

January 28, 2025

**RESULT REPORT Q3 FY25** | Sector: Energy

# Indian Oil Corporation Ltd

## Strong core refining performance but inventory losses and weak marketing performance drags profitability

Indian Oil Corp Q3FY25 performance showcased performance which was impacted by inventory and adventitious losses. The integrated core margins in USD/bbl were at 5.2 versus our estimated 5.7. The reported EBITDA was at Rs71.2bn and Adj. PAT Rs 21.9bn, the core GRMs has been quite strong but was impacted by inventory losses, while the marketing performance stood weaker than our expectations with adventitious losses. Reported EBITDA and PAT is lower than our and consensus expectations. We downgrade the stock to a REDUCE rating with a revised target price of Rs119 (earlier Neutral, Rs154).

### Result Highlights

- EBITDA at Rs71.2bn and Adj. PAT of Rs21.9bn; on improving core GRMs but was impacted by a significant inventory loss, while the marketing performance was impacted by a LPG subsidy burden of Rs 54.5bn with possible adventitious marketing losses. There was an **exceptional item** of Rs6.8bn this quarter stems from IOCL's reversal of a previously created provision, following a favorable Supreme Court ruling on VAT Input Tax Credit.
- The **reported GRM** was ~USD2.95/bbl (USD1.6 the previous quarter, USD13.5 a year ago), while the Arab heavy-light difference was USD1.9/bbl (1.3 in the quarter prior). The **core GRM** at USD6.6/bbl, (USD3.1 the prior quarter, USD10 a year ago), was at a premium of USD1.6/bbl over the benchmark which was at USD5/bbl. The **refining inventory loss** at USD3.7/bbl (a loss of USD1.5 the previous quarter, and a gain of USD3.5 a year back). **Refinery throughput** was 18.1mmt at 102% utilisation (95% the previous quarter, 104% a year ago).
- The **integrated core EBITDA margins** was USD5.2/bbl (USD2.6 the prior quarter, USD5.3 a year ago) marginally lower our estimated USD5.7/bbl.
- The **core marketing EBITDA (back-calculated)** was Rs2.8/ltr (Rs1.6 the prior quarter, Rs1.5 a year back). The **domestic marketing throughput** was 23.4mmt, down by 5% YoY but up 1.8% QoQ (vs. the industry's growth of 4.8% YoY and 7.9% QoQ). MS sales were 3.97mmt, up 7.6% YoY and 2.9% QoQ, while diesel at 9.57mmt, flat YoY and 19.6% QoQ. Industry motor spirit and diesel sales were up 9.7%/4.8% YoY and 3.5%/18.9% QoQ. The company has a negative LPG subsidy buffer amounting to Rs 54.5bn as of Q3FY25 (Rs 143.23n for 9MFY25) pertaining to LPG subsidy. **Product market share:** The sales market shares of high-speed diesel and motor spirits both were marginally higher at 40.1% and 39.1%.
- Petchem EBIT** loss at Rs 1.55bn vs a loss of Rs0.92bn the prior quarter, loss of Rs 1.96bn a year back. The sequential decline was due to weaker spreads.
- Capex** was at Rs95.2bn (Rs 280bn for 9MFY25) and FY25 target of Rs 358bn. **Debt** of Rs1,315bn was up Rs253bn YoY but down by Rs112.5bn QoQ. The Rs 20.5bn **forex loss** impacted the quarterly profitability.
- 9MFY25 performance:** EBITDA at Rs 195.2bn (vs Rs 598.7bn in 9MFY24) while Adj. PAT at Rs 38.6bn (vs Rs 347.8bn) and the reported GRM at USD3.7/bbl (vs USD13.3). The core GRM stood at USD4.2/bbl (vs USD11.7). The core integrated margins were at USD3.2/bbl vs USD7.2/bbl while the marketing EBITDA/ltr (Rs) was at 1.9 vs 2.4 in 9MFY24.

### Valuation

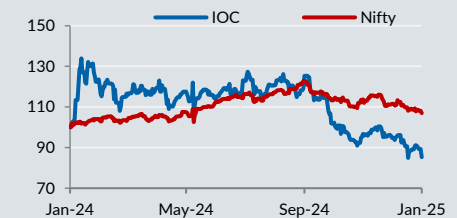
IOCL has a Rs26.2bn/Rs38.5bn sensitivity to a change of Rs0.5/ltr/USD1/bbl, respectively. At CMP, stock trades at 10.7x/7.6x/8x FY25e/26e/27e EV/EBITDA and 1x/0.9x/0.9x P/BV (excl. investments, it trades at 9.5x/6.7x/7.1x FY25e/26e EV/EBITDA and 0.8x/0.7x /0.7x P/BV). We downgrade the stock to a REDUCE rating with a revised target price of Rs119 (earlier Neutral, Rs 154) valuing it on a sum-of-parts basis (core business at 7x EV/EBITDA and investments at Rs23).

