

Product and cost structure in place; volume ramp-up key

Auto & Auto Ancillaries ▶ Result Update ▶ November 07, 2025

CMP (Rs): 48 | TP (Rs): 65

Ola logged a soft Q2 with consol revenue down 43% YoY to Rs6.9bn, broadly in line with consensus' estimate. Auto EBITDA (incl other income) turned positive (~0.6%) for first time (ex 'other income', EBITDA loss was Rs470mn), aided by gross margin (GM) expansion (of 510 bps QoQ) to 30.7% and ~52% reduction in opex with positive CFO of Rs150mn (posted -Rs400mn after one-time festive inventory build-up). Gen-3 transition is largely done (90%+ scooters), and Ola has begun pilot deployments of 4,680 in-house cells (full migration over next 6-9M). The management revised its FY26 guidance, and now targets ~100k deliveries in H2 (~220k units for FY26 vs 325-375k units, prior) and FY26 consol revenue of ~Rs30-32bn (earlier, Rs42-47bn) with revenue guidance for the BESS business at Rs12bn in FY27P. While we cut FY26E/27E/28E volume by 20%/14%/12%, decline in revenue is limited to 16%/7%/2% as we build in BESS revenue from FY27E. We retain BUY (refer to our IC; [Link](#)) with unchanged SoTP-based TP of Rs65 at 5x Sep-27E EV/S + 2x P/B for the cell business.

Healthy gross margin despite subdued topline performance

Consol revenue was down 43% YoY at Rs6.9bn (in line with Consensus' estimates) with Auto business ASPs up 6% YoY/8% QoQ to Rs131K. Consol gross profit was down 5% YoY at Rs2.1bn; however, GM expanded by 500bps QoQ at 30.9% on account of lower RM costs. EBITDA losses stood at Rs2bn (Consensus: Rs2.3bn), with EBITDA margin at -29.4% (vs 31% in Q2FY25/28.6% in Q1FY26). Overall, APAT stood at ~Rs4.2bn (in line with consensus' estimates) on the back of higher depreciation.

Earnings call KTAs

1) The e-2W industry was broadly flat, and the company is prioritizing margin improvement and business model stability over capture of volume-led market share. 2) Guidance: ~100k deliveries in H2 (implying 220k units for FY26 vs 325-375k earlier) with FY26 consol revenue of ~Rs30-32bn (earlier, Rs42-47bn). 3) Gen-3 product transition is largely complete (~90% scooters now Gen-3); PLI benefits partially contributed in Q2; full PLI benefit should come from H2. 3) Auto GM have improved to ~30.7% in Q2 and is expected to expand further (~36-37%) with full PLI pass-through, higher MoveOS subscription revenue, and aftermarket/parts penetration (expects parts and accessories revenue to rise to ~5-6% of revenue vs 2.5% currently, providing an additional ~2-3% GM uplift). 4) Over next 6-9M, auto 2W volume will migrate to Ola's in-house manufactured cells, creating demand of 2-3GWh annually for the cell business. 5) Motorcycle volumes accounted for ~12-15% of total EV volumes in Q2. 6) Ola launched its BESS product line using the same battery platform (4,680), with broader channel rollout in the first half of Jan-26. 7) BESS pricing ranges at Rs50k-200k with average ASP of ~Rs150k; the mgmt highlighted that GM is healthy (~40-50%); it expects ~Rs1bn in BESS revenue in Q4, (7k-8k units), and guides for ~Rs10-12bn revenue in FY27 (~60k-70k units). 8) Ola launched HyperService, giving customers access to genuine parts and third-party garages with aim to improve customer experience, lower warranty costs, and unlock a high-margin parts business (>50% GM potential).

Target Price – 12M	Sep-26
Change in TP (%)	-
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	35.4

Stock Data	OLAELEC IN
52-week High (Rs)	103
52-week Low (Rs)	40
Shares outstanding (mn)	4,410.8
Market-cap (Rs bn)	210
Market-cap (USD mn)	2,368
Net-debt, FY26E (Rs mn)	19,573.9
ADTV-3M (mn shares)	123
ADTV-3M (Rs mn)	10,044.8
ADTV-3M (USD mn)	113.3
Free float (%)	63.2
Nifty-50	25,509.7
INR/USD	88.6

