

**GOLI's Q2FY26 core lube volumes grew 9.5% YoY, exceeding our estimates by 1% and leading to an 8%/9% EBITDA/PAT beat despite higher other expenses from elevated OEM royalty payouts. AdBlue volumes grew 24% YoY to 36mn ltr (a 20% beat). Percentage EBITDA margin at 12.4% was slightly lower in Q2, though within the management guided range of 12-14%, while gross margin fell by 10bps QoQ to 42.7% on slightly lower realization and weaker rupee. The mgmt reiterated its volume growth guidance of 2-3x the industry growth, and maintained EBITDA margin guidance at 12-14%. Tirex reported H1FY26 revenue of Rs240mn (up 75% YoY) which it targets scaling up, to Rs3-4bn over the next 3-4 years. We slightly tweak FY26-27E earnings by 1-2% each, given the H1FY26 run rate and building in higher finance cost amid a weaker rupee. We roll forward to Sep-27E, raising our TP by ~6% to Rs1,900 (at ~20x Sep-27E target P/E). We retain BUY on the stock on attractive valuations.**

#### Result Highlights

GOLI's Q2FY26 SA EBITDA/APAT was up 11%/3% YoY and down 6%/10% QoQ. Core lube volume rose 9% YoY to 40.5mn ltr, while AdBlue volume rose 24% YoY to 36mn ltr. Net realization was down 1% QoQ to Rs125.1/ltr, while unit COGS fell 1% QoQ to Rs71.7/ltr. Hence, unit gross margin was down 1% QoQ at Rs53.4/ltr (in-line). Unit opex was largely steady QoQ at Rs37.9/ltr (down 1% YoY), while absolute opex was down 3% QoQ at Rs2.9bn (11% above our estimate on higher OEM royalty). EBITDA/ltr fell 3% QoQ to Rs15.5 (down 5% YoY; 2% miss to our est). D/A was up 1% QoQ, at Rs137mn (up 28% YoY), while finance costs rose 135% QoQ to Rs130mn, on higher forex losses. Consol minus SA (Tirex, etc) net income was negative Rs32mn. Cash position was Rs11bn as of Q2FY26-end. The Board has approved the acquisition of additional 14.18% stake in Tirex for Rs380.9mn (Rs325/sh). With this, GOLI's share in Tirex will increase to 65.18%.

#### Management takeaways

GOLI retained its 2-3x industry growth momentum in Q2, despite the erratic monsoons, supported by strong traction in the PMO, MCO, OEM franchise, agriculture, and select industrial segments. Factory-fill volumes—subdued last year—have begun recovering, aided by higher vehicle sales and GST rate cuts. Profitability in Q2 was weighed down by rupee depreciation and base oil volatility, though EBITDA margins stayed within the 12-14% guidance range. Margins are likely to improve if crude (USD65-70/bbl) and currency are stable. GOLI hedges a minimum of 50% of its forex exposure, with MTM loss of Rs62mn booked in Q2. Working capital rose temporarily due to higher receivables. Rural expansion and premiumization continue to gain traction. Tirex launched AC chargers, with H2 expected to fare better on higher deployments. The data center coolant segment remains niche, with volumes expected to be less than 1% of total lube volumes.

#### Valuation

We value GOLI at Sep-27E P/E-based TP of Rs1,900 (assign ~20x target P/E). Key risks: Adverse base-oil prices/currency fluctuation, competition, technology-based changes.

Target Price – 12M	Sep-26
<b>Change in TP (%)</b>	<b>5.6</b>
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	52.7

Stock Data	GOLI IN
52-week High (Rs)	1,332
52-week Low (Rs)	911
Shares outstanding (mn)	49.3
Market-cap (Rs bn)	61
Market-cap (USD mn)	692
Net-debt, FY26E (Rs mn)	(6,370.9)
ADTV-3M (mn shares)	0
ADTV-3M (Rs mn)	80.6
ADTV-3M (USD mn)	0.9
Free float (%)	27.0
Nifty-50	25,509.7
INR/USD	88.6