Reco	: <b>REDUCE</b>
CMP	: Rs 123
Target Price	: Rs 119
Potential Return	: -3.1%

### Stock data (as on Jan 28, 2025)

Nifty	22,957
52 Week h/l (Rs)	197 / 121
Market cap (Rs/USD mn)	1753434 / 20261
Outstanding Shares (mn)	14,121
6m Avg t/o (Rs mn):	3,281
Div yield (%):	9.6
Bloomberg code:	IOCL IN
NSE code:	IOC

### Stock performance



	1M	3M	1Y
Absolute return	-10.0%	-16.6%	-14.7%

### Shareholding pattern (As of Dec'24 end)

Promoter	51.5%
FII+DII	37.9%
Others	10.6%

### Δ in stance

(1-Yr)	New	Old
Rating	REDUCE	NEUTRAL
Target Price	119	154

### Δ in estimates

(1-Yr)	FY25e	FY26e	FY27e
EPS (New)	4.6	11.7	10.2
EPS (Old)	12.0	15.4	13.6
% Change	(61.3)	(24.0)	(24.8)

### Financial Summary

(Rs bn)	FY25E	FY26E	FY27E
Revenue	7,296.9	7,195.0	7,354.5
YoY Growth	(5.8)	(1.4)	2.2
EBIDTA	289.3	417.5	403.1
OPM %	4.0	5.8	5.5
PAT	65.6	165.6	144.4
YoY Growth	(83.5)	152.6	(12.8)
ROE	3.7	9.0	7.5
EPS	4.6	11.7	10.2
P/E	26.5	10.5	12.0
BV	127.3	133.5	138.7
EV/EBITDA	10.7	7.6	8.0

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Lead Analyst

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**Uvais Khatri**, Associate

## Exhibit 1: Actual vs estimate

Rs mn	Actual	Estimate		% Variation		Remarks
		YES Sec	Consensus	YES Sec	Consensus	
Sales	1,938,995	1,336,706	1,924,028	45.06	0.78	Strong core refining performance but inventory losses and weak marketing performance drags profitability
EBITDA	71,166	127,945	126,209	-44.38	-43.61	
EBITDA Margin (%)	3.67	9.57	6.56	-590bps	-289bps	
Adjusted PAT	21,939	61,034	72,490	-64.05	-69.74	

## Exhibit 2: Earnings snapshot

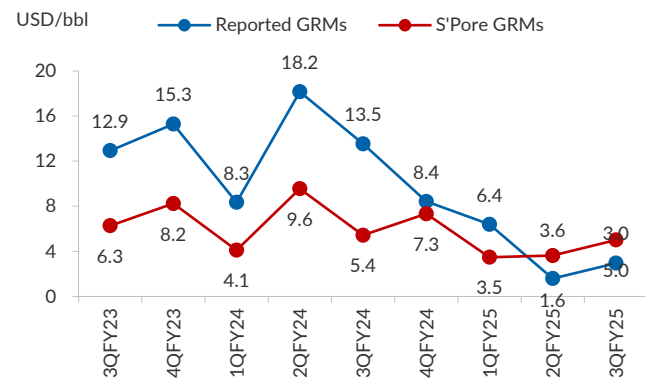
Particulars (Rs mn)	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	y/y (%)	q/q (%)	9MFY24	9MFY25	y/y (%)
Revenue	1,991,040	1,979,782	1,932,355	1,738,476	1,938,995	(2.6)	11.5	5,763,704	5,609,826	(2.7)
Expenditure	1,836,153	1,875,431	1,846,008	1,700,752	1,867,829	1.7	9.8	5,174,047	5,414,589	4.6
-Raw Material	1,692,840	1,722,219	1,699,720	1,548,969	1,699,432	0.4	9.7	4,748,457	4,948,121	4.2
-Staff Cost	26,221	28,275	26,995	24,935	23,918	(8.8)	(4.1)	82,521	75,848	(8.1)
- Other expenses	117,092	124,937	119,293	126,847	144,479	23.4	13.9	343,070	390,619	13.9
Operating Profit	154,887	104,352	86,347	37,724	71,166	(54.1)	88.6	589,656	195,238	(66.9)
OPM(%)	7.8	5.3	4.5	2.2	3.7	-819 bps	-80 bps	10.2	3.5	-675 bps
Other Income	14,529	16,570	5,339	13,748	18,817	29.5	36.9	31,238	37,904	21.3
Depreciation	43,413	37,364	37,557	37,179	38,961	(10.3)	4.8	107,732	113,697	5.5
Interest	18,321	20,234	19,603	24,138	23,118	26.2	(4.2)	53,044	66,858	26.0
Excpnl Loss/(Profit)	-	-	-	11,573	6,797	n.a.	n.a.	-	18,370	n.a.
PBT	107,682	63,323	34,527	1,728	34,701	(67.8)	1,907.8	460,119	70,956	(84.6)
Tax	27,048	14,946	8,095	(72)	5,966	(77.9)	(8,408.5)	112,308	13,989	(87.5)
PAT	80,634	48,377	26,432	1,800	28,735	(64.4)	1,496.3	347,812	56,967	(83.6)
Adj PAT	80,634	48,377	26,432	(9,773)	21,939	(72.8)	(324.5)	347,812	38,598	(88.9)