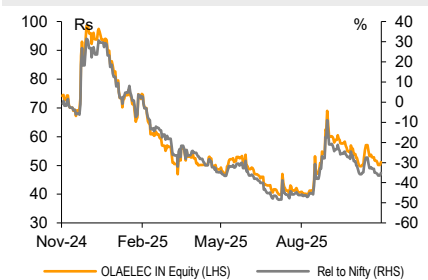
Shareholding, Sep-25

Promoters (%)	36.8
FPIs/MFs (%)	3.3/6.8

Price Performance

(%)	1M	3M	12M
Absolute	(9.6)	18.0	(36.1)
Rel. to Nifty	(11.1)	13.7	(38.6)

1-Year share price trend (Rs)



Ola Electric Mobility: Financial Snapshot (Consolidated)

Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	50,098	45,140	29,105	44,626	58,321
EBITDA	(12,676)	(17,390)	(6,786)	(3,632)	(876)
Adj. PAT	(15,784)	(22,530)	(15,467)	(15,146)	(13,236)
Adj. EPS (Rs)	(3.2)	(5.1)	(3.5)	(3.4)	(3.0)
EBITDA margin (%)	(25.3)	(38.5)	(23.3)	(8.1)	(1.5)
EBITDA growth (%)	0	0	0	0	0
Adj. EPS growth (%)	0	0	0	0	0
RoE (%)	(72.1)	(62.9)	(35.4)	(53.3)	(93.2)
RoIC (%)	(84.5)	(71.0)	(31.2)	(22.5)	(15.8)
P/E (x)	(14.8)	(9.3)	(13.6)	(13.9)	(15.9)
EV/EBITDA (x)	(19.3)	(12.2)	(33.8)	(69.3)	(301.3)
P/B (x)	11.5	4.1	5.8	10.1	27.7
FCFF yield (%)	(7.5)	(15.9)	(6.0)	(6.6)	(2.2)

Source: Company, Emkay Research

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Exhibit 1: Q2FY26 snapshot – Ola reported a 43% YoY decline in revenue; gross margin improved further to 30.9% (up by 510bps QoQ)

(Rs mn)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	YoY (%)	QoQ (%)
Revenue	8,730	12,960	15,980	16,440	12,140	10,450	6,110	8,280	6,900	-43.2	-16.7
Expenditure	13,080	15,970	19,100	18,490	15,930	15,050	13,060	10,650	8,930	-43.9	-16.2
as % of sales	149.8	123.2	119.5	112.5	131.2	144.0	213.7	128.6	129.4		
Consumption of RM	8,220	10,880	13,580	13,410	9,890	8,510	5,270	6,140	4,770	-51.8	-22.3
as % of sales	94.2	84.0	85.0	81.6	81.5	81.4	86.3	74.2	69.1		
Employee Cost	1,130	1,190	1,130	1,230	1,390	1,020	990	890	550	-60.4	-38.2
as % of sales	12.9	9.2	7.1	7.5	11.4	9.8	16.2	10.7	8.0		
Other expenditure	3,730	3,900	4,390	3,850	4,650	5,520	6,800	3,620	3,610	-22.4	-0.3
as % of sales	42.7	30.1	27.5	23.4	38.3	52.8	111.3	43.7	52.3		
EBITDA	(4,350)	(3,010)	(3,120)	(2,050)	(3,790)	(4,600)	(6,950)	(2,370)	(2,030)	46.4	14.3
EBITDA margin (%)	(49.8)	(23.2)	(19.5)	(12.5)	(31.2)	(44.0)	(113.7)	(28.6)	(29.4)		
Depreciation	920	1,030	1,160	1,260	1,320	1,380	1,700	1,650	1,720	30.3	4.2
EBIT	(5,270)	(4,040)	(4,280)	(3,310)	(5,110)	(5,980)	(8,650)	(4,020)	(3,750)	26.6	6.7
Other Income	490	750	730	740	1,000	1,270	1,170	680	660	-34.0	-2.9
Interest	460	430	610	670	840	930	1,220	940	1,090	29.8	16.0
PBT	(5,240)	(3,720)	(4,160)	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	15.6	2.3
Total Tax	-	-	-	-	-	-	-	-	-		
Adjusted PAT	(5,240)	(3,720)	(4,160)	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	-15.6	-2.3
PAT margin (%)	(60.0)	(28.7)	(26.0)	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)		
Exceptional item (expense)/profit	-	-	-	-	-	-	-	-	-		
Reported PAT	(5,240)	(3,720)	(4,160)	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	-15.6	-2.3
Adjusted EPS (Rs)	(2.7)	(1.9)	(2.1)	(1.4)	(1.1)	(1.3)	(2.0)	(1.0)	(0.9)	15.6	2.3

