

CHOICE COVERAGE UNIVERSE

Q4FY26 TRANSCRIPT PULSE

June 08, 2026



Choice Equity Broking Research Universe

| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Sales (INR Bn) | | | EBITDA (INR Bn) | | | EBITDA Margin (%) | | | EPS (INR) | | | PE (x) | | | FY26-28E CAGR (%) | | | EV/EBITDA (x) | | | ROE (%) | | |
|---|-----------|--------------------|------------|--------|-------------|----------------|--------|--------|-----------------|-------|-------|-------------------|-------|-------|-----------|-------|-------|--------|-------|-------|-------------------|--------|-------|---------------|-------|-------|---------|-------|-------|
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | Sales | EBITDA | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Auto & Auto Ancillaries | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Maruti Suzuki | 13,035.0 | 14,600.0 | 12.0 | ADD | 4,103.0 | 1832.7 | 2112.9 | 2403.9 | 245.1 | 278.4 | 325.0 | 13.4 | 13.2 | 13.5 | 459.5 | 517.3 | 584.0 | 28.4 | 25.2 | 22.3 | 14.5 | 15.1 | 12.7 | 16.7 | 14.7 | 12.6 | 14.0 | 14.9 | 15.6 |
| Hero Motocorp | 4,825.0 | 6,000.0 | 24.4 | BUY | 967.9 | 468.3 | 525.9 | 576.9 | 68.7 | 77.8 | 86.5 | 14.7 | 14.8 | 15.0 | 269.4 | 301.0 | 333.6 | 17.9 | 16.0 | 14.5 | 11.0 | 12.2 | 11.3 | 14.0 | 12.4 | 11.1 | 25.0 | 25.7 | 26.3 |
| TVS Motors | 3,377.0 | 3,920.0 | 16.1 | ADD | 1,623.6 | 472.7 | 573.9 | 674.8 | 60.8 | 72.3 | 85.7 | 12.9 | 12.6 | 12.7 | 77.0 | 92.3 | 112.2 | 43.9 | 36.6 | 30.1 | 19.5 | 18.7 | 20.7 | 26.9 | 22.5 | 18.9 | 32.5 | 29.3 | 27.4 |
| Eicher Motors | 7,050.0 | 7,650.0 | 8.5 | ADD | 1,935.2 | 234.1 | 279.6 | 325.0 | 57.9 | 70.5 | 83.2 | 24.7 | 25.2 | 25.6 | 203.1 | 241.7 | 283.3 | 34.7 | 29.2 | 24.9 | 17.8 | 19.9 | 18.1 | 33.5 | 27.4 | 23.2 | 22.2 | 22.8 | 23.0 |
| M&M | 3,039.0 | 4,450.0 | 46.4 | BUY | 3,644.5 | 1455.8 | 1707.8 | 1963.2 | 209.8 | 244.2 | 286.6 | 14.4 | 14.3 | 14.6 | 131.0 | 150.8 | 177.3 | 23.2 | 20.2 | 17.1 | 16.1 | 16.9 | 16.3 | 16.5 | 14.1 | 11.9 | 21.2 | 20.7 | 20.7 |
| Ashok Leyland | 145.4 | 195.0 | 34.1 | BUY | 853.6 | 440.1 | 475.0 | 521.6 | 57.3 | 64.6 | 72.0 | 13.0 | 13.6 | 13.8 | 6.7 | 7.5 | 8.4 | 21.7 | 19.4 | 17.3 | 8.9 | 12.1 | 12.0 | 14.6 | 12.9 | 11.6 | 29.8 | 29.3 | 28.8 |
| Uno Minda | 1,095.0 | 1,240.0 | 13.2 | ADD | 625.3 | 196.6 | 234.4 | 278.6 | 22.5 | 26.7 | 32.3 | 11.5 | 11.4 | 11.6 | 21.3 | 25.8 | 32.7 | 51.4 | 42.4 | 33.5 | 19.0 | 19.8 | 23.9 | 28.8 | 24.4 | 20.0 | 17.7 | 18.0 | 18.7 |
| Endurance Tech | 2,551.0 | 2,820.0 | 10.5 | ADD | 359.4 | 146.0 | 175.0 | 204.1 | 19.7 | 23.8 | 28.0 | 13.5 | 13.6 | 13.7 | 69.1 | 85.7 | 105.9 | 36.9 | 29.8 | 24.1 | 18.2 | 19.3 | 23.8 | 18.5 | 15.0 | 12.4 | 14.2 | 15.4 | 16.5 |
| Bajaj Auto | 10,350.0 | 11,250.0 | 8.7 | ADD | 2,890.5 | 587.3 | 675.0 | 755.8 | 120.2 | 135.0 | 153.4 | 20.5 | 20.0 | 20.3 | 352.4 | 398.9 | 450.5 | 29.4 | 25.9 | 23.0 | 13.4 | 13.0 | 13.1 | 23.9 | 21.3 | 18.8 | 30.6 | 30.4 | 29.7 |
| Lumax Ind. | 5,368.0 | 7,100.0 | 32.3 | BUY | 50.2 | 41.8 | 49.7 | 58.5 | 4.1 | 4.8 | 5.8 | 9.7 | 9.7 | 9.9 | 203.6 | 248.9 | 323.0 | 26.4 | 21.6 | 16.6 | 18.2 | 19.5 | 26.0 | 14.7 | 12.3 | 10.2 | 20.7 | 21.4 | 23.0 |
| Lumax Auto | 1,658.9 | 1,950.0 | 17.5 | ADD | 113.1 | 48.7 | 59.3 | 71.0 | 6.6 | 8.2 | 10.3 | 13.5 | 13.9 | 14.4 | 43.0 | 53.5 | 72.2 | 38.6 | 31.0 | 23.0 | 20.8 | 24.8 | 29.6 | 18.6 | 14.9 | 11.8 | 19.9 | 19.6 | 20.6 |
| Fiem Industries | 2,310.0 | 2,700.0 | 16.9 | BUY | 60.8 | 28.2 | 33.0 | 38.5 | 4.0 | 4.6 | 5.4 | 14.1 | 14.0 | 14.0 | 97.1 | 114.8 | 135.6 | 23.8 | 20.1 | 17.0 | 17.0 | 16.7 | 18.2 | 14.7 | 12.1 | 10.1 | 21.0 | 21.4 | 21.6 |
| Gabriel India | 1,002.0 | 1,050.0 | 4.8 | REDUCE | 143.9 | 46.7 | 59.6 | 67.6 | 4.4 | 6.0 | 7.1 | 9.4 | 10.1 | 10.5 | 18.5 | 31.3 | 37.5 | 54.2 | 32.0 | 26.7 | 20.3 | 27.3 | 42.4 | 32.7 | 23.7 | 19.9 | 19.1 | 23.7 | 22.9 |
| MSWL | 38.7 | 48.0 | 24.1 | BUY | 170.7 | 114.8 | 133.3 | 152.4 | 10.6 | 12.6 | 15.2 | 9.2 | 9.5 | 10.0 | 0.9 | 1.2 | 1.4 | 43.0 | 32.2 | 27.6 | 15.2 | 19.7 | 24.7 | 16.3 | 13.6 | 11.3 | 31.0 | 33.6 | 34.9 |
| Suprajit Engg. | 475.0 | 525.0 | 10.5 | ADD | 65.2 | 38.2 | 43.5 | 48.1 | 4.0 | 5.1 | 5.8 | 10.4 | 11.7 | 12.0 | 13.9 | 20.9 | 23.8 | 34.2 | 22.7 | 20.0 | 12.1 | 20.6 | 30.9 | 18.1 | 14.0 | 12.1 | 13.3 | 17.3 | 17.1 |
| Sansera Engg. | 2,950.0 | 2,950.0 | 0.0 | ADD | 183.9 | 35.0 | 41.7 | 48.6 | 6.3 | 7.8 | 9.3 | 18.1 | 18.6 | 19.2 | 54.6 | 67.9 | 84.3 | 54.0 | 43.4 | 35.0 | 17.9 | 21.5 | 24.3 | 29.4 | 24.0 | 19.7 | 11.0 | 12.1 | 13.1 |
| Minda Corporation | 646.5 | 700.0 | 8.3 | BUY | 152.2 | 61.9 | 73.6 | 86.8 | 7.2 | 8.6 | 10.3 | 11.7 | 11.6 | 11.9 | 15.1 | 19.2 | 24.9 | 42.8 | 33.7 | 26.0 | 18.5 | 19.7 | 28.4 | 22.6 | 18.6 | 15.2 | 13.6 | 14.0 | 15.6 |
| Consumer Discretionary - AlcoBev | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| United Spirits | 1,247.1 | 1,230.0 | -1.4 | REDUCE | 905.9 | 124.7 | 135.8 | 151.2 | 22.9 | 26.2 | 31.3 | 18.4 | 19.3 | 20.7 | 23.5 | 26.6 | 31.0 | 53.1 | 46.9 | 40.2 | 10.1 | 16.9 | 14.9 | 39.2 | 32.8 | 27.2 | 20.0 | 18.1 | 17.4 |
| Radico Khaitan | 3,495.0 | 3,950.0 | 13.0 | BUY | 466.3 | 60.5 | 69.7 | 80.7 | 10.2 | 12.1 | 14.4 | 16.9 | 17.3 | 17.8 | 45.1 | 58.5 | 71.1 | 77.5 | 59.7 | 49.2 | 15.5 | 18.6 | 25.6 | 45.9 | 38.8 | 32.5 | 19.9 | 21.6 | 22.1 |
| Allied Blenders & Distillers | 583.8 | 690.0 | 18.2 | BUY | 163.3 | 39.2 | 45.5 | 53.0 | 5.4 | 6.5 | 8.6 | 13.8 | 14.3 | 16.2 | 7.9 | 11.1 | 16.5 | 73.9 | 52.6 | 35.4 | 16.3 | 26.2 | 44.5 | 32.1 | 26.8 | 20.2 | 13.6 | 16.9 | 20.7 |
| Tilaknagar Industries | 416.3 | 520.0 | 24.9 | ADD | 103.2 | 23.5 | 43.5 | 50.8 | 4.2 | 6.9 | 8.3 | 17.9 | 15.9 | 16.3 | 0.8 | 7.1 | 13.9 | 520.3 | 58.6 | 29.9 | 47.0 | 40.6 | 316.8 | 29.5 | 17.7 | 14.3 | 1.1 | 5.7 | 10.1 |
| Associated Alcohols & Breweries | 834.9 | 1,070.0 | 28.2 | BUY | 16.8 | 10.2 | 10.5 | 11.7 | 1.4 | 1.6 | 1.9 | 14.0 | 15.4 | 15.9 | 44.0 | 49.2 | 57.8 | 19.0 | 17.0 | 14.4 | 7.3 | 14.3 | 14.6 | 12.1 | 10.3 | 9.0 | 14.6 | 13.3 | 13.7 |
| Consumer Discretionary - Hotels | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ITC Hotels | 153.5 | 190.0 | 23.8 | BUY | 319.0 | 41.4 | 44.5 | 53.8 | 14.2 | 15.0 | 19.3 | 34.4 | 33.6 | 35.8 | 3.9 | 4.5 | 6.2 | 39.4 | 34.1 | 24.8 | 14.0 | 16.3 | 26.1 | 20.2 | 19.2 | 14.9 | 7.3 | 7.8 | 9.9 |
| Chalet Hotels | 777.1 | 920.0 | 18.4 | BUY | 170.2 | 27.7 | 29.4 | 28.1 | 11.8 | 12.8 | 13.0 | 42.6 | 43.5 | 46.3 | 29.5 | 30.1 | 30.3 | 26.3 | 25.8 | 25.6 | 0.7 | 5.0 | 1.3 | 16.3 | 15.0 | 14.8 | 19.1 | 16.4 | 14.2 |
| Ventive Hospitality | 634.5 | 790.0 | 24.5 | ADD | 148.2 | 24.6 | 26.3 | 36.2 | 10.4 | 10.9 | 14.9 | 42.3 | 41.4 | 41.2 | 18.2 | 18.2 | 27.5 | 34.9 | 34.9 | 23.1 | 21.3 | 19.7 | 22.9 | 15.8 | 15.1 | 11.0 | 7.4 | 6.8 | 9.4 |
| Leela Palaces Hotels & Resorts | 419.9 | 490.0 | 16.7 | ADD | 139.7 | 15.3 | 18.4 | 21.0 | 7.2 | 8.6 | 9.9 | 47.0 | 46.8 | 47.2 | 12.1 | 14.1 | 18.7 | 34.8 | 29.8 | 22.5 | 17.2 | 17.4 | 24.4 | 21.2 | 17.7 | 15.4 | 8.1 | 7.1 | 8.7 |
| Juniper Hotels | 206.0 | 240.0 | 16.5 | BUY | 45.8 | 10.5 | 11.8 | 13.6 | 4.1 | 4.7 | 5.5 | 38.7 | 40.1 | 40.6 | 6.4 | 12.1 | 12.5 | 32.2 | 17.0 | 16.5 | 13.8 | 16.6 | 39.8 | 13.1 | 11.2 | 9.6 | 9.0 | 8.5 | 9.5 |
| Samhi Hotels | 161.8 | 200.0 | 23.6 | BUY | 35.9 | 12.5 | 16.1 | 18.1 | 4.3 | 5.2 | 6.1 | 34.4 | 32.0 | 34.0 | 3.4 | 8.4 | 12.0 | 47.6 | 19.3 | 13.5 | 20.3 | 19.5 | 87.9 | 11.9 | 9.7 | 8.0 | 33.4 | 8.8 | 11.2 |
| Consumer Discretionary - B2B Jewellery | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Shringar House of Mangalsutra | 208.8 | 315.0 | 50.9 | BUY | 20.1 | 22.5 | 33.3 | 46.4 | 1.6 | 2.0 | 2.4 | 7.1 | 6.0 | 5.2 | 16.0 | 19.2 | 23.9 | 13.1 | 10.9 | 8.7 | 43.6 | 22.5 | 22.2 | 12.6 | 10.3 | 8.6 | 26.3 | 18.5 | 19.1 |
| Shanti Gold International | 222.0 | 350.0 | 57.7 | BUY | 16.0 | 20.2 | 34.3 | 54.0 | 2.0 | 2.7 | 3.3 | 9.9 | 7.9 | 6.1 | 21.2 | 28.5 | 33.9 | 10.5 | 7.8 | 6.5 | 63.5 | 28.5 | 26.5 | 8.2 | 6.0 | 5.0 | 38.1 | 27.1 | 25.0 |
| Consumer Discretionary - Others | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CCL Products | 1,080.0 | 1,365.0 | 26.4 | BUY | 143.9 | 44.6 | 49.1 | 58.1 | 7.3 | 8.8 | 10.5 | 16.4 | 17.9 | 18.1 | 29.2 | 39.0 | 50.2 | 37.0 | 27.7 | 21.5 | 14.1 | 19.9 | 31.1 | 21.5 | 17.5 | 14.3 | 18.0 | 20.2 | 21.6 |
| Bajaj Consumer Care | 551.0 | 690.0 | 25.2 | BUY | 72.0 | 11.6 | 13.2 | 15.3 | 2.2 | 2.7 | 3.2 | 19.0 | 20.5 | 20.9 | 14.5 | 18.5 | 21.3 | 38.0 | 29.8 | 25.9 | 14.8 | 20.6 | 21.2 | 32.7 | 25.9 | 21.2 | 25.3 | 28.7 | 27.3 |

DAILY NEWSLETTER

Choice Equity Broking Research Universe

| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Sales (INR Bn) | | | EBITDA (INR Bn) | | | EBITDA Margin (%) | | | EPS (INR) | | | PE (x) | | | FY26-28E CAGR (%) | | | EV/EBITDA (x) | | | ROE (%) | | |
|-----------------------------------|-----------|--------------------|------------|--------|-------------|----------------|-------|--------|-----------------|-------|-------|-------------------|-------|-------|-----------|-------|-------|--------|-------|-------|-------------------|--------|-------|---------------|-------|-------|---------|-------|-------|
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | Sales | EBITDA | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Aerospace & Defence | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Hindustan Aeronautics | 4,216.0 | 5,050.0 | 19.8 | BUY | 2,819.7 | 330.9 | 377.4 | 426.2 | 97.7 | 117.7 | 133.4 | 29.5 | 31.2 | 31.3 | 136.3 | 155.2 | 177.2 | 30.9 | 27.2 | 23.8 | 13.5 | 16.9 | 14.0 | 24.1 | 19.1 | 16.1 | 24.0 | 23.5 | 23.1 |
| Bharat Dynamics | 1,207.5 | 1,500.0 | 24.2 | BUY | 442.8 | 24.4 | 37.0 | 61.0 | 2.2 | 7.0 | 11.5 | 9.1 | 18.8 | 18.9 | 11.5 | 22.7 | 37.4 | 105.0 | 53.2 | 32.3 | 58.1 | 127.2 | 80.3 | 177.1 | 57.8 | 34.1 | 9.9 | 17.1 | 22.9 |
| Astra Microwave Products | 1,422.5 | 1,300.0 | -8.6 | REDUCE | 135.1 | 11.6 | 14.3 | 17.9 | 3.3 | 4.0 | 5.1 | 28.7 | 28.2 | 28.5 | 20.3 | 25.5 | 32.5 | 70.1 | 55.8 | 43.8 | 24.0 | 23.5 | 26.5 | 40.6 | 33.7 | 26.8 | 14.7 | 15.8 | 17.0 |
| Bharat Electronics | 408.0 | 500.0 | 22.5 | BUY | 2,982.8 | 276.1 | 323.3 | 379.2 | 80.5 | 97.3 | 114.5 | 29.2 | 30.1 | 30.2 | 8.3 | 10.3 | 12.2 | 49.2 | 39.7 | 33.4 | 17.2 | 19.3 | 21.5 | 36.0 | 29.7 | 25.2 | 27.6 | 28.2 | 27.6 |
| Data Patterns | 4,215.0 | 4,060.0 | -3.7 | ADD | 236.5 | 9.2 | 12.1 | 15.9 | 3.7 | 4.9 | 6.4 | 40.4 | 40.5 | 40.5 | 48.9 | 69.3 | 90.2 | 86.2 | 60.8 | 46.7 | 31.0 | 31.1 | 35.8 | 63.0 | 47.9 | 36.6 | 16.7 | 20.1 | 21.2 |
| Apollo Micro Systems | 422.0 | 365.0 | -13.5 | ADD | 150.5 | 9.0 | 14.4 | 22.3 | 2.2 | 3.5 | 5.4 | 24.1 | 24.0 | 24.0 | 3.2 | 4.6 | 7.2 | 131.9 | 91.7 | 58.6 | 57.1 | 56.7 | 50.0 | 70.7 | 44.8 | 29.2 | 11.2 | 12.4 | 16.8 |
| Centum Electronics | 3,471.9 | 3,300.0 | -5.0 | ADD | 51.1 | 9.6 | 11.4 | 13.6 | 1.5 | 1.7 | 2.0 | 15.1 | 14.7 | 14.9 | -31.6 | 25.0 | 70.6 | N/A | 138.9 | 49.2 | 19.0 | 18.3 | N/A | 35.2 | 31.1 | 25.3 | -13.8 | 9.2 | 19.8 |
| Zen Tech. | 1,819.0 | 1,850.0 | 1.7 | BUY | 163.4 | 6.9 | 10.3 | 20.6 | 2.5 | 3.6 | 7.2 | 35.9 | 35.0 | 35.0 | 21.5 | 29.8 | 61.5 | 84.6 | 61.0 | 29.6 | 73.2 | 71.0 | 69.1 | 64.7 | 43.6 | 22.1 | 12.1 | 13.3 | 22.8 |
| DCX Systems | 193.1 | 150.0 | -22.3 | SELL | 21.7 | 7.4 | 8.9 | 11.2 | -0.2 | 0.1 | 0.2 | -2.3 | 1.2 | 1.5 | -0.7 | 3.4 | 4.8 | N/A | 56.8 | 40.2 | 22.5 | N/A | N/A | N/A | 125.2 | 83.1 | -0.5 | 2.4 | 3.3 |
| Azad Engineering | 2,215.0 | 1,900.0 | -14.2 | REDUCE | 143.0 | 6.0 | 8.2 | 11.3 | 2.3 | 3.0 | 4.1 | 37.4 | 36.5 | 36.6 | 20.6 | 30.0 | 42.2 | 107.5 | 73.8 | 52.5 | 37.0 | 35.6 | 43.1 | 64.7 | 48.5 | 35.1 | 8.7 | 11.2 | 13.7 |
| Cement / Building Material | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ultra T Cement | 10,919.0 | 15,210.0 | 39.3 | BUY | 3,214.1 | 885.1 | 965.5 | 1134.9 | 170.2 | 187.0 | 227.4 | 19.2 | 19.4 | 20.0 | 277.6 | 332.0 | 440.2 | 39.3 | 32.9 | 24.8 | 13.2 | 15.6 | 25.9 | 20.1 | 18.0 | 14.5 | 10.1 | 11.1 | 13.1 |
| ACC | 1,330.0 | 1,810.0 | 36.1 | BUY | 249.8 | 257.7 | 277.2 | 298.1 | 29.0 | 33.2 | 39.0 | 11.3 | 12.0 | 13.1 | 121.8 | 123.3 | 135.2 | 10.9 | 10.8 | 9.8 | 7.6 | 15.8 | 5.4 | 8.4 | 7.0 | 5.8 | 11.2 | 10.4 | 10.4 |
| Ambuja | 418.3 | 570.0 | 36.3 | BUY | 917.6 | 406.6 | 450.1 | 500.0 | 65.4 | 76.9 | 95.1 | 16.1 | 17.1 | 19.0 | 19.1 | 17.9 | 22.7 | 21.9 | 23.4 | 18.4 | 10.9 | 20.6 | 9.0 | 13.9 | 11.8 | 9.4 | 9.5 | 6.9 | 8.1 |
| Shree Cement | 24,110.0 | 23,330.0 | -3.2 | SELL | 869.2 | 193.1 | 205.8 | 219.2 | 41.9 | 45.0 | 48.4 | 21.7 | 21.8 | 22.1 | 472.9 | 623.5 | 683.1 | 51.0 | 38.7 | 35.3 | 6.6 | 7.4 | 20.2 | 17.4 | 15.8 | 14.3 | 7.6 | 9.1 | 9.1 |
| Dalmia Bharat | 1,687.9 | 2,405.0 | 42.5 | BUY | 317.0 | 148.0 | 163.1 | 178.8 | 30.8 | 34.0 | 38.7 | 20.8 | 20.9 | 21.7 | 60.7 | 61.9 | 74.2 | 27.8 | 27.3 | 22.7 | 9.9 | 12.1 | 10.6 | 12.6 | 11.5 | 10.1 | 6.3 | 6.1 | 6.9 |
| Ramco C. | 877.3 | 860.0 | -2.0 | SELL | 207.3 | 90.1 | 97.0 | 103.3 | 14.4 | 14.2 | 17.5 | 16.0 | 14.7 | 16.9 | 29.3 | 10.4 | 20.2 | 29.9 | 84.4 | 43.4 | 7.1 | 10.3 | -17.0 | 16.8 | 16.7 | 13.2 | 8.5 | 2.9 | 5.4 |
| J K Cements | 4,937.0 | 7,000.0 | 41.8 | BUY | 381.5 | 137.2 | 153.4 | 168.0 | 23.7 | 26.9 | 32.2 | 17.3 | 17.6 | 19.2 | 128.4 | 153.8 | 199.2 | 38.5 | 32.1 | 24.8 | 10.7 | 16.5 | 24.6 | 18.4 | 16.6 | 13.7 | 14.0 | 14.4 | 15.7 |
| Birla Corp. | 964.0 | 1,490.0 | 54.6 | BUY | 74.2 | 96.6 | 103.9 | 112.3 | 14.5 | 16.0 | 18.3 | 15.1 | 15.4 | 16.3 | 72.4 | 80.9 | 97.1 | 13.3 | 11.9 | 9.9 | 7.8 | 12.0 | 15.8 | 6.5 | 5.9 | 5.2 | 7.6 | 7.8 | 8.6 |
| NUVOCO | 319.8 | 500.0 | 56.4 | BUY | 114.2 | 113.4 | 123.8 | 135.0 | 18.6 | 18.1 | 21.3 | 16.4 | 14.6 | 15.8 | 10.1 | 11.2 | 16.4 | 31.7 | 28.5 | 19.5 | 9.1 | 7.1 | 27.4 | 8.5 | 8.6 | 7.0 | 3.5 | 3.8 | 5.2 |
| Grasim Ind. | 3,092.0 | 3,500.0 | 13.2 | BUY | 2,097.2 | 410.4 | 487.2 | 571.3 | 17.7 | 27.7 | 39.1 | 4.3 | 5.7 | 6.8 | 5.1 | 13.7 | 29.4 | 606.3 | 225.7 | 105.2 | 18.0 | 48.6 | 140.1 | 125.0 | 81.2 | 58.2 | 0.6 | 1.7 | 3.4 |
| JK Lakshmi | 600.0 | 855.0 | 42.5 | BUY | 74.5 | 67.6 | 74.2 | 80.2 | 10.1 | 10.3 | 12.4 | 15.0 | 13.9 | 15.4 | 34.7 | 32.5 | 43.1 | 17.3 | 18.5 | 13.9 | 8.9 | 10.5 | 11.4 | 9.3 | 9.8 | 8.0 | 10.9 | 9.3 | 11.0 |
| Hindware | 222.1 | 310.0 | 39.6 | BUY | 18.6 | 25.1 | 28.0 | 31.8 | 2.0 | 2.7 | 3.8 | 7.8 | 9.6 | 11.8 | -4.7 | 8.7 | 18.5 | -47.3 | 25.5 | 12.0 | 12.4 | 38.2 | NA | 12.9 | 9.4 | 6.6 | -5.2 | 9.4 | 17.5 |
| Greenply Ind. | 289.3 | 355.0 | 22.7 | BUY | 36.2 | 27.4 | 32.1 | 37.1 | 2.7 | 3.4 | 4.1 | 9.9 | 10.5 | 11.1 | 7.2 | 13.8 | 19.1 | 40.2 | 21.0 | 15.1 | 16.4 | 23.5 | 62.9 | 15.1 | 12.0 | 9.4 | 10.0 | 16.2 | 18.4 |
| Somany Cer. | 515.0 | 575.0 | 11.7 | BUY | 21.1 | 27.9 | 30.3 | 32.6 | 2.6 | 3.0 | 3.6 | 9.2 | 9.9 | 11.1 | 19.8 | 30.0 | 41.1 | 26.0 | 17.2 | 12.5 | 8.1 | 18.5 | 44.1 | 8.6 | 7.3 | 5.6 | 10.1 | 13.7 | 16.2 |
| Apollo Pipes | 497.5 | 620.0 | 24.6 | BUY | 21.8 | 11.1 | 13.7 | 17.1 | 0.7 | 1.1 | 1.7 | 6.0 | 8.2 | 9.7 | 1.1 | 9.7 | 17.8 | 452.3 | 51.3 | 27.9 | 24.2 | 58.6 | 302.3 | 33.7 | 19.7 | 13.2 | 1.1 | 4.8 | 8.2 |
| Sirca Paints Ltd | 418.4 | 625.0 | 49.4 | BUY | 23.8 | 4.9 | 6.4 | 7.6 | 1.0 | 1.3 | 1.5 | 20.2 | 19.5 | 20.0 | 11.4 | 15.0 | 18.7 | 36.7 | 27.9 | 22.4 | 24.5 | 24.0 | 28.1 | 23.8 | 18.6 | 15.0 | 13.7 | 15.5 | 16.5 |