## Exhibit 3: Operating highlights

Particulars	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	y/y (%)	q/q (%)	9MFY24	9MFY25	y/y (%)
<b>Throughput (mmt)</b>										
Refinery	18.5	18.3	18.2	16.7	18.1	(2.1)	8.2	55.0	53.0	(3.7)
Marketing (domestic)	24.6	25.3	25.3	23.0	23.4	(5.0)	1.8	72.3	71.6	(0.9)
Pipeline	25.2	24.6	25.8	24.0	24.9	(1.2)	3.8	74.0	74.7	0.9
<b>Margins (USD/bbl)</b>										
Reported GRMs	13.5	8.4	6.4	1.6	3.0	(78.2)	85.5	13.3	3.7	(72.1)
Inventory gain/loss	3.5	(2.2)	3.6	(1.5)	(3.7)	(204.2)	142.1	1.5	(0.5)	(134.0)
Core GRM	10.0	10.6	2.8	3.1	6.6	(33.7)	113.2	11.7	4.2	(64.0)
S'Pore GRMs	5.4	7.3	3.5	3.6	5.0	(7.7)	38.3	6.3	4.0	(35.9)
Marketing EBITDA (Rs/ltr)	1.5	0.8	1.1	2.0	2.7	79.8	32.6	2.4	1.9	(20.7)
<b>EBITDA Integrated margin (USD/bbl)</b>										
Inventory gain/loss (Rs mn)										
Refining	40,784	(24,568)	40,352	(15,984)	(42,206)	-	-	52,517	(17,838)	-
Marketing	(27,831)	4,077	(3,578)	(17,973)	(10,061)	-	-	(21,281)	(31,613)	-

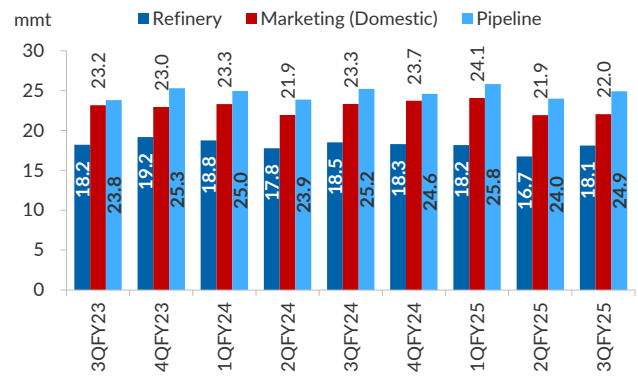
Particulars	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	y/y (%)	q/q (%)	9MFY24	9MFY25	y/y (%)
<b>Rs mn</b>										
Gross Debt	1,061,900	1,164,960	1,158,470	1,427,270	1,314,800	23.8	(7.9)	1,061,900	1,314,800	23.8
Forex gain/losses	(1,020)	(2,520)	(2,090)	(4,200)	(20,490)	1,908.8	387.9	(8,550)	(26,780)	213.2
Core EBITDA (Rs mn)	142,954	127,363	51,663	64,309	137,127	(4.1)	113.2	566,970	253,099	(55.4)
<b>Marketing market share (%)</b>										
HSD	41.9	39.7	40.2	39.9	40.1	(4.2)	0.6	42.0	40.1	(50.3)
MS	39.8	39.0	39.6	39.4	39.1	(1.9)	(0.7)	40.0	39.3	(1.7)