(%)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Change YoY (bps)	Change QoQ (bps)
EBITDAM	(49.8)	(23.2)	(19.5)	(12.5)	(31.2)	(44.0)	(113.7)	(28.6)	(29.4)	180	-80
EBITM	(60.4)	(31.2)	(26.8)	(20.1)	(42.1)	(57.2)	(141.6)	(48.6)	(54.3)	-1,226	-580
PBTM	(60.0)	(28.7)	(26.0)	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)	-1,981	-889
APATM	(60.0)	(28.7)	(26.0)	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)	-1,981	-889
Effective Tax rate	-	-	-	-	-	-	-	-	-	0	0

Source: Company, Emkay Research

Exhibit 2: Actuals vs Estimates

Consolidated (Rs mn)	Actual	Consensus	Variance %
Revenue	6,900	6,843	0.8
EBITDA	(2,030)	(2,296)	(11.6)
EBITDA margin (%)	(29.4)	(33.6)	413 bps
Adj net income	(4,180)	(4,162)	0.4

Source: Bloomberg, Emkay Research

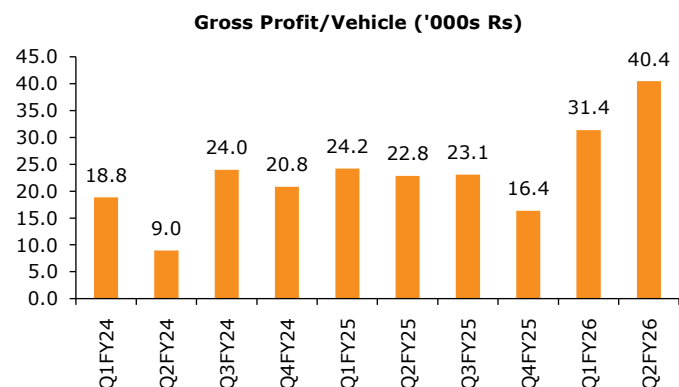
This report is intended for Team White Marque Solutions (team.emkay@whitemarquessolutions)

Exhibit 3: Segmental Q2FY26 performance – Despite subdued Auto segment growth, Ola reported gross margin expansion of ~500bps QoQ to 30.7%

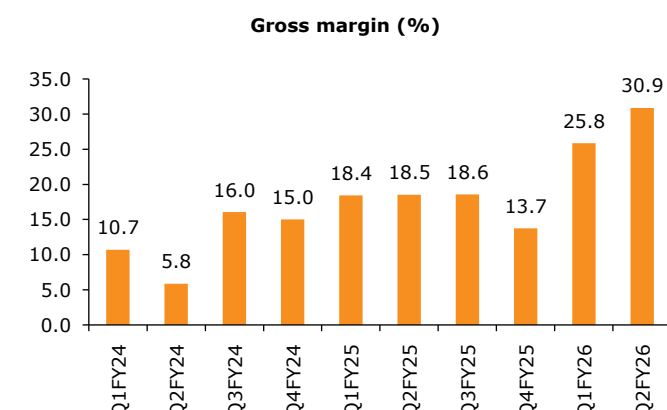
Auto Segment (Rs mn)	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	YoY (%)	QoQ (%)
Revenue from Operations	12140	10450	6110	8260	6880	(43.3)	(16.7)
ASPs	123,100	124,362	118,929	121,129	130,635	6.1	7.8
Gross Profit	2,250	1,940	840	2,120	2,110	(6.2)	(0.5)
Gross Margin (%)	18.5%	18.6%	13.7%	25.7%	30.7%		
Operating Expenses	4,800	5,330	6,380	3,080	2,580	(46.3)	(16.2)
EBITDA	-2,550	-3,390	-5,540	-960	-470	(81.6)	(51.0)
EBITDA Margin (%)	-21.0%	-32.4%	-90.7%	-11.6%	-6.8%		
PAT	-3,470	-4,230	-7,050	-2,610	-2,330	(32.9)	(10.7)
CFO	-5,300	-6,940	-1,810	-270	-400	(92.5)	48.1
FCF	-6,090	-8,230	-4,550	-1,070	-1,080	(82.3)	0.9