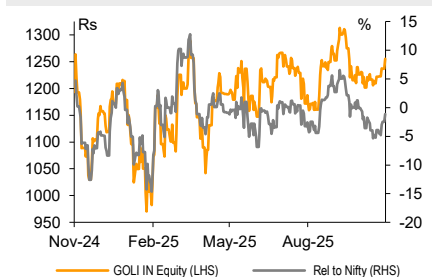
#### Shareholding, Sep-25

Promoters (%)	67.1
FPIs/MFs (%)	9.5/7.4

#### Price Performance

(%)	1M	3M	12M
Absolute	1.0	7.3	(1.6)
Rel. to Nifty	(0.7)	3.3	(5.5)

#### 1-Year share price trend (Rs)



#### Gulf Oil Lubricants: Financial Snapshot (Standalone)

Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	32,841	35,544	39,959	43,292	46,439
EBITDA	4,194	4,701	5,185	5,797	6,302
Adj. PAT	3,081	3,533	3,972	4,487	4,891
Adj. EPS (Rs)	62.7	71.7	80.6	91.0	99.2
EBITDA margin (%)	12.8	13.2	13.0	13.4	13.6
EBITDA growth (%)	22.3	12.1	10.3	11.8	8.7
Adj. EPS growth (%)	32.2	14.4	12.4	13.0	9.0
RoE (%)	24.9	26.3	25.8	26.3	25.9
RoIC (%)	36.3	44.5	50.4	53.0	53.2
P/E (x)	19.9	16.9	15.4	13.7	12.5
EV/EBITDA (x)	13.8	11.8	10.6	9.3	8.3
P/B (x)	4.7	4.2	3.8	3.4	3.1
FCFF yield (%)	5.7	7.0	4.7	5.9	6.8

Source: Company, Emkay Research

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**Exhibit 1: Actual vs Estimates (Q2FY26)**

(Rs mn)	Actual	Estimates (Emkay)	Consensus Estimates (Bloomberg)	Variation		Comments
				Emkay	Consensus	
Total Revenue	9,568	8,815	9,443	9%	1%	Higher than expected volumes
Adjusted EBITDA	1,185	1,101	1,158	8%	2%	Higher opex
EBITDA margin	12.4%	12.5%	12.3%	-11bps	12bps	
Adjusted Net Profit	871	801	880	9%	-1%	