**Exhibit 4: GRMs**



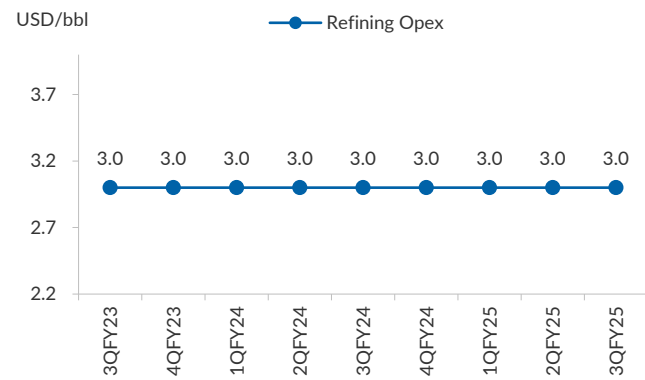
Source: Company, YES Sec

**Exhibit 5: Throughput**



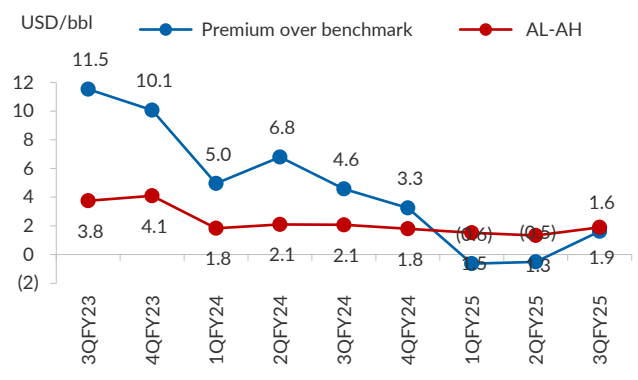
Source: Company, YES Sec

**Exhibit 6: Refining Opex**



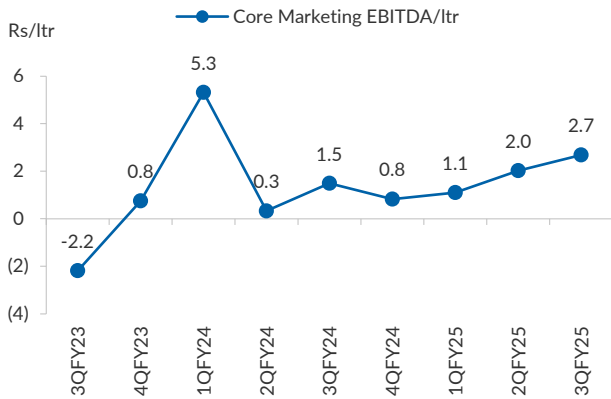
Source: Company, YES Sec

**Exhibit 7: Premium and AL-AH difference**



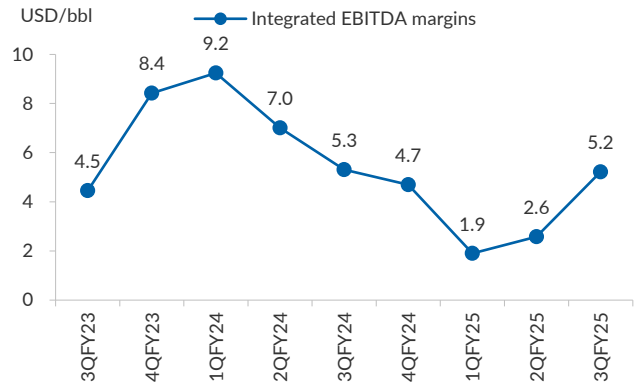
Source: Company, YES Sec

**Exhibit 8: Core marketing EBITDA**



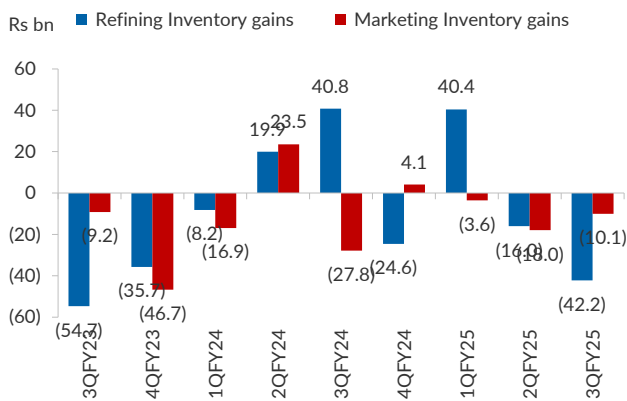
Source: Company, YES Sec

**Exhibit 9: Integrated EBITDA margins**



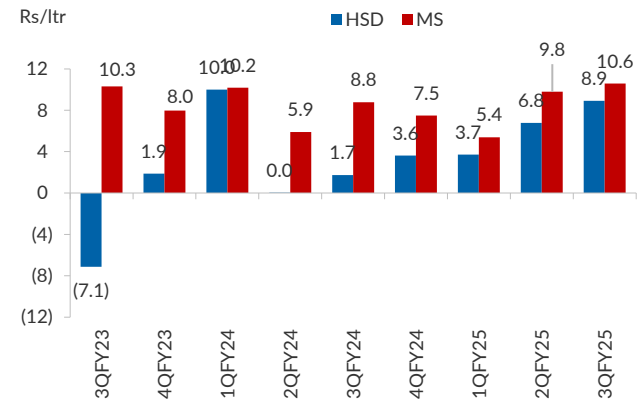
Source: Company, YES Sec

**Exhibit 10: Inventory gain / loss**



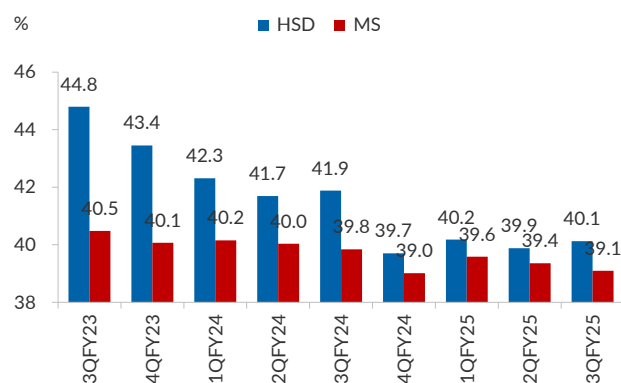
Source: Company, YES Sec

**Exhibit 11: Auto fuel – gross marketing margins**



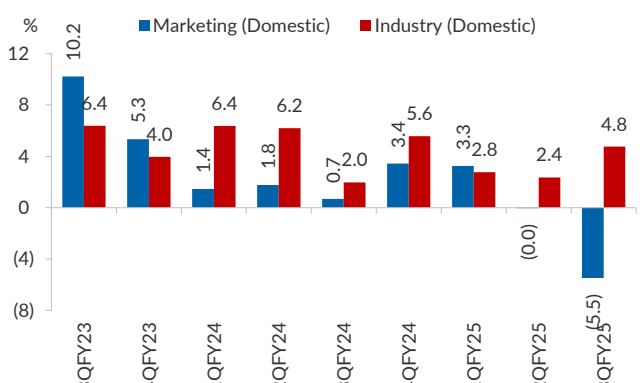
Source: Company, YES Sec

**Exhibit 12: Auto fuel – market share**



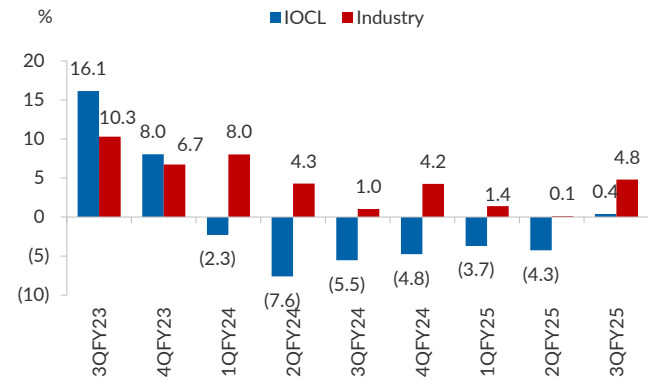
Source: Company, YES Sec

**Exhibit 13: Marketing volume growth, YoY**



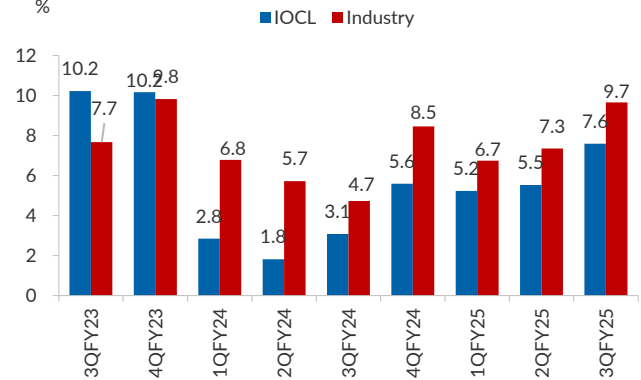
Source: Company, YES Sec

**Exhibit 14: HSD volume growth, YoY**

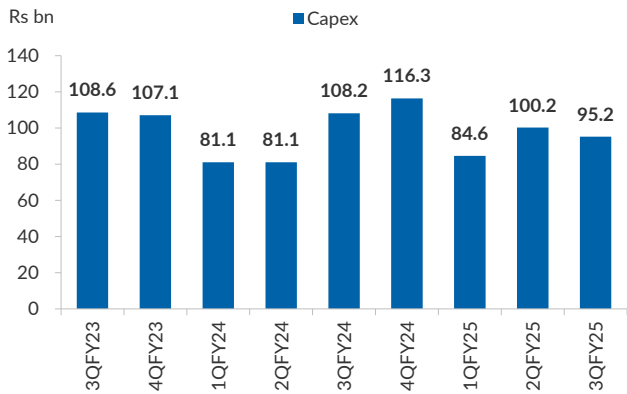


Source: Company, YES Sec

**Exhibit 15: MS volume growth, YoY**

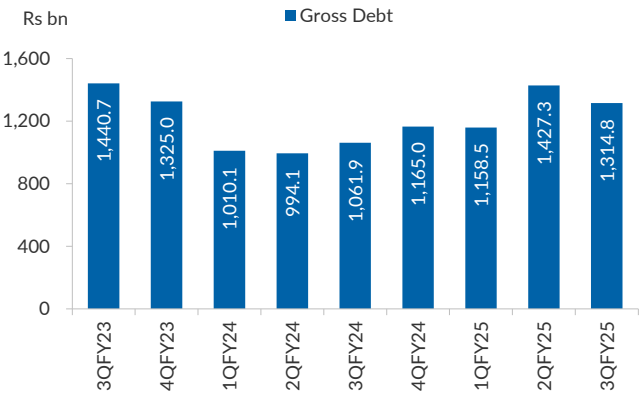


**Exhibit 16: Capex**



Source: Company, YES Sec

**Exhibit 17: - Gross debt**



## CONCALL HIGHLIGHTS

- **Operational performance:** The refining capacity utilization was at 102.3%, distillate yield of 82.2%. The reported GRM at USD2.95/bbl, core GRM at USD6.6/bbl in Q3FY25. The petroleum products demand in India is expected to rise by 4.65% YoY to 252mmt in FY26. The ethanol blending has now reached at 18.2%. The spreads for MS improved in Q3FY25 to USD3.29/bbl (vs USD3/bbl in Q2), HSD improved to USD12.19/bbl (vs USD9.77/bbl in Q2). On the petchem side, PTA spreads saw a sharp decline and Polymer spreads were in the same range on a QoQ basis.
- **Profitability:** IOCL delivered a strong quarter as per the management, with PAT higher due to robust physical performance of the marketing on volume front and operational efficiency across refining and marketing segments, coupled with improved margins. The fuel and loss were lower at 8.7%.