Choice Equity Broking Research Universe

| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Sales (INR Bn) | | | EBIT (INR Bn) | | | EBIT Margin (%) | | | EPS (INR) | | | PE (x) | | | FY26-28E CAGR (%) | | | EV/EBIT (x) | | | ROE (%) | | |
|-------------------------|-----------|--------------------|------------|--------|-------------|----------------|--------|--------|---------------|-------|-------|-----------------|-------|-------|-----------|-------|-------|--------|-------|-------|-------------------|--------|------|-------------|--------|-------|---------|-------|-------|
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | Sales | EBITDA | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| IT Services | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TCS | 2,196.0 | 3,350.0 | 52.6 | BUY | 7,954.6 | 2670.2 | 2945.4 | 3191.8 | 668.4 | 746.6 | 818.9 | 25.0 | 25.3 | 25.7 | 136.0 | 159.4 | 176.2 | 16.1 | 13.8 | 12.5 | 9.3 | 10.7 | 13.8 | 11.3 | 10.2 | 9.3 | 45.4 | 47.6 | 47.4 |
| Infosys | 1,199.0 | 1,500.0 | 25.1 | BUY | 50.1 | 1786.5 | 1988.2 | 2125.9 | 375.4 | 423.3 | 457.5 | 21.0 | 21.3 | 21.5 | 71.5 | 76.9 | 83.0 | 16.8 | 15.6 | 14.4 | 9.1 | 10.4 | 7.7 | -0.8 | -0.7 | -0.7 | 31.6 | 33.6 | 36.1 |
| Wipro | 198.1 | 215.0 | 8.6 | ADD | 22.7 | 926.2 | 1012.4 | 1092.2 | 152.0 | 161.8 | 179.2 | 16.4 | 16.0 | 16.4 | 12.6 | 13.5 | 15.3 | 15.7 | 14.7 | 12.9 | 8.6 | 8.6 | 10.2 | -2.7 | -2.8 | -2.9 | 15.0 | 17.6 | 19.0 |
| HCL Tech | 1,155.1 | 1,500.0 | 29.9 | ADD | 3,125.5 | 1301.4 | 1434.8 | 1565.8 | 224.0 | 252.6 | 285.0 | 17.2 | 17.6 | 18.2 | 61.4 | 73.1 | 83.1 | 18.8 | 15.8 | 13.9 | 9.7 | 12.8 | 16.3 | 13.5 | 12.0 | 10.6 | 22.1 | 25.6 | 28.1 |
| Tech Mahindra | 1,482.0 | 1,700.0 | 14.7 | BUY | 1,450.4 | 568.2 | 624.3 | 675.2 | 71.5 | 93.7 | 108.6 | 12.6 | 15.0 | 16.1 | 57.3 | 72.3 | 87.8 | 25.9 | 20.5 | 16.9 | 9.0 | 23.2 | 23.8 | 19.3 | 14.6 | 12.5 | 17.2 | 20.7 | 23.6 |
| LTI Mindtree | 4,025.9 | 4,700.0 | 16.7 | ADD | 1,206.4 | 423.1 | 476.7 | 518.9 | 65.0 | 74.8 | 83.7 | 15.4 | 15.7 | 16.1 | 169.1 | 203.2 | 235.0 | 23.8 | 19.8 | 17.1 | 10.7 | 13.5 | 17.9 | 16.2 | 13.7 | 11.8 | 20.9 | 21.8 | 21.6 |
| Mphasis | 2,330.5 | 2,625.0 | 12.6 | BUY | 444.7 | 158.3 | 184.7 | 208.1 | 24.1 | 30.2 | 35.3 | 15.2 | 16.3 | 17.0 | 96.3 | 120.5 | 142.0 | 24.2 | 19.3 | 16.4 | 14.7 | 21.0 | 21.4 | 18.2 | 14.4 | 12.2 | 17.7 | 18.0 | 19.9 |
| Coforge | 1,431.1 | 1,900.0 | 32.8 | BUY | 633.5 | 164.0 | 226.5 | 265.5 | 23.6 | 35.3 | 41.3 | 14.4 | 15.6 | 15.6 | 45.9 | 51.0 | 67.8 | 31.2 | 28.1 | 21.1 | 27.2 | 32.3 | 21.5 | 26.6 | 18.9 | 16.0 | 16.3 | 21.5 | 26.1 |
| Persistent | 5,023.0 | 6,200.0 | 23.4 | BUY | 781.8 | 147.5 | 179.4 | 214.7 | 23.9 | 29.8 | 36.6 | 16.2 | 16.6 | 17.1 | 118.9 | 144.4 | 177.1 | 42.2 | 34.8 | 28.4 | 20.6 | 23.7 | 22.0 | 31.9 | 25.2 | 20.2 | 23.8 | 24.1 | 24.4 |
| Zensar Tech. | 484.0 | 650.0 | 34.3 | BUY | 110.0 | 56.9 | 63.9 | 69.1 | 8.2 | 9.4 | 10.5 | 14.5 | 14.7 | 15.2 | 33.7 | 37.9 | 42.2 | 14.4 | 12.8 | 11.5 | 10.2 | 13.2 | 11.9 | 10.8 | 9.2 | 8.0 | 16.4 | 16.8 | 17.0 |
| Happiest Minds | 363.0 | 560.0 | 54.3 | BUY | 54.8 | 23.2 | 27.7 | 31.9 | 3.2 | 4.1 | 4.9 | 13.6 | 14.7 | 15.2 | 13.9 | 18.9 | 23.3 | 26.1 | 19.2 | 15.6 | 17.3 | 23.7 | 29.5 | 16.5 | 12.4 | 10.0 | 12.4 | 15.6 | 17.6 |
| Datamatics | 800.0 | 920.0 | 15.0 | ADD | 47.3 | 19.9 | 21.1 | 23.1 | 2.9 | 3.0 | 3.4 | 14.5 | 14.3 | 14.5 | 32.9 | 44.3 | 49.0 | 24.3 | 18.1 | 16.3 | 7.7 | 8.3 | 22.0 | 14.2 | 13.1 | 11.0 | 12.6 | 14.8 | 14.3 |
| Fractal Analytica | 1,006.8 | 1,250.0 | 24.2 | BUY | 172.8 | 33.0 | 40.7 | 49.3 | 3.7 | 6.0 | 8.6 | 11.3 | 14.8 | 17.5 | 17.2 | 27.2 | 40.4 | 58.5 | 37.0 | 24.9 | 22.2 | 52.5 | 53.3 | 45.9 | 28.8 | 20.1 | 9.0 | 12.8 | 16.0 |
| ER&D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| L&T Tech. | 3,210.0 | 4,350.0 | 35.5 | BUY | 340.5 | 110.0 | 122.6 | 141.8 | 19.3 | 23.4 | 27.3 | 17.5 | 19.1 | 19.3 | 115.9 | 147.3 | 174.0 | 27.7 | 21.8 | 18.4 | 13.5 | 18.9 | 22.5 | 16.2 | 13.0 | 10.8 | 19.8 | 22.5 | 23.3 |
| Tata Elxsi | 4,292.0 | 5,070.0 | 18.1 | ADD | 326.7 | 37.6 | 43.6 | 50.8 | 7.5 | 10.1 | 13.5 | 19.9 | 23.2 | 26.6 | 100.9 | 143.7 | 181.1 | 42.5 | 29.9 | 23.7 | 16.2 | 34.2 | 34.0 | 40.8 | 30.0 | 22.2 | 23.8 | 27.0 | 30.9 |
| Cyient | 878.0 | 1,250.0 | 42.4 | BUY | 96.6 | 72.7 | 79.8 | 88.8 | 6.9 | 9.9 | 11.7 | 9.5 | 12.4 | 13.2 | 48.1 | 65.7 | 74.9 | 18.3 | 13.4 | 11.7 | 10.5 | 30.2 | 24.8 | 12.2 | 9.2 | 7.4 | 7.5 | 12.0 | 12.8 |
| KPIT Tech. | 775.5 | 1,030.0 | 32.8 | BUY | 211.1 | 64.5 | 72.2 | 81.5 | 12.6 | 15.1 | 18.0 | 19.5 | 20.9 | 22.1 | 23.3 | 31.9 | 41.1 | 33.3 | 24.3 | 18.9 | 12.4 | 19.5 | 32.8 | 16.4 | 13.3 | 10.8 | 19.7 | 21.1 | 23.0 |
| New Age Tech | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| IndiaMart | 1,997.0 | 2,340.0 | 17.2 | ADD | 120.2 | 15.7 | 17.1 | 19.4 | 5.3 | 5.6 | 6.4 | 33.8 | 32.7 | 33.0 | 78.8 | 92.8 | 106.4 | 25.3 | 21.5 | 18.8 | 11.2 | 9.9 | 16.2 | 15.7 | 14.1 | 11.6 | 19.8 | 21.5 | 22.7 |
| Allied Digital Ser. | 122.0 | 180.0 | 47.5 | BUY | 6.9 | 9.7 | 11.1 | 13.5 | 0.6 | 1.0 | 1.2 | 6.2 | 8.6 | 8.9 | 6.3 | 10.7 | 12.1 | 19.4 | 11.4 | 10.1 | 18.0 | 41.4 | 38.6 | 9.1 | 5.4 | 4.3 | 5.8 | 9.1 | 9.5 |
| Nazara Tech | 271.9 | 400.0 | 47.1 | BUY | 100.6 | 18.3 | 42.2 | 52.4 | 2.5 | 7.2 | 9.5 | 13.7 | 17.1 | 18.1 | 2.2 | 4.4 | 7.5 | 123.6 | 61.8 | 36.3 | 69.2 | 94.9 | 84.6 | 31.7 | 11.8 | 8.1 | 2.3 | 4.3 | 6.7 |
| Intellect Design Arena | 743.0 | 1,250.0 | 68.2 | BUY | 103.4 | 30.4 | 35.8 | 42.0 | 5.8 | 7.6 | 10.1 | 19.1 | 21.2 | 24.0 | 25.0 | 39.0 | 52.0 | 29.7 | 19.1 | 14.3 | 17.5 | 32.0 | 44.2 | 16.9 | 12.5 | 8.8 | 10.8 | 14.7 | 16.7 |
| Aurionpro Solutions | 776.5 | 1,250.0 | 61.0 | BUY | 42.9 | 14.1 | 17.9 | 22.9 | 2.8 | 3.5 | 4.6 | 19.9 | 19.6 | 20.1 | 38.9 | 51.5 | 61.9 | 20.0 | 15.1 | 12.5 | 27.4 | 28.2 | 26.1 | 14.8 | 11.6 | 8.5 | 12.2 | 14.1 | 14.7 |
| Oracle Financial Ser. | 9,968.5 | 10,890.0 | 9.2 | BUY | 865.9 | 76.7 | 84.0 | 92.9 | 34.8 | 39.4 | 43.9 | 45.4 | 46.9 | 47.3 | 303.5 | 346.0 | 388.8 | 32.8 | 28.8 | 25.6 | 10.1 | 12.3 | 13.2 | 23.3 | 20.6 | 18.4 | 33.7 | 37.0 | 39.9 |
| Meesho | 165.8 | 210.0 | 26.7 | ADD | 762.4 | 126.3 | 171.1 | 224.0 | -14.9 | -3.5 | 1.3 | -11.8 | -2.0 | 0.6 | -3.1 | 0.0 | 1.3 | -53.5 | NA | 127.5 | 33.2 | NA | NA | -50.1 | -213.1 | 567.1 | -31.0 | 0.2 | 8.9 |
| Pharmaceuticals | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ajanta Pharma | 2,980.1 | 2,760.0 | -7.4 | REDUCE | 372.3 | 54.5 | 61.1 | 67.8 | 13.9 | 16.6 | 18.8 | 25.6 | 27.2 | 27.8 | 84.2 | 97.6 | 110.4 | 35.4 | 30.5 | 27.0 | 11.5 | 16.2 | 14.5 | 26.8 | 22.0 | 19.1 | 23.3 | 23.0 | 22.2 |
| Alkem Labs | 5,250.0 | 5,755.0 | 9.6 | ADD | 627.7 | 147.1 | 165.0 | 185.1 | 30.1 | 34.6 | 39.8 | 20.4 | 21.0 | 21.5 | 204.5 | 210.4 | 230.2 | 25.7 | 25.0 | 22.8 | 12.2 | 15.1 | 6.1 | 21.0 | 17.8 | 15.1 | 17.0 | 16.2 | 15.5 |
| Cipla Ltd | 1,402.0 | 1,350.0 | -3.7 | REDUCE | 1,132.6 | 281.6 | 321.6 | 357.7 | 59.2 | 64.3 | 76.9 | 21.0 | 20.0 | 21.5 | 48.0 | 56.3 | 67.9 | 29.2 | 24.9 | 20.7 | 12.7 | 13.9 | 18.9 | 19.0 | 17.3 | 14.2 | 11.3 | 12.0 | 13.1 |
| Concord Biotech | 1,224.5 | 1,045.0 | -14.7 | REDUCE | 128.1 | 10.5 | 12.1 | 14.0 | 3.7 | 4.4 | 5.1 | 34.8 | 36.0 | 36.5 | 25.2 | 29.4 | 34.8 | 48.6 | 41.6 | 35.2 | 15.0 | 17.7 | 17.5 | 34.8 | 29.1 | 24.7 | 12.9 | 13.8 | 14.6 |
| Divi's Labs | 6,615.5 | 7,375.0 | 11.5 | ADD | 1,763.2 | 105.6 | 126.5 | 153.4 | 34.4 | 41.1 | 51.4 | 32.6 | 32.5 | 33.5 | 96.9 | 117.5 | 147.5 | 68.3 | 56.3 | 44.8 | 20.5 | 22.2 | 23.4 | 50.3 | 42.1 | 33.5 | 15.3 | 16.3 | 17.6 |
| Dr Reddy Labs | 1,283.0 | 1,335.0 | 4.1 | ADD | 11.0 | 337.0 | 390.4 | 448.0 | 68.1 | 92.5 | 106.2 | 20.2 | 23.7 | 23.7 | 50.3 | 68.4 | 80.9 | 25.5 | 18.7 | 15.9 | 15.3 | 24.9 | 26.9 | 1.1 | 0.4 | 0.0 | 11.1 | 13.4 | 13.9 |
| Granules India | 785.3 | 835.0 | 6.3 | ADD | 191.4 | 53.7 | 63.5 | 75.2 | 11.9 | 14.4 | 17.1 | 22.1 | 22.7 | 22.7 | 24.0 | 31.0 | 38.3 | 32.7 | 25.3 | 20.5 | 18.4 | 20.0 | 26.3 | 16.5 | 13.4 | 11.0 | 11.7 | 13.1 | 13.9 |
| Glenmark P. | 2,165.0 | 2,590.0 | 19.6 | ADD | 611.0 | 169.8 | 185.4 | 205.1 | 45.7 | 38.9 | 47.2 | 26.9 | 21.0 | 23.0 | 103.4 | 83.0 | 103.6 | 20.9 | 26.1 | 20.9 | 9.9 | 1.6 | 0.1 | 13.2 | 15.3 | 12.2 | 13.0 | 18.3 | 18.7 |
| IPCA Labs | 1,647.0 | 1,585.0 | -3.8 | ADD | 417.9 | 96.5 | 109.1 | 124.2 | 19.8 | 24.0 | 28.2 | 20.5 | 22.0 | 22.7 | 47.6 | 57.4 | 69.2 | 34.6 | 28.7 | 23.8 | 13.5 | 19.4 | 20.6 | 21.3 | 17.2 | 14.3 | 14.2 | 15.6 | 16.2 |
| Laurus | 1,445.5 | 1,255.0 | -13.2 | ADD | 780.0 | 68.1 | 80.9 | 95.3 | 17.8 | 21.4 | 25.3 | 26.1 | 26.5 | 26.5 | 16.5 | 20.6 | 25.3 | 87.7 | 70.3 | 57.2 | 18.3 | 19.2 | 23.8 | 45.2 | 37.4 | 31.6 | 16.8 | 17.5 | 17.8 |
| Lupin | 2,260.0 | 2,630.0 | 16.4 | ADD | 1,034.0 | 279.6 | 308.8 | 342.9 | 88.2 | 77.2 | 85.7 | 31.5 | 25.0 | 25.0 | 116.6 | 98.9 | 109.4 | 19.4 | 22.8 | 20.7 | 10.8 | -1.4 | -3.2 | 11.8 | 13.4 | 11.8 | 23.8 | 17.2 | 16.4 |
| Marksans Pharma | 233.5 | 290.0 | 24.2 | ADD | 105.8 | 29.5 | 34.4 | 39.7 | 6.0 | 7.4 | 8.9 | 20.4 | 21.5 | 22.5 | 9.2 | 11.9 | 14.6 | 25.3 | 19.6 | 16.0 | 16.0 | 21.9 | 25.6 | 16.6 | 13.0 | 10.3 | 13.8 | 15.4 | 16.0 |
| Piramal Pharma | 166.5 | 170.0 | 2.1 | REDUCE | 220.6 | 88.7 | 96.4 | 107.9 | 9.2 | 12.5 | 16.7 | 10.4 | 13.0 | 15.5 | -2.5 | 1.1 | 3.6 | -66.6 | 151.4 | 46.3 | 10.3 | 34.7 | NA | 28.6 | 21.5 | 15.8 | -4.0 | 1.8 | 5.4 |
| Senores Pharmaceuticals | 1,034.0 | 1,165.0 | 12.7 | BUY | 47.6 | 6.3 | 8.0 | 9.5 | 1.7 | 2.2 | 2.8 | 26.6 | 27.5 | 29.0 | 25.1 | 30.0 | 38.8 | 41 | | | | | | | | | | | |

Choice Equity Broking Research Universe

| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Sales (INR Bn) | | | EBITDA (INR Bn) | | | EBITDA Margin (%) | | | EPS (INR) | | | PE (x) | | | FY26-28E CAGR (%) | | | EV/EBITDA (x) | | | ROE (%) | | |
|-----------------------------|-----------|--------------------|------------|--------|-------------|----------------|-------|-------|-----------------|-------|-------|-------------------|-------|-------|-----------|-------|-------|--------|-------|-------|-------------------|--------|-------|---------------|-------|-------|---------|-------|-------|
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | Sales | EBITDA | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Hospitals | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Apollo Hospitals Enterprise | 8,314.5 | 9,600.0 | 15.5 | BUY | 1,193.8 | 252.3 | 295.0 | 343.9 | 37.7 | 45.2 | 54.1 | 14.9 | 15.3 | 15.7 | 136.0 | 171.1 | 212.8 | 61.1 | 48.6 | 39.1 | 16.8 | 19.8 | 25.1 | 32.9 | 27.4 | 22.9 | 20.6 | 21.3 | 21.6 |
| Artemis Medic. Services Ltd | 271.5 | 325.0 | 19.7 | BUY | 43.0 | 10.8 | 13.6 | 16.8 | 1.9 | 2.2 | 2.9 | 17.4 | 16.4 | 17.3 | 6.7 | 7.7 | 10.3 | 40.6 | 35.4 | 26.2 | 24.8 | 24.2 | 24.3 | 22.9 | 19.2 | 15.1 | 12.0 | 12.2 | 14.5 |
| Fortis Healthcare | 961.1 | 1,140.0 | 18.6 | BUY | 731.3 | 91.3 | 105.5 | 124.7 | 20.8 | 24.8 | 30.0 | 22.8 | 23.5 | 24.1 | 14.0 | 17.4 | 22.6 | 68.5 | 55.1 | 42.6 | 16.9 | 20.0 | 26.9 | 36.5 | 30.6 | 25.1 | 10.7 | 11.8 | 13.4 |
| Global Health | 1,239.4 | 1,460.0 | 17.8 | BUY | 332.5 | 44.1 | 50.9 | 59.4 | 9.2 | 12.0 | 14.5 | 20.8 | 23.7 | 24.4 | 20.7 | 27.6 | 33.8 | 59.8 | 44.9 | 36.7 | 16.0 | 25.6 | 27.7 | 36.2 | 27.6 | 22.9 | 14.1 | 15.8 | 16.3 |
| Healthcare Global | 638.0 | 800.0 | 25.4 | BUY | 95.3 | 25.5 | 29.1 | 33.2 | 4.7 | 5.4 | 6.4 | 18.3 | 18.7 | 19.2 | 3.5 | 11.2 | 15.6 | 184.9 | 56.8 | 41.0 | 14.3 | 17.1 | 112.4 | 23.0 | 19.5 | 16.2 | 3.9 | 11.2 | 13.4 |
| Jeena Sikho Lifecare | 629.0 | 1,000.0 | 59.0 | BUY | 78.2 | 8.0 | 10.7 | 14.5 | 3.5 | 4.7 | 6.5 | 43.6 | 44.2 | 44.7 | 17.9 | 27.5 | 38.1 | 35.2 | 22.9 | 16.5 | 34.7 | 36.3 | 46.1 | 22.3 | 16.3 | 11.6 | 61.4 | 56.3 | 49.8 |
| Jupiter Life Line | 1,308.0 | 1,645.0 | 25.8 | BUY | 85.8 | 15.0 | 20.6 | 25.2 | 3.4 | 4.6 | 5.8 | 22.9 | 22.3 | 23.1 | 30.2 | 41.9 | 55.3 | 43.4 | 31.2 | 23.7 | 29.6 | 30.2 | 35.3 | 26.3 | 19.6 | 15.1 | 13.6 | 16.4 | 18.2 |
| Max Healthcare Institute | 977.0 | 1,160.0 | 18.7 | ADD | 953.7 | 100.3 | 129.6 | 160.7 | 26.0 | 35.0 | 44.8 | 25.9 | 27.0 | 27.9 | 17.6 | 22.0 | 28.9 | 55.5 | 44.4 | 33.8 | 26.6 | 31.3 | 28.1 | 37.7 | 28.0 | 21.8 | 15.2 | 16.8 | 18.4 |
| Narayana Hrudayalaya | 1,970.0 | 2,500.0 | 26.9 | BUY | 400.1 | 79.0 | 104.8 | 123.9 | 16.2 | 22.0 | 27.1 | 20.5 | 21.0 | 21.9 | 41.7 | 60.4 | 79.0 | 47.2 | 32.6 | 24.9 | 25.3 | 29.5 | 37.6 | 27.0 | 19.8 | 15.9 | 17.9 | 21.7 | 22.4 |
| Park Medi World Ltd | 282.2 | 350.0 | 24.0 | BUY | 121.9 | 16.8 | 23.0 | 30.9 | 4.4 | 6.1 | 8.2 | 26.5 | 26.5 | 26.5 | 6.0 | 8.9 | 12.3 | 47.2 | 31.7 | 22.9 | 35.6 | 35.6 | 43.7 | 27.0 | 19.7 | 14.4 | 16.8 | 17.4 | 19.9 |
| Rainbow Childrens | 1,345.0 | 1,650.0 | 22.7 | BUY | 136.4 | 17.0 | 20.1 | 24.4 | 5.4 | 6.5 | 8.0 | 32.0 | 32.5 | 32.7 | 27.5 | 34.1 | 45.1 | 48.9 | 39.5 | 29.8 | 19.7 | 21.1 | 28.1 | 26.6 | 22.1 | 18.1 | 17.0 | 17.7 | 19.3 |
| Yatharth Hospital | 810.2 | 1,050.0 | 29.6 | BUY | 78.1 | 12.1 | 16.2 | 20.9 | 2.9 | 4.0 | 5.1 | 24.2 | 24.7 | 24.3 | 18.2 | 27.3 | 36.3 | 44.5 | 29.7 | 22.3 | 31.6 | 31.9 | 41.1 | 26.7 | 19.7 | 15.5 | 9.9 | 12.9 | 14.6 |
| Real Estate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Godrej Properties | 1,703.7 | 2,520.0 | 47.9 | BUY | 514.4 | 53.7 | 58.6 | 60.0 | 6.8 | 8.9 | 9.4 | 12.7 | 15.2 | 15.7 | 54.7 | 77.8 | 80.0 | 31.1 | 21.9 | 21.3 | 5.7 | 17.6 | 20.9 | 79.0 | 60.3 | 57.1 | 9.1 | 9.4 | 9.9 |
| Aditya Birla Real Estate | 1,239.5 | 1,880.0 | 51.7 | BUY | 136.6 | 4.1 | 5.1 | 40.8 | -3.1 | 0.7 | 5.3 | -75.4 | 12.9 | 12.9 | -29.5 | 52.9 | 26.9 | -42.0 | 23.4 | 46.1 | 216.6 | NA | NA | -58.3 | 221.8 | 26.0 | -9.1 | 13.9 | 6.7 |
| Mahindra Life. | 338.0 | 500.0 | 48.0 | BUY | 72.4 | 11.8 | 16.4 | 21.8 | -1.2 | -1.2 | -1.7 | -10.3 | -7.3 | -7.9 | 14.0 | 5.9 | 7.7 | 24.1 | 57.3 | 43.9 | 36.1 | 19.3 | -25.8 | -60.4 | -61.1 | -41.4 | 8.2 | 3.4 | 4.2 |
| Sobha Develop. | 1,334.0 | 1,840.0 | 37.9 | BUY | 142.6 | 51.9 | 66.3 | 76.5 | 3.1 | 3.0 | 4.8 | 6.0 | 4.5 | 6.3 | 18.1 | 23.0 | 39.3 | 73.7 | 58.0 | 33.9 | 21.4 | 24.9 | 47.4 | 44.3 | 44.1 | 26.3 | 4.1 | 5.0 | 7.9 |
| EFC (I) | 188.0 | 275.0 | 46.3 | BUY | 33.2 | 10.4 | 14.0 | 18.7 | 4.7 | 6.2 | 8.2 | 45.2 | 44.8 | 44.0 | 16.9 | 20.2 | 27.1 | 11.1 | 9.3 | 6.9 | 34.3 | 32.5 | 26.6 | 7.7 | 5.7 | 4.2 | 28.8 | 26.6 | 26.3 |
| AWFIS Space S. | 310.4 | 590.0 | 90.1 | BUY | 22.2 | 14.9 | 17.7 | 20.0 | 5.5 | 6.4 | 7.4 | 36.8 | 36.0 | 37.0 | 9.9 | 15.4 | 18.3 | 31.3 | 20.2 | 17.0 | 15.6 | 15.9 | 36.0 | 4.0 | 3.4 | 2.9 | 12.8 | 16.6 | 16.5 |
| PSP Projects | 883.0 | 720.0 | -18.5 | REDUCE | 34.9 | 31.5 | 37.8 | 45.3 | 1.9 | 2.4 | 3.1 | 6.0 | 6.4 | 6.8 | 14.0 | 23.8 | 34.9 | 63.1 | 37.1 | 25.3 | 20.0 | 27.3 | 57.9 | 17.9 | 13.9 | 10.7 | 4.4 | 7.0 | 9.2 |
| Smartworks C. | 455.0 | 630.0 | 38.5 | BUY | 52.0 | 18.0 | 23.3 | 27.6 | 11.6 | 15.0 | 17.7 | 64.3 | 64.3 | 64.1 | 1.0 | 5.1 | 5.6 | 455.0 | 89.2 | 81.2 | 24.0 | 23.8 | 136.6 | 4.5 | 3.5 | 2.9 | 2.0 | 9.9 | 9.9 |
| Man Ind | 536.0 | 690.0 | 28.7 | BUY | 40.2 | 51.2 | 67.9 | 80.2 | 7.3 | 10.0 | 12.3 | 14.2 | 14.8 | 15.3 | 22.7 | 32.9 | 72.0 | 23.6 | 16.3 | 7.4 | 25.1 | 29.9 | 78.1 | 5.3 | 5.1 | 4.0 | 9.2 | 10.2 | 17.9 |
| Industrials | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| RR Kabel | 2,220.0 | 1,910.0 | -14.0 | BUY | 249.3 | 97.2 | 109.1 | 124.7 | 7.8 | 8.9 | 10.5 | 8.0 | 8.2 | 8.4 | 43.5 | 45.1 | 61.4 | 51.0 | 49.2 | 36.2 | 13.3 | 16.0 | 18.8 | 32.1 | 28.3 | 23.7 | 20.8 | 18.4 | 21.4 |
| Shakti Pumps | 540.1 | 640.0 | 18.5 | ADD | 64.8 | 27.0 | 32.6 | 39.8 | 4.2 | 5.3 | 7.1 | 15.6 | 16.4 | 17.8 | 20.9 | 24.8 | 32.1 | 25.8 | 21.8 | 16.8 | 21.5 | 29.7 | 23.9 | 14.9 | 13.0 | 10.0 | 18.0 | 16.5 | 18.1 |
| Oswal Pumps | 414.0 | 450.0 | 8.7 | BUY | 47.2 | 20.6 | 21.4 | 26.5 | 5.1 | 5.3 | 6.7 | 24.8 | 24.8 | 25.3 | 32.7 | 30.2 | 38.7 | 12.7 | 13.7 | 10.7 | 13.4 | 14.6 | 8.8 | 8.9 | 8.8 | 6.8 | 34.8 | 18.7 | 19.8 |