Source: Company, Emkay Research

**Exhibit 2: Quarterly Summary**

(Rs mn)	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	YoY	QoQ	H1FY25	H1FY26	YoY
<b>Total sales volume (mn ltr)</b>	<b>66.0</b>	<b>74.5</b>	<b>76.5</b>	<b>79.0</b>	<b>76.5</b>	<b>16%</b>	<b>-3%</b>	<b>141.0</b>	<b>155.5</b>	<b>10%</b>
Core lubes	37.0	38.5	39.5	41.0	40.5	9%	-1%	74.0	81.5	10%
Adblue	29.0	36.0	37.0	38.0	36.0	24%	-5%	67.0	74.0	10%
Net sales	8,493	9,049	9,151	9,964	9,568	13%	-4%	17,344	19,531	13%
Net realisation (Rs/ltr)	128.7	121.5	119.6	126.1	125.1	-3%	-1%	123.0	125.6	2%
Decrease in stocks	28	79	-152	116	-33			25	83	
Raw material cost	4,367	4,625	4,912	5,128	4,939	13%	-4%	9,115	10,068	10%
Purchases	500	469	461	457	579	16%	27%	947	1,036	9%
COGS	4,895	5,172	5,221	5,701	5,486	12%	-4%	10,086	11,187	11%
COGS/ltr (Rs)	74.2	69.4	68.3	72.2	71.7	-3%	-1%	71.5	71.9	1%
Gross profit	3,598	3,876	3,929	4,263	4,082	13%	-4%	7,258	8,344	15%
Gross margin (Rs/ltr)	54.5	52.0	51.4	54.0	53.4	-2%	-1%	51.5	53.7	4%
Employee cost	448	442	452	473	509	14%	8%	856	982	15%
Other expenses	2,078	2,212	2,232	2,524	2,388	15%	-5%	4,168	4,912	18%
OPEX	2,527	2,654	2,685	2,997	2,897	15%	-3%	5,024	5,894	17%
OPEX/ltr (Rs)	38.3	35.6	35.1	37.9	37.9	-1%	0%	35.6	37.9	6%
Total expenditure	7,422	7,827	7,906	8,698	8,383	13%	-4%	15,110	17,081	13%
<b>EBITDA</b>	<b>1,072</b>	<b>1,222</b>	<b>1,245</b>	<b>1,266</b>	<b>1,185</b>	<b>11%</b>	<b>-6%</b>	<b>2,234</b>	<b>2,450</b>	<b>10%</b>
EBITDA/ltr (Rs)	16.2	16.4	16.3	16.0	15.5	-5%	-3%	15.8	15.8	-1%
Depreciation	107	108	136	135	137	28%	1%	215	272	26%
EBIT	964	1,114	1,109	1,130	1,048	9%	-7%	2,019	2,178	8%
Interest	63	141	97	55	130	106%	135%	108	185	71%
Other income	232	334	222	222	252	9%	14%	405	474	17%
PBT	1,134	1,307	1,234	1,297	1,170	3%	-10%	2,316	2,467	7%
Tax expense	289	326	318	331	299	3%	-10%	591	629	6%
Reported PAT	844	982	916	967	871	3%	-10%	1,725	1,838	7%
<b>Adjusted PAT</b>	<b>844</b>	<b>892</b>	<b>916</b>	<b>967</b>	<b>871</b>	<b>3%</b>	<b>-10%</b>	<b>1,725</b>	<b>1,838</b>	<b>7%</b>
Reported EPS (Rs)	17.1	19.9	18.6	19.6	17.7	3%	-10%	35.0	37.3	6%
<b>Adjusted EPS (Rs)</b>	<b>17.1</b>	<b>18.1</b>	<b>18.6</b>	<b>19.6</b>	<b>17.7</b>	<b>3%</b>	<b>-10%</b>	<b>35.0</b>	<b>37.3</b>	<b>6%</b>
No of shares O/S (mn)-FV 5	49.2	49.3	49.3	49.3	49.3	0%	0%	49.2	49.3	0%
EBITDA margin	13%	14%	14%	13%	12%			13%	13%	
Adj NPM	10%	10%	10%	10%	9%			10%	9%	
Effective tax rate	26%	25%	26%	25%	26%			26%	26%	
Reported net debt (ex CM)	(4,033)	-	(5,728)	(10,000)	(6,162)	53%	-38%	(4,033)	(6,162)	53%
Inventories	5,563	-	4,772	-	5,093	-8%		5,563	5,093	-8%
Sundry debtors	4,964	-	4,647	-	5,366	8%		4,964	5,366	8%
Creditors	5,423	-	5,464	-	5,059	-7%		5,423	5,059	-7%

Source: Company, Emkay Research; Note: Adjusted PAT may not fully match the annual tables due to a different adjustment method in the Emkay detailed annual model