- **Inventory Loss:** During Q3FY25, Brent crude prices softened from USD78.89/bbl in Q2FY25 to USD73.86/bbl, leading to inventory losses. Refining segment and marketing incurred a loss of Rs52bn. Cumulative 9MFY25 losses stood at Rs55bn in refining and in marketing. The company holds crude inventory for over 35-40 days.
- **LPG Under-Recovery:** Total LPG under-recovery for Q3FY25 was at Rs54.5bn, and at Rs143.3bn for 9MFY25. The company is hopeful that the government will provide support, possibly in the upcoming budget.
- **Russian Crude:** Russian imports constituted ~25% of crude imports in 9MFY25, driven by discounts which was ~USD3/bbl, now has lowered to USD1-1.5//bl. The company clarified that there are no term contracts for Russian crude sourcing. Despite US sanctions, IOCL does not foresee disruptions, advising a wait-and-watch approach for Russian crude.
- **Refinery expansions:** IOCL is investing Rs720bn for enhancing its refining capacity by 25% to 88mmtpa. Panipat refinery (from 15 to 25mmtpa) at a capex of Rs380bn to be completed by end of FY26, Gujarat refinery at a capex of Rs190bn, completion by FY26-end, Barauni (from 6 to 9mmtpa) at a capex of Rs148bn by FY27-end. PX-PTA plant expansion at Panipat with a capex of Rs138bn and completion by FY26 end. Its also developing a 10kta green hydrogen plant at Panipat refinery.
- **Capex:** IOCL has spent Rs280bn in 9MFY25 and is targeting Rs358bn in FY25. Full-year FY26 capex is expected to be Rs330bn.
- **Debt:** The debt has increased on a YoY basis due to LPG under recovery and higher working capital, while on a QoQ basis, its lower on an increased accrual. The debt:equity ratio is ~0.77x which is under limits and would easily fund the capex.
- **CGD:** IOCL has 26 GAs, 49GAs (on JV basis) and it shall turn EBITDA positive in FY26.
- **Renewable Energy:** IOCL has a target of 31GW of renewable energy capacity by 2030. This would be achieved through organic expansion (6-7GW), M&A (5-6GW) and rest through JVs.