Choice Equity Broking Research Universe

| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Sales (INR Bn) | | | EBITDA (INR Bn) | | | EBITDA Margin (%) | | | EPS (INR) | | | PE (x) | | | FY26-28E CAGR (%) | | | EV/EBITDA (x) | | | ROE (%) | | |
|---|-----------|--------------------|------------|--------|-------------|------------------------------|--------|--------|-----------------|-------|-------|-------------------|-------|-------|------------------|-------|-------|---------|-------|-------|-------------------|--------|-------|---------------|-------|-------|---------|-------|-------|
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | Sales | EBITDA | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Oil & Gas | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Gulf Oil Lubricants India | 906.0 | 1,600.0 | 76.6 | BUY | 44.9 | 38.8 | 42.8 | 46.7 | 5.0 | 5.8 | 6.5 | 12.8 | 13.5 | 14.0 | 88.5 | 104.7 | 117.1 | 10.2 | 8.7 | 7.7 | 9.7 | 14.9 | 15.0 | 7.4 | 5.9 | 4.8 | 25.5 | 25.9 | 26.0 |
| Mangalore Refinery And Petrochemicals | 154.8 | 215.0 | 38.9 | BUY | 271.3 | 886.7 | 1270.1 | 1199.9 | 62.4 | 121.4 | 212.9 | 7.0 | 9.6 | 17.7 | 11.0 | 41.8 | 81.5 | 14.1 | 3.7 | 1.9 | 16.3 | 84.8 | 172.2 | 6.6 | 3.3 | 1.2 | 14.2 | 41.9 | 52.4 |
| Chennai Petroleum Corporation | 1,180.0 | 1,265.0 | 7.2 | BUY | 175.7 | 786.1 | 1095.7 | 983.3 | 47.6 | 62.8 | 76.6 | 6.1 | 5.7 | 7.8 | 208.0 | 284.0 | 351.0 | 5.7 | 4.2 | 3.4 | 11.8 | 26.9 | 29.9 | 3.7 | 2.8 | 2.3 | 32.1 | 33.6 | 32.9 |
| Metal & Mining | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lloyds Metal & Energy | 1,777.0 | 2,075.0 | 16.8 | BUY | 999.7 | 136.8 | 175.4 | 223.7 | 45.2 | 61.1 | 78.8 | 33.0 | 34.8 | 35.2 | 56.8 | 70 | 87.4 | 31.3 | 25.4 | 20.3 | 27.9 | 32.1 | 24.0 | 23.1 | 18.6 | 14.4 | 35.1 | 28.7 | 27.2 |
| Banking & Financial Services | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Company | CMP (INR) | Target Price (INR) | Upside (%) | Rating | Mcap INR Bn | Net Interest Income (INR Bn) | | | PPOP (INR Bn) | | | PAT (INR Bn) | | | Book Value (INR) | | | PBV (x) | | | FY26-28E CAGR (%) | | | EV/EBITDA (x) | | | ROE (%) | | |
| | | | | | | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | NII | PPOP | PAT | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Capri Global Capital Limited | 202.5 | 250.0 | 23.5 | BUY | 167.1 | 31.1 | 40.2 | 50.5 | 22.7 | 28.6 | 36.3 | 15.3 | 19.4 | 24.8 | 88.1 | 106.7 | 130.2 | 2.3 | 1.9 | 1.6 | 41.8 | 40.6 | 42.9 | NA | NA | NA | 20.0 | 20.2 | 21.2 |
| MAS Financial Services | 306.9 | 405.0 | 32.0 | BUY | 55.7 | 9.0 | 11.7 | 14.6 | 8.0 | 10.2 | 12.4 | 4.4 | 5.9 | 7.0 | 174.9 | 202.4 | 238.8 | 1.8 | 1.5 | 1.3 | 29.1 | 23.5 | 26.1 | NA | NA | NA | 14.0 | 16.1 | 16.5 |

Ashok Leyland Ltd

BUY
Target Price: INR 195
Sector View: Positive

Key Conference Call Highlights



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Est. | Dev. % |
|-------------|---------|----------|--------|
| Revenue | 141.1 | 141.1 | 0.0 |
| EBITDA | 20.1 | 20.5 | 0.6 |
| EBITDAM (%) | 14.6 | 14.5 | 8 bps |
| APAT | 14.0 | 14.4 | (2.2) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|---------|----------|---------|
| Revenues (INR Mn) | 1,41,605 | 1,19,067 | 18.9 | 1,15,339 | 22.8 |
| EBITDA (INR Mn) | 20,655 | 17,910 | 15.3 | 15,350 | 34.6 |
| EBITDA Margin (%) | 14.6 | 15.0 | (45.5) | 13.3 | 127.8 |
| PAT (INR Mn) | 14,047 | 12,595 | 11.5 | 11,045 | 27.2 |
| Basic EPS (INR) | 2.4 | 2.1 | 11.5 | 1.9 | 27.2 |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|-------|-------|-------|-------|-------|
| Revenue | 387.5 | 440.1 | 475.0 | 521.6 | 562.4 |
| YoY (%) | 1.0 | 13.6 | 7.9 | 9.8 | 7.8 |
| EBITDA | 49.3 | 57.3 | 64.6 | 72.0 | 79.3 |
| EBITDAM % | 12.7 | 13.0 | 13.6 | 13.8 | 14.1 |
| Adj PAT | 33.0 | 35.7 | 44.0 | 49.3 | 54.7 |
| EPS (INR) | 5.4 | 6.7 | 7.5 | 8.4 | 9.3 |
| ROE % | 27.8 | 29.8 | 29.3 | 28.8 | 28.1 |
| ROCE % | 29.9 | 32.9 | 33.0 | 32.8 | 32.4 |
| PE(x) | 30.1 | 24.6 | 21.9 | 19.5 | 17.6 |
| EV/EBITDA | 19.3 | 16.5 | 14.6 | 13.1 | 11.8 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 51.51 | 51.51 | 51.51 |
| FIs | 24.57 | 24.41 | 24.32 |
| DIs | 13.06 | 13.73 | 13.59 |
| Public | 10.86 | 10.35 | 10.58 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------|-------|------|------|
| BSE Auto | 81.5 | 8.9 | 10.9 |
| BJAUT | 124.8 | 55.4 | 36.4 |

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Industry update & performance:

- FY26 marked a milestone year for AL with the company delivering its highest-ever CV volumes, revenue, profitability and cash surplus, driven by broad-based growth across MHCV, LCV, exports and non-CV businesses
- The management highlighted that domestic MHCV industry volumes grew 21.5% YoY in Q4FY26 and 12% YoY for FY26, **aided by GST 2.0 rate rationalisation and replacement demand from ageing fleets**
- AL's domestic MHCV market share stood healthy at ~30.8% in Q4FY26, while MHCV truck market share for FY26 was ~30.2%; MHCV bus market share remained industry-leading at ~34.1%
- LCV business continued to outperform industry growth, with Q4FY26 domestic LCV volumes rising 23% YoY and Vahan market share improving 90 bps YoY to 12.8%; full-year LCV volumes reached a record 74.3k units with market share at 12.7%
- Export business achieved historic annual volumes of 18.1k units in FY26, up 18.5% YoY, although Q4FY26 exports remained marginally lower **YoY due to temporary international logistics disruptions during March and April**
- Overall CV volumes crossed an **all-time high of 220.4k units** in FY26, surpassing the previous peak achieved in FY19
- Non-CV businesses also delivered healthy growth momentum, with domestic aftermarket revenue growing 11.2% YoY in Q4FY26 and 9.5% YoY for FY26; Power Solutions revenue increased 16.4% YoY, **while defence business revenue grew 20% YoY, supported by a robust order pipeline**
- Q4FY26 revenue stood at INR 141.6 Bn, up 19% YoY, while EBITDA came in at INR 20.7 Bn with EBITDA margin at 14.6%; FY26 EBITDA margin improved 30 bps YoY to 13%, despite commodity headwinds, aided by better price realisations, value engineering initiatives and favourable product mix
- PAT excluding exceptional items grew 13% YoY in Q4FY26 to INR 14.1 Bn, while FY26 PAT excluding exceptional items rose 22% YoY to INR 39.1 Bn

Update on EVs, exports & subsidiaries:

- Switch Mobility India delivered a strong turnaround in FY26, attaining profitability for the first time with PAT of ~INR 1 Bn+, supported by healthy scale-up in electric buses and electric LCVs
- Switch India achieved market leadership in electric buses and 2-4T electric LCV categories, with electric bus deliveries growing ~238% YoY to ~1,530 units and electric LCV volumes rising ~56% YoY to ~1,600 units during FY26; order book stood healthy at ~1,600 vehicles at year-end
- The management **announced groundbreaking for a greenfield battery pack manufacturing facility near Chennai**, which will initially cater to captive EV demand and energy storage systems
- Commercial production is targeted from Q2FY28E, with future phases focused on non-captive demand and eventual cell manufacturing
- Export demand across **GCC, Africa and SAARC markets** remained healthy despite temporary logistics bottlenecks. The management maintained a positive outlook on export demand recovery as logistics normalise in the coming quarters
- Hinduja Leyland Finance reported healthy growth with AUM increasing 24% YoY to INR 590 Bn, while PAT grew ~20% YoY to INR 4.9 Bn. Hinduja Housing Finance AUM rose 15% YoY to INR 160 Bn with PAT growth of 4% YoY; both entities maintained consolidated net NPA at 1.4%

Capacity, investments & balance sheet:

- FY26 capex stood at ~INR 10.5 Bn, **largely directed towards new products, future technologies, alternate powertrains and EV initiatives**
- Investments in subsidiaries during Q4FY26 stood at INR 3.7 Bn, primarily towards repayment of loans in Optare/Switch UK; full-year subsidiary investments stood at INR 3.9 Bn
- The management guided FY27E capex in the range of **INR 7.5-10 Bn**, while future investments into subsidiaries such as Hinduja Leyland Finance, Hinduja Housing Finance and OHM Mobility would remain need-based

Bajaj Auto

ADD

Target Price: INR 11,250

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 160.1 | 153.9 | 4.0 |
| EBITDA | 33.2 | 31.2 | 6.4 |
| EBITDAM (%) | 20.8 | 20.3 | 46 bps |
| APAT | 27.1 | 25.8 | 4.9 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|---------|----------|-----------|
| Revenues (INR Mn) | 1,60,057 | 1,21,480 | 31.8 | 1,52,203 | 5.2 |
| EBITDA (INR Mn) | 33,227 | 24,506 | 35.6 | 31,605 | 5.1 |
| EBITDA Margin (%) | 20.8 | 20.2 | 59 bps | 20.8 | (0.6) bps |
| PAT (INR Mn) | 27,086 | 20,493 | 32.2 | 25,641 | 5.6 |
| Basic EPS (INR) | 96.9 | 73.4 | 32.1 | 91.7 | 5.6 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 500.1 | 587.3 | 675.0 | 755.8 | 831.5 |
| YoY (%) | 11.9 | 17.4 | 14.9 | 12.0 | 10.0 |
| EBITDA | 101.0 | 120.2 | 135.0 | 153.4 | 170.5 |
| EBITDAM % | 20.2 | 20.5 | 20.0 | 20.3 | 20.5 |
| Adj PAT | 81.5 | 98.2 | 109.6 | 123.8 | 136.9 |
| EPS (INR) | 291.9 | 351.5 | 398.9 | 450.5 | 498.3 |
| ROE % | 25.4 | 28.2 | 30.6 | 30.4 | 29.7 |
| ROCE % | 29.0 | 32.1 | 35.3 | 35.4 | 34.9 |
| PE(x) | 35.3 | 29.3 | 25.9 | 22.9 | 20.7 |
| EV/EBITDA | 28.5 | 23.9 | 20.9 | 18.4 | 16.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 55.01 | 54.99 | 55.04 |
| FIs | 8.82 | 8.84 | 9.66 |
| DIs | 14.35 | 14.07 | 12.78 |
| Public | 21.82 | 22.10 | 22.52 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 92.3 | 15.0 | 16.1 |
| BJAUT | 131.1 | 13.3 | 30.2 |

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Key Conference Call Highlights

Industry update & Performance

- Q4FY26 financial performance remained strong with revenue crossing ~INR 160 Bn, EBITDA at ~INR 33.2 Bn and EBITDA margin sustained at ~20.8%; PAT grew ~34% YoY, supported by strong operating leverage and favourable product mix
- Broad-based growth continued across domestic 2Ws, 3Ws and exports**, with Q4FY26 volumes growing ~24% YoY, translating into revenue growth of ~32% YoY and EBITDA growth of ~36% YoY
- Domestic motorcycle industry growth remained skewed towards 125cc+ and 150cc+ categories, with Pulsar portfolio interventions and **10+ launches** supporting sequential market share gains
- Premium motorcycle portfolio comprising **KTM and Triumph** delivered record domestic sales of **~43k units in Q4FY26, up ~43% YoY**, driven by healthy demand and rapid network expansion
- 3W business maintained strong momentum with Q4FY26 volumes growing ~28% YoY across both ICE and EV segments
- BJAUT retained leadership in electric three-wheelers with market share of **~36.9% during Q4FY26**.
- Demand outlook for domestic motorcycles remains moderately positive, though near-term growth is expected to **soften to ~7–9%** due to inflationary pressure, price hikes and weaker rural sentiment
- Temporary supply-side constraints including manpower shortage, LPG-related issues and logistics disruptions impacted volumes **by ~10–15%** during the quarter

Update on EVs and exports:

- Export volumes remained robust at ~600k+ units for the second consecutive quarter, registering ~25% YoY growth led by strong traction in Latin America and Asian markets
- The management continues to target an export run-rate of ~220k+ units per month, supported by strong positioning across key overseas geographies
- Chetak EV** volumes crossed ~100k units in Q4FY26 with market share improving to ~23%, while distribution network expanded to ~850+ cities
- Combined EV portfolio across 2Ws and 3Ws achieved **double-digit EBITDA margin, contributing ~20%+** to domestic revenues
- Chetak EV business approached breakeven level during the quarter, supported by scale benefits and improving operational efficiencies
- PLI incentives for FY26 **estimated at ~INR 9 Bn**, supported by rapid EV portfolio scale-up and localisation initiatives

Capacity, investments and balance sheet:

- FY26 capex stood at ~INR 5 Bn, equally split between ICE and EV businesses, reflecting a balanced investment strategy across technologies
- Additional investments of **~INR 23 Bn deployed towards the financing subsidiary and KTM-related initiatives** to strengthen ecosystem capabilities and future growth avenues
- The company announced 100% payout of FY26 profits, including dividend of ~INR 150/share and **buyback worth ~INR 563.3 Bn**
- Balance sheet remained robust with cash surplus of **~INR 180 Bn+** and free cash flow generation exceeding ~INR 80 Bn, providing strong financial flexibility for future investments
- Other highlights:**
 - Q4FY26 witnessed modest net cost inflation impact of **~40 bps**, partly offset through favourable currency movement with realisation at **~INR 90.6/USD** and richer product mix
 - Management expects commodity inflation pressure of **~3.5–4.0%** of revenue in Q1FY27E, with pricing actions offsetting nearly ~40% of the impact so far

Eicher Motors

ADD

Target Price: INR 7,650

Sector View: Positive


 Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 60.1 | 60.1 | 2.1 |
| EBITDA | 15.1 | 14.1 | 3.3 |
| EBITDAM % | 24.9 | 24.6 | 30 bps |
| PAT | 15.2 | 14.1 | 2.5 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|---------|--------|----------|
| Revenues (INR Mn) | 60,801 | 52,411 | 16.0 | 61,140 | (0.6) |
| EBITDA (INR Mn) | 15,137 | 12,577 | 20.4 | 15,567 | (2.8) |
| EBITDA Margin (%) | 24.9 | 24.0 | 90 bps | 25.5 | (57) bps |
| PAT (INR Mn) | 15,200 | 13,622 | 11.6 | 14,622 | 3.9 |
| Basic EPS (INR) | 55.4 | 49.7 | 11.5 | 53.3 | 3.9 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 188.7 | 234.1 | 279.6 | 325.0 | 369.3 |
| YoY (%) | 14.1 | 24.0 | 19.5 | 16.2 | 13.6 |
| EBITDA | 47.1 | 57.9 | 70.5 | 83.2 | 95.3 |
| EBITDAM % | 25.0 | 24.7 | 25.2 | 25.6 | 25.8 |
| Adj PAT | 47.3 | 55.7 | 66.3 | 77.7 | 88.4 |
| EPS | 172.7 | 203.1 | 241.7 | 283.3 | 322.1 |
| ROE % | 22.2 | 22.2 | 22.8 | 23.0 | 22.6 |
| ROCE % | 17.4 | 18.2 | 19.4 | 20.0 | 19.9 |
| PE(x) | 40.4 | 34.4 | 28.9 | 24.7 | 21.7 |
| EV/EBITDA | 40.6 | 33.1 | 27.1 | 22.9 | 20.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 49.06 | 49.06 | 49.06 |
| FIs | 26.77 | 27.01 | 26.98 |
| DIs | 14.73 | 14.64 | 14.62 |
| Public | 9.44 | 9.29 | 9.34 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 79.1 | 7.9 | 8.6 |
| EIM | 97.1 | 49.5 | 29.3 |

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Key Conference Call Highlights

Industry update & Performance:

- Q4FY26 standalone performance remained strong, supported by healthy motorcycle demand, improving exports and sustained premium product mix across segments
- EIM retained leadership in India's **mid-size motorcycle segment with ~87% market share during FY26**, maintaining its dominant competitive positioning
- Strong traction continued **across Hunter 350, Classic 350, Himalayan 450, Guerrilla 450, Bear 650 and Shotgun 650**, supporting premiumisation and customer upgrades
- Robust product pipeline continued with launches including **Goan Classic 350, Guerrilla 450 Apex Edition and Bear 650**, while **upcoming Bullet 650** is expected to further strengthen the portfolio
- Meteor 350 crossed cumulative global sales milestone of **~600k units** since launch, reflecting strong consumer acceptance in the cruiser motorcycle category
- Brand leadership remained strong with highest top-of-the-mind awareness at **~55% and purchase consideration at ~84% in the 200cc+ category, significantly ahead of peers**
- Management remains **positive on medium-term premium motorcycle demand, supported by new launches**, lifestyle positioning and strong rider community engagement.

Update on EVs and exports:

- Flying Flea EV** ecosystem continued progressing with launch of the first Flying Flea store in Bengaluru, marking a strategic entry into premium electric motorcycles
- Global footprint continued expanding with operations across **5 subsidiaries, 7 CKD assembly units, 2 global tech centres and 4 manufacturing facilities**
- Royal Enfield achieved market share of **~9.7% in APAC, ~7.6% in EMEA and ~6.6% in the Americas** within the global middleweight motorcycle segment during FY26
- Improving international presence and premium positioning continued supporting export growth momentum across key overseas markets

Capacity and investments:

- Manufacturing facilities at Oragadam and Vallam currently support an annual production **capacity of ~1.5 Mn motorcycles, while brownfield expansion at Cheyyar remains underway**
- The company plans to establish a greenfield manufacturing facility at Tada, Andhra Pradesh, **involving an investment of ~INR 25 Bn**
- EIM **invested ~INR 9.6 Bn towards Tamil Nadu plant** expansion to increase production capacity to ~2 Mn units annually
- R&D investments remained **elevated with ~INR 19 Bn invested** over the last five years towards platform innovation, future products and EV development capabilities

Other highlights:

- Commodity inflation pressure of **3.0–3.5% is expected to remain** a near-term challenge entering FY27E, although premium mix and pricing actions are likely to partly offset the impact
- VECV delivered its best-ever annual performance with sales crossing **~100k units in FY26, registering ~14.7% growth** and outperforming industry growth of ~13%
- VECV retained leadership in the LMD truck segment while expanding the Eicher Pro X portfolio across EV, diesel and CNG powertrains
- The company introduced **~106 new CV products during FY26**, supporting product diversification and strengthening presence across commercial vehicle categories

Hero Motocorp

BUY

Target Price: INR 6,000

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|----------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 127.1 | 123.3 | 3.8 |
| EBITDA | 18.1 | 18.0 | 3.1 |
| EBITDAM % | 14.5 | 14.6 | (10) bps |
| PAT | 14.0 | 14.2 | (1.4) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|--------|---------|----------|----------|
| Revenues (INR Mn) | 1,27,965 | 99,387 | 28.8 | 1,23,284 | 3.8 |
| EBITDA (INR Mn) | 18,556 | 14,156 | 31.1 | 18,101 | 2.5 |
| EBITDA Margin (%) | 14.5 | 14.2 | 26 bps | 14.7 | (18) bps |
| PAT (INR Mn) | 14,011 | 10,809 | 29.6 | 14,378 | (2.6) |
| Basic EPS (INR) | 70.1 | 54.0 | 29.6 | 71.9 | (2.6) |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 407.6 | 468.3 | 525.9 | 576.9 | 635.1 |
| YoY (%) | 8.8 | 14.9 | 12.3 | 9.7 | 10.1 |
| EBITDA | 58.7 | 68.7 | 77.8 | 86.5 | 95.3 |
| EBITDAM % | 14.4 | 14.7 | 14.8 | 15.0 | 15.0 |
| Adj PAT | 46.1 | 53.9 | 60.2 | 66.7 | 73.2 |
| EPS | 230.5 | 269.4 | 301.0 | 333.6 | 365.8 |
| ROE % | 23.3 | 25.0 | 25.7 | 26.3 | 26.6 |
| ROCE % | 24.2 | 26.3 | 27.4 | 28.4 | 29.1 |
| PE(x) | 21.7 | 18.6 | 16.6 | 15.0 | 13.7 |
| EV/EBITDA | 17.0 | 14.5 | 12.8 | 11.5 | 10.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 34.73 | 34.73 | 34.73 |
| FIs | 31.15 | 29.43 | 28.76 |
| DIs | 24.69 | 26.28 | 26.32 |
| Public | 9.43 | 9.56 | 10.19 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 88.0 | 12.3 | 13.4 |
| HMCL | 100.9 | 13.4 | 32.1 |

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Key Conference Call Highlights

Domestic 2Ws – Industry update:

- FY26 performance remained strong with the highest-ever revenue of ~INR 468.3 Bn, up ~15% YoY and PAT of ~INR 52.7 Bn up, ~14% YoY while maintaining global leadership for 25 consecutive years
- Market share gains **achieved across 100–110cc motorcycles**, scooters, EVs and premium segments supported by 9 launches and multiple refreshes
- Scooter segment outperformed with ~48% YoY growth in FY26, **driven by Destini and Xoom portfolio alongside capacity ramp-up**
- Premium motorcycle portfolio, including Harley-Davidson range, **grew ~26% YoY in FY26, reflecting improving traction in higher cc segment**
- Retail growth outpaced dispatches, leading to a reduction in **dealer inventory to ~5 weeks**, indicating improved channel health
- ASP increased ~3% QoQ in Q4FY26, **supported by a better mix and pricing actions**
- Industry outlook remains positive with **high single-digit growth expected in FY27E**, with scooters growing faster than motorcycles

Update on EVs:

- VIDA EV volumes grew ~2.5x YoY, reflecting **strong scale-up in the segment**
- EV business remains in the investment phase with ~INR 2.2 Bn EBITDA investment in Q4FY26
- Capacity expansion underway with **~50% increase in the near term, followed by further doubling within FY27E**
- Current run-rate at **~60k units with the ambition to scale-up towards ~100k units over time**
- EBITDA **loss per unit improving sequentially, supported by scale and cost efficiency**
- PLI coverage **achieved for ~60% of the portfolio, targeted to increase to ~90%, translating to ~15% revenue benefit**

Update on exports:

- Global volumes grew ~41% YoY with FY26 volumes at ~4.02 lakh units
- Export revenue stood at ~INR 35 Bn, **reflecting a strong traction in overseas markets**
- Presence expanded to ~52 countries with a focus **on Latin America, Africa and South Asia**
- Bangladesh remains a key market, **while Sri Lanka and Africa are emerging as high-growth regions**
- Premium products contributing meaningfully to export mix improvement
- Near-term risks from **logistics inflation and fuel price increases are partly mitigated through pricing**

Capacity and investments

- Capex plan of ~INR 15 Bn for FY27E focused on scooters EVs and parts ecosystem.
- Destini scooter capacity increased by ~50%, while Xoom capacity is being doubled in Q1FY27E
- EV capacity ramping up from ~15k to ~25k per month with further doubling planned within FY27E
- Investment of ~INR 7 Bn planned for the second global parts centre to double parts handling capacity

Other highlights

- Commodity inflation of ~INR 2,000–2,100 per unit in Q4FY26 largely offset in absolute terms but led to ~100 bps gross margin pressure
- ~2% price hike taken on April 26, while cost inflation remains in high single digit, creating near-term margin headwinds
- Management reiterated medium-term EBITDA margin guidance of 14–16%