Cell Segment (Rs mn)	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2FY26	YoY (%)	QoQ (%)
Revenue from Operations	10	30	40	30	40	300	33
Gross Profit	0	20	30	20	20	-	-
Gross Margin (%)	0.0%	66.7%	75.0%	66.7%	50.0%		
Operating Expenses	180	340	320	450	520	189	16
EBITDA	-180	-320	-290	-430	-500	178	16
EBITDA Margin (%)	-1,800%	-1,067%	-725%	-1,433%	-1,250%		
PAT	-490	-520	-530	-690	-790	61	14
CFO	-260	-360	-160	-320	-620	138	94
FCF	-1,540	-1,320	-760	-910	-1,430	(7)	57

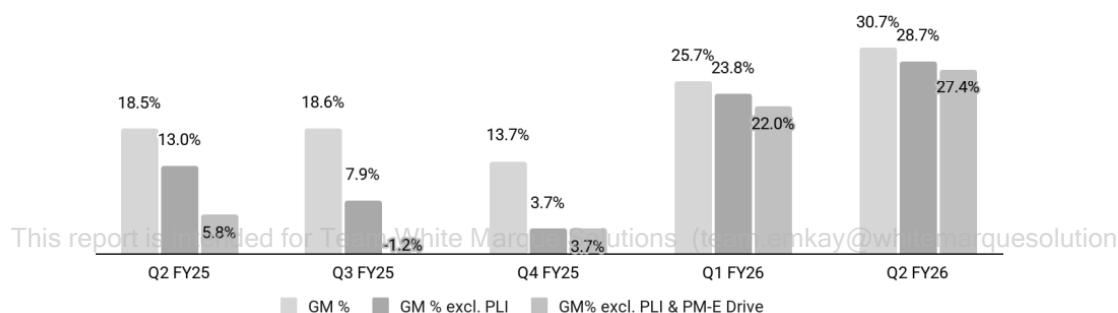
Source: Company, Emkay Research

Exhibit 4: Gross profit/vehicle improved to Rs40k owing to BOM cost reduction...