## VIEW & VALUATION

### Downgrade to REDUCE with a TP of Rs 119/sh.

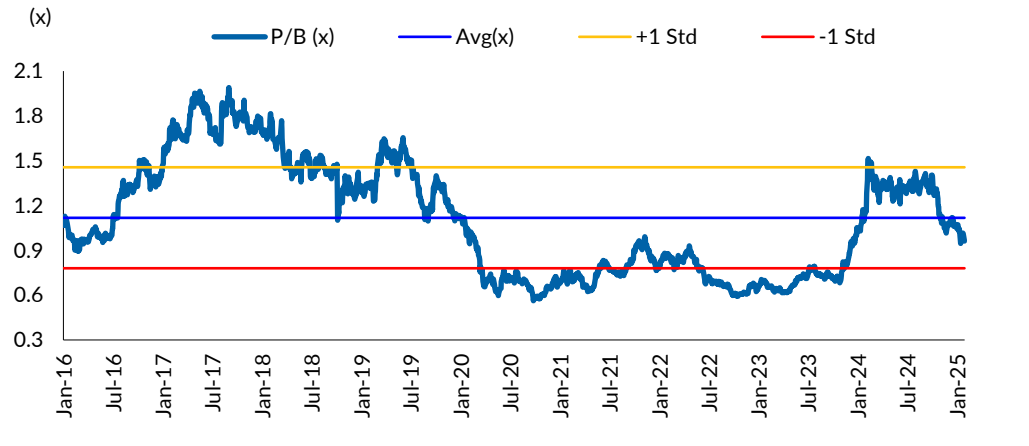
IOCL has a Rs26.2bn/Rs38.5bn sensitivity to a change of Rs0.5/ltr/USD1/bbl, respectively. Declared dividend of Rs 12/share in FY24 (8.2% dividend yield), an expectation of 2/4.5/4.1% in FY25e/26e/27e, would be key for shareholders. The BV/share for FY25e/26e/27e is at Rs 127/134/139 and debt: equity at 0.7x for FY25e/26e/27e.

At CMP, stock trades at 10.7x/7.6x/8x FY25e/26e/27e EV/EBITDA and 1x/0.9x/0.9x P/BV (excl. investments, it trades at 9.5x/6.7x/7.1x FY25e/26e EV/EBITDA and 0.8x/0.7x /0.7x P/BV). We downgrade the stock to a REDUCE rating with a revised target price of Rs119 (earlier Neutral, Rs 154) valuing it on a sum-of-parts basis (core business at 7x EV/EBITDA and investments at Rs23).

### Exhibit 18: Valuation table

EV/EBITDA method	FY27E EBITDA (Rs mm)	EV/EBITDA (x)	Fair Value (Rs mm)	Fair Value (Rs/share)
Standalone	403,106	7.0 x	2,821,741	200
Refining	87,327	7.0 x	611,288	43
Marketing	207,328	7.0 x	1,451,298	103
Petchem	35,128	7.0 x	245,895	17
Pipeline	73,323	7.0 x	513,260	36
Cash & Current Investments			105,727	7
Gross Debt			1,571,134	111
<b>Standalone Equity Value (Using EV/EBITDA)</b>			<b>1,356,334</b>	<b>96</b>
Listed Investments	Full Value (Rs mm)	Holdco discount (%)	Fair Value (Rs mm)	Fair Value (Rs/share)
ONGC (Upstream)	245,734	30%	172,014	12
PLNG (LNG Regasification)	54,938	30%	38,456	3
GAIL (Natural gas pipeline)	27,451	30%	19,216	1
CPCL (Refining)	40,796	30%	28,557	2
OINL (Upstream)	31,916	30%	22,342	2
<b>Listed Investments Equity Value</b>			<b>280,585</b>	<b>20</b>
Unlisted Investments			Fair Value (Rs mm)	Fair Value (Rs/share)
Vankor, Tass, Oman			26,454	2
<b>Unlisted Investments Equity Value</b>			<b>26,454</b>	<b>2</b>
Treasury Stock	28,674	30%	20,071	1
<b>Equity Value</b>			<b>1,683,444</b>	<b>119</b>