Mahindra & Mahindra

BUY

Target Price: INR 4,450

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|----------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 395.1 | 382.1 | 3.5 |
| EBITDA | 55.1 | 55.7 | (0.1) |
| EBITDAM % | 14.1 | 14.6 | (52) bps |
| PAT | 37.3 | 36.2 | 3.0 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|----------|----------|----------|
| Revenues (INR Mn) | 3,95,541 | 3,13,534 | 26.2 | 3,85,168 | 2.7 |
| EBITDA (INR Mn) | 55,644 | 46,825 | 18.8 | 56,676 | (1.8) |
| EBITDA Margin (%) | 14.1 | 14.9 | (87) bps | 14.7 | (65) bps |
| PAT (INR Mn) | 37,373 | 24,371 | 53.3 | 39,313 | (4.9) |
| Basic EPS (INR) | 31.1 | 20.3 | 53.2 | 33.5 | (7.3) |

| Key Financials | | | | | |
|----------------|---------|---------|---------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 1,164.8 | 1,455.8 | 1,707.8 | 1,963.2 | 2,239.1 |
| YoY (%) | 17.5 | 25.0 | 17.3 | 15.0 | 14.1 |
| EBITDA | 171.2 | 209.8 | 244.2 | 286.6 | 326.9 |
| EBITDAM % | 14.7 | 14.4 | 14.3 | 14.6 | 14.6 |
| Adj PAT | 118.5 | 157.4 | 181.1 | 212.9 | 243.4 |
| EPS | 98.7 | 131.0 | 150.8 | 177.3 | 202.7 |
| ROE % | 19.2 | 21.2 | 20.7 | 20.7 | 20.1 |
| ROCE % | 19.4 | 21.0 | 21.0 | 21.4 | 21.2 |
| PE(x) | 32.5 | 24.5 | 21.3 | 18.1 | 15.8 |
| EV/EBITDA | 22.3 | 17.8 | 15.2 | 12.9 | 11.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 18.45 | 18.43 | 18.43 |
| FIIs | 36.23 | 37.49 | 38.04 |
| DIIIs | 31.37 | 30.39 | 29.95 |
| Public | 13.95 | 13.69 | 13.58 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 88.0 | 12.4 | 13.5 |
| MM | 165.2 | 46.5 | 6.3 |

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Key Conference Call Highlights

- **Strong overall performance:** Consolidated revenue grew 29% YoY, and PAT increased 42% YoY in Q4FY26, whereas FY26 revenue rose 25% YoY and PAT increased 35% YoY
- **Broad-based growth across segments (FY26):** Auto (+33% PAT) and Farm (+13% PAT) drove overall performance, supported by strong volumes and margin expansion
- **Key drivers of growth:** Performance was led by a robust SUV and tractor demand, improved product mix, EV scale-up and strong execution
- **Near-term headwinds remain:** Commodity inflation, supply constraint, and geopolitical risk continue to pose challenges, although they are being actively managed

Auto Segment

- Auto volumes grew 19% YoY in Q4FY26, supported by strong demand and continued market share gains
- Core auto PBIT margin improved to **10.9% (+190 bps) in Q4FY26 and 10.4% in FY26, reflecting an expansion of 80 bps YoY**
- The EV business turned **PBIT-positive**, delivering INR 2,450 Mn (~5% PAT margin) in Q4FY26 and INR 2,870 Mn for FY26. **EV penetration improved to 9.6%, crossing 10%+ in the last two months of FY26**
- **Owing to strong demand, key models such as XUV 7XO (~9.5k/month) and Scorpio/Bolero range are witnessing capacity constraints, indicating strong demand**
- ICE capacity is being ramped up to 60k/month, with additional **+10k ICE and +4k EV capacity planned by FY28E**
- The Nagpur greenfield plant is progressing as planned and is **expected to be operational by CY28E**
- Commodity cost pressures remain, but are being managed through calibrated pricing and cost control measures
- **The management expects mid-high teens SUV growth in FY27E, supported by strong demand and capacity expansion**

Farm Segment

- Tractor volumes grew 24% YoY in FY26, with a strong 36% YoY growth in Q4FY26
- The company achieved a record-high market share of **43.6% in FY26, reinforcing its leadership position**
- Core tractor margin remained strong at ~20.4% in Q4FY26 and 20.8% in FY26
- Margin expansion was supported by operating leverage and disciplined cost management
- Farm machinery revenue grew 32% YoY in FY26, reflecting a strong traction in the segment
- The company is undertaking international **restructuring by exiting underperforming subsidiaries to improve profitability in the next ~2 years**
- Key product upgrades include the launch of **Protech transmission and new tractor platform enhancements**
- **The company plans 19 launches and enhancements in FY27E, covering 7 new products and 12 upgrades**
- Tractor margin is expected to remain **within a ~18–21% range across cycles**
- The management expects mid-single digit (~5%) industry growth in FY27E, **contingent on monsoon conditions and a high base**

Maruti Suzuki India

ADD

Target Price: INR 14,600

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 524.5 | 497.7 | 5.4 |
| EBITDA | 61.6 | 57.7 | 6.7 |
| EBITDAM % | 11.7 | 11.6 | 14 bps |
| PAT | 35.9 | 40.8 | (12.0) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|----------|----------|---------|
| Revenues (INR Mn) | 5,24,493 | 4,09,096 | 28.2 | 4,98,915 | 5.1 |
| EBITDA (INR Mn) | 61,569 | 48,426 | 27.1 | 55,717 | 10.5 |
| EBITDA Margin (%) | 11.7 | 11.8 | (10) bps | 11.2 | 57 bps |
| PAT (INR Mn) | 35,905 | 38,573 | (6.9) | 37,940 | (5.4) |
| Basic EPS (INR) | 114.2 | 122.7 | (6.9) | 120.7 | (5.4) |

| Key Financials | | | | | |
|----------------|---------|---------|---------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 1,528.7 | 1,832.7 | 2,112.9 | 2,403.9 | 2,719.2 |
| YoY (%) | 8.5 | 19.9 | 15.3 | 13.8 | 13.1 |
| EBITDA | 201.5 | 214.5 | 245.1 | 278.4 | 324.9 |
| EBITDAM % | 13.2 | 11.7 | 11.6 | 11.6 | 12.0 |
| Adj PAT | 143.0 | 144.5 | 162.6 | 183.6 | 211.8 |
| EPS (INR) | 454.8 | 459.5 | 517.3 | 584.0 | 673.7 |
| ROE % | 15.1 | 13.7 | 14.0 | 14.2 | 14.7 |
| ROCE % | 15.6 | 14.0 | 14.9 | 15.6 | 16.9 |
| PE(x) | 28.3 | 28.1 | 24.9 | 22.1 | 19.1 |
| EV/EBITDA | 20.1 | 18.8 | 16.5 | 14.5 | 12.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 58.53 | 58.28 | 58.28 |
| FIIs | 14.12 | 15.76 | 15.78 |
| DIIIs | 24.09 | 22.84 | 22.55 |
| Public | 3.26 | 3.12 | 3.39 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 91.7 | 14.7 | 15.2 |
| MSIL | 50.9 | -0.2 | 8.8 |

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Key Conference Call Highlights

Industry update & Performance:

- Sales in the auto industry declined 0.4% in H1FY26. Driven by GST reduction on small cars to 18%, improving affordability, a strong 16.7% growth was seen in H2FY26
- FY26 performance remained strong, with revenue growth of 20.2% and net profit reaching record INR 144.4 Bn
- Q4FY26 net profit declined 6.9% YoY due to INR 7.5 Bn **mark-to-market loss on investments amid rising bond yields**
- Demand remained **supply-constrained**, with production capacity limiting sales rather than any weakness in underlying customer demand
- Order backlog stood at **~190,000 units**, including **~130,000 small cars**, reflecting strong unmet demand across key entry-level segments
- Dealer inventory remained tight at **~12 days**, indicating sustained demand strength and limited channel stock availability
- First-time buyer contribution increased from **42% in H1FY26 to 51% in Q4FY26**, signaling recovery in entry-level demand supported by policy measures
- MSIL continues with a **multi-powertrain strategy**, balancing ICE, CNG, hybrid and EV rather than focusing on a single technology
- **Dzire remained India's top-selling PV**, highlighting the continued relevance of sedans despite rising SUV preference
- SUV strategy is gaining traction and Victorious reaching **50,000 units in the fastest time. MSIL plans to launch ~7 SUVs by the end of the decade**

Update on EVs and exports:

- MSIL entered the EV segment with eVitara, targeting development of ~100,000 charging points by 2030.
- eVitara has been developed as a global product with export focus across ~100 international markets.
- Export performance remained strong with MSIL contributing **~49% of India's total PV exports**, reinforcing leadership in overseas markets
- The management highlighted rising geopolitical tensions in West Asia as a potential risk for energy and commodity cost inflation

Capacity expansion and investments:

- MSIL continued aggressive capacity expansion with annual addition of ~500,000 units, termed unprecedented in the global auto industry
- Capex plan of **~INR 140 Bn planned across FY26-27E** to support capacity expansion and new product development
- New plants at Kharkhoda and **Hansalpur are expected to support scaling up towards ~4 Mn units annual capacity** over the medium term
- Management expects steady ramp-up of new facilities, **adding ~250,000 units to market supply during the current year**
- Rail dispatch share improved to **~26.5% in FY26 from ~5.1% a decade ago**, reflecting meaningful logistics efficiency gains

Outlook

- The management expects the company to **achieve ~10% domestic volume growth in FY26-27E; this target is notably higher than the industry average estimate of 5%-7%**

TVS Motor Company

ADD

Target Price: INR 3,920

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Est. | Dev. % |
|-----------|---------|----------|--------|
| Revenue | 128.1 | 123.6 | 3.6 |
| EBITDA | 16.8 | 15.9 | 5.8 |
| EBITDAM % | 13.1 | 12.8 | 27 bps |
| PAT | 10.0 | 9.8 | 1.5 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|--------|----------|----------|---------|
| Revenues (INR Mn) | 1,28,076 | 95,504 | 34.1 | 1,24,763 | 2.7 |
| EBITDA (INR Mn) | 16,795 | 13,306 | 26.2 | 16,329 | 2.9 |
| EBITDA Margin (%) | 13.1 | 13.9 | (82) bps | 13.1 | 3 bps |
| PAT (INR Mn) | 9,977 | 7,499 | 33.0 | 9,796 | 1.8 |
| Basic EPS (INR) | 21.0 | 15.8 | 33.0 | 20.6 | 1.8 |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|-------|-------|-------|-------|-------|
| Revenue | 362.5 | 472.7 | 573.9 | 674.8 | 793.3 |
| YoY (%) | 14.1 | 30.4 | 21.4 | 17.6 | 17.5 |
| EBITDA | 44.5 | 60.8 | 72.3 | 85.7 | 102.3 |
| EBITDAM % | 12.3 | 12.9 | 12.6 | 12.7 | 12.9 |
| Adj PAT | 26.0 | 36.6 | 43.9 | 53.3 | 65.4 |
| EPS | 54.8 | 77.0 | 92.3 | 112.2 | 137.7 |
| ROE % | 26.3 | 32.5 | 29.3 | 27.4 | 26.1 |
| ROCE % | 32.2 | 40.0 | 37.4 | 35.5 | 34.0 |
| PE(x) | 64.3 | 45.8 | 38.1 | 31.4 | 25.6 |
| EV/EBITDA | 37.9 | 27.9 | 23.4 | 19.7 | 16.4 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 50.27 | 50.27 | 50.27 |
| FIs | 22.56 | 23.09 | 22.90 |
| DIs | 18.84 | 18.28 | 18.34 |
| Public | 8.33 | 8.36 | 8.49 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------|-------|------|------|
| BSE Auto | 88.6 | 56.7 | 5.4 |
| TVSL | 184.6 | 70.3 | 27.6 |

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Key Conference Call Highlights

Update on the domestic market:

- In Q4FY26, the TVSL reported its highest-ever quarterly revenue of INR 1,28,080 Mn, up 34% YoY, while standalone PAT rose 31% YoY to INR 9,980 Mn. EBITDA margin stood at 13.1%
- Scooter contribution (including EVs) **has increased to ~38% of total sales and is expected to cross 40%, going forward**, supported by a strong traction in Jupiter, Ntorq and iQube
- Premium motorcycles, **including Apache and Ronin**, continue to witness a healthy demand, while the economy motorcycle segment remains relatively weak due to inflationary pressure and higher fuel costs
- Management **forecasts the domestic 2W industry to deliver a healthy single-digit growth in FY27E** and remains confident of outperforming the industry's average growth, aided by strong product momentum and portfolio mix
- Dealer inventory levels remain in **the normal range of 21–30 days**, although temporary supply-side disruptions in April 26 impacted dispatches. The management indicated that the situation had improved materially in May 26.

Update on EVs:

- EV 2W sales grew 33% YoY in FY26 to 0.37 million units, while 4QFY26 EV sales increased 51% YoY to 115k units. **EV penetration for the industry stood at ~7.8% in 4QFY26 versus 7.1% in the previous quarter**
- TVS iQube continues to witness robust traction, with a cumulative customer base surpassing 0.9 million users. The company recently **launched the iQube ST variant with a 5.1kWh battery pack and an IDC range of 212 km**
- TVS has also introduced **Battery-as-a-Service (BaaS) across its EV portfolio**, enabling customers to subscribe to battery usage instead of paying the battery cost upfront
- EV production capacity has increased **from ~30–32k units/month last year to ~40k units/month currently and is expected to scale up to ~50k units/month in the near term**
- In the electric 3W category, TVSL continues to gain market share in both passenger and cargo segments. The recently **launched TVS King EV Cargo and TVS King Cargo CNG** have received an encouraging initial response
- TVSL has signed a joint development agreement with **Hyundai Motor Company for the development of electric 3W**, wherein Hyundai will lead design and co-development, while TVS will leverage its EV platform and 3W expertise

Update on exports and international business:

- In 4QFY26, international business revenue stood at ~INR 30,000 Mn, while exports continued to outperform industry growth trends
- Africa remained a strong growth market for the company, while LATAM continued to witness healthy traction. Sri Lanka has fully recovered and Nepal is also performing strongly
- Bangladesh operations are expected to normalise gradually following strategic changes undertaken by the company
- Management highlighted that demand across international markets remains healthy despite logistics disruptions** and longer transit lead times arising from geopolitical uncertainties

Update on capacity expansion and margin:

- TVSL plans to increase **annual production capacity by ~1.5 million units over in the next 12 months, taking total capacity to ~8.3 million units**, supported by robust demand outlook
- The management indicated that the company would continue investing aggressively in manufacturing capacity, product development and R&D to ensure growth remains ahead of industry levels
- Commodity inflation remains a near-term concern, with management indicating raw material inflation of **3–5% due to rising prices of steel, aluminium, gas and crude-linked derivatives**
- The company is offsetting cost pressure through calibrated price hikes, favourable product mix, operating leverage and cost optimisation initiatives.
- PLI benefits **contributed ~90 bps to margins during the quarter**

Endurance Tech

ADD
Target Price: INR 2,820
Sector View: Positive

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|----------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 40.9 | 36.2 | 13.0 |
| EBITDA | 5.7 | 5.1 | 11.5 |
| EBITDAM % | 13.9 | 14.1 | (18) bps |
| PAT | 2.8 | 2.7 | 4.1 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|----------|--------|---------|
| Revenues (INR Mn) | 40,860 | 29,635 | 37.9 | 36,082 | 13.2 |
| EBITDA (INR Mn) | 5,678 | 4,225 | 34.4 | 4,771 | 19.0 |
| EBITDA Margin (%) | 13.9 | 14.3 | (36) bps | 13.2 | 67 bps |
| PAT (INR Mn) | 2,765 | 2,330 | 18.7 | 2,426 | 14.0 |
| Basic EPS (INR) | 19.7 | 16.6 | 18.7 | 17.2 | 14.0 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 115.6 | 146.0 | 175.0 | 204.1 | 227.1 |
| YoY (%) | 12.9 | 26.3 | 19.9 | 16.6 | 11.3 |
| EBITDA | 15.5 | 19.7 | 23.8 | 28.0 | 31.6 |
| EBITDAM % | 13.4 | 13.5 | 13.6 | 13.7 | 13.9 |
| Adj PAT | 8.2 | 9.7 | 12.1 | 14.9 | 17.3 |
| EPS | 58.6 | 69.1 | 85.7 | 105.9 | 122.9 |
| ROE % | 14.4 | 14.2 | 15.4 | 16.5 | 16.6 |
| ROCE % | 15.7 | 15.0 | 17.1 | 18.6 | 19.0 |
| PE(x) | 42.4 | 35.9 | 29.0 | 23.5 | 20.2 |
| EV/EBITDA | 22.5 | 17.9 | 14.9 | 12.4 | 10.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 75.00 | 75.00 | 75.00 |
| FIIIs | 13.14 | 13.72 | 13.84 |
| DIIIs | 9.77 | 9.20 | 9.05 |
| Public | 2.09 | 2.08 | 2.11 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 78.0 | 12.0 | 9.6 |
| ENDU | 87.3 | 27.2 | 19.4 |

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Key Conference Call Highlights

Financial Performance & Europe Business:

- Q4FY26 consolidated performance remained strong with revenue increasing 37.3% YoY to INR 41.2 Bn, driven by robust growth across domestic operations and Europe, supported by the Stöferle acquisition and healthy demand across key product categories
- Consolidated EBITDA grew 30.8% YoY to INR 6.0 Bn, while EBITDA margin moderated to 14.5% due to aluminium inflation, elevated energy costs and initial costs associated with new capacity additions
- Consolidated PAT increased 12.8% YoY to INR 2.8 Bn, despite raw material inflation and higher conversion costs
- Europe business delivered another strong quarter with revenue increasing 56.3% YoY to INR 11.4 Bn. In Euro terms, revenue grew 33.6% YoY, significantly outperforming EU vehicle registration growth
- Europe EBITDA margin expanded to 20.4% from 18.4% in Q4FY25, aided by operating leverage, productivity initiatives and contribution from Stöferle
- The company completed acquisition of a 60% stake in Stöferle, which contributed EUR 82.1 Mn revenue and EUR 17.9 Mn EBITDA during FY26

EV, Electronics and New Growth Areas:

- The company continues to benefit from rising EV penetration, premiumisation and increasing content per vehicle across 2W, 3W and 4W segments
- Total cumulative EV business wins reached INR 17.2 Bn annually, including battery packs and Maxwell businesses. EV orders excluding battery packs stood at INR 13.7 Bn
- India business wins during FY26 stood at INR 16.0 Bn, with nearly 60% originating from 4W and non-auto segments, reflecting diversification beyond traditional 2W products
- Maxwell delivered strong growth with revenue increasing to INR 1.6 Bn in FY26 from INR 0.7 Bn in FY25. The company supplied 350,000 BMS units across scooters, tractors, e-bikes and construction equipment
- Maxwell secured new orders worth INR 560 Mn during FY26, taking annualised order book to INR 2.5 Bn, while RFQ pipeline exceeds INR 3.0 Bn
- The new battery-pack plant near Pune is expected to commence operations shortly. The first programme has annual revenue potential of INR 3.5–3.6 Bn, expected to scale towards INR 6.0 Bn by FY28E
- The company also secured solar actuator and damper orders worth INR 3.45 Bn, opening a new non-automotive growth avenue

Premiumisation, Capacity Expansion and Outlook:

- Premium motorcycle products remain key growth drivers, including inverted front forks, mono-shock suspension, alloy wheels, assisted slip clutches and ABS systems
- ABS capacity is being expanded from 0.64 Mn units by an additional 1.2 Mn units annually, while dual-channel ABS production for Bajaj Auto will commence from June 2026
- Inverted front fork capacity will increase from 60,000 units/month currently to 100,000 units/month by FY27-end to cater to rising premium motorcycle demand
- The Bidkin alloy wheel plant with installed capacity of 3.6 Mn wheels annually is fully booked and is expected to generate annual revenue run-rate of around INR 6.0 Bn by FY27-end
- Aluminium casting continues to witness strong traction with demand growing 34–40% annually at the Orix Chakan plant. New orders from Hyundai, Kia, Isuzu and a global EV OEM provide further growth visibility
- FY26 India capex stood at INR 8.3 Bn, while Europe capex was EUR 45 Mn. Key investments include alloy wheels, battery packs, braking systems, aluminium castings and forging facilities
- Management remains optimistic on medium-term growth, supported by premiumisation, EV adoption, localisation opportunities, China+1 sourcing benefits and strong order inflows across automotive and non-automotive businesses. New plants, technology-led products and improving product mix are expected to support future growth and profitability

Fiem Industries

Target Price: INR 2,700

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 7.5 | 7.3 | 3.6 |
| EBITDA | 1.1 | 1.0 | 8.1 |
| EBITDAM % | 14.6 | 14.0 | 60 bps |
| PAT | 0.7 | 0.7 | 9.1 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|---------|---------|---------|---------|---------|
| Revenues (INR Mn) | 7,512.5 | 6,394.2 | 17.5 | 6,900.7 | 8.9 |
| EBITDA (INR Mn) | 1,097.1 | 853.6 | 28.5 | 977.3 | 12.3 |
| EBITDA Margin (%) | 14.6 | 13.4 | 125 bps | 14.2 | 44 bps |
| PAT (INR Mn) | 710.3 | 551.0 | 28.9 | 633.7 | 12.1 |
| Basic EPS (INR) | 27.0 | 22.4 | 20.7 | 24.1 | 12.1 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 24.2 | 28.2 | 33.0 | 38.5 | 44.7 |
| YoY (%) | 19.4 | 16.2 | 17.3 | 16.6 | 15.9 |
| EBITDA | 3.2 | 4.0 | 4.6 | 5.4 | 6.3 |
| EBITDAM % | 13.3 | 14.1 | 14.0 | 14.0 | 14.1 |
| Adj PAT | 2.0 | 2.6 | 3.0 | 3.6 | 4.2 |
| EPS (INR) | 76.5 | 97.1 | 114.8 | 135.6 | 160.1 |
| ROE % | 19.4 | 21.0 | 21.4 | 21.6 | 21.6 |
| ROCE % | 23.7 | 24.8 | 25.6 | 26.1 | 26.4 |
| PE(x) | 29.2 | 23.0 | 19.5 | 16.5 | 14.0 |
| EV/EBITDA | 17.3 | 14.1 | 11.6 | 9.7 | 7.9 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 54.51 | 54.51 | 54.51 |
| FIIIs | 6.86 | 6.93 | 7.19 |
| DIIIs | 11.40 | 10.87 | 10.05 |
| Public | 27.23 | 27.69 | 28.25 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 73.6 | 7.6 | 9.1 |
| FIEM | 151.2 | 89.1 | 28.3 |

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Key Conference Call Highlights

Financial Performance & Business Update:

- FIEM delivered a strong FY26 performance, with standalone revenue increasing ~16.0% YoY to INR 27,906 Mn, driven by healthy demand across key OEM customers, increasing LED penetration and a favourable product mix
- EBITDA grew ~22.6% YoY to INR 3,933 Mn, while EBITDA margin expanded to a record ~14.1% from ~13.3% in FY25, supported by operating leverage, improved manufacturing efficiencies and higher value-added products
- PAT increased ~24.5% YoY to INR 2,539 Mn, with PAT margin improving to ~9.1%, reflecting strong operational performance and margin expansion
- Automotive lighting remained the largest business segment, with revenue growing ~19.1% YoY to INR 20,952 Mn in FY26, accounting for approximately 75% of total sales
- Rear-view mirrors revenue increased ~11.6% YoY to INR 2,976 Mn, while plastic moulded parts revenue grew ~7.6% YoY to INR 2,541 Mn, supported by healthy demand from existing customers
- TVS Motor remained the largest customer, contributing ~33.3% of Q4FY26 automotive revenue, followed by Honda (~24.6%), Yamaha (~13.7%), Suzuki (~9.4%) and Royal Enfield (~5.8%)

Technology, Product Development & EV Opportunities:

- The management highlighted that increasing electronic content in vehicle lighting systems remains a key structural growth driver, with value addition rising significantly compared with conventional lighting products
- The company continues to focus on advanced automotive lighting technologies including adaptive lighting, matrix lighting, laser lighting and ambient interior lighting solutions
- FIEM is actively working with major OEMs in the EV segment and highlighted its strong position across leading electric two-wheeler platforms
- New programmes have been secured with customers including Hero MotoCorp, Honda and emerging EV manufacturers, supporting future growth visibility
- The company recently established an EMI/EMC testing and validation facility, which is expected to accelerate product development cycles and enhance in-house engineering capabilities

Passenger Vehicle Expansion, Capex & Outlook:

- FIEM continues to strengthen its presence in the passenger vehicle segment through engagements with Mahindra & Mahindra, Force Motors and global OEMs
- The management indicated that several RFQs have progressed into development projects, while revenue contribution from the passenger vehicle segment is expected to increase meaningfully over the next few years
- The company incurred capex of ~INR 1,083 Mn during FY26 and plans to invest approximately INR 2,000 Mn over the next two years towards capacity expansion, product development and technology enhancement
- The management reiterated its medium-term revenue growth guidance of ~15–20%, supported by rising LED penetration, increasing content per vehicle, expanding OEM relationships and growing opportunities in the passenger vehicle and EV segments
- The company remains confident of sustaining EBITDA margins above 14% over the medium term, aided by product premiumisation, operational efficiencies and continued scale benefits

Gabriel India

REDUCE

Target Price: INR 1,050

Sector View: Positive

GABRIEL

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 12.1 | 12.0 | 0.5 |
| EBITDA | 1.1 | 1.1 | 3.1 |
| EBITDAM % | 9.3 | 9.1 | 24 bps |
| PAT | 0.7 | 0.7 | (1.2) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|----------|----------|---------|
| Revenues (INR Mn) | 12,095.9 | 10,731.5 | 12.7 | 11,786.6 | 2.6 |
| EBITDA (INR Mn) | 1,129.5 | 1,087.6 | 3.9 | 1,068.8 | 5.7 |
| EBITDA Margin (%) | 9.3 | 10.1 | (80) bps | 9.1 | 27 bps |
| PAT (INR Mn) | 669.5 | 643.6 | 4.0 | 679.8 | (1.5) |
| Basic EPS (INR) | 4.7 | 4.5 | 4.0 | 4.7 | (1.5) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 40.6 | 46.7 | 59.6 | 67.6 | 75.3 |
| YoY (%) | 19.4 | 14.9 | 27.7 | 13.5 | 11.4 |
| EBITDA | 3.9 | 4.4 | 6.0 | 7.1 | 7.9 |
| EBITDAM % | 9.6 | 9.4 | 10.1 | 10.5 | 10.5 |
| Adj PAT | 2.4 | 2.7 | 5.5 | 6.6 | 7.6 |
| EPS | 17.1 | 18.5 | 31.3 | 37.5 | 42.7 |
| ROE % | 20.7 | 19.1 | 23.7 | 22.9 | 21.4 |
| ROCE % | 24.6 | 22.0 | 18.2 | 18.1 | 16.9 |
| PE(x) | 66.2 | 61.0 | 36.1 | 30.1 | 26.4 |
| EV/EBITDA | 41.7 | 36.9 | 33.0 | 27.8 | 24.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 55.02 | 55.00 | 55.00 |
| FIIIs | 6.58 | 6.49 | 6.50 |
| DIIIs | 16.28 | 16.20 | 15.74 |
| Public | 22.12 | 22.31 | 22.76 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 81.5 | 9.0 | 11.7 |
| GABR | 554.3 | 195.3 | 73.8 |

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Key Conference Call Highlights

Industry update & Performance

- Consolidated revenue grew 12.7% YoY to INR 12.1 Bn in Q4FY26, while FY26 consolidated revenue increased 14.9% YoY to INR 46.7 Bn
- Domestic automotive industry continued witnessing a strong momentum with 2W production up ~12% YoY in FY26, PV industry up ~9% YoY and CV production up ~13% YoY
- Gabriel continued outperformed underlying industry average growth across segments, supported by strong customer traction, aftermarket growth and contribution from Chakan-2 operations
- 2W/3W segment reported ~14.2% YoY growth in FY26, led by strong demand from TVS, HMSI and Yamaha, while PV segment grew ~16.7% YoY, aided by strong UV demand from M&M and MSIL
- CV business remained the strongest performer with 34.8% YoY growth in FY26, supported by rising demand for cabin dampers and multiple SOPs for AL

Sunroof business update (IGSSPL):