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

## Concall Highlights

- Gulf Oil Lubricant India (GOLI)'s core lubricant sales volumes grew 9.5% YoY to 40.5mn ltr in Q2FY26, maintaining its 2-3x industry growth, despite disruptions from uneven monsoons. In H1FY26, core lubricant volumes rose 10% YoY. AdBlue volumes saw a robust 24% YoY growth to 36mn ltr in Q2. Growth outpaced the market, driven by strong traction in OEM franchise workshops, agriculture, and B2B segments.
- The PMO, MCO, OEM franchise, agriculture, and select industrial segments recorded double-digit growth, with others growing at a single digit. Overall, it was a solid quarter, supported by initiatives under *Unlock 2.0*. With crude and currency trends now stable, the management expects an improved trajectory ahead, with H2FY26 volumes likely to strengthen, aided by GST cuts and rising agri demand.
- Factory-fill volumes, which were subdued last year, have started picking up, supported by higher vehicle sales and GST rate cuts. The OEM franchise business continued to perform well, showing stronger growth this quarter, while factory-fill volumes rose at a single-digit YoY rate in Q2.
- GOLI reported EBITDA margin of 12.4% for Q2FY26, in line with its 12-14% guidance range. The quarter was impacted by currency depreciation and volatile base oil prices. Guidance of a margin band of 12-14% is maintained — at the higher end in strong quarters and the lower end during headwinds. If crude oil (USD 65-70/bbl) and currency are stable, margins are expected to improve further, also aided by ongoing premiumization efforts.
- Profitability was marginally affected by a 3.5% rupee depreciation during the quarter, which increased landed costs of imported products and weighed on gross margins. However, GOLI managed gross margins through selective pricing actions and optimized product mix. To mitigate forex risk, per the Board policy, GOLI hedges at least 50% of its exposure, often increasing to 70-90% based on consultant advice. During Q2FY26, MTM losses of Rs62mn on open forex positions were booked under finance costs, impacting PAT. The losses pertain to working capital loans denominated in foreign currency for raw material imports.
- Working capital was higher this quarter due to elevated receivables and a longer collection cycle, typical of Q2 seasonality. However, on an annual basis, cash flow generation remains healthy, and management expects continued robust cash flow generation going forward.
- With robust OEM volume growth, royalty payments to OEMs rose during the quarter, leading to slightly higher other expenses. Advertisement spends were steady at 3-4% of the topline.
- Recent GST rate cuts on vehicles have already led to strong sales in Sep-Oct, which are expected to boost demand across the auto value chain. This should benefit the lubricants industry, as lower GST rates stimulate overall vehicle sales which in turn bolster lube demand.
- Company estimates suggest that even if all new data centers in India were to shift entirely from air cooling to liquid cooling (which appears unlikely), the incremental demand for lube from this segment would still account for less than 1% of total lube demand. While globally, lubricants for data centers represent a sizable opportunity, the Indian market remains relatively small. GOLI has already developed two coolant products for data centers: one PO-based and one mineral-based, which are currently undergoing critical material compatibility testing. Once validated, GOLI plans to collaborate with liquid cooling service providers and data center operators. These products are part of its global range and can be supplied internationally. Although the segment is niche, GOLI is fully prepared to capture opportunities as adoption of liquid cooling increases.
- Over the long term, base oil prices generally move in line with crude oil prices. However, in the short term, the correlation tends to weaken due to global demand-supply dynamics. Base oil prices have not corrected in tandem with crude oil but are expected to soften, with some declines already visible in Oct. Sharp correction is however not anticipated, as potential refinery shutdowns globally could create supply constraints and temporarily lift prices. Overall, the trajectory is expected to remain on a declining trend.
- Currently, 70-80% of GOLI's base oil requirements are imported, with the balance sourced locally. The management remains open to increasing local sourcing if available.

As pricing is linked to global benchmarks and forex, local sourcing does not offer a material price advantage, though it helps reduce lead times and logistics costs, thereby improving working capital efficiency.