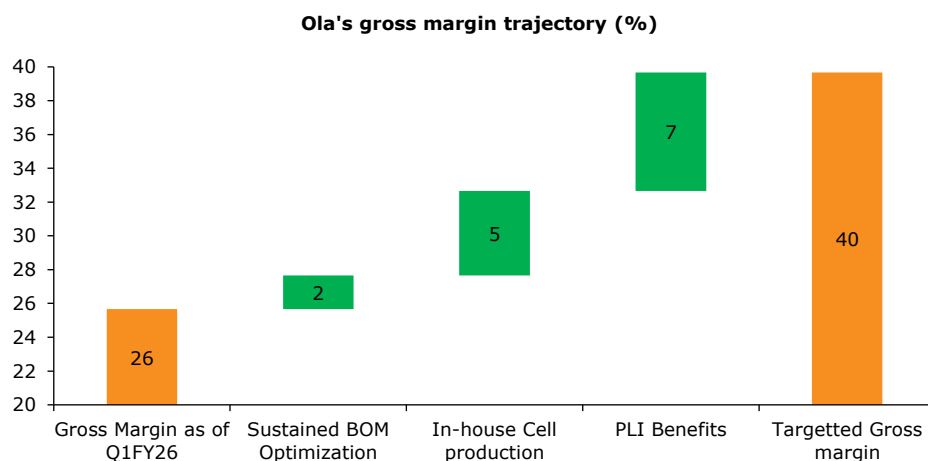
Source: Company, Emkay Research

Exhibit 5: ...with gross margin rising to ~30.9% in Q2

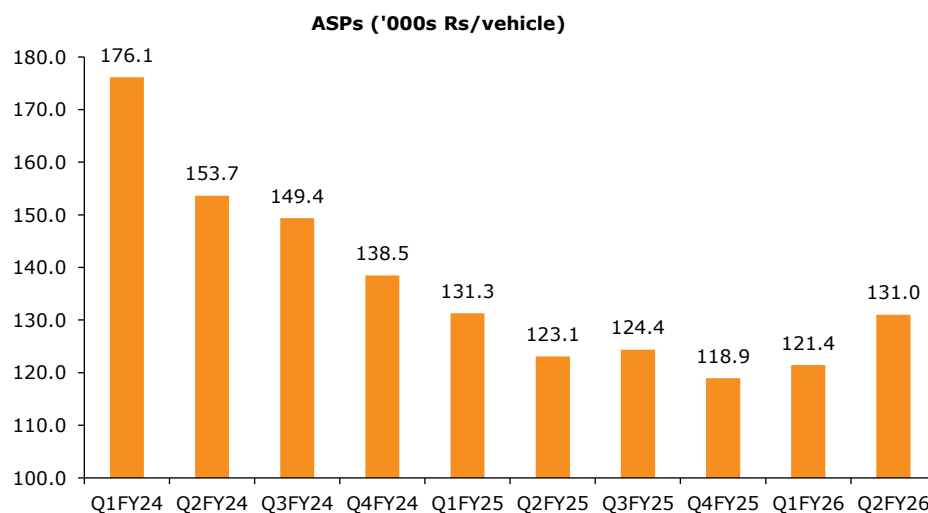
Source: Company, Emkay Research

Exhibit 6: Even without subsidies, Auto gross margin has improved to 27.4% vs 22% in Q1FY26/5.8% in Q2FY25**Graph 4: Auto GM - with and without incentives**

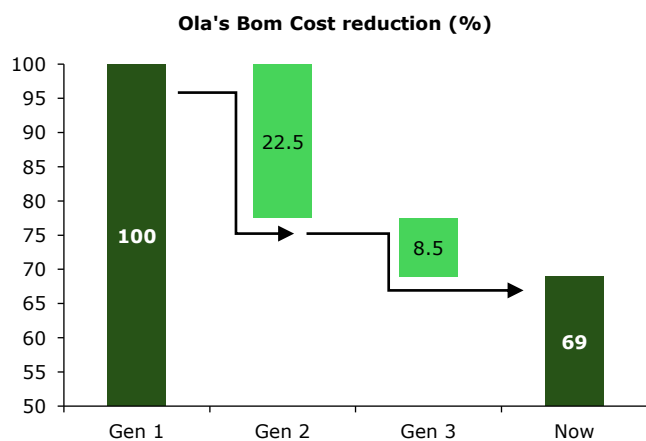
Source: Company, Emkay Research

Exhibit 7: Ola eyes 40% gross margin, led by multiple levers

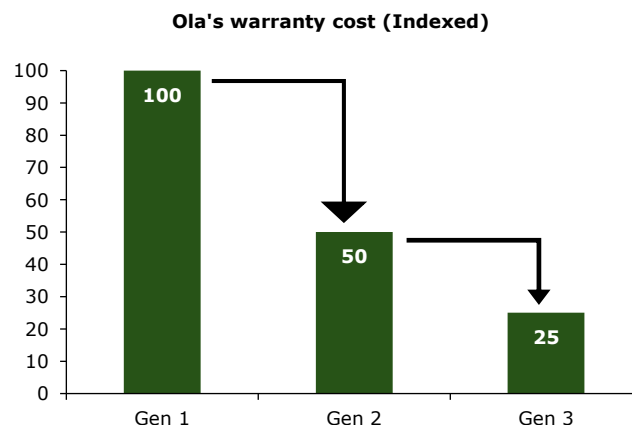
Source: Company, Emkay Research

Exhibit 8: ASPs have improved to Rs131k owing to the portfolio tilting toward Gen-3, e-motorcycles, and MoveOS software-linked trim and accessory bundles

Source: Company, Emkay Research

Exhibit 9: Structurally superior Gen3 has 31% lower BOM cost

Source: Company, Emkay Research

Exhibit 10: Gen-3's warranty costs are also 1/4th the cost of Gen-1 models

Source: Company, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Exhibit 11: Revenue Model – We build in 34%/42% 2W volume/consol revenue CAGR over FY26E-28E; we also build-in BESS revenue from FY27E