- IGSSPL reported Q4FY26 revenue of ~INR 990 Mn with EBITDA margin at ~14.6%, while FY26 revenue stood at ~INR 4.34 Bn with EBITDA margin of ~15.1%
- Gabriel sold ~170k sunroof units in FY26, while domestic sunroof penetration currently stands at 24–25% in passenger vehicles
- The company highlighted temporary Q4FY26 weakness due to lower-than-expected Kia Syros production ramp-up; however operational efficiencies and sourcing initiatives supported margin recovery QoQ
- The management maintained long-term **EBITDA margin guidance of 12–14%** for the sunroof business
- Second production line with additional capacity of ~200k units became operational in FY26 at Chennai, taking total annual installed **capacity to ~400k** sunroofs
- The management reiterated its aspiration to scale up Sunroof revenues to **~INR 10 Bn by 2030**

Challenges:

- Q4FY26 margin witnessed temporary pressure due to sharp increase in commodity cost, particularly aluminium, plastics and steel, along with supply-chain disruptions during March
- The management highlighted acute shortages of aluminium and gas in Q4FY26, forcing prioritisation of OEM supplies over exports and aftermarket business

Outlook & guidance:

- The management remains optimistic on long-term domestic automotive demand, supported by localisation trends, infrastructure development and healthy customer sentiment
- Gabriel reiterated confidence in sustaining a long-term margin improvement trajectory despite temporary commodity headwinds and supply-chain disruptions
- Sunroof business is expected to maintain EBITDA margin in the 12–14% range while new program launches and capacity ramp-up support growth
- The management remains confident of achieving planned business targets across solar dampers, lubricants and fasteners in the medium term

Capex & balance sheet:

- FY26 standalone capex **stood at INR 1.89 Bn** as compared to INR 1.28 Bn in FY25, primarily towards Chakan-2 integration, Hosur-2 land acquisition and plant expansion initiatives
- FY27 capex guidance stands at **INR 1.5–1.8 Bn** aimed at supporting growth initiatives and maintaining asset-turnover discipline

Lumax Auto Technologies

Target Price: INR 1,950

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 14.2 | 13.0 | 8.8 |
| EBITDA | 2.0 | 1.8 | 15.5 |
| EBITDAM % | 14.3 | 13.5 | 84 bps |
| PAT | 0.9 | 0.8 | 12.8 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|----------|---------|----------|---------|
| Revenues (INR Mn) | 14,169.3 | 11,328.8 | 25.1 | 12,706.6 | 11.5 |
| EBITDA (INR Mn) | 2,032.2 | 1,566.4 | 29.7 | 1,759.0 | 15.5 |
| EBITDA Margin (%) | 14.3 | 13.8 | 52 bps | 13.8 | 50 bps |
| PAT (INR Mn) | 876.6 | 583.8 | 50.2 | 974.2 | (10.0) |
| Basic EPS (INR) | 12.9 | 8.6 | 50.2 | 14.3 | (10.0) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 36.4 | 48.7 | 59.3 | 71.0 | 82.8 |
| YoY (%) | 28.9 | 33.9 | 21.7 | 19.8 | 16.6 |
| EBITDA | 4.6 | 6.6 | 8.2 | 10.3 | 12.0 |
| EBITDAM % | 12.8 | 13.5 | 13.9 | 14.4 | 14.5 |
| Adj PAT | 1.8 | 2.9 | 3.6 | 4.9 | 6.1 |
| EPS | 26.1 | 43.0 | 53.5 | 72.2 | 88.8 |
| ROE % | 13.7 | 19.9 | 19.6 | 20.6 | 19.8 |
| ROCE % | 16.9 | 19.6 | 22.7 | 24.8 | 24.8 |
| PE(x) | 67.4 | 40.9 | 32.9 | 24.4 | 19.8 |
| EV/EBITDA | 27.3 | 19.7 | 15.7 | 12.4 | 10.3 |

| Shareholding Pattern (%) | | | | |
|--------------------------|--------|--------|--------|--|
| | Mar-26 | Dec-25 | Sep-25 | |
| Promoters | 55.98 | 55.98 | 55.98 | |
| FIs | 8.38 | 8.00 | 7.33 | |
| DIs | 16.81 | 16.52 | 16.59 | |
| Public | 18.83 | 19.50 | 20.10 | |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 73.6 | 7.6 | 9.1 |
| LMAX | 470.5 | 262.7 | 116.8 |

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Key Conference Call Highlights
Industry update & performance:

- Management highlighted that FY26 was a landmark year for Lumax Auto Technologies, with the company delivering its highest-ever revenue, EBITDA and profitability, supported by strong automotive production growth, successful integration of acquired businesses, increasing content-per-vehicle and strong execution across all business verticals
- The Indian automotive industry remained resilient during FY26, aided by improving consumer sentiment, GST-related reforms, infrastructure spending and strong festive demand. During Q4FY26, PV production grew 11% YoY to 1.57 Mn units, 2W production increased 21% YoY to 7.05 Mn units, 3W production rose 32% YoY and CV production grew 20% YoY
- Revenue mix remained well diversified with Passenger Vehicles contributing 53%, Two- and Three-Wheelers 24%, Aftermarket 10% and Commercial Vehicles 9% of FY26 revenue
- Management stated that the company continued to outperform industry growth, aided by wallet-share gains, increasing localisation, premiumisation trends and higher content-per-vehicle across key product categories

Order book, technology & growth drivers:

- The company reported a robust order book of INR 14,500 Mn, providing strong visibility through FY29. Management expects approximately 25% of the order book to be executed in FY27, 54% in FY28 and the balance 21% in FY29
- Advanced Plastics remains the largest contributor to the order book at ~INR 7,000 Mn, followed by Mechatronics (~INR 4,000 Mn), Structure & Control Systems (~INR 1,700 Mn) and Greenfuel (~INR 1,800 Mn)
- Advanced Plastics revenue increased 25% YoY to INR 25,660 Mn during FY26, benefiting from OEM programs focused on lightweighting, design enhancement and premium interiors
- Mechatronics emerged as the fastest-growing segment, recording nearly 150% YoY growth to INR 2,810 Mn. Management highlighted increasing adoption of automatic transmissions, shift-by-wire systems and intelligent mobility solutions as key growth drivers

Technology, strategic initiatives & capacity expansion:

- During FY26, the company completed the merger of IAC India and Lumax Ancillary into Lumax Auto Technologies, simplifying the corporate structure and improving operational synergies
- The company approved the acquisition of the remaining 15.97% stake in Lumax FAE Technologies, making it a wholly-owned subsidiary, while simultaneously deciding to exit Lumax Yuzawa Allied Technologies to focus on scalable and profitable business opportunities
- FY26 capex stood at INR 2,330 Mn, including strategic land acquisitions of INR 450 Mn and nearly INR 1,000 Mn towards capacity expansion at IAC and Lumax Alps Alpine facilities
- FY27 capex is expected in the range of INR 2,750–3,000 Mn, primarily towards new capacity, localisation initiatives, technology investments and upcoming customer programs

Outlook & management commentary:

- Management remains confident of outperforming industry growth in FY27, with certain businesses expected to grow 2–3x industry growth rates, supported by strong order wins, content-per-vehicle expansion and customer additions.
- Despite near-term pressure from commodity inflation, energy costs and wage increases, management expects margins to remain resilient and improve by nearly 30 bps through operating leverage, pricing pass-through mechanisms and a richer product mix.
- Under its medium-term strategy, the company continues to target ~20% revenue CAGR, supported by premiumisation, localisation, electronics content growth, alternate-fuel opportunities, intelligent mobility solutions and continued expansion from both organic and inorganic growth initiatives.

Lumax Industries

BUY

Target Price: INR 7,100

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Est. | Dev. % |
|-----------|---------|----------|--------|
| Revenue | 12.0 | 10.8 | 11.4 |
| EBITDA | 1.2 | 1.1 | 13.9 |
| EBITDAM % | 10.3 | 10.1 | 23 bps |
| PAT | 0.6 | 0.5 | 5.1 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|---------|---------|----------|----------|
| Revenues (INR Mn) | 12,003.2 | 9,233.7 | 30.0 | 10,527.2 | 14.0 |
| EBITDA (INR Mn) | 1,239.8 | 793.0 | 56.3 | 1,106.1 | 12.1 |
| EBITDA Margin (%) | 10.3 | 8.6 | 174 bps | 10.5 | (18) bps |
| PAT (INR Mn) | 560.8 | 439.7 | 27.5 | 624.0 | (10.1) |
| Basic EPS (INR) | 60.0 | 47.0 | 27.5 | 66.8 | (10.1) |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|-------|-------|-------|-------|-------|
| Revenue | 34.0 | 41.8 | 49.7 | 58.5 | 67.7 |
| YoY (%) | 29.0 | 23.0 | 18.8 | 17.7 | 15.7 |
| EBITDA | 2.8 | 4.1 | 4.8 | 5.8 | 6.8 |
| EBITDAM % | 8.2 | 9.7 | 9.7 | 9.9 | 10.1 |
| Adj PAT | 1.4 | 1.9 | 2.3 | 3.0 | 3.8 |
| EPS (INR) | 149.7 | 203.6 | 248.9 | 323.0 | 402.4 |
| ROE % | 18.1 | 20.7 | 21.4 | 23.0 | 23.7 |
| ROCE % | 10.0 | 13.4 | 15.5 | 17.7 | 19.5 |
| PE(x) | 37.0 | 27.2 | 22.3 | 17.2 | 13.8 |
| EV/EBITDA | 21.7 | 15.1 | 12.7 | 10.5 | 8.8 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 75.00 | 75.00 | 75.00 |
| FIs | 1.63 | 1.38 | 1.13 |
| DIs | 6.07 | 5.71 | 5.98 |
| Public | 17.30 | 17.91 | 17.89 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------|-------|-------|------|
| BSE Auto | 76.5 | 9.4 | 10.9 |
| LUMX | 191.7 | 115.6 | 86.8 |

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Key Conference Call Highlights

Performance:

- The management highlighted that FY26 was a record year for Lumax Industries, with the company achieving its highest-ever revenue, profitability and margin, supported by strong automotive industry growth, increasing LED penetration and healthy execution across customer programs
- LUMX reported record FY26 revenue of INR 41,842 Mn, up 23% YoY, while Q4FY26 revenue grew 30% YoY to INR 12,003 Mn. EBITDA increased 42.8% YoY to INR 4,121 Mn in FY26, with EBITDA margin improving 130 bps YoY to 9.8%. Q4FY26 EBITDA margin stood at 10.4%, marking another quarter of double-digit profitability
- FY26 profitability was driven by **favourable product mix, operating leverage and increasing LED content**, with LED lighting contributing 61% of revenue versus 58% in FY25
- Passenger vehicles contributed 65% of FY26 revenue, while 2W and 3W segments accounted for 29%, highlighting strong diversification across mobility segments. Front lighting remained the largest product category, **contributing nearly 69% of revenue**
- Revenue from **Maruti Suzuki grew nearly 50% YoY during FY26**, reinforcing its position as the company's largest customer and a key beneficiary of increasing premiumisation trends

Order book, technology & growth drivers:

- The company's order book remains strong at INR 22,000 Mn, providing healthy medium-term revenue visibility. LED-based products account for 88% of the order book, while EV-linked programs contribute 11%. PVs constitute 66% of the order book, with the balance coming from 2W and 3W segments
- During the quarter, the company secured key lighting orders **from Mahindra XUV 7XO, Toyota Urban Cruiser, Skoda Kushaq** facelift and Royal Enfield's electric two-wheeler platform, further strengthening its customer portfolio
- Management reiterated that LED adoption remains a major structural growth driver. Current LED penetration stands at ~60% across the overall market, **exceeding 80% in two-wheelers and around 60% in passenger vehicles**. Nearly 90% of the company's new order book comprises LED-based programs
- LUMX highlighted that localisation levels continue to improve, with import content currently at around 25–30%, helping mitigate supply-chain and currency-related risks over time

Capacity expansion, capex & balance sheet:

- The company **invested ~INR 3,900–4,000 Mn in FY26**, primarily towards the Bengaluru greenfield facility, capacity expansion and technology upgrades
- Bengaluru plant commissioning remains on track for **Q4FY27 and is expected to support upcoming customer programs** and future growth requirements. Additionally, Phase II of the western-region facility has already commenced operations
- Management **guided FY27E capex at INR 1,000–1,500 Mn**, largely focused on maintenance capex and incremental expansion at existing facilities. Annual maintenance capex is expected at around INR 400–500 Mn

Outlook & management commentary:

- Management remains optimistic on FY27 growth prospects and expects to grow at least **2x the industry growth rate**, supported by robust order wins, rising LED adoption, premiumisation and deeper OEM engagement
- EBITDA margin **guidance for FY27 stands at 10.5–11.0%**, despite near-term pressure from raw material inflation, manpower costs, energy costs and forex volatility. Management remains confident of sustaining double-digit margins through pricing actions, localisation and operational efficiencies
- Over the medium term, the company targets **EBITDA margins approaching 13% within the next 3–4 years**, driven by richer product mix, advanced lighting technologies and increasing scale benefits

Minda Corporation

Target Price: INR 700
Sector View: Positive

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 17.0 | 15.9 | 7.0 |
| EBITDA | 2.0 | 1.8 | 14.3 |
| EBITDAM % | 11.9 | 11.2 | 76 bps |
| PAT | 1.2 | 0.8 | 45.0 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 17,038 | 13,213 | 29.0 | 15,603 | 9.2 |
| EBITDA (INR Mn) | 2,034 | 1,529 | 33.0 | 1,835 | 10.8 |
| EBITDA Margin (%) | 11.9 | 11.6 | 37 bps | 11.8 | 17 bps |
| PAT (INR Mn) | 1,219 | 520 | 134.3 | 898 | 35.8 |
| Basic EPS (INR) | 5.2 | 2.2 | 139.5 | 3.6 | 45.4 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 50.6 | 61.9 | 73.6 | 86.8 | 102.6 |
| YoY (%) | 8.7 | 22.3 | 19.0 | 17.9 | 18.2 |
| EBITDA | 57.5 | 72.1 | 85.5 | 103.4 | 123.1 |
| EBITDAM % | 11.4 | 11.7 | 11.6 | 11.9 | 12.0 |
| Adj PAT | 25.5 | 36.0 | 47.3 | 61.4 | 76.1 |
| EPS (INR) | 10.7 | 15.1 | 19.2 | 24.9 | 30.8 |
| ROE % | 11.6 | 13.6 | 14.0 | 15.6 | 16.6 |
| ROCE % | 14.1 | 15.7 | 16.2 | 17.4 | 18.7 |
| PE(x) | 50.5 | 41.6 | 32.8 | 25.3 | 20.4 |
| EV/EBITDA | 25.1 | 22.7 | 19.3 | 15.7 | 13.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 64.84 | 64.84 | 64.84 |
| FIIIs | 8.80 | 9.09 | 8.72 |
| DIIIs | 18.82 | 18.43 | 18.52 |
| Public | 7.54 | 7.64 | 7.92 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 79.1 | 5.5 | 8.8 |
| MDA | 105.7 | 38.5 | 12.3 |

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Key Conference Call Highlights
Q4FY26 & FY26 Performance:

- MDA delivered a strong Q4FY26 performance with consolidated revenue rising 29% YoY to ~INR 17,038 Mn, driven by premiumisation, higher electronics content and EV-related growth. EBITDA margin improved to 11.9%, supported by better product mix and operational efficiency
- For FY26, consolidated revenue grew 22% YoY to ~INR 61,853 Mn, while EBITDA increased 26% YoY, with margins improving to 11.7%. APAT witnessed a healthy double-digit growth of 42% YoY, led by rising content per vehicle, strong order inflows, contribution from Flash Electronics and increasing share of premium electronic products across PV, 2W and EV platforms

Growth outlook remains strong:

- The management reiterated its strategy of consistently outperforming industry growth by nearly 1.5x
- Assuming average industry growth of ~10%, the company expects to deliver revenue growth of 15%+, going forward. The long-term FY30E vision remains intact, targeting consolidated revenue of INR 175,000 Mn with 12.5% EBITDA margin through a mix of organic expansion, strategic JVs and acquisitions
- The consolidated group revenue, including Flash Electronics and associates, currently stands at ~INR 90,000 Mn in FY26
- The management highlighted that PV business is expected to grow in double-digit growth, while CV demand outlook remains healthy owing to infrastructure expansion, rising logistics demand and increasing safety regulations

Premiumisation continues to drive growth:

- The management identified premiumisation as one of the company's core structural growth pillars
- In the wiring harness segment, kit value is increasing by nearly 20% annually across segments, owing to premiumisation and adjacent product addition
- Instrument clusters remain a key growth driver, with multiple order wins for TFT clusters, ranging from 3-inch to 15-inch displays across PV, CV and 2W
- The management highlighted that nearly 12–13% of FY26 growth was driven by premiumisation and new product additions alone, supported by increasing contribution from high-voltage wiring harnesses and advanced electronic connectors

EV ecosystem strategy strengthening further:

- The company continues to aggressively strengthen its EV ecosystem capabilities across: Power electronics, EV motors, Controllers, charging systems and high-voltage connectors
- Flash Electronics remains a key strategic driver for EV powertrain expansion, especially across 2W and 3W EV platforms
- The Turntide JV brings advanced axial flux motor technology, particularly suitable for space-constrained EV architectures.
- The management also confirmed that Flash Electronics already possesses passenger vehicle EV motor capability through its Poland technical centre and is currently engaged with multiple OEMs in India at present

New vertical launches are progressing well:

- The management shared that the sunroof JV has entered the order execution phase, with SOP expected within the next 4–5 months
- The automotive switches JV is expected to commence production by Q4FY27, with FY28E likely to be the first ramp-up year and peak revenues expected from FY29E
- The Turntide JV has already secured initial orders for motor controllers and electronics products, with SOP expected in the next 5–6 months

Capacity expansion & capex plans:

- The company guided for FY27E capex of INR 40,000–45,000 Mn, primarily towards: Electronics expansion, Instrument cluster capacity, Die-casting facilities, EV product lines
- Minda Instruments cluster's second plant is expected to become operational by Q1FY27E and will focus on advanced electronics and cockpit technologies

Motherson Sumi Wiring India

Target Price: INR 48

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|----------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 33.3 | 28.7 | 16.0 |
| EBITDA | 2.7 | 2.6 | 5.9 |
| EBITDAM % | 8.2 | 9.0 | (78) bps |
| PAT | 1.7 | 1.5 | 10.0 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|-----------|--------|----------|
| Revenues (INR Mn) | 33,346 | 25,095 | 32.9 | 28,871 | 15.5 |
| EBITDA (INR Mn) | 2,741 | 2,712 | 1.0 | 2,623 | 4.5 |
| EBITDA Margin (%) | 8.2 | 10.8 | (258) bps | 9.1 | (86) bps |
| PAT (INR Mn) | 1,673 | 1,649 | 1.4 | 1,494 | 12.0 |
| Basic EPS (INR) | 0.25 | 0.25 | 0.9 | 0.23 | 12.0 |

| Key Financials | | | | | |
|----------------|------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 93.2 | 114.8 | 133.3 | 152.4 | 172.8 |
| YoY (%) | 11.9 | 23.1 | 16.2 | 14.3 | 13.4 |
| EBITDA | 10.0 | 10.6 | 12.6 | 15.2 | 17.9 |
| EBITDAM (%) | 10.7 | 9.2 | 9.5 | 10.0 | 10.4 |
| Adj PAT | 6.1 | 6.3 | 7.7 | 9.6 | 11.6 |
| EPS (INR) | 0.9 | 0.9 | 1.2 | 1.4 | 1.7 |
| ROE (%) | 35.7 | 28.9 | 31.0 | 33.6 | 34.9 |
| ROCE (%) | 42.6 | 35.3 | 38.0 | 41.3 | 43.1 |
| PE(x) | 43.0 | 41.7 | 34.0 | 27.2 | 22.6 |
| EV/EBITDA | 27.6 | 26.6 | 22.1 | 18.5 | 15.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 61.72 | 61.72 | 61.72 |
| FIIIs | 9.74 | 10.14 | 10.27 |
| DIIIs | 17.41 | 17.17 | 16.59 |
| Public | 11.13 | 10.97 | 11.42 |

| Relative Performance (%) | | | |
|--------------------------|------|--------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 87.9 | 13.7 | 13.8 |
| MSUMI | 9.8 | (15.4) | 5.3 |

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Key Conference Call Highlights

- MSUMI crossed INR 100 Bn in annual revenue for the first time, with Q4FY26 showing ~33% YoY growth. The management attributed roughly 5% of that growth to copper price pass-throughs, with the remaining ~28% driven by volume gains
- Gross margins contracted 293 bps sequentially, almost entirely attributed to copper price inflation and the lag (3–6 months) in passing it on to customers
- Polymer/PVC prices are newer and emerging concerns given global supply disruption. Management has guided that it would work transparently with customers to find solutions, indicating eventual pass-through here too
- Combined quarterly revenue from all three greenfields crossed INR 4,400 Mn in Q4FY26. The earlier annualised target of INR 20,000–21,000 Mn appears within reach as the facilities ramp up
- Greenfield losses are shrinking quarter on quarter. Management indicated that, once volumes reach 80% utilisation, greenfield margin should normalise to a level comparable to existing plants
- Capex for FY27 is guided at INR 2,000 Mn
- The capex mix will be: (1) Greenfield expansions tied to confirmed OEM orders, (2) Automation and digitisation and (3) Replacement capex at existing plants
- The company is winning orders across all powertrain types — ICE, EV and hybrid — reflecting a technology-agnostic strategy
- Existing plants are running at ~80% capacity utilisation, which is the internal threshold which prompts expansion planning
- Management expressed confidence that Q1FY27 growth momentum will continue at a pace similar to Q4FY26

Sansera Engineering

ADD
Target Price: INR 2,950
Sector View: Positive

Q4FY26 Conference Call Audio
Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Est. | Dev.% |
|-----------|---------|----------|---------|
| Revenue | 9.9 | 9.3 | 7.2 |
| EBITDA | 1.9 | 1.6 | 18.7 |
| EBITDAM % | 19.3 | 17.5 | 186 bps |
| PAT | 1.2 | 0.8 | 47.2 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 9,987 | 7,817 | 27.8 | 9,077 | 10.0 |
| EBITDA (INR Mn) | 1,929 | 1,271 | 51.9 | 1,639 | 17.7 |
| EBITDA Margin (%) | 19.3 | 16.3 | 306 bps | 18.1 | 126 bps |
| PAT (INR Mn) | 1,214 | 592 | 105.2 | 1,012 | 20.0 |
| Basic EPS (INR) | 19.5 | 9.6 | 104.2 | 16.3 | 20.0 |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 30.2 | 35.0 | 41.7 | 48.6 | 55.2 |
| YoY (%) | 7.3 | 15.9 | 19.2 | 16.5 | 13.6 |
| EBITDA | 5.1 | 6.3 | 7.8 | 9.3 | 10.9 |
| EBITDAM % | 17.1 | 18.1 | 18.6 | 19.2 | 19.7 |
| Adj PAT | 2.2 | 3.4 | 4.2 | 5.3 | 6.3 |
| EPS (INR) | 34.7 | 54.6 | 67.9 | 84.3 | 100.8 |
| ROE % | 7.8 | 11.0 | 12.1 | 13.1 | 13.7 |
| ROCE % | 10.8 | 12.3 | 13.7 | 15.0 | 15.8 |
| PE(x) | 80.3 | 51.1 | 41.1 | 33.1 | 27.7 |
| EV/EBITDA | 33.4 | 27.6 | 22.5 | 18.5 | 15.6 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 30.10 | 30.17 | 30.24 |
| FIIIs | 18.79 | 19.36 | 19.58 |
| DIIIs | 35.38 | 36.30 | 36.99 |
| Public | 15.73 | 14.17 | 13.19 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------|-------|-------|-------|
| BSE Auto | 91.2 | 52.9 | 8.4 |
| SANSERA | 221.2 | 136.0 | 102.1 |

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Key Conference Call Highlights
ADS (Aerospace, Defence and Semiconductor) Business Highlights:

- ADS business revenue increased 155.0% YoY to INR 3,155 Mn in FY26, in line with management guidance. Q4FY26 ADS revenue stood at INR 1,097 Mn, more than doubling YoY, led by strong aerospace and semiconductor demand
- The management guided FY27 ADS revenue at INR 5,500–6,000 Mn, supported by strong order visibility and capacity addition
- Cumulative unexecuted ADS order backlog stood at INR 44,638 Mn, executable over the next five years
- Aerospace business recorded 63.0% YoY growth, aided by increased outsourcing opportunities and higher global aircraft production
- The company expanded machining capability from 1.5-metre components to complex 4-metre structural aerospace parts

Automotive Business Performance

- Auto ICE business reported the highest-ever quarterly revenue of INR 6,426 Mn, registering 21.6% YoY growth
- PV segment delivered strong, broad-based growth across OEMs, while CV segment growth was supported by robust demand momentum
- Auto tech-agnostic and xEV segment recorded the highest-ever quarterly revenue with 19.8% YoY growth
- Non-auto business revenue increased 70.5% YoY to INR 1,736 Mn in Q4FY26, led by ADS growth
- The management expects a strong domestic OEM capex activity and outsourcing opportunities to support growth across ICE and tech-agnostic businesses

Order Book and Growth Outlook

- Peak annual revenue order book for new business stood at INR 19,194 Mn as of March 26
- The management reiterated the long-term strategy of increasing contribution from non-auto and xEV businesses to nearly 40% of the overall revenue mix
- Emerging businesses, including ADS, xEV and tech-agnostic segments, contributed nearly 30–32% of revenue in FY26
- The management highlighted the visibility of achieving INR 80,000–82,000 Mn revenue opportunity over the longer term, supported by a strong order pipeline
- Export order inflows remained soft this quarter due to global uncertainty, though the management expects a gradual recovery over the next few quarters

Capex and Expansion Plans

- FY26 capex stood at INR 5,097 Mn, primarily towards plant & machinery expansion and ADS capacity augmentation
- The management expects FY27E capex to remain at similar levels with investments focussed on ICE expansion, ADS facilities and machining capacity addition

Strategic Developments

- The company signed a JV with Nichidai Corporation to manufacture advanced forged and machined components for differential assemblies, driveline and compressor applications
- Sansera will invest nearly INR 500 Mn in the JV in multiple tranches
- Commercial operations of the JV are expected to commence in Q3FY27E

Suprajit Engineering

ADD
Target Price: INR 525
Sector View: Positive

Key Conference Call Highlights



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 10.4 | 10.1 | 2.7 |
| EBITDA | 1.2 | 1.0 | 25.6 |
| EBITDAM % | 11.6 | 9.5 | 210 bps |
| PAT | 0.7 | 0.3 | 108.0 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|----------|---------|---------|---------|---------|
| Revenues (INR Mn) | 10,419.3 | 8,769.2 | 18.8 | 9,789.6 | 6.4 |
| EBITDA (INR Mn) | 1,204.1 | 870.2 | 38.4 | 948.8 | 26.9 |
| EBITDA Margin (%) | 11.6 | 9.9 | 163 bps | 9.7 | 186 bps |
| PAT (INR Mn) | 711.1 | 272.4 | 161.0 | 203.4 | 249.6 |
| Basic EPS (INR) | 5.2 | 2.0 | 161.0 | 1.5 | 249.6 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 32.8 | 38.2 | 43.5 | 48.1 | 52.9 |
| YoY (%) | 13.2 | 16.7 | 13.8 | 10.4 | 10.0 |
| EBITDA | 3.3 | 4.0 | 5.1 | 5.8 | 6.6 |
| EBITDAM % | 10.2 | 10.4 | 11.7 | 12.0 | 12.4 |
| Adj PAT | 1.0 | 1.9 | 2.9 | 3.3 | 3.7 |
| EPS (INR) | 7.2 | 13.9 | 20.9 | 23.8 | 27.3 |
| ROE % | 7.8 | 13.3 | 17.3 | 17.1 | 17.0 |
| ROCE % | 13.1 | 13.4 | 16.5 | 16.6 | 16.8 |
| PE(x) | 65.6 | 34.2 | 22.8 | 20.0 | 17.4 |
| EV/EBITDA | 21.1 | 18.1 | 14.0 | 12.1 | 10.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 45.26 | 45.14 | 45.13 |
| FIIIs | 6.50 | 6.79 | 6.64 |
| DIIIs | 17.17 | 17.10 | 17.08 |
| Public | 31.07 | 30.97 | 31.15 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 81.3 | 7.9 | 9.9 |
| SEL | 22.3 | 19.2 | 15.3 |

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Financial Performance & Segment Performance:

- Q4FY26 performance remained strong, with consolidated revenue (including SCS) rising 18.8% YoY to INR 10.4 Bn, marking the company's highest-ever quarterly revenue. Consolidated PBT nearly doubled, increasing 93.7% YoY to INR 972 Mn, supported by a sharp improvement in profitability across global operations and successful turnaround of SCS
- The Global Cables & Mechatronics (GCM, erstwhile SCD) division delivered a strong recovery, with FY26 revenue increasing 10.5% YoY and EBITDA surging 25.0% YoY. EBITDA margin improved to 11.0%, aided by restructuring benefits and operational efficiencies. Q4FY26 revenue growth stood at 15.0% YoY
- India Cables & Mechatronics (ICM, erstwhile DCD) reported FY26 revenue growth of 9.2% YoY, while Q4FY26 revenue increased 9.4% YoY despite customer-linked price reductions. EBITDA margin remained healthy at 16.2%, supported by strong aftermarket demand and growing contribution from "Beyond Cable" products
- Phoenix Lighting & Electricals (PLE) witnessed subdued performance, with FY26 revenue declining 3.1% YoY and EBITDA falling 18.1% YoY due to weak aftermarket demand and lower exports to the Middle East amid geopolitical disruptions

Electronics Growth, Technology Initiatives & Product Diversification:

- Sensors, Electronics & Displays (SED) remained the fastest-growing business segment, with FY26 revenue increasing 21.2% YoY and Q4FY26 revenue rising 30.3% YoY. EBITDA grew 76.6% YoY during FY26, while EBITDA margin improved sharply to 10.6%, driven by strong demand for digital clusters, electronic throttle controls, sensors and throttle grips
- The Suprajit Technology Center (STC) continues to drive the company's "Beyond Cable" strategy through development of braking systems, actuators, sensors, digital clusters and electro-mechanical systems. During the quarter, the company signed a technical collaboration agreement with a global brake-system supplier for two-wheeler brake calipers, while ABS development with Blubrake progressed satisfactorily. STC currently employs over 150 R&D engineers and has filed 43 patents, of which 14 have already been granted. The new STC facility in Bengaluru is expected to be completed by Q3FY27E.