- GOLI continues to expand its presence in rural markets through multiple initiatives, including its rural stockist model and targeted programs for the tractor segment. The company has tie-ups with leading tractor OEMs and has successfully gained market share in rural areas. Rising rural incomes, better road connectivity, and increasing ownership of cars and two-wheelers are further supporting demand in this segment.
- Recognizing that mechanics are key influencers and quasi-consumers, GOLI continues to invest in direct, on-ground engagement programs. Its flagship M-Power program connects with mechanics nationwide through a large field network of "M-Power Rangers". This initiative strengthens one-on-one relationships, drives demand generation, and builds brand loyalty — underscoring Gulf's strong commitment to the mechanic community.
- Under its 'Think National, Win Local' strategy, GOLI continues to strengthen its CVO brand Gulf Duramax. The company engaged with over 600 fleet owners across five regional events, celebrating top operators and reinforcing the brand's reliability and performance credentials.
- During the quarter, GOLI launched new variants of Gulf Syntac, a fully synthetic, high-performance engine oil range for premium and high-end motorcycles. Powered by Ester Technology and certified to API SP standards, Gulf Syntac is designed to deliver sustained peak performance under demanding riding conditions, reflecting GOLI's focus on innovation and premiumization.
- While some competitors are developing products with the latest API SQ specifications, the management noted that this is not a major differentiating factor and that GOLI also has access to the same specification.
- The loans reflected on the balance sheet represent treasury loans extended to non-related parties on a semi-annual basis at prevailing market rates. These are a deployment of surplus funds, with the company maintaining liquidity to pursue potential acquisition opportunities in both the EV ecosystem and its core lubricants business.
- The monsoon quarter was seasonally subdued, as is typical. However, India's auto industry outlook for the second half remains strong, supported by the festive and marriage season, stable macroeconomic conditions, and GST reforms improving affordability and demand. Agricultural activity is expected to further support rural consumption, driving overall lubricant demand. The EV segment also remains promising, with higher deployments expected in the second half. Growing EV penetration across 4-5 vehicle categories should continue driving the charging infrastructure business.
- Tires reported H1FY26 revenue of Rs420mn, up from Rs240mn YoY, marking ~75% growth in H2FY26, driven by higher deployments from existing clients and new marquee wins. The company remains strong in the DC charger segment, where nearly every third electric bus uses Tires chargers. Additionally, it has launched AC chargers for MG Motors and VinFast. Over the past 2-2.5 years, Tires has scaled rapidly with revenue growing from Rs120mn to Rs800mn in FY25 and Rs420mn in H1FY26. The management expects Tires's revenues to rise to Rs3-4bn over the next 3-4 years. The Board also approved the acquisition of an additional 14.18% stake in Tires for Rs380.9mn (Rs325/share), taking GOLI's holding to 65.18%.
- GOLI has been recognized as one of India's Best Managed Companies 2025 by Deloitte India, a recognition that reflects its strong and sustainable business model, differentiated strategic execution, and commitment to excellence.

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

**Exhibit 3: Change in assumptions**

	FY26E			FY27E			FY28E
	Previous	Revised	Variance	Previous	Revised	Variance	Introduced
EBITDA/ltr (Rs)	16.5	16.3	-1%	17.0	16.7	-2%	16.9
Growth	2.4%	1.0%	-135bps	3.3%	3.0%	-30bps	0.9%
Sales volume (mn ltr)	315.3	318.9	1%	339.6	346.1	2%	372.7
Growth	8.0%	9.2%	121bps	7.7%	8.5%	84bps	7.7%

Source: Company, Emkay Research

**Exhibit 4: Change in estimates**

(Rs mn)	FY26E			FY27E			FY28E
	Previous	Revised	Variance	Previous	Revised	Variance	Introduced
Revenue	38,346	39,959	4%	41,292	43,292	5%	46,439
EBITDA	5,196	5,185	0%	5,782	5,797	0%	6,302
EBITDA Margins	13.6%	13.0%	-33bps	14.0%	13.4%	-78bps	13.6%
PAT	4,023	3,972	-1%	4,560	4,487	-2%	4,891
EPS (Rs)	81.6	80.6	-1%	92.5	91.0	-2%	99.2

Source: Company, Emkay Research

**Exhibit 5: GOLI's P/E-based valuation (Sep-27E)**

(Rs)	FY23	FY24	FY25	FY26E	FY27E	FY28E
SA Adjusted EPS (Rs)	47.4	62.7	73.5	80.6	91.0	99.2
Target P/E (x)						20.0
TP						1,900