Volumes (no of units)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Domestic E-Scooter Volumes	160,307	344,472	376,338	226,138	312,703	390,878
Growth YoY (%)	957.2	114.9	9.3	-39.9	38.3	25.0
Domestic E-Motorcycles Volumes	0	0	0	0	12,000	14,400
Growth YoY (%)						20.0
Olas Domestic E-2W Volumes	160,307	344,472	376,338	226,138	324,703	405,278
Growth YoY (%)	957.2	114.9	9.3	-39.9	43.6	24.8
Export Volumes	0	0	0	0	0	0
Growth YoY (%)						
Total Volumes	160,307	344,472	376,338	226,138	324,703	405,278
Growth YoY (%)	957.2	114.9	9.3	-39.9	43.6	24.8
Ola's market share (%)						
-- E-2W	20.8	35.1	28.9	15.8	17.9	18.2
-- E-Scooters	20.8	35.1	28.9	15.8	17.4	18.0
-- E-Commuter Motorcycles	0.0	0.0	0.0	0.0	100.0	26.1
ASP (Rs)	168,378	145,435	119,945	128,703	128,198	130,950
	-31.6	-13.6	-17.5	7.3	-0.4	2.1
(i) Auto Revenue	26,309	50,098	45,140	29,105	41,626	53,071
Growth YoY (%)	604.5	90.4	-9.9	-35.5	43.0	27.5
BESS (no of units)					20,000	35,000
						75.0
ASPs (Rs/unit)					150,000	150,000
						0.0
(ii) BESS Revenue					3,000	5,250
Growth YoY (%)						75.0
Total Consol Revenue	26,309	50,098	45,140	29,105	44,626	58,321
Growth YoY (%)		90.4	-9.9	-35.5	53.3	30.7
Gross Profit	605	6,303	8,060	9,313	16,065	22,745
Gross margin (%)	2.3	12.6	17.9	32.0	38.6	42.9
Gross Profit Per Vehicle (Rs)	3,775	18,298	21,417	41,185	49,477	56,123
Employee Costs (%)	4,267	4,389	4,630	2,567	3,408	4,215
% of Revenue	16.2	8.8	10.3	8.8	8.2	7.9
Growth YoY (%)	51.1	2.8	5.5	-44.6	32.8	23.7
Other Expenses (%)	8,862	14,590	20,820	13,533	16,290	19,407
% of Revenue	33.7	29.1	46.1	46.5	39.1	36.6
Growth YoY (%)	116.0	64.6	42.7	-35.0	20.4	19.1
EBITDA	-12,525	-12,676	-17,390	-6,786	-3,632	-876
EBITDA margin (%)	-47.6	-25.3	-38.5	-23.3	-8.7	-1.7
EBITDA Per Vehicle (Rs)	-78,128	-36,798	-46,208	-30,010	-11,187	-2,163
Depreciation	1,671	3,576	5,660	6,880	7,554	7,895
% of Gross Block	13.2	15.8	15.3	13.8	11.7	10.3
EBIT	-14,195	-16,252	-23,050	-13,666	-11,187	-8,771
EBIT margin (%)	-54.0	-32.4	-51.1	-47.0	-26.9	-16.5
Interest Expense	1079	1866	3660	4480	5326	5820
% of Gross Debt	8.6	8.5	11.7	10.5	10.3	10.2
PAT	-13,873	-15,848	-22,573	-15,467	-15,146	-13,236
PAT margin (%)	-52.7	-31.6	-50.0	-53.1	-36.4	-24.9
EPS (Rs)	-3.7	-3.2	-5.1	-3.5	-3.4	-3.0

Source: Company, Emkay Research

Exhibit 12: While we cut FY26/27/28E volumes by 20%/14%/12%, decline in revenue is limited to 16%/7%/2% as we build in BESS business from FY27E.

Consolidated (Rs mn)	FY26E				FY27E				FY28E			
	Earlier	Revised	% Change	% YoY	Earlier	Revised	% Change	% YoY	Earlier	Revised	% Change	% YoY
Total units (2Ws)	280,919	226,138	-19.5	-39.9	378,539	324,703	-14.2	43.6	461,578	405,278	-12.2	24.8
ASPs (Rs/unit)	123,091	128,703	4.6	7.3	126,288	128,198	1.5	-0.4	129,091	130,950	1.4	2.1
Auto Business Revenue	34,579	29,105	-15.8	-35.5	47,805	41,626	-12.9	43.0	59,585	53,071	-10.9	27.5
Bess (no of units)	0				20,000				35,000			
ASPs (Rs/unit)					150,000				150,000			
BESS Business Revenue					3,000				5,250			
Total Consol Revenue	34,579	29,105	-15.8	-35.5	47,805	44,626	-6.6	53.3	59,585	58,321	-2.1	30.7
RM Cost	23,825	19,791	-16.9	-46.6	31,503	28,561	-9.3	44.3	37,777	35,576	-5.8	24.6
Gross Profit	10,754	9,313	-13.4	15.6	16,301	16,065	-1.4	72.5	21,808	22,745	4.3	41.6
Margin (%)	45.1	47.1	4 bps	116 bps	51.7	56.3	9 bps	20 bps	57.7	63.9	11 bps	14 bps
Employee Costs	3,519	2,567	-27.1	-44.6	4,125	3,408	-17.4	32.8	4,844	4,215	-13.0	23.7
Other Expenses	13,117	13,533	3.2	-35.0	15,553	16,290	4.7	20.4	18,449	19,407	5.2	19.1
EBITDA	-5,844	-6,786			-3,395	-3,632			-1,504	-876		
Margin (%)	(16.9)	(23.3)			(7.1)	(8.1)			(2.5)	(1.5)		
Depreciation	6,866	6,880			7,561	7,554			7,901	7,895		
EBIT	-12,711	-13,666			-10,956	-11,187			-9,405	-8,771		
Other income	2,420	2,678			1,357	1,367			1,355	1,355		
Interest Expense	4,794	4,480			5,736	5,326			6,178	5,820		
APAT	-15,085	-15,467			-15,336	-15,146			-14,228	-13,236		
EPS (Rs)	-3.4	-3.5			-3.5	-3.4			-3.2	-3.0		