**Exhibit 19: P/BV (x) band, one-year-forward**





## FINANCIALS

### Exhibit 20: Income statement

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Revenue	5,981,638	8,394,722	7,743,486	7,296,926	7,195,023	7,354,520
Total Expense	5,549,199	8,172,196	7,049,478	7,007,644	6,777,495	6,951,414
<b>Operating Profit</b>	<b>432,438</b>	<b>222,526</b>	<b>694,008</b>	<b>289,282</b>	<b>417,528</b>	<b>403,106</b>
Other Income	43,243	62,352	47,808	56,629	64,530	73,617
Depreciation	110,059	118,594	145,096	150,104	168,344	186,584
EBIT	365,622	166,284	596,720	195,807	313,714	290,140
Interest	48,291	69,303	73,278	90,825	94,974	99,361
Extraordinary Item	-	-	-	(18,370)	-	-
<b>PBT</b>	<b>317,331</b>	<b>96,981</b>	<b>523,442</b>	<b>86,613</b>	<b>218,741</b>	<b>190,778</b>
Tax	75,490	14,563	127,254	21,056	53,178	46,380
<b>PAT</b>	<b>241,841</b>	<b>82,418</b>	<b>396,188</b>	<b>65,556</b>	<b>165,563</b>	<b>144,398</b>
Adj. PAT	241,841	82,418	396,188	65,556	165,563	144,398
Eps	17.1	5.8	28.1	4.6	11.7	10.2

### Exhibit 21: Balance sheet

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity capital	91,810	137,716	137,716	137,716	137,716	137,716
Reserves	1,221,053	1,209,860	1,629,434	1,659,687	1,747,583	1,821,375
<b>Net worth</b>	<b>1,312,864</b>	<b>1,347,575</b>	<b>1,767,150</b>	<b>1,797,403</b>	<b>1,885,299</b>	<b>1,959,091</b>
Debt	1,194,628	1,415,500	1,258,667	1,378,667	1,428,667	1,513,667
Deferred tax liab (net)	136,274	146,130	166,371	166,371	166,371	166,371
<b>Capital Employed</b>	<b>2,643,765</b>	<b>2,909,206</b>	<b>3,192,188</b>	<b>3,342,441</b>	<b>3,480,337</b>	<b>3,639,129</b>
Fixed assets	1,913,349	2,144,761	2,399,324	2,608,511	2,770,168	2,913,584
Investments	596,824	556,763	712,103	712,103	712,103	712,103
Net working capital	133,593	207,682	80,761	21,826	(1,934)	13,442
Inventories	1,032,069	1,138,534	1,125,075	1,016,336	976,603	1,004,489
Sundry debtors	181,366	156,674	127,794	146,323	144,280	147,478
Cash & Bank Balance	8,830	7,730	8,322	14,634	10,175	10,418
Other current assets	150,953	194,551	199,788	199,788	199,788	199,788
Sundry creditors	424,853	486,764	515,010	490,645	471,464	484,926
Other liabilities	814,773	803,043	865,209	864,610	861,316	863,805
<b>Application of Funds</b>	<b>2,643,765</b>	<b>2,909,206</b>	<b>3,192,188</b>	<b>3,342,440</b>	<b>3,480,337</b>	<b>3,639,129</b>

## Exhibit 22: Cash flow statement

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E	FY27E
PBT	317,331	96,981	523,442	86,613	218,741	190,778
Depreciation & amortization	110,059	118,594	145,096	150,104	168,344	186,584
Interest expense	48,291	69,303	73,278	90,825	94,974	99,361
(Inc)/Dec in working capital	(41,874)	(61,663)	(41,057)	-	-	-
Tax paid	(136,342)	(73,325)	81,086	65,247	19,301	(15,133)
Less: Interest/Dividend Income Received	72,305	1,398	106,385	(21,056)	(53,178)	(46,380)
Other operating Cash Flow	(141,858)	58,565	(207,264)	-	-	-
<b>Cash flow from operating activities</b>	<b>227,913</b>	<b>209,854</b>	<b>680,966</b>	<b>371,731</b>	<b>448,181</b>	<b>415,211</b>
Capital expenditure	(43,229)	(41,374)	(42,847)	(359,291)	(330,000)	(330,000)
Inc/(Dec) in investments	44,377	57,114	41,533	-	-	-
Add: Interest/Dividend Income Received	(209,148)	(268,596)	(295,703)	-	-	-
<b>Cash flow from investing activities</b>	<b>(208,000)</b>	<b>(252,856)</b>	<b>(297,016)</b>	<b>(359,291)</b>	<b>(330,000)</b>	<b>(330,000)</b>
Inc/(Dec) in share capital	-	-	-	-	-	-
Inc/(Dec) in debt	134,847	135,810	(198,836)	120,000	50,000	85,000
Interest Paid	(42,018)	(63,158)	(73,886)	(90,825)	(94,974)	(99,361)
Dividend Paid	(108,960)	(33,094)	(110,218)	(35,303)	(77,667)	(70,606)
Others	180	(21)	-	-	-	-
<b>Cash flow from financing activities</b>	<b>(15,951)</b>	<b>39,537</b>	<b>(382,940)</b>	<b>(6,128)</b>	<b>(122,641)</b>	<b>(84,967)</b>
<b>Net cash flow</b>	<b>3,962</b>	<b>(3,466)</b>	<b>1,010</b>	<b>6,312</b>	<b>(4,460)</b>	<b>243</b>