Source: Company, Emkay Research

Gulf Oil Lubricants: Standalone Financials and Valuations

Profit & Loss					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	32,841	35,544	39,959	43,292	46,439
Revenue growth (%)	9.5	8.2	12.4	8.3	7.3
EBITDA	4,194	4,701	5,185	5,797	6,302
EBITDA growth (%)	22.3	12.1	10.3	11.8	8.7
Depreciation & Amortization	468	459	460	507	577
EBIT	3,726	4,242	4,725	5,290	5,725
EBIT growth (%)	22.9	13.8	11.4	12.0	8.2
Other operating income	85	82	84	85	87
Other income	665	842	1,044	1,131	1,221
Financial expense	256	346	459	422	407
PBT	4,135	4,738	5,310	5,998	6,539
Extraordinary items	0	120	0	0	0
Taxes	1,054	1,235	1,338	1,512	1,648
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	3,081	3,622	3,972	4,487	4,891
PAT growth (%)	32.6	17.6	9.6	13.0	9.0
Adjusted PAT	3,081	3,533	3,972	4,487	4,891
Diluted EPS (Rs)	62.7	71.7	80.6	91.0	99.2
Diluted EPS growth (%)	32.2	14.4	12.4	13.0	9.0
DPS (Rs)	36.0	48.0	52.6	59.4	64.8
Dividend payout (%)	57.5	65.3	65.3	65.3	65.3
EBITDA margin (%)	12.8	13.2	13.0	13.4	13.6
EBIT margin (%)	11.3	11.9	11.8	12.2	12.3
Effective tax rate (%)	25.5	26.1	25.2	25.2	25.2
NOPLAT (pre-IndAS)	2,777	3,136	3,534	3,957	4,282
Shares outstanding (mn)	49	49	49	49	49

Source: Company, Emkay Research

Cash flows					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	3,470	3,896	4,266	4,868	5,318
Others (non-cash items)	700	942	0	0	0
Taxes paid	(1,022)	(1,250)	(1,368)	(1,542)	(1,679)
Change in NWC	237	691	(506)	(435)	(393)
Operating cash flow	3,481	4,233	3,311	3,819	4,230
Capital expenditure	(210)	(339)	(750)	(650)	(650)
Acquisition of business	(999)	30	(38)	(39)	(40)
Interest & dividend income	633	810	1,044	1,131	1,221
Investing cash flow	(578)	494	255	441	531
Equity raised/(repaid)	53	52	0	0	0
Debt raised/(repaid)	(160)	689	(349)	(349)	(299)
Payment of lease liabilities	-	-	-	-	-
Interest paid	(264)	(305)	(459)	(422)	(407)
Dividend paid (incl tax)	(2,014)	(1,961)	(2,465)	(2,703)	(3,050)
Others	2	10	0	0	0
Financing cash flow	(2,382)	(1,515)	(3,273)	(3,474)	(3,756)
Net chg in Cash	521	3,211	293	787	1,006
OCF	3,481	4,233	3,311	3,819	4,230
Adj. OCF (w/o NWC chg.)	3,244	3,541	3,817	4,255	4,623
FCFF	3,272	3,894	2,561	3,169	3,580
FCFE	3,648	4,358	3,146	3,878	4,394
OCF/EBITDA (%)	83.0	90.0	63.9	65.9	67.1
FCFE/PAT (%)	118.4	120.3	79.2	86.4	89.8
FCFF/NOPLAT (%)	117.8	124.2	72.5	80.1	83.6

Source: Company, Emkay Research

Balance Sheet					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	98	99	99	99	99
Reserves & Surplus	12,849	14,544	16,051	17,835	19,677
Net worth	12,948	14,642	16,150	17,934	19,775
Minority interests	-	-	-	-	-
Non-current liab. & prov.	160	119	89	58	27
Total debt	3,578	4,547	4,197	3,847	3,547
Total liabilities & equity	16,698	19,322	20,449	21,853	23,365
Net tangible fixed assets	2,468	2,726	2,836	2,775	3,227
Net intangible assets	36	24	0	0	0
Net ROU assets	-	-	-	-	-
Capital WIP	92	135	339	542	163
Goodwill	-	-	-	-	-
Investments [JV/Associates]	1,950	1,923	1,961	2,001	2,041
Cash & equivalents	7,063	10,274	10,568	11,354	12,360
Current assets (ex-cash)	11,197	11,088	12,465	13,505	14,486
Current Liab. & Prov.	6,347	7,106	8,009	8,638	9,249
NWC (ex-cash)	4,850	3,982	4,456	4,867	5,238
Total assets	16,698	19,322	20,449	21,853	23,365
Net debt	(3,485)	(5,728)	(6,371)	(7,508)	(8,813)
Capital employed	16,698	19,322	20,449	21,853	23,365
Invested capital	7,354	6,732	7,291	7,642	8,465
BVPS (Rs)	263.3	297.0	327.5	363.7	401.1
Net Debt/Equity (x)	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)
Net Debt/EBITDA (x)	(0.8)	(1.2)	(1.2)	(1.3)	(1.4)
Interest coverage (x)	17.1	14.7	12.6	15.2	17.1
RoCE (%)	27.4	28.5	29.2	30.5	30.8