SCS Turnaround, Capacity Expansion & Outlook:

- The turnaround of Stahlschmidt Cable Systems (SCS) was the key highlight of FY26. Following extensive restructuring across Germany, Morocco, Hungary and other global operations, SCS turned EBITDA-positive in Q4FY26 with a margin of 2.1%, compared to negative margins reported in earlier quarters
- Looking ahead, management guided for double-digit consolidated revenue growth in FY27E with EBITDA margin in the range of 12.0–13.5%. GCM margins are expected to improve sharply to 10–12% from ~6% last year, supported by SCS integration benefits and strong order wins
- FY27E capex is guided at ~INR 2.0 Bn, which includes land acquisition at Auric Maharashtra, completion of the STC facility, Chennai Plant-2 expansion, SED capacity enhancement and infrastructure augmentation across divisions. The board also recommended a final dividend of INR 2/share, taking total FY26 dividend to INR 3.5/share versus INR 3/share in FY25

UNO Minda

ADD
Target Price: INR 1,240
Sector View: Positive

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 53.4 | 51.3 | 4.1 |
| EBITDA | 6.0 | 5.7 | 5.4 |
| EBITDAM % | 11.3 | 11.2 | 15 bps |
| PAT | 3.3 | 3.0 | 10.7 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|----------|--------|---------|
| Revenues (INR Mn) | 53,364 | 45,283 | 17.8 | 50,181 | 6.3 |
| EBITDA (INR Mn) | 6,028 | 5,267 | 14.5 | 5,535 | 8.9 |
| EBITDA Margin (%) | 11.3 | 11.6 | (34) bps | 11.0 | 27 bps |
| PAT (INR Mn) | 3,258 | 2,662 | 22.4 | 3,042 | 7.1 |
| Basic EPS (INR) | 5.6 | 4.6 | 21.7 | 4.8 | 17.1 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 167.7 | 196.6 | 234.4 | 278.6 | 326.2 |
| YoY (%) | 19.6 | 17.2 | 19.2 | 18.9 | 17.1 |
| EBITDA | 18.7 | 22.5 | 26.7 | 32.3 | 37.8 |
| EBITDAM % | 11.2 | 11.5 | 11.4 | 11.6 | 11.6 |
| Adj PAT | 9.3 | 12.2 | 14.8 | 18.8 | 22.7 |
| EPS (INR) | 16.3 | 21.3 | 25.8 | 32.7 | 39.5 |
| ROE % | 16.7 | 17.7 | 18.0 | 18.7 | 18.6 |
| ROCE % | 16.8 | 18.2 | 18.3 | 19.3 | 19.5 |
| PE(x) | 68.9 | 52.6 | 43.5 | 34.3 | 28.4 |
| EV/EBITDA | 36.7 | 30.8 | 26.2 | 21.7 | 18.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 68.36 | 68.41 | 68.45 |
| FIIIs | 8.96 | 9.83 | 9.98 |
| DIIIs | 16.89 | 15.97 | 15.80 |
| Public | 5.79 | 5.79 | 5.77 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Auto | 76.5 | 6.0 | 4.7 |
| UNOMINDA | 105.4 | 53.2 | 13.6 |

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Key Conference Call Highlights

Financial Performance & Segment Performance:

- Q4FY26 consolidated performance remained strong with revenue increasing ~18.0% YoY to ~INR 53.4 Bn, supported by healthy growth across switches, lighting, seating and green mobility businesses
- Consolidated EBITDA grew ~14.4% YoY to ~INR 6.0 Bn, while EBITDA margin moderated to ~11.3% from ~11.6% in Q4FY25 due to commodity inflation, higher employee costs and pass-through lag
- Consolidated PAT increased ~22.6% YoY to ~INR 3.3 Bn, aided by strong operational performance and higher contribution from JVs.
- FY26 consolidated revenue grew ~16.8% YoY to ~INR 195.9 Bn, while PAT increased ~23.6% YoY to ~INR 11.7 Bn, supported by scale benefits and healthy profitability across key segments
- Switches business revenue increased ~17.4% YoY to ~INR 13.4 Bn in Q4FY26, driven by robust domestic demand, higher exports and increased share of business with underpenetrated OEMs
- Lighting business revenue grew ~13.4% YoY to ~INR 11.5 Bn, supported by healthy traction in 2W EVs and strong OEM demand
- Seating business revenue increased ~17.2% YoY to ~INR 3.8 Bn, aided by export growth, higher SOB with key customers and rising demand for suspended seats in domestic CVs
- The company secured export seating orders with annual peak revenue potential of ~INR 3.9 Bn from three global customers
- Segment-wise revenue mix remained diversified with switches contributing ~25%, lighting ~22%, green mobility ~8%, castings ~18%, seating ~7% and others ~20% to Q4FY26 revenue.

Update on EVs and technology

- Green mobility revenue increased ~25.1% YoY to ~INR 4.2 Bn in Q4FY26, contributing ~8% to consolidated revenue
- The management highlighted healthy traction in EV systems along with increasing localisation opportunities in EV powertrain products
- UNOMINDA announced its second PV EV powertrain plant at Chhatrapati Sambhajnagar with an investment of ~INR 5.5 Bn
- The facility will manufacture Electric Drive Units (EDU) and Dedicated Hybrid Transmission (DHT) systems, with commercial production expected from Q2FY28E
- The company secured a sizeable Android-based infotainment platform order with annual peak revenue potential of ~INR 6 Bn; SOP is expected in Q3FY29E
- UNOMINDA also secured a major 2W lighting order with annual peak revenue potential of ~INR 4.5 Bn and SOP expected in H2FY28E

Capacity expansion and investments:

- Total ongoing and announced capex pipeline stood at ~INR 36.7 Bn, of which ~INR 14.1 Bn has already been incurred till March 2026
- Key expansion projects include alloy wheels, EV powertrain, lighting, airbags, EV castings and sunroof businesses
- The management indicated multiple projects are expected to commence operations during FY27E–FY28E
- International business contributed ~10% of consolidated revenue in Q4FY26, with exports remaining strong in switches and seating businesses supported by customer additions and deeper overseas penetration

Other highlights and outlook:

- Management highlighted elevated aluminium, resin and imported component costs during Q4FY26, along with sharp labour cost inflation in select states
- The company is actively working with OEMs to shift price pass-through cycles towards monthly revisions from quarterly or half-yearly mechanisms to reduce margin volatility
- The management remains optimistic on medium-term growth outlook supported by premiumisation, rising EV penetration, localisation opportunities and increasing content per vehicle

Apollo Pipes

BUY

Target Price: INR 620

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimate | | | |
|------------------------|---------|---------------|-----------|
| INR Mn | Q4FY26A | CIE Estimates | Dev. % |
| Revenue | 3,470 | 3,460 | 0.3 |
| EBITDA | 180 | 226 | (20.2) |
| EBITDAM % | 5.2 | 6.5 | (134) bps |
| PAT | 15 | 53 | (72.3) |

| APOLP (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Net Sales (incl OOI) | 3,470 | 3,148 | 10.2 | 2,472 | 40.4 |
| Material Expenses | 2,527 | 2,272 | 11.2 | 1,716 | 47.3 |
| Gross Profit | 943 | 876 | 7.7 | 756 | 24.7 |
| Employee Expenses | 273 | 222 | 23.3 | 262 | 4.2 |
| Other Expenses | 490 | 414 | 18.3 | 374 | 31.0 |
| EBITDA | 180 | 240 | (25.0) | 120 | 50.1 |
| Depreciation | 151 | 122 | 22.9 | 152 | (1.0) |
| EBIT | 30 | 118 | (74.7) | (32) | NA |
| Other Income | 15 | 34 | (55.5) | 6 | 163.9 |
| Interest Cost | 30 | 19 | 58.3 | 24 | 25.5 |
| PBT | 14 | 132 | (89.2) | (51) | NA |
| Tax | 16 | 33 | (53.6) | (3) | NA |
| RPAT | (1) | 99 | NA | (48) | NA |
| Minority Int | (16) | 1 | NA | (13) | NA |
| APAT | 15 | 97 | (85.0) | (35) | NA |

| Key Financials | | | | | |
|----------------|------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 11.8 | 11.0 | 13.7 | 17.1 | 20.2 |
| YoY (%) | 19.7 | (6.5) | 24.4 | 24.1 | 18.5 |
| EBITDA | 1.0 | 0.7 | 1.1 | 1.7 | 2.2 |
| EBITDAM % | 8.1 | 6.0 | 8.1 | 9.7 | 10.7 |
| Adj PAT | 0.4 | 0.1 | 0.4 | 0.8 | 1.1 |
| EPS (INR) | 7.7 | 1.1 | 9.7 | 17.8 | 25.4 |
| ROE % | 5.2 | 1.1 | 4.8 | 8.2 | 10.6 |
| ROCE % | 6.7 | 1.1 | 5.7 | 9.9 | 13.0 |
| PE(x) | 47.0 | 343.9 | 37.4 | 20.5 | 14.3 |
| EV/EBITDA | 17.2 | 25.8 | 15.2 | 10.2 | 7.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 51.72 | 46.84 | 46.84 |
| FIIIs | 2.22 | 3.58 | 3.71 |
| DIIIs | 10.77 | 12.43 | 14.57 |
| Public | 35.29 | 37.15 | 34.88 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Small Cap | 83.4 | 17.6 | 14.0 |
| APOLP | (15.1) | (20.2) | 30.4 |

Key Conference Call Highlights

Operations:

- Industry size: **INR 500–600 Bn**; growing at **7–8%** annually
- Demand was weak throughout FY26 from both, **private real estate and government infrastructure**
- Government infrastructure spending** pickup not yet visible on the ground despite policy statements
- Construction/Plumbing: 60–65%** of revenue; **Agriculture + Government infrastructure: 35%**
- Consolidated EBITDA **declined 30% YoY** due to inventory write-downs, aggressive pricing, and fixed costs from new business verticals
- Standalone volume crossed 1 lakh ton** milestone, APOLP Pipes +7% YoY; Kisan Mouldings flat YoY
- Working capital cycle increased from **35 days in FY25 to ~46 days in FY26**, mainly driven by inventory days rising from 70 in FY25 to 80 in FY26
- Finished goods write-down**; clearance of dead/unsold inventory to create headroom for volume ramp-up
- APOLP standalone: INR 9,000–10,000/ton** EBITDA; gradual improvement expected
- Kisan Mouldings**: Barely EBITDA positive. But, in the near-term, target is INR 5,000–6,000/ton, eventually INR 10,000/ton, as scale improves
- CPVC**: grew 10% in FY26; targeting **+20% Growth in FY27** (aided by Lubrizol tie-up)
- Water tanks**: Growing at **20–30%**
- Window profiles**: Ramping up; **currently ~1.5% of revenue**; targeting 4–5% contribution in FY27E

PVC Price Dynamics:

- FY26 was a "roller coaster":** PVC fell **15% in the 8 months**, then rallied **75% in the 4 months**, then fell **25% in the last 2 months**
- Current PVC price: **INR ~84/kg** (settled); Reliance Delhi landing INR 84–85/kg; local trade market INR ~79/kg
- Near-term outlook: Stable with +/- 4–5% range**, no strong bullish or bearish view
- Anti-dumping duty exemption** on Chinese PVC imports expires on **June 30**; some import surge likely in next 15–30 days but channel expected to be cautious

Q1FY27 Guidance:

- Q1FY27E Revenue target: **INR ~4,000 Mn**, expecting ~15% QoQ growth (vs. Q4 FY26 INR 3,500 Mn)
- Volume growth expected to be in double digits
- NSR expected to be relatively stable (+/- INR 2–4/kg variation)**
- April** tracking on plan despite post-heavy March destocking; **May and June pickup visible**
- Channel inventory currently **below normal**, favourable for volume offtake

Growth Plan:

- Market share target: ~5% from current ~2.5%** in the 3–4 years
- Revenue target: **INR 50 Bn by FY31** at **35% revenue CAGR**
- Current capacity: 3 plants at INR 30 Bn revenue potential** (North India, West India, Varanasi)
- New South India plant: INR 10 Bn** capacity; land acquisition to begin in ~1 year; plant commission by **FY28E end** (18-month build timeline)
- Allied products** (windows, water tanks, bath fittings): **INR 10 Bn** revenue contribution targeted
- Kisan Mouldings**: Capacity capable of **INR 4–5 Bn revenue**; brownfield expansion of INR 500–600 Mn planned to reach INR 10 Bn capacity in the next 3–4 years

Capex:

- FY26 capex: **INR 1,500 Mn** spent
- FY27E capex guidance: **INR ~1,000 Mn** (Kisan capacity expansion to INR 10 Bn + brownfield expansions in existing plants)

Strategic Developments:

- Sanjay Gupta** (Group Chairman) joined the board — group network leverage now active (dealers, distribution)
- Amitabh Bachchan** contract renewed as the brand ambassador; supports further brand recognition
- Kisan Mouldings merger** with APOLP Pipes confirmed — timelines to be announced in upcoming investor call.

Greenply Industries

Target Price: INR 355
Sector View: Positive

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 7,762 | 7,306 | 6.2 |
| EBITDA | 932 | 690 | 35.2 |
| EBITDAM % | 12.0 | 9.4 | 257 bps |
| PAT | 307 | 485 | (36.6) |

| MTLM (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-----------------------------|--------------|--------------|-------------|--------------|--------------|
| Net Sales (incl OOI) | 7,762 | 6,488 | 19.6 | 6,734 | 15.3 |
| Material Expenses | 4,541 | 3,794 | 19.7 | 4,004 | 13.4 |
| Gross Profit | 3,222 | 2,694 | 19.6 | 2,730 | 18.0 |
| Employee Expenses | 898 | 790 | 13.8 | 903 | (0.5) |
| Other Expenses | 1,391 | 1,223 | 13.7 | 1,238 | 12.3 |
| EBITDA | 932 | 681 | 37.0 | 589 | 58.3 |
| Depreciation | 168 | 150 | 12.4 | 166 | 1.4 |
| EBIT | 764 | 531 | 43.9 | 423 | 80.6 |
| Other Income | 26 | 61 | (57.0) | 10 | 150.4 |
| Interest Cost | 134 | 131 | 2.4 | 98 | 36.8 |
| Exceptional Items | (152) | - | NA | (38) | NA |
| Share of Associate | (66) | (216) | (69.3) | (78) | (14.5) |
| PBT | 438 | 245 | 79.2 | 219 | 99.7 |
| Tax | 128 | 79 | 63.1 | 76 | 68.5 |
| RPAT | 310 | 166 | 86.7 | 143 | 116.3 |
| Minority Int | 3 | 1 | 126.9 | (0) | (984.8) |
| APAT | 307 | 165 | 86.4 | 144 | 113.9 |
| Adj EPS (Rs) | 2.5 | 1.3 | 86.4 | 1.2 | 113.9 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 24.9 | 27.4 | 32.1 | 37.1 | 43.1 |
| YoY (%) | 14.1 | 10.1 | 17.1 | 15.8 | 16.1 |
| EBITDA | 2.4 | 2.7 | 3.4 | 4.1 | 5.1 |
| EBITDAM % | 9.6 | 9.9 | 10.5 | 11.1 | 11.9 |
| Adj PAT | 0.9 | 0.9 | 1.7 | 2.4 | 3.2 |
| EPS (INR) | 7.3 | 7.2 | 13.8 | 19.1 | 25.8 |
| ROE % | 11.3 | 10.0 | 16.2 | 18.4 | 20.1 |
| ROCE % | 13.7 | 14.9 | 17.2 | 18.6 | 21.1 |
| PE(x) | 28.8 | 39.6 | 20.6 | 14.9 | 11.0 |
| EV/EBITDA | 12.8 | 14.6 | 11.6 | 9.3 | 7.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 51.90 | 51.80 | 51.69 |
| FIIIs | 4.19 | 4.35 | 4.49 |
| DIIIs | 31.83 | 32.12 | 32.41 |
| Public | 12.08 | 11.73 | 11.41 |

| Relative Performance (%) | | | |
|--------------------------|------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Small Cap | 79.9 | 10.1 | 7.8 |
| MTLM | 96.5 | 9.9 | (5.5) |

Key Conference Call Highlights

Operational Metrics

- Management expects the **debt-to-equity ratio to increase** to 0.70–0.72x in FY27 (vs the current level of 0.5x), before moderating to the normalised level of 0.5x in FY28
- Recommended a final **dividend of 0.5/share**
- Effective tax rate for FY27 will be around 22.0%

Plywood Segment:

- Industry growth remains subdued** at approximately 3–4%, with market share gains primarily driven by the ongoing shift towards organised players
- Timber prices remained stable** during 4QFY26 and are expected to remain steady going forward
- Guidance:** Management expects **10% volume growth with EBITDA margin of 9%** for FY27
- MTLM has implemented a new "**control technology**" in its plywood plants to improve quality and make products more suitable for machine-led OEM manufacturing

MDF Segment

- Industry growing faster at **15–20%**, driven by rising demand and structural shift toward engineered wood
- Management taken **15% of price hike**, effective from April month due to geopolitical tensions
- Guidance:** Management expects **volume growth of 25–30% and EBITDA margin of ~17% for FY27E**
- MTLM holds **~8% market share** in MDF industry

PVC Door and Windows

- The **newly commissioned PVC/WPC doors and frames business** with installed capacity of 6Mn kg (doors) and 3Mn kg (door frames), targeting incremental growth
- Management targets **revenue of INR 750–800 Mn for FY27E**

Furniture Hardware JV (Greenply Samet)

- Business is in an **investment and scale-up phase**
- Break-even is expected around FY28**, with profitability likely to improve as domestic manufacturing ramps up and volumes scale
- MTLM **appointed 87 dealers** in Q4FY26, taking its active dealer count to 559

Hindware Home Innovation

Target Price: INR 310

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|-----------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 6,627 | 7,430 | (10.8) |
| EBITDA | 442 | 664 | (33.4) |
| EBITDAM % | 6.7 | 8.9 | (227) bps |
| PAT | (189) | 146 | NA* |

| HINDWARE (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Net Sales (incl OOI) | 6,627 | 6,990 | (5.2) | 6,401 | 3.5 |
| Material Expenses | 3,687 | 4,165 | (11.5) | 3,490 | 5.6 |
| Gross Profit | 2,941 | 2,825 | 4.1 | 2,911 | 1.0 |
| Employee Expenses | 970 | 1,025 | (5.3) | 1,056 | (8.1) |
| Power & Fuel | 288 | 197 | 46.7 | 232 | 24.5 |
| Other Expenses | 1,240 | 1,195 | 3.8 | 1,142 | 8.6 |
| EBITDA | 442 | 409 | 8.2 | 482 | (8.2) |
| Depreciation | 294 | 304 | (3.1) | 288 | 2.0 |
| EBIT | 148 | 105 | 40.8 | 193 | (23.3) |
| Other Income | 187 | 103 | 81.9 | 34 | 450.6 |
| Interest Cost | 186 | 191 | (2.5) | 167 | 11.4 |
| Exceptional Items | (37) | (296) | NA | (1) | NA |
| PBT | 113 | (279) | NA | 60 | 88.9 |
| Tax | 31 | 6 | 429.3 | 12 | 164.7 |
| PAT | 82 | (285) | NA | 48 | 70.7 |
| JV Share after Tax | (271) | (55) | NA | (11) | NA |
| Adjusted PAT | (189) | (339) | NA | 37 | NA |
| Adj EPS (INR) | (2.3) | (4.1) | NA | 0.4 | NA |

Key Financials

| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|--------|--------|--------|--------|--------|
| Revenue | 25,230 | 25,103 | 28,014 | 31,752 | 36,267 |
| YoY (%) | (9.1) | (0.5) | 11.6 | 13.3 | 14.2 |
| EBITDA | 1,430 | 1,976 | 2,709 | 3,760 | 4,694 |
| EBITDAM % | 5.7 | 7.9 | 9.7 | 11.8 | 12.9 |
| Adj PAT | (509) | (37) | 876 | 1,651 | 2,371 |
| EPS | (8.2) | (4.7) | 8.7 | 18.5 | 27.1 |
| ROE % | (10.0) | (5.2) | 9.4 | 17.5 | 21.1 |
| ROCE % | 1.4 | 5.4 | 10.1 | 15.8 | 20.1 |
| P/E(x) | NA | (45.8) | 24.8 | 11.6 | 7.9 |
| EV/EBITDA | 17.4 | 12.4 | 9.0 | 6.3 | 4.8 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 52.74 | 52.74 | 52.74 |
| FIIIs | 3.36 | 3.10 | 3.16 |
| DIIIs | 5.83 | 5.75 | 6.35 |
| Public | 38.07 | 38.41 | 37.75 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|---------------|--------|--------|-------|
| BSE Small Cap | 74.3 | 8.1 | 0.8 |
| HINDWARE IN | (44.7) | (42.3) | (2.5) |

Key Conference Call Highlights

Operational Performance

- HINDWARE has **taken calibrated price hike** to offset input cost inflation. **Faucets:** ~15% hike in January and additional ~3% in May and for **Sanitaryware:** ~6% hike in February and ~7% in April
- Exceptional losses** largely related to Goodwill impairment (INR 340–350 Mn) in JV entity and shutdown of loss-making seasonal consumer categories
- Tier 1 & Tier 2 cities** contribute ~35% of revenue, each, whereas the remainder ~30% comes from **Tier 3 cities**
- Market size:** Sanitaryware INR 70–80 Bn and Faucets INR 130–140 Bn

Bathware Segment

- Sanitaryware and Faucets** segments delivered healthy growth, while the **Tiles** segment remained affected by supply disruption
- Demand drivers:** Focus on weighted dealers, premiumisation, further expansion in Tier-2/Tier-3 markets, higher institutional traction, improved brand mix and increased engagement with influencers
- Working capital** days improved, from 103 days in FY25 to 89 days in FY26
- Capacity utilisation** for sanitaryware segment stood at 82% and for Faucets segment at 89%

Consumer Appliances Segment

- Undertook **portfolio rationalisation** by exiting loss-making categories, such as air coolers, fans, air purifiers, water purifiers and furniture fittings
- HINDWARE **reported improved product mix and sharpened category focus** on kitchen appliances and water heaters
- HINDWARE plans to **launch AI-enabled chimneys and continue premiumisation-led innovation** across kitchen appliances and water heaters

Pipes Segment

- Witnessed a challenging quarter** due to sharp increase in PVC resin price, from INR ~68/kg in January to INR ~114/kg in March before stabilising near INR 85/kg at present
- Roorkee plant ramp-up remains on track;** management expects meaningful contribution from H2FY27 onwards

Management Outlook

- April** performance across **Consumer Appliances and Pipes** was described as **encouraging**
- The management guided for **15–20% revenue growth** in both, **Bathware** and **Consumer Appliances**, segments in FY27E
- Pipes** segment **volume** growth guidance stands at **13–15%** for FY27, supported by stabilisation in PVC resin prices, improved inventory availability, ramp-up of new Roorkee capacity and strong demand momentum witnessed in April and May
- The management expects **consolidated EBITDA margin** to improve by 100–200 bps annually in the next two years through premiumisation, better capacity utilisation, manufacturing efficiency, higher-margin product launches and improved product mix
- The management expects **Consumer Appliances** business to turn **EBITDA-positive** from Q1FY27E itself, driven by portfolio rationalisation, exit from loss-making categories, premiumisation initiatives and better product mix and operating leverage
- Bathware** segment continued to **outperform industry growth**, with the management indicating market share gains in FY26 and expecting further expansion in FY27.
- The **management targets** debt reduction of **30–40%** in next two years through stronger cash generation and lower capex intensity
- Demerger:** Listing of demerged entities expected in the next **5–6 months**, subject to approvals

Man Industries (India)