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

Ola Electric Mobility: Consolidated Financials and Valuations

Profit & Loss					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	50,098	45,140	29,105	44,626	58,321
Revenue growth (%)	90.4	(9.9)	(35.5)	53.3	30.7
EBITDA	(12,676)	(17,390)	(6,786)	(3,632)	(876)
EBITDA growth (%)	0	0	0	0	0
Depreciation & Amortization	3,576	5,660	6,880	7,554	7,895
EBIT	(16,252)	(23,050)	(13,666)	(11,187)	(8,771)
EBIT growth (%)	0	0	0	0	0
Other operating income	-	-	-	-	-
Other income	2,334	4,180	2,678	1,367	1,355
Financial expense	1,866	3,660	4,480	5,326	5,820
PBT	(15,784)	(22,530)	(15,467)	(15,146)	(13,236)
Extraordinary items	0	0	0	0	0
Taxes	0	0	0	0	0
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	(15,784)	(22,530)	(15,467)	(15,146)	(13,236)
PAT growth (%)	0	0	0	0	0
Adjusted PAT	(15,784)	(22,530)	(15,467)	(15,146)	(13,236)
Diluted EPS (Rs)	(3.2)	(5.1)	(3.5)	(3.4)	(3.0)
Diluted EPS growth (%)	0	0	0	0	0
DPS (Rs)	0	0	0	0	0
Dividend payout (%)	0	0	0	0	0
EBITDA margin (%)	(25.3)	(38.5)	(23.3)	(8.1)	(1.5)
EBIT margin (%)	(32.4)	(51.1)	(47.0)	(25.1)	(15.0)
Effective tax rate (%)	0	0	0	0	0
NOPLAT (pre-IndAS)	(16,252)	(23,050)	(13,666)	(11,187)	(8,771)
Shares outstanding (mn)	4,901	4,411	4,411	4,411	4,411

Source: Company, Emkay Research

Cash flows					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	(15,909)	(22,760)	(15,467)	(15,146)	(13,236)
Others (non-cash items)	689	(2,300)	0	0	0
Taxes paid	(82)	(100)	0	0	0
Change in NWC	4,507	(8,070)	5,361	(2,372)	(1,379)
Operating cash flow	(6,331)	(23,910)	1,253	(4,638)	(900)
Capital expenditure	(12,123)	(9,760)	(15,000)	(12,000)	(5,000)
Acquisition of business	(221)	(21,070)	0	0	0
Interest & dividend income	-	-	-	-	-
Investing cash flow	(11,363)	(28,640)	(15,000)	(12,000)	(5,000)
Equity raised/(repaid)	11,618	53,410	0	0	0
Debt raised/(repaid)	5,978	4,350	14,204	3,884	6,818
Payment of lease liabilities	-	-	-	-	-
Interest paid	(1,697)	(3,470)	(4,480)	(5,326)	(5,820)
Dividend paid (incl tax)	0	0	0	0	0
Others	-	-	-	-	-
Financing cash flow	15,900	54,290	9,724	(1,441)	998
Net chg in Cash	(1,794)	1,740	(4,023)	(18,079)	(4,902)
OCF	(6,331)	(23,910)	1,253	(4,638)	(900)
Adj. OCF (w/o NWC chg.)	(10,838)	(15,840)	(4,108)	(2,266)	479
FCFF	(18,454)	(33,670)	(13,747)	(16,638)	(5,900)
FCFE	(20,319)	(37,330)	(18,227)	(21,964)	(11,720)
OCF/EBITDA (%)	49.9	137.5	(18.5)	127.7	102.7
FCFE/PAT (%)	128.7	165.7	117.8	145.0	88.5
FCFF/NOPLAT (%)	113.5	146.1	100.6	148.7	67.3