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E March	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	19.9	16.9	15.4	13.7	12.5
P/CE(x)	17.2	15.0	13.8	12.3	11.2
P/B (x)	4.7	4.2	3.8	3.4	3.1
EV/Sales (x)	1.8	1.6	1.4	1.2	1.1
EV/EBITDA (x)	13.8	11.8	10.6	9.3	8.3
EV/EBIT(x)	15.5	13.1	11.6	10.2	9.2
EV/IC (x)	7.8	8.3	7.5	7.0	6.2
FCFF yield (%)	5.7	7.0	4.7	5.9	6.8
FCFE yield (%)	5.9	7.1	5.1	6.3	7.2
Dividend yield (%)	2.9	3.9	4.2	4.8	5.2
DuPont-RoE split					
Net profit margin (%)	9.4	10.2	9.9	10.4	10.5
Total asset turnover (x)	2.0	2.0	2.0	2.0	2.1
Assets/Equity (x)	1.3	1.3	1.3	1.2	1.2
RoE (%)	24.9	26.3	25.8	26.3	25.9
DuPont-RoIC					
NOPLAT margin (%)	8.5	8.8	8.8	9.1	9.2
IC turnover (x)	4.3	5.0	5.7	5.8	5.8
RoIC (%)	36.3	44.5	50.4	53.0	53.2
Operating metrics					
Core NWC days	53.9	40.9	40.7	41.0	41.2
Total NWC days	53.9	40.9	40.7	41.0	41.2
Fixed asset turnover	8.0	8.2	8.3	8.1	7.6
Opex-to-revenue (%)	28.2	29.2	30.2	29.5	29.0

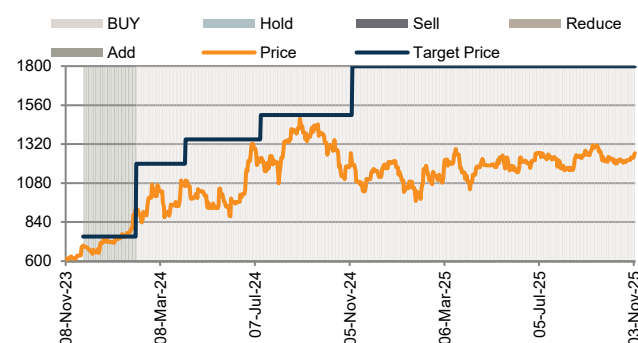
Source: Company, Emkay Research

## RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
04-Jun-25	1,167	1,800	Buy	Sabri Hazarika
23-May-25	1,237	1,800	Buy	Sabri Hazarika
08-Feb-25	1,165	1,800	Buy	Sabri Hazarika
26-Nov-24	1,107	1,800	Buy	Sabri Hazarika
08-Nov-24	1,193	1,800	Buy	Sabri Hazarika
07-Aug-24	1,152	1,500	Buy	Sabri Hazarika
14-Jul-24	1,213	1,500	Buy	Sabri Hazarika
21-Jun-24	1,013	1,350	Buy	Sabri Hazarika
22-May-24	1,046	1,350	Buy	Sabri Hazarika
09-Apr-24	1,096	1,350	Buy	Sabri Hazarika
06-Feb-24	898	1,200	Buy	Sabri Hazarika
30-Nov-23	697	750	Add	Sabri Hazarika

Source: Company, Emkay Research

## RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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



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