BUY

Target Price: INR 690

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs Consensus

| INR Bn | Q4FY26A | CIE Est. | Dev.% |
|-----------|---------|----------|-----------|
| Revenue | 11.57 | 14.00 | (17.3) |
| EBITDA | 1.40 | 2.03 | (31.2) |
| EBITDAM % | 12.07 | 14.51 | (244) bps |
| EPS (INR) | 6.78 | 14.75 | (54.0) |

| MAN - INR Mn | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------------|--------------|---------------|--------------|--------------|
| Net Sales (Incl OOI) | 11,573 | 12,185 | (5.0) | 8,304 | 39.4 |
| Material Expenses | 5,387 | 9,747 | (44.7) | 4,977 | 8.2 |
| Gross Profit | 6,186 | 2,438 | 153.7 | 3,327 | 86.0 |
| Employee Expenses | 293 | 208 | 41.0 | 227 | 28.9 |
| Other Expenses | 4,497 | 894 | 403.1 | 1,806 | 149.0 |
| EBITDA | 1,397 | 1,337 | 4.5 | 1,294 | 8.0 |
| Depreciation | 227 | 105 | 115.4 | 215 | 5.5 |
| EBIT | 1,170 | 1,232 | (5.0) | 1,079 | 8.5 |
| Other Income | 82 | 27 | 200.7 | 82 | 0.4 |
| Interest Cost | 523 | 347 | 50.5 | 398 | 31.4 |
| PBT | 730 | 912 | (20.0) | 763 | (4.3) |
| Tax | 221 | 230 | (4.0) | 213 | 4.1 |
| RPAT | 508 | 681 | (25.4) | 550 | (7.6) |
| Adj. EPS (INR) | 6.8 | 9.2 | (25.9) | 7.3 | (7.6) |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 35.1 | 35.6 | 51.2 | 67.9 | 80.2 |
| YoY (%) | 11.6 | 1.7 | 43.7 | 32.6 | 18.1 |
| EBITDA | 3.0 | 4.4 | 7.3 | 10.0 | 12.3 |
| EBITDAM % | 8.6 | 12.3 | 14.2 | 14.8 | 15.3 |
| Adj PAT | 1.5 | 1.7 | 2.5 | 5.4 | 7.8 |
| EPS | 23.7 | 22.7 | 32.9 | 72.0 | 103.3 |
| ROE % | 10.2 | 9.2 | 10.2 | 17.9 | 21.1 |
| ROCE % | 8.1 | 7.3 | 7.3 | 12.7 | 17.2 |
| P/E(x) | 19.4 | 24.1 | 16.7 | 7.6 | 5.3 |
| EV/EBITDA | 10.1 | 9.0 | 7.1 | 4.9 | 3.6 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 43.21 | 43.21 | 43.21 |
| FII | 2.41 | 3.35 | 2.32 |
| DII | 1.34 | 1.26 | 1.68 |
| Public | 53.04 | 52.18 | 52.79 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|---------------|-------|------|------|
| BSE Small Cap | 76.9 | 10.6 | 3.1 |
| Man IN | 309.7 | 53.8 | 67.9 |

Key Conference Call Highlights

Order Book and Bid Pipeline

- As of **March 31, 2026**, order book stood at **INR 30.0 Bn** (vs. ~40.0 Bn in Q3FY26), to be executed in 6 to 12 months
- Bid Pipeline:** Strong active pipeline, **INR 160 Bn** across **oil & gas, water transmission and specialised coated pipes**

Guidance

- The management has **guided INR 50–55 Bn of revenue** for FY27E, **INR ~40 Bn** from India **and the rest from its Saudi business**
- The Management stated that **INR 15,000 Mn of revenue** will be generated from **National pipe company with >15% margin**
- Expecting **EBITDA margin at 13–15% level with improved PAT margin** over the next 3–4 years

Monetisation of Non-core Assets (Marino Shelters – Real Estate)

- Marino Shelters real estate project**, in partnership with Paradise Group, is slated for launch in March 25 and is expected to generate INR 8,000–9,000 Mn (as 30% stake) in revenue with INR 700–900 Mn profits in the next 3–5 years

New Capex – Saudi Arabia and Jammu

- The Saudi plant has strategically transitioned** to manufacturing state-of-the-art 3LP (Three-Layer Polyethylene) external and internal coating solutions, aimed at catering to the Kingdom's growing demand for coated pipelines
- MAN incurred a **capex of INR 3,400 Mn** in FY26. For FY27E, consolidated capex is guided at approximately INR 5,800 Mn, includes the completion of the **Jammu stainless steel plant** (INR ~2,000 Mn) and the **Dammam coating facility in Saudi Arabia** (USD 40 Mn / INR ~3,800 Mn), both of which are targeted for commissioning in FY27E

Others

- Total capacity** stood at **1.6 Mn MTPA** by end of FY26 including National Pipe Company (NPC) plant
- Forex Loss in this quarter** stands at INR 250 Mn
- Other expenses** were higher in this quarter as MAN changed business model from FOB (Free On Board) to DDP (Delivered Duty Paid) and the higher other cost will be passed on to customers
- 70% of the volume** has been shifted to DDP

Strategic International Acquisition – NPC:

- MAN Industries acquired Saudi Arabia-based **National Pipe Company (NPC)** for **USD 102 Mn (INR 10 Bn)**, a landmark deal which expands its scale and global presence
- The acquisition was completed at an attractive **1.5x EV/EBITDA**, well below Saudi peers' 7–10x valuation. NPC is a **profitable, debt-free business** with **430,000 TPA capacity**, a **USD-120 Mn order book** and **USD 83 Mn in cash and liquid assets**
- The deal was funded through **USD 70 Mn local Saudi debt** and **USD 32 Mn internal accruals**, with no direct debt added to the Indian standalone balance sheet

Somy Ceramics

BUY

Target Price: INR 575

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Mn | Q4FY26A | CIE Est. | Dev.% |
|-----------|---------|----------|---------|
| Revenue | 8,179 | 8,054 | 1.6 |
| EBITDA | 923 | 747 | 23.6 |
| EBITDAM % | 11.3 | 9.3 | 201 bps |
| PAT | 378 | 281 | 34.6 |

| SOMC Ltd (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Net Sales (incl OOI) | 8,179 | 7,690 | 6.4 | 6,823 | 19.9 |
| Material Expenses | 4,381 | 4,171 | 5.0 | 3,281 | 33.5 |
| Gross Profit | 3,799 | 3,519 | 7.9 | 3,542 | 7.2 |
| Power & Fuel | 919 | 894 | 2.7 | 918 | 0.1 |
| Employee Expenses | 1,207 | 1,206 | 0.1 | 1,259 | (100.0) |
| Other Expenses | 750 | 795 | (5.6) | 729 | 3.0 |
| EBITDA | 923 | 625 | 47.8 | 637 | 44.9 |
| Depreciation | 273 | 291 | (6.3) | 279 | (2.3) |
| EBIT | 651 | 334 | 95.1 | 358 | 81.7 |
| Other Income | 32 | 38 | (16.1) | 26 | 24.7 |
| Interest Cost | 106 | 122 | (13.2) | 121 | (12.7) |
| Exceptional Items | 35 | - | NA | 17 | 103.5 |
| Minority Int | (4) | (26) | NA | (10) | NA |
| PBT | 546 | 276 | 97.8 | 255 | 113.9 |
| Tax | 168 | 63 | 168.2 | 75 | 123.2 |
| RPAT | 378 | 213 | 77.2 | 180 | 110.0 |
| Adj EPS (Rs) | 9.2 | 5.2 | 77.2 | 4.4 | 110.0 |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 26.6 | 27.9 | 30.3 | 32.6 | 35.1 |
| YoY (%) | 2.6 | 4.9 | 8.7 | 7.5 | 7.7 |
| EBITDA | 2.2 | 2.6 | 3.0 | 3.6 | 4.3 |
| EBITDAM % | 8.3 | 9.2 | 9.9 | 11.1 | 12.3 |
| Adj PAT | 0.6 | 0.8 | 1.2 | 1.7 | 2.2 |
| EPS | 14.6 | 19.8 | 30.0 | 41.1 | 53.6 |
| ROE % | 8.1 | 10.1 | 13.7 | 16.2 | 18.0 |
| ROCE % | 11.3 | 13.0 | 15.5 | 18.4 | 20.7 |
| PE(x) | 26.3 | 22.5 | 14.8 | 10.8 | 8.3 |
| EV/EBITDA | 8.2 | 7.5 | 6.3 | 4.8 | 3.6 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 55.19 | 55.00 | 55.00 |
| FII | 1.34 | 0.90 | 0.98 |
| DII | 21.64 | 23.01 | 23.17 |
| Public | 21.83 | 21.09 | 20.85 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|---------------|--------|--------|-------|
| BSE Small Cap | 76.6 | 13.5 | 4.7 |
| SOMC IN | (17.4) | (26.9) | (1.9) |

Key Conference Call Highlights

Industry Structural Positives

- The management highlighted that organised and branded players are expected to benefit from the current industry disruption, particularly as smaller Morbi-based manufacturers face operational and cost pressure
- Morbi players now on the same gas source (GSPC) — eliminates the historical cost advantage of LPG/propane users, levelling the playing field
- ~40 days of industry inventory wiped out — equivalent to a full year's growth gap which must be replenished
- Ensuring demand will return for tiles in the coming period considering limited substitute for flooring/wall application

Operational Performance

- Tile realisation per MSM improved by INR 6 in FY26; H2 strategic focus was clearing non-JV/outsource stock ahead of April price hike
- The company is operating at close to full effective utilisation across key plants, excluding certain low-value-added kilns which remain strategically shut
- Capacity utilisation remained largely stable at around 79% for FY26, while Q4 utilisation improved to nearly 82%
- Net dealer addition of 200, taking the total showroom count to ~3,100 across India. Dealer expansion continues to support deeper market penetration and stronger brand visibility across India
- Working capital improved by ~4 days; receivable days down to 40 days (standalone: 38 days)
- SOMC Max achieved EBITDA break even during Q4FY26, marking a significant turnaround from the loss reported in Q4FY25. New press installed to boost utilisation; management expects profit from FY28E

Gas Cost & Pricing Impact Key Risk

- Gas prices increased sharply due to geopolitical tension, materially affecting industry cost structure
- Morbi gas price is around INR 74/SCM + 6% GST (GSPC supply). North plants INR 3 to 4/SCM cheaper than Morbi. South plant at INR 78/SCM but a long-term contract from next month expected to reduce it materially
- Total cost inflation: INR 6.5–7/sq ft (gas INR 5.5–6 + other inputs INR 1–1.5)
- To offset rising cost, SOMC implemented price hike of 16–17% in tiles (retail: 100% pass-through; project segment 85–90%). While ~8% price hike for Bathware/sanitaryware in April 2026 (Bathware had an earlier 18% hike in Feb 2026)
- Gas price today are broadly back to the level of 2 years ago — tile pricing had already fallen 15–20% in the interim. So, the net impact on the consumer is limited

Morbi Situation

- Gas supply resumed from 1 May; ~60–65% of Morbi operational as of call date, expected to reach ~85% by month-end
- Major labour shortage in Morbi is the primary bottleneck now, not gas
- OEM partner plants, supplying organised players are expected to remain operational despite broader stress in the Morbi ecosystem
- Around 10–15% of Morbi capacity may remain permanently shut due to inefficient operations and higher gas cost, potentially aiding industry consolidation in the medium term
- Morbi raised prices ~30–35% vs ~16–17% for organised players — narrowing down the price gap and improving competitiveness of branded players

Guidance & Outlook FY27E

- Revenue growth could be 20–25% if current price level holds (high single-digit volume + ~15–16% price)
- Sanitaryware targeting aggressive double-digit growth; only 25% of dealers currently selling sanitaryware — large cross-sell runway
- EBITDA margin target: Will improve by 150bps from 9.3% of current base
- Capex guidance: INR 700–800 Mn for balancing equipment and plant upgrades. Investments are focused on improving profitability and utilisation at SOMC Max and Vintage plants rather than undertaking large greenfield expansions
- New industry-wide capacity additions unlikely in the next 18–24 months, given currency and geopolitical uncertainty — positive for incumbents

Sirca Paints India

BUY

Target Price: INR 625

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|-----------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 1,343 | 1,312 | 2.4 |
| EBITDA | 257 | 284 | (9.4) |
| EBITDAM % | 19.1 | 21.6 | (247) bps |
| PAT | 177 | 190 | (6.8) |

| SIRCA Ltd | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-----------------------------|--------------|--------------|-------------|--------------|-------------|
| Net Sales (incl OOI) | 1,343 | 1,009 | 33.1 | 1,128 | 19.1 |
| Material Expenses | 741 | 524 | 41.2 | 611 | 21.2 |
| Gross Profit | 602 | 485 | 24.2 | 517 | 16.6 |
| Employee Expenses | 128 | 108 | 18.2 | 137 | (6.7) |
| Other Expenses | 218 | 187 | 16.3 | 150 | 45.4 |
| EBITDA | 257 | 190 | 35.5 | 230 | 11.7 |
| Depreciation | 29 | 18 | 65.9 | 27 | 7.9 |
| EBIT | 228 | 172 | 32.4 | 203 | 12.2 |
| Other Income | 12 | 10 | 21.8 | 14 | (12.0) |
| Interest Cost | 10 | 2 | 541.2 | 13 | (20.7) |
| PBT | 230 | 180 | 27.4 | 204 | 12.6 |
| Tax | 53 | 39 | 34.8 | 54 | (1.6) |
| PAT | 177 | 141 | 25.3 | 150 | 17.7 |
| Adj EPS (INR) | 3.1 | 2.6 | | 2.6 | |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 3.7 | 4.9 | 6.4 | 7.6 | 9.0 |
| YoY (%) | 19.9 | 31.8 | 30.3 | 19.1 | 17.9 |
| EBITDA | 0.7 | 1.0 | 1.3 | 1.5 | 1.8 |
| EBITDAM % | 18.0 | 20.1 | 19.5 | 20.0 | 20.5 |
| Adj PAT | 0.5 | 0.7 | 0.9 | 1.1 | 1.3 |
| EPS | 9.0 | 11.4 | 15.0 | 18.7 | 23.2 |
| ROE % | 14.0 | 13.7 | 15.5 | 16.5 | 17.2 |
| ROCE % | 15.1 | 17.4 | 19.7 | 20.7 | 21.5 |
| PE(x) | 46.9 | 38.2 | 29.2 | 23.4 | 18.9 |
| EV/EBITDA | 34.1 | 24.8 | 19.4 | 15.6 | 12.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 65.19 | 65.19 | 65.19 |
| FII | 6.29 | 6.92 | 6.47 |
| DII | 0.00 | 0.32 | 0.32 |
| Public | 28.52 | 27.57 | 28.02 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Small Cap | 75.7 | 12.4 | 3.7 |
| SIRCA IN | 31.9 | 37.4 | 60.6 |

Key Conference Call Highlights

Market Position & Industry Standing

- SIRCA continues to strengthen its position as one of India's top three premium wood coating brands and remains a market leader in North India
- Increasing consumer preference for polyurethane (PU) coatings over NC and melamine products remains a strong structural tailwind for the company
- OEM and institutional business continues to remain a key long-term growth driver, supported by increasing formalisation in India's furniture and modular solutions industry
- Additional tailwinds include BIS implementation and rising organised manufacturing across furniture, modular kitchens and wardrobes

Distribution & Market Expansion

- The company continue to expand its Tier-2 and Tier-3 presence in FY26 through addition to its network of branches, depots and dealers, alongside stronger contractor engagement via the upgraded Sirca Parivaar Pro-loyalty platform
- Around 80% of current revenues are derived from North India, while the management remains focussed on increasing contribution from South and West India in the medium term
- SIRCA maintained a strong visibility across industry exhibitions, furniture expos, OEM platforms and design-focussed events, strengthening engagement with institutional buyers, furniture manufacturers, contractors and channel partners

Capacity & Manufacturing

- SIRCA's manufacturing capacity increased, from 16,000 MT in FY25 to 17,750 MT by the end of FY26, with utilisation exceeding 12,000 MT in FY26. Capacity for other product categories was also expanded to nearly 3x existing levels
- The newly-commissioned dedicated Wembley manufacturing facility is now fully operational, integrating multiple production lines into a single setup and improving operational efficiency, quality consistency, supply-chain responsiveness and overall cost-optimisation
- FY27E capex is anticipated to remain minimal at around INR 50–60 Mn, as the majority of expansion investments were completed in FY26
- Royalty payable to the parent company remains at 0.75% of the total revenue

Growth Strategy & Business Outlook

- The management has guided for FY27E revenue growth of 25–30%, with EBITDA margin projected in the range of 19–21%
- Despite volatility in crude-linked raw material, currency movements and geopolitical disruption, the company maintained profitability through calibrated price increases, sourcing optimisation, product mix improvement and tighter operational controls
- To offset the impact of higher petrochemical prices linked to the West Asia conflict, SIRCA implemented two price hikes for its products — around 5% in the first week of April last month and another ~5% effective today (15 May, 2026). For other brands, prices were increased by approximately INR 35.
- The company is evaluating and initiating export opportunities under the Wembley Valentino brand, particularly in polyurethane-based coatings
- Export operations are expected to commence gradually in the next few quarters, although near-term execution is facing logistical challenges due to ongoing geopolitical disruption. In the medium term, the management targets a contribution of around 3–4% from exports to the total revenue.

Wembley Acquisition & Synergies

- The Wembley acquisition has strengthened SIRCA's position in the mass and mid-premium wood coatings segment across enamels, NC, melamine, PU and thinners
- The management highlighted meaningful cross-distribution synergies between SIRCA's premium network and Wembley's strong North India presence

ACC

BUY
Target Price: INR 1,810
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|-----------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 70.8 | 66.4 | 6.6 |
| EBITDA | 6.2 | 7.4 | (16.5) |
| EBITDAM % | 8.7 | 11.1 | (240) bps |
| PAT | 2.5 | 3.6 | (31.6) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|----------|---------|----------|
| Volumes (Mnt) | 13.0 | 12.0 | 9.0 | 12.3 | 6.3 |
| Revenues | 70,758 | 60,566 | 16.8 | 64,586 | 9.6 |
| COGS | 32,903 | 24,926 | 32.0 | 27,244 | 20.8 |
| Power Cost | 9,401 | 8,568 | 9.7 | 9,276 | 1.3 |
| Freight Exp. | 13,473 | 11,542 | 16.7 | 12,525 | 7.6 |
| Employee Cost | 1,770 | 1,730 | 2.3 | 1,780 | (0.6) |
| Other Expenses | 7,048 | 5,797 | 21.6 | 6,825 | 3.3 |
| EBITDA | 6,164 | 8,004 | (23.0) | 6,937 | (11.1) |
| EBITDA Margin (%) | 8.7 | 13.2 | (450)bps | 10.7 | (203)bps |
| Depreciation | 2,592 | 2,533 | 2.3 | 2,877 | (9.9) |
| EBIT | 3,572 | 5,471 | (34.7) | 4,060 | (12.0) |
| EBIT Margin (%) | 5.0 | 9.0 | (398)bps | 6.3 | (124)bps |
| Other Income | 538 | 1,909 | (71.8) | 581 | (7.5) |
| Interest | 262 | 134 | 96.2 | 255 | 2.8 |
| Exceptional Item | 44 | 1,347 | | (1,569) | |
| PBT | 3,804 | 8,594 | (55.7) | 5,955 | (36.1) |
| Tax | 1,317 | 1,240 | 6.2 | 541 | 143.4 |
| PAT | 2,487 | 7,354 | (66.2) | 5,414 | (54.1) |
| Basic EPS (INR) | 13.2 | 39.1 | (66.2) | 28.8 | (54.1) |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 218.3 | 257.7 | 277.2 | 298.1 | 323.6 |
| YoY (%) | 10.9 | 18.1 | 7.6 | 7.5 | 8.5 |
| EBITDA | 30.2 | 29.0 | 33.2 | 39.0 | 45.1 |
| EBITDAM % | 13.8 | 11.3 | 12.0 | 13.1 | 13.9 |
| Adj PAT | 24.2 | 22.9 | 23.2 | 25.4 | 29.6 |
| EPS (INR) | 129.0 | 121.8 | 123.3 | 135.2 | 157.3 |
| ROE | 13.3 | 11.2 | 10.4 | 10.4 | 10.9 |
| ROCE | 10.7 | 8.6 | 9.3 | 10.3 | 11.1 |
| PE(x) | 14.7 | 11.6 | 11.4 | 10.4 | 8.9 |
| EV/EBITDA | 10.4 | 8.4 | 6.9 | 5.7 | 4.7 |
| EV/IC | 1.9 | 1.3 | 1.2 | 1.1 | 1.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 56.69 | 56.69 | 56.69 |
| FIIIs | 5.93 | 5.99 | 5.04 |
| DIIIs | 21.62 | 21.37 | 22.55 |
| Public | 15.76 | 15.95 | 15.72 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 105.3 | 2.5 | 10.5 |
| ACC Ltd. | (19.8) | (44.1) | (24.1) |

Key Conference Call Highlights

Industry-leading volume growth guidance

- FY27 consolidated volume guidance at **~80 Mnt** (ACC, Ambuja, Orient, Penna and Sanghi), implying **~8% growth**, ahead of industry growth expectations of **5–5.5%**
- FY26 sales volumes grew **16% YoY to 73.7 MT**, significantly outperforming industry growth

Capacity expansion recalibrated

- Capacity expected to reach **119 MTPA by the end of FY27**. Around **10 MTPA grinding capacity** to be added during FY27. The previous **140–155 MTPA target has been pushed to FY30**

- Management prioritises utilisation improvement and execution discipline over aggressive expansion

Strong cost reduction roadmap

- Management targets **INR250/t cost reduction in FY27**. Additional **INR250/t cost reduction targeted in FY28**
- Cost savings to be driven by green power, fly ash sourcing efficiencies and logistics optimisation

Aggressive capex continues

- FY27 CapEx guidance of **INR 60–65 Bn**
- Around **INR 40 Bn** earmarked for ongoing projects including capacity expansion, WHRS and fly ash transportation infrastructure
- New projects are subject to disciplined capital allocation with a minimum **18% project IRR target**

Significant headroom for market share gains

- Management believes current assets offer substantial room for market share gains
- Strategy focuses on improving utilisation across existing plants rather than adding excessive capacity
- Capital deployment will remain disciplined until existing assets deliver targeted returns

Premiumisation driving realisation growth

- Premium cement contributed **35–36% of trade sales** in FY26
- Premium products command **INR 20–25/bag premium**, while super-premium products command **INR 50–55/bag premium**
- Green energy is becoming a major advantage**
- Green power share increased to **~32% in Q4FY26** from 26% earlier
- Management expects **INR150–200/t savings** from green energy and raw material optimisation initiatives

Birla Corporation

BUY

Target Price: INR 1,490

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimate | | | |
|------------------------|---------|--------------|---------|
| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
| Revenue | 28.4 | 27.5 | 2.3 |
| EBITDA | 5.1 | 4.5 | 13.0 |
| EBITDAM % | 18.0 | 16.4 | 159 bps |
| PAT | 2.9 | 2.9 | 1.8 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|----------|--------|---------|
| Volumes (Mnt) | 5.5 | 5.3 | 3.8 | 4.2 | 28.8 |
| Revenue | 28,361 | 28,149 | 0.8 | 21,587 | 31.4 |
| COGS | 4,965 | 4,705 | 5.5 | 2,499 | 98.7 |
| Power Cost | 4,693 | 4,639 | 1.2 | 4,438 | 5.7 |
| Freight Exp | 7,159 | 6,951 | 3.0 | 5,651 | 26.7 |
| Employee Cost | 1,326 | 1,320 | 0.5 | 1,482 | (10.5) |
| Other Expenses | 5,116 | 5,196 | (1.5) | 4,593 | 11.4 |
| EBITDA | 5,103 | 5,338 | (4.4) | 2,926 | 74.4 |
| EBITDA Margin (%) | 18.0 | 19.0 | (97) bps | 13.6 | 444 bps |
| Depreciation | 1,344 | 1,423 | (5.5) | 1,325 | 1.4 |
| EBIT | 3,759 | 3,916 | (4.0) | 1,600 | 134.8 |
| EBIT Margin (%) | 13.3 | 13.9 | (66) bps | 7.4 | 584 bps |
| Other Income | 390 | 482 | (19.2) | 192 | 103.4 |
| Interest | 619 | 733 | (15.5) | 653 | (5.2) |
| PBT | 3,529 | 3,665 | (3.7) | 1,139 | 209.9 |
| Tax | 857 | 716 | 19.7 | 270 | 217.9 |
| PAT | 2,948 | 2,566 | 14.9 | 528 | 458.7 |
| EPS (INR) | 38.3 | 33.3 | 14.9 | 6.9 | 458.7 |

| Key Financials | | | | | |
|----------------|-------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 92.1 | 96.6 | 103.9 | 112.3 | 121.9 |
| YoY (%) | (4.6) | 4.8 | 7.6 | 8.1 | 8.5 |
| EBITDA | 12.2 | 14.5 | 16.0 | 18.3 | 20.9 |
| EBITDAM % | 13.2 | 15.1 | 15.4 | 16.3 | 17.1 |
| Adj PAT | 3.0 | 5.6 | 6.2 | 7.5 | 9.4 |
| EPS (INR) | 38.3 | 72.4 | 80.9 | 97.1 | 122.7 |
| ROE % | 4.2 | 7.6 | 7.8 | 8.6 | 9.8 |
| ROCE % | 6.2 | 8.9 | 9.3 | 10.2 | 11.5 |
| PE(x) | 33.1 | 14.5 | 13.0 | 10.8 | 8.6 |
| EV/EBITDA | 10.7 | 7.7 | 7.0 | 6.2 | 5.0 |
| EV/IC | 1.4 | 1.1 | 1.1 | 1.0 | 0.9 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 62.90 | 62.90 | 62.90 |
| FIIIs | 6.26 | 6.54 | 6.70 |
| DIIIs | 16.72 | 15.49 | 15.79 |
| Public | 14.12 | 15.07 | 14.61 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 107.8 | 9.8 | 15.0 |
| BCORP Ltd. | 6.9 | (26.0) | 2.0 |

Key Conference Call Highlights

Conservative FY27 outlook amid uncertainty

- Management remains cautious due to global macro and geopolitical uncertainties.
- FY27 volume growth expected in the **mid-single-digit range**
- EBITDA in FY27 is likely to remain broadly similar to FY26 levels despite cost pressures

INR 45 Bn expansion program underway

- Capacity expansion from **21.5 MTPA to 27.5 MTPA by FY29**
- Total investment outlay stands at **~INR 45 Bn**. FY27 capex guidance at **INR 9 Bn**

New capacity pipeline

- Prayagraj Grinding Unit (1.4 MTPA)** expected in Q3/Q4FY28
- Gaya Phase-I Grinding Unit (1.4 MTPA)** expected in Q3/Q4FY28
- The entire expansion program is scheduled for commissioning by FY29

Cost inflation remains a major headwind

- Management expects **INR150–175/t cost inflation from Q1FY27**. Inflation is driven primarily by packaging costs and fuel prices
- Rising domestic fuel costs are adding pressure despite lower imported fuel dependence

Premiumisation strategy continues to deliver

- Premium flagship brand **Perfect Plus** now has a strong footprint across North and Central India
- Management highlighted that pricing in core markets is now at par or even higher than several larger peers

Debt to rise but leverage remains comfortable

- Peak net debt expected to reach around **INR 40 Bn**
- Management guided that **Net Debt/EBITDA will remain below 2.5x** despite the ongoing expansion cycle

Incentives and cash inflows

- FY27 incentives expected at approximately **INR 1,300 Mn**
- Around **INR 5,000 Mn of incentive receivables** are expected to start getting realised from FY27 onward