Source: Company, Emkay Research

Balance Sheet					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	49,014	44,110	44,110	44,110	44,110
Reserves & Surplus	(28,820)	7,320	(8,147)	(23,293)	(36,529)
Net worth	20,193	51,430	35,963	20,817	7,581
Minority interests	-	-	-	-	-
Non-current liab. & prov.	0	0	0	0	0
Total debt	28,696	37,060	50,731	55,131	62,404
Total liabilities & equity	48,890	88,490	86,694	75,948	69,985
Net tangible fixed assets	12,715	16,020	22,514	30,806	31,461
Net intangible assets	8,150	9,620	9,620	9,620	9,620
Net ROU assets	3,960	5,810	5,810	5,810	5,810
Capital WIP	7,126	7,020	8,646	4,800	1,250
Goodwill	85	90	90	90	90
Investments [JV/Associates]	379	380	380	380	380
Cash & equivalents	16,889	35,180	31,157	13,078	8,176
Current assets (ex-cash)	25,591	33,820	21,137	30,575	38,360
Current Liab. & Prov.	28,464	22,260	14,472	21,988	28,792
NWC (ex-cash)	(2,873)	11,560	6,665	8,587	9,568
Total assets	48,890	88,490	86,694	75,948	69,985
Net debt	11,807	1,880	19,574	42,054	54,229
Capital employed	48,890	88,490	86,694	75,948	69,985
Invested capital	21,952	43,010	44,609	54,823	56,459
BVPS (Rs)	4.1	11.7	8.2	4.7	1.7
Net Debt/Equity (x)	0.6	-	0.5	2.0	7.2
Net Debt/EBITDA (x)	(0.9)	(0.1)	(2.9)	(11.6)	(61.9)
Interest coverage (x)	(7.5)	(5.2)	(2.5)	(1.8)	(1.3)
RoCE (%)	(30.7)	(27.5)	(12.5)	(12.1)	(10.2)

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E March	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	(14.8)	(9.3)	(13.6)	(13.9)	(15.9)
P/CE(x)	(19.1)	(12.4)	(24.4)	(27.6)	(39.3)
P/B (x)	11.5	4.1	5.8	10.1	27.7
EV/Sales (x)	4.9	4.7	7.9	5.6	4.5
EV/EBITDA (x)	(19.3)	(12.2)	(33.8)	(69.3)	(301.3)
EV/EBIT(x)	(15.1)	(9.2)	(16.8)	(22.5)	(30.1)
EV/IC (x)	11.2	4.9	5.1	4.6	4.7
FCFF yield (%)	(7.5)	(15.9)	(6.0)	(6.6)	(2.2)
FCFE yield (%)	(9.7)	(17.8)	(8.7)	(10.5)	(5.6)
Dividend yield (%)	0	0	0	0	0
DuPont-RoE split					
Net profit margin (%)	(31.5)	(49.9)	(53.1)	(33.9)	(22.7)
Total asset turnover (x)	1.2	0.7	0.4	0.6	0.9
Assets/Equity (x)	2.0	1.8	1.9	2.7	4.7
RoE (%)	(72.1)	(62.9)	(35.4)	(53.3)	(93.2)
DuPont-RoIC					
NOPLAT margin (%)	(32.4)	(51.1)	(47.0)	(25.1)	(15.0)
IC turnover (x)	2.6	1.4	0.7	0.9	1.0
RoIC (%)	(84.5)	(71.0)	(31.2)	(22.5)	(15.8)
Operating metrics					
Core NWC days	(20.9)	93.5	83.6	70.2	59.9
Total NWC days	(20.9)	93.5	83.6	70.2	59.9
Fixed asset turnover	2.2	1.2	0.6	0.7	0.8
Opex-to-revenue (%)	37.9	56.4	55.3	44.1	40.5

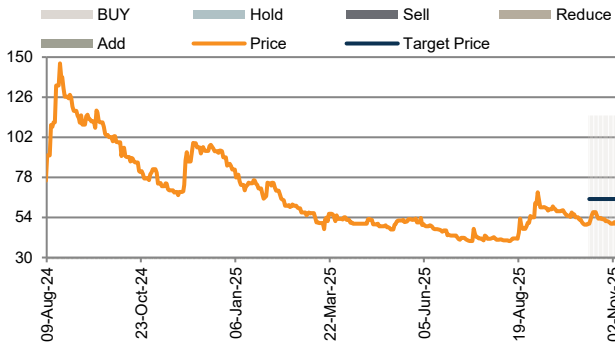
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
14-Oct-25	50	65	Buy	Chirag Jain

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

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