**
Issue of Shares	126	(425)	(902)	9,376	29,464	(1,440)	-	-
Inc/(Dec) in Debt	(9,384)	(583)	11,306	42,023	16,693	5,930	10,500	(4,000)
Interest Paid	(3,241)	(843)	(5,478)	(6,419)	(10,512)	(9,491)	(11,934)	(11,937)
Dividend Paid	(2,622)	(5,915)	(6,574)	(6,577)	(6,686)	(6,792)	(6,806)	(6,806)
Others	-	-	-	-	-	-	-	-
CF from Fin. Activity	**(15,120)**	**(7,766)**	**(1,648)**	**38,404**	**28,959**	**(11,794)**	**(8,240)**	**(22,743)**
Inc/Dec of Cash	**(13,226)**	**(16,061)**	**(362)**	**317**	**(130)**	**(224)**	**60**	**635**
Opening Balance	510	692	5,106	2,779	2,067	1,542	1,318	1,378
Add: Cash on amalgamation	13,408	15,895	-	-	-	-	-	-
Closing Balance	**692**	**527**	**4,744**	**3,096**	**1,937**	**1,318**	**1,378**	**2,013**

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