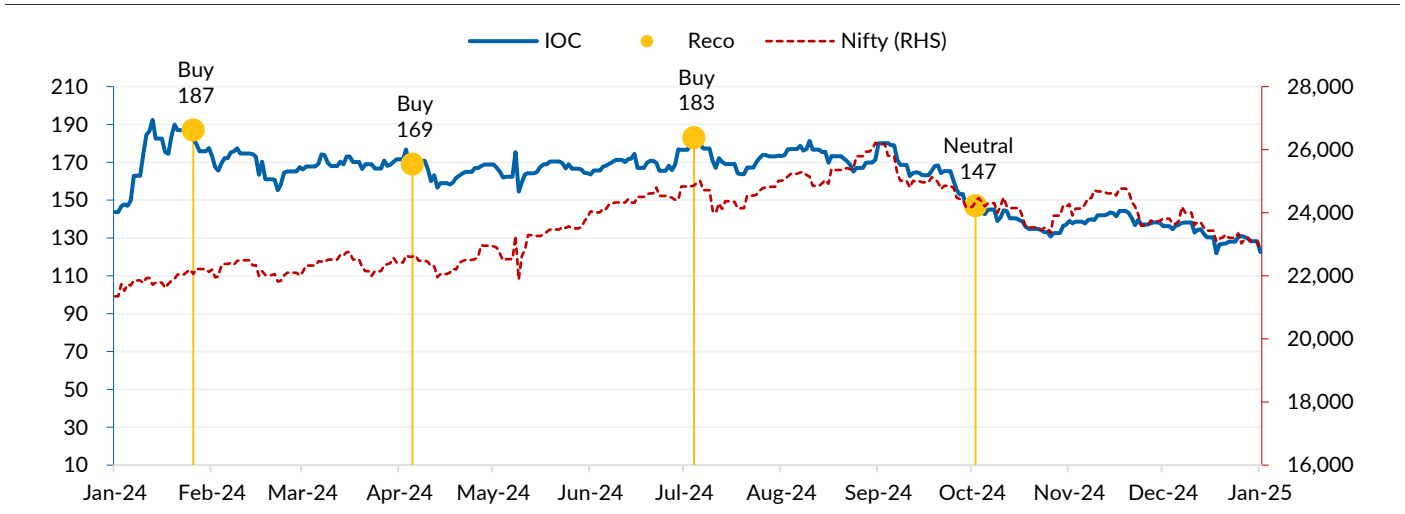
## Exhibit 23: Du-pont analysis

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Tax burden (x)	0.8	0.8	0.8	0.8	0.8	0.8
Interest burden (x)	0.9	0.6	0.9	0.4	0.7	0.7
EBIT margin (x)	0.1	0.0	0.1	0.0	0.0	0.0
Asset turnover (x)	1.7	2.1	1.8	1.6	1.5	1.5
Financial leverage (x)	3.0	3.0	2.8	2.6	2.6	2.5
RoE (%)	20.0	6.2	25.4	3.7	9.0	7.5

## Exhibit 24: Ratio analysis

Y/e 31 Mar	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Growth matrix (%)</b>						
Revenue growth	58.2	40.3	(7.8)	(5.8)	(1.4)	2.2
Op profit growth	13.6	(48.5)	211.9	(58.3)	44.3	(3.5)
EBIT growth	11.4	(54.5)	258.9	(67.2)	60.2	(7.5)
Net profit growth	10.8	(65.9)	380.7	(83.5)	152.6	(12.8)
<b>Profitability ratios (%)</b>						
OPM	7.2	2.7	9.0	4.0	5.8	5.5
EBIT margin	6.1	2.0	7.7	2.7	4.4	3.9
Net profit margin	4.0	1.0	5.1	0.9	2.3	2.0
RoCE	15.1	6.0	19.6	6.0	9.2	8.2
RoE	20.0	6.2	25.4	3.7	9.0	7.5
RoA	6.7	2.0	9.0	1.4	3.5	2.9
<b>Per share ratios</b>						
EPS	17.1	5.8	28.1	4.6	11.7	10.2
Dividend per share	9.0	3.0	12.0	2.5	5.5	5.0
Cash EPS	24.9	14.2	38.3	15.3	23.6	23.4
Book value per share	93.0	95.4	125.1	127.3	133.5	138.7
<b>Valuation ratios</b>						
P/E	4.4	26.5	10.5	12.0	4.4	26.5
P/CEPS	3.2	8.1	5.2	5.2	3.2	8.1
P/B	1.0	1.0	0.9	0.9	1.0	1.0
EV/EBIDTA	4.3	10.7	7.6	8.0	4.3	10.7
<b>Payout (%)</b>						
Dividend payout	42.8	53.9	46.9	48.9	42.8	53.9
Tax payout	24.3	24.3	24.3	24.3	24.3	24.3
<b>Liquidity ratios</b>						
Debtor days	6.0	7.3	7.3	7.3	6.0	7.3
Inventory days	58.6	55.8	53.7	52.0	58.6	55.8
Creditor days	25.9	26.2	25.9	25.1	25.9	26.2

## Recommendation Tracker



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