Dalmia Bharat

Target Price: INR 2,405

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE | | | | |
|---------------|---------|---------------|--|--------|
| INR Bn | Q4FY26A | CIE Estimates | | Dev.% |
| Revenue | 42.5 | 44.2 | | (4.0) |
| EBITDA | 9.0 | 9.0 | | 0.3 |
| EBITDAM % | 21.2 | 20.3 | | 92 bps |
| PAT | 3.9 | 3.8 | | 1.6 |

| Particular (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|---------------------|--------|--------|---------|--------|---------|
| Volumes (in Mnt) | 8.8 | 8.6 | 2.3 | 7.3 | 20.5 |
| Revenues | 42,450 | 40,910 | 3.8 | 35,060 | 21.1 |
| COGS | 7,820 | 7,660 | 2.1 | 5,840 | 33.9 |
| Employee Cost | 2,170 | 2,150 | 0.9 | 2,240 | (3.1) |
| Power Cost | 7,940 | 7,730 | 2.7 | 7,440 | 6.7 |
| Freight Exp. | 9,380 | 9,720 | (3.5) | 7,730 | 21.3 |
| Other Exp | 6,120 | 5,720 | 7.0 | 5,790 | 5.7 |
| EBITDA | 9,020 | 7,930 | 13.7 | 6,020 | 49.8 |
| EBITDA Margin (%) | 21.2 | 19.4 | 186 bps | 17.2 | 408 bps |
| Depreciation | 3,650 | 3,140 | 16.2 | 3,400 | 7.4 |
| EBIT | 5,370 | 4,790 | 12.1 | 2,620 | 105.0 |
| EBIT Margin (%) | 12.7 | 11.7 | 94 bps | 7.5 | 518 bps |
| Other Income | 450 | 930 | (51.6) | 620 | (27.4) |
| Interest | 1,320 | 1,050 | 25.7 | 1,180 | 11.9 |
| Extraordinary Items | (100) | 0 | NA | (320) | NA |
| PBT | 4,400 | 4,670 | (5.8) | 1,740 | 152.9 |
| Tax | 450 | 280 | 60.7 | 460 | (2.2) |
| Minority Interest | 70 | 40 | 75.0 | 60 | 16.7 |
| PAT | 3,870 | 4,350 | (10.8) | 1,220 | 218.0 |
| Basic EPS (INR) | 20.7 | 23.2 | (10.8) | 6.5 | 218.0 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 139.8 | 148.0 | 163.1 | 178.7 | 197.6 |
| YoY (%) | (4.8) | 5.9 | 10.2 | 9.6 | 10.6 |
| EBITDA | 24.1 | 30.8 | 34.0 | 38.7 | 44.3 |
| EBITDAM % | 17.2 | 20.8 | 20.9 | 21.7 | 22.4 |
| Adj PAT | 6.8 | 11.4 | 11.7 | 14.0 | 17.2 |
| EPS | 36.4 | 60.7 | 61.9 | 74.2 | 90.7 |
| ROE % | 3.9 | 6.3 | 6.1 | 6.9 | 7.7 |
| ROCE % | 5.0 | 7.4 | 7.1 | 7.8 | 8.8 |
| PE(x) | 53.3 | 31.6 | 31.1 | 25.9 | 21.2 |
| EV/EBITDA | 17.3 | 13.9 | 12.7 | 11.3 | 9.9 |
| EV/IC | 2.1 | 2.0 | 1.9 | 1.7 | 1.7 |

| Shareholding Pattern (%) | | | | |
|--------------------------|--------|--------|--------|--|
| | Mar-26 | Dec-25 | Sep-25 | |
| Promoters | 55.84 | 55.84 | 55.84 | |
| FIIs | 7.15 | 7.92 | 8.75 | |
| DIIIs | 20.25 | 18.99 | 17.81 | |
| Public | 16.76 | 17.25 | 17.60 | |

| Relative Performance (%) | | | | |
|--------------------------|-------|-------|-------|--|
| YTD | 3Y | 2Y | 1Y | |
| DALBHARA | (9.8) | 10.2 | (3.0) | |
| BSE INFRA | 99.5 | (3.6) | 9.5 | |

Key Conference Call Highlights

FY28 capacity target intact

- Management remains on track to achieve **75 MTPA cement capacity by FY28** and long-term ambition remains **110–130 MTPA capacity**
- Ongoing projects at **Belgaum, Pune and Kadapa** will take capacity to **61.5 MTPA within 18–20 months**

Significant cost inflation expected

- Management expects **INR 125–150/t cost inflation in Q1FY27** versus Q4FY26
- Packaging cost alone could increase by INR **80–90/t**. Remaining inflation driven by fuel, power and logistics cost
- Petcoke prices have surged to around **USD 160/t**, further impacted by rupee depreciation

Margin protection through pricing

- April price hikes have so far **fully offset cost inflation**. Management remains optimistic on sustaining positive pricing momentum
- DALBHARA strategy is not just to recover costs but to **expand profitability through pricing and premiumisation**

Cost reduction program continues

- DALBHARA targets annual internal cost savings of **INR50–100/t**
- Fuel mix optimisation and alternative sourcing remain key levers
- Dynamic shift toward washed coal and local petcoke to reduce imported fuel dependence

Market share recovery focus

- Management has acknowledged market share losses over the last few years.
- DALBHARA strategy now focused on **profitable volume growth rather than chasing low-quality volumes**

Grasim Industries

BUY

Target Price: INR 3,500

Sector View: Positive


 Q4FY26 Conference Call Transcript

| Actual vs CIE Estimate | | | |
|------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 117.7 | 106.2 | 10.9 |
| EBITDA | 5.4 | 4.3 | 26.3 |
| EBITDAM % | 4.6 | 4.0 | 56 bps |
| PAT | (1.6) | (1.7) | NA |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|----------|---------|---------|----------|---------|
| Revenues | 1,17,743 | 89,258 | 31.9 | 1,04,318 | 12.9 |
| Material consumed | 76,918 | 53,988 | 42.5 | 66,331 | 16.0 |
| Power & Fuel Cost | 9,724 | 10,395 | (6.5) | 9,632 | 1.0 |
| Op. & Manufacturing | 18,238 | 15,459 | 18.0 | 15,706 | 16.1 |
| Employee Cost | 7,458 | 7,210 | 3.4 | 7,857 | (5.1) |
| EBITDA | 5,405 | 2,206 | 145.0 | 4,792 | 12.8 |
| EBITDA Margin (%) | 4.6 | 2.5 | 212bps | 4.6 | (0)bps |
| Depreciation | 5,710 | 5,008 | 14.0 | 5,386 | 6.0 |
| EBIT | (305) | (2,802) | NA | (594) | NA |
| EBIT Margins (%) | (0.3) | (3.1) | NA | (0.6) | NA |
| Interest Cost | 2,461 | 2,009 | 22.5 | 2,394 | 2.8 |
| Other Income | 1,190 | 2,269 | (47.6) | 1,059 | 12.4 |
| PBT | (2,395) | (3,682) | NA | (2,405) | NA |
| Tax | (760) | (803) | NA | (661) | NA |
| PAT | (1,635) | (2,880) | NA | (1,744) | NA |
| EPS (INR) | (2.4) | (4.3) | NA | (2.6) | NA |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 315.6 | 410.4 | 487.2 | 571.3 | 649.7 |
| YoY (%) | 22.1 | 30.0 | 18.7 | 17.3 | 13.7 |
| EBITDA | 11.4 | 17.7 | 27.7 | 39.1 | 45.5 |
| EBITDAM % | 3.6 | 4.3 | 5.7 | 6.8 | 7.0 |
| R PAT | 2.1 | 3.5 | 9.3 | 20.0 | 26.6 |
| EPS | 3.2 | 5.1 | 13.7 | 29.4 | 45.7 |
| ROE % | 0.4 | 0.6 | 1.7 | 3.4 | 4.4 |
| ROCE % | (0.8) | (0.5) | 0.6 | 1.8 | 2.2 |
| OCF/IC(x) | (0.0) | 4.0 | (1.8) | 2.5 | 2.7 |
| OCF/EBITDA | 0.0 | 1.5 | (0.5) | 0.5 | 0.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 43.73 | 43.21 | 43.11 |
| FII | 14.91 | 14.49 | 14.37 |
| DII | 16.28 | 16.99 | 17.27 |
| Public | 25.08 | 25.31 | 25.25 |

| Relative Performance (%) | | | |
|--------------------------|------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE 200 | 40.6 | 5.1 | (1.9) |
| GRASIM Ltd. | 70.3 | 19.5 | 6.9 |

Key Conference Call Highlights

Guidance and growth outlook

- **Birla Opus** is targeting **INR 100 Bn of profitable revenue by its third full year of operations**, with FY26 considered the first full year of scale operations
- Management remains confident of making **Birla Opus the No. 2 player in the decorative paints industry**, supported by **high double-digit growth expectations in FY27**
- **Birla Pivot** is expected to achieve **EBITDA breakeven by FY27-end**, with potential for an earlier turnaround while continuing to expand revenues and category penetration
- GRASIM reiterated its strategy of **reinvesting cash flows from core businesses into growth platforms**, while maintaining a long-term commitment to retain **majority ownership in UTCEM and Aditya Birla Capital**

Material cost outlook

- Sharp inflation in **crude-linked raw materials and packaging inputs** has resulted in a **20–25% increase in Birla Opus' COGS**, marking one of the steepest cost escalations witnessed by the industry
- To mitigate input cost pressures, Birla Opus implemented **multiple price hikes**, including increases during **January–February 2026** and subsequent rounds in **April 2026**
- Management cautioned that **raw material inflation could persist** if geopolitical tensions continue, creating uncertainty around medium-term demand and consumer spending trends
- The inflationary impact is expected to remain elevated until commodity markets stabilise following the resolution of ongoing global conflicts

Pricing and market strategy

- Birla Opus announced the **second and third phases of price increases in April 2026**, staggered through Q1FY27 to offset rising input cost
- The company expects the impact of these price hikes on consumers and contractors to become more visible during **late Q1 and Q2FY27**, making near-term demand trends difficult to predict
- Despite pricing actions, Birla Opus will continue its **10% pre-paint consumer value proposition**, supporting market penetration and brand adoption
- The promotional offer remained applicable across select **10L and 20L emulsion top-coat and waterproofing products** during Q4FY26, while excluding economy-range top coats and primer products

JK Cements

Target Price: INR 7,000
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 38.9 | 40.1 | (3.1) |
| EBITDA | 6.8 | 6.9 | (1.1) |
| EBITDAM % | 17.6 | 17.2 | 35 bps |
| PAT | 3.3 | 3.0 | 12.7 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|----------|--------|---------|
| Volumes (Mnt) | 6.8 | 6.1 | 12.2 | 6.0 | 13.3 |
| Revenues | 38,875 | 35,812 | 8.6 | 34,631 | 12.3 |
| COGS | 6,076 | 6,097 | (0.3) | 6,138 | (1.0) |
| Employee Cost | 2,914 | 2,298 | 26.8 | 2,590 | 12.5 |
| Power Cost | 7,382 | 5,644 | 30.8 | 6,547 | 12.8 |
| Freight Exp. | 9,079 | 8,244 | 10.1 | 8,216 | 10.5 |
| Other Expenses | 6,599 | 5,881 | 12.2 | 5,566 | 18.6 |
| EBITDA | 6,825 | 7,648 | (10.8) | 5,575 | 22.4 |
| EBITDA Margin (%) | 17.6 | 21.4 | (380)bps | 16.1 | 146 bps |
| Depreciation | 1,824 | 1,623 | 12.4 | 1,747 | 4.4 |
| EBIT | 5,002 | 6,026 | (17.0) | 3,828 | 30.7 |
| EBIT Margin (%) | 12.9 | 16.8 | (396)bps | 11.1 | 181 bps |
| Other Income | 413 | 459 | (10.0) | 459 | (10.1) |
| Interest | 979 | 1135 | (13.7) | 1126 | (13.1) |
| PBT | 4,436 | 5,349 | (17.1) | 2,683 | 65.3 |
| Tax | 1,127 | 1,736 | (35.1) | 947 | 19.0 |
| PAT | 3,329 | 3,603 | (7.6) | 1,746 | 90.7 |
| Basic EPS (INR) | 43.1 | 46.6 | | 22.6 | |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 118.8 | 137.2 | 153.4 | 168.0 | 185.8 |
| YoY (%) | 2.8 | 15.5 | 11.8 | 9.5 | 10.6 |
| EBITDA | 20.3 | 23.7 | 26.9 | 32.2 | 37.8 |
| EBITDAM % | 17.1 | 17.3 | 17.6 | 19.2 | 20.4 |
| Adj PAT | 8.6 | 9.9 | 11.9 | 15.4 | 19.6 |
| EPS | 111.4 | 128.4 | 153.8 | 199.2 | 253.8 |
| ROE % | 14.2 | 14.0 | 14.4 | 15.7 | 16.7 |
| ROCE % | 11.2 | 12.3 | 12.2 | 13.8 | 15.4 |
| PE(x) | 47.8 | 42.4 | 35.4 | 27.3 | 21.4 |
| EV/EBITDA | 22.3 | 20.1 | 18.0 | 14.9 | 12.2 |
| EV/IC | 5.1 | 4.3 | 3.7 | 3.4 | 3.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 45.66 | 45.66 | 45.66 |
| FIIIs | 16.86 | 17.89 | 18.57 |
| DIIIs | 23.75 | 22.49 | 21.74 |
| Public | 13.73 | 13.96 | 14.03 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|-----|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 101.8 | (5.1) | 3.0 |
| JKCE Ltd. | 83.1 | 36.3 | 6.6 |

Key Conference Call Highlights

Guidance

- Management has guided FY27E Capex at INR 35–40 Bn, followed by INR 15–20 Bn in FY28E, reflecting continued focus on capacity expansion and operational strengthening
- JKCE expects strong double-digit growth in grey cement volumes in FY27E
- Green power utilisation is projected to improve further by 2–3% in FY27E, taking the overall share closer to 55% by year-end, with the long-term target remaining at 75%

Margin outlook

- JKCE management indicated that Q1FY27 profitability is likely to remain broadly in line with the Q4FY26 level. However, the margin in Q2FY27 could face pressure if cement price hikes are insufficient to offset the potential increase in diesel cost fully
- Cost-efficiency initiatives remain on track, with the management targeting an additional INR 50/t saving in FY27E, driven mainly by higher usage of green power and alternative fuel across the southern and northern plants

Cost and pricing outlook

- Fuel cost is likely to rise by nearly INR 150–200/t, although management indicated that the situation remains dynamic, with fuel orders secured until September
- Packing material cost, which had initially increased due to higher volume and elevated price, has moderated significantly after execution of the earlier orders
- Management highlighted that an INR 10–12/litre increase in diesel price could result in an additional freight cost impact of nearly INR 50–60/t
- JKCE strategy remains focused on passing on incremental cost pressure, particularly ahead of the seasonally weaker demand period

Pricing and market commentary

- Management increased the price of white cement and wall putty to offset the higher input cost, particularly the sharp rise in chemical prices
- JKCE implemented an average price hike of nearly INR 10 per bag this month, which the management believes is sufficient to cover the current cost escalation. However, the possibility of passing on any further diesel-led cost inflation remains uncertain
- Other expenses increased during the quarter due to higher sales volume and additional branding investments of nearly INR 500–600 Mn across the grey cement and white cement businesses

JK Lakshmi Cement

Target Price: INR 855
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimate | | | |
|------------------------|---------|--------------|-----------|
| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
| Revenue | 19.0 | 19.7 | (3.5) |
| EBITDA | 2.9 | 3.3 | (14.2) |
| EBITDAM % | 15.0 | 16.9 | (187) bps |
| PAT | 1.4 | 1.6 | (12.5) |

| Particulars (NR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|---------------------|--------|--------|----------|--------|---------|
| Volumes (Mnt) | 3.9 | 3.6 | 8.3 | 3.3 | 18.8 |
| Revenues | 19,015 | 18,976 | 0.2 | 15,884 | 19.7 |
| COGS | 3,896 | 3,492 | 11.6 | 3,123 | 24.8 |
| Power Cost | 4,196 | 3,908 | 7.4 | 3,709 | 13.1 |
| Freight Exp. | 4,370 | 4,397 | (0.6) | 3,670 | 19.1 |
| Employee Cost | 1,116 | 1,137 | (1.8) | 1,156 | (3.5) |
| Other Expenses | 2,576 | 2,535 | 1.6 | 2,165 | 19.0 |
| EBITDA | 2,861 | 3,507 | (18.4) | 2,060 | 38.9 |
| EBITDA Margin (%) | 15.0 | 18.5 | (343)bps | 13.0 | 208 bps |
| Depreciation | 842 | 761 | 10.7 | 851 | (1.0) |
| EBIT | 2,019 | 2,746 | (26.5) | 1,209 | 67.0 |
| EBIT Margin (%) | 10.6 | 14.5 | (385)bps | 7.6 | 300 bps |
| Other Income | 383 | 176 | 118.2 | 291 | 31.6 |
| Interest | 532 | 444 | 19.9 | 550 | (3.2) |
| PBT | 1,870 | 2,478 | (24.5) | 951 | 96.7 |
| Tax | 488 | 780 | (37.4) | 179 | 173.1 |
| PAT | 1,390 | 1,688 | (17.7) | 554 | (10.8) |
| Basic EPS (INR) | 11.1 | 13.7 | | 4.7 | |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 61.9 | 67.6 | 74.2 | 80.2 | 87.0 |
| YoY (%) | NA | 9.2 | 9.7 | 8.1 | 8.5 |
| EBITDA | 8.7 | 10.1 | 10.3 | 12.4 | 14.4 |
| EBITDAM % | 14.0 | 15.0 | 13.9 | 15.4 | 16.5 |
| Adj PAT | 2.8 | 4.3 | 4.0 | 5.4 | 6.7 |
| EPS (INR) | 22.8 | 34.7 | 32.5 | 43.1 | 53.8 |
| ROE % | 7.8 | 10.9 | 9.3 | 11.0 | 12.1 |
| ROCE % | 8.8 | 11.0 | 9.4 | 11.0 | 12.2 |
| EV/EBITDA | 14.5 | 9.5 | 9.4 | 8.2 | 6.8 |
| EV/IC | 2.3 | 1.8 | 1.6 | 1.5 | 1.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 45.12 | 45.12 | 45.12 |
| FIIs | 11.96 | 12.35 | 12.54 |
| DIIIs | 23.00 | 23.17 | 22.83 |
| Public | 19.92 | 19.36 | 19.51 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 104.0 | (3.9) | 1.8 |
| JKLC Ltd. | (21.0) | (22.3) | (27.7) |

Key Conference Call Highlights

FY27 demand outlook remains healthy

- Management expects **cement demand growth of ~6% in FY27** despite ongoing geopolitical uncertainties
- Demand improved after mid-May as labour availability normalised post elections

Significant cost inflation ahead

- Q1FY27 cost inflation expected at **INR100–130/t**, increasing to nearly **INR300/t by Q2FY27**
- Petcoke prices surged **40% QoQ to USD 160/t**, while coal prices increased **30% QoQ**
- Packaging cost expected to rise by **INR80–100/t**
- Diesel price hikes could increase logistics costs by **INR15–16/t**

Margin recovery strategy

- Management aims to improve EBITDA/t by **INR50–75/t in FY27** through internal efficiency initiatives
- Long-term target remains **INR1,000 EBITDA/t**, compared to FY26 exit level of ~INR730/t
- Focus areas include fuel mix optimisation, renewable energy expansion and pricing improvements

Large expansion pipeline

- Confident of achieving **30 MTPA capacity by FY30**
- Durg expansion project expected to be commissioned by **the end of FY28**
- Northeast clinker and grinding project targeted for **FY29 commissioning**
- Future growth projects include **Kutch and Nagaur expansions**

Aggressive capex program

- FY27 capex guidance at **INR 15–17 Bn** and FY28 capex expected at **~INR 20 Bn**. Around **INR 5 Bn** has already been spent on the Durg project

Renewable energy and cost leadership focus

- Renewable power share has reached **46%** and will continue to increase
- Fuel mix optimisation (petcoke vs coal) is underway to mitigate imported fuel inflation
- AI/ML initiatives being deployed to improve operational efficiency and lower cost

Nuvoco Vistas Corporation

BUY

Target Price: INR 500

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE | | | |
|---------------|---------|----------|----------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 33.1 | 33.2 | (0.5) |
| EBITDA | 5.9 | 6.1 | (3.8) |
| EBITDAM % | 17.8 | 18.4 | (61) bps |
| PAT | 1.4 | 1.8 | (28.4) |

| Particular (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|---------------------|--------|--------|---------|--------|---------|
| Volumes (Mnt) | 6.0 | 5.7 | 5.3 | 5.0 | 20.0 |
| Revenues | 33,068 | 30,423 | 8.7 | 27,013 | 22.4 |
| COGS | 6,974 | 6,457 | 8.0 | 5,078 | 37.3 |
| Power Cost | 5,421 | 4,922 | 10.1 | 4,987 | 8.7 |
| Freight Exp. | 8,714 | 8,030 | 8.5 | 7,186 | 21.3 |
| Employee Cost | 1,830 | 1,617 | 13.2 | 1,825 | 0.3 |
| Other Expenses | 4,252 | 3,881 | 9.6 | 4,100 | 3.7 |
| EBITDA | 5,876 | 5,516 | 6.5 | 3,837 | 53.1 |
| EBITDA Margin (%) | 17.8 | 18.1 | (36)bps | 14.2 | 356 bps |
| Depreciation | 2,279 | 2,196 | 3.8 | 2,233 | 2.1 |
| EBIT | 3,596 | 3,320 | 8.3 | 1,604 | 124.2 |
| EBIT Margin (%) | 10.9 | 10.9 | (4)bps | 5.9 | 494 bps |
| Other Income | 26 | 43 | (39.4) | 28 | (5) |
| Interest | 810 | 1,125 | (28.1) | 987 | (17.9) |
| Exceptional Item | 481 | - | NA | - | NA |
| PBT | 2,813 | 2,238 | 25.7 | 645 | 336.0 |
| Tax | 924 | 582 | 58.7 | 152 | 509.0 |
| PAT | 1,408 | 1,655 | (14.9) | 494 | 185.3 |
| Basic EPS (INR) | 3.9 | 4.6 | (14.9) | 1.4 | 185.3 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 103.6 | 113.4 | 123.8 | 135.0 | 150.0 |
| YoY (%) | (3.5) | 9.5 | 9.2 | 9.1 | 11.1 |
| EBITDA | 13.7 | 18.6 | 18.1 | 21.3 | 24.6 |
| EBITDAM % | 13.2 | 16.4 | 14.6 | 15.8 | 16.4 |
| Adj PAT | 0.2 | 3.6 | 4.0 | 5.9 | 8.5 |
| EPS | 0.6 | 10.1 | 11.2 | 16.4 | 23.8 |
| ROE % | 0.2 | 3.5 | 3.8 | 5.2 | 7.0 |
| ROCE % | 3.9 | 6.5 | 6.7 | 8.0 | 10.2 |
| PE(x) | 634.5 | 33.2 | 27.0 | 18.5 | 12.7 |
| EV/EBITDA | 12.8 | 8.8 | 8.2 | 6.7 | 5.4 |
| EV/IC | 1.4 | 1.4 | 1.2 | 1.2 | 1.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 72.02 | 72.02 | 72.02 |
| FIs | 4.88 | 5.00 | 5.19 |
| DIs | 18.35 | 18.08 | 18.09 |
| Public | 4.75 | 4.90 | 4.70 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 106.3 | 3.4 | (0.1) |
| NUVOCO | (7.7) | (0.4) | (5.2) |

Key Conference Call Highlights

Guidance and outlook

- Cement industry demand expected to grow **7–9% in FY27**, with NUVOCO targeting similar volume growth
- Management expects demand recovery to accelerate as labour returns to key market post elections
- Near-term profitability likely to remain under pressure due to fuel, currency and raw material inflation

Cost inflation headwinds

- Total cost inflation estimated at approximately **INR 200/t** during April
- Fuel costs expected to increase to **INR1.51–1.55/mn cal in Q1FY27** from INR1.44/mn cal in Q4FY26. Petcoke cost increased from **INR1.84 to INR2.01/mn cal**
- Imported gypsum cost are expected to add another **INR20/t** pressure

Packaging cost shock

- Granule prices surged sharply from **INR 99/kg in February to INR 155/kg**. Packaging bag cost expected to rise by around **INR 100/t in April**
- Bag shortages continue across the industry, especially in East India, where manufacturer utilisation exceeds 90%

Pricing actions

- Trade price hikes of around **INR10/bag** implemented in both East and North markets. Non-trade price hikes ranged between **INR10–20/bag** depending on region
- Management remains confident that current price hikes will sustain and additional price increases remain an option if cost inflation continues

Capacity expansion

- Vadraj Cement project progressing as planned with commissioning between **Q3FY27 and Q1FY28**
- East expansion to add **4 MTPA grinding capacity** through FY28
- New **1.5 MTPA bulk cement terminal at Viramgam, Gujarat** targeted for FY28 commissioning

Capital allocation

- FY27 Capex guidance at **INR 9 Bn** and FY28 Capex guidance at **INR 9.6 Bn**
- Majority of investments earmarked for Vadraj refurbishment and East expansion projects
- Target leverage maintained at **2.0x–2.5x EBITDA**

Shree Cement

SELL

Target Price: INR 23,330

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|---------------|-----------|
| INR Bn | Q4FY26A | CIE Estimates | Dev.% |
| Revenue | 56.4 | 50.4 | 12.1 |
| EBITDA | 12.5 | 11.7 | 6.6 |
| EBITDAM % | 22.2 | 23.3 | (112) bps |
| PAT | 5.3 | 5.4 | (1.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|---------|
| Volumes (Mnt) | 10.8 | 9.8 | 9.5 | 9.0 | 19.7 |
| Revenues | 56,430 | 52,402 | 7.7 | 44,164 | 27.8 |
| COGS | 8,195 | 5,598 | 46.4 | 6,200 | 32.2 |
| Power and Fuel Cost | 12,478 | 11,531 | 8.2 | 9,641 | 29.4 |
| Freight Exp. | 13,487 | 11,558 | 16.7 | 10,244 | 31.7 |
| Employee Cost | 2,619 | 2,594 | 1.0 | 3,323 | (21.2) |
| Other Expenses | 7,148 | 7,307 | (2.2) | 6,151 | 16.2 |
| EBITDA | 12,503 | 13,813 | (9.5) | 8,605 | 45.3 |
| EBITDA Margin (%) | 22.2 | 26.4 | (420) bps | 19.5 | 267 bps |
| Depreciation | 6,377 | 7,470 | (14.6) | 5,870 | 8.6 |
| EBIT | 6,126 | 6,343 | (3.4) | 2,735 | 124.0 |
| EBIT Margin (%) | 10.9 | 12.1 | (125) bps | 6.2 | 466 bps |
| Other Income | 1,122 | 1,501 | (25.3) | 1,266 | (11.4) |
| Interest | 548 | 417 | 31.4 | 577 | (5.0) |
| PBT | 6,701 | 7,428 | (9.8) | 3,425 | 95.6 |
| Tax | 1,381 | 1,868 | (26.1) | 639 | 116.2 |
| PAT | 5,320 | 5,560 | (4.3) | 2,786 | 90.9 |
| Basic EPS (INR) | 147.4 | 154.1 | (4.3) | 77.2 | 90.9 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 180.4 | 193.1 | 205.8 | 219.2 | 235.8 |
| YoY (%) | (7.4) | 7.1 | 6.6 | 6.5 | 7.5 |
| EBITDA | 38.4 | 41.9 | 45.0 | 48.4 | 54.0 |
| EBITDAM % | 21.3 | 21.7 | 21.8 | 22.1 | 22.9 |
| Adj PAT | 12.0 | 17.1 | 22.5 | 24.6 | 28.2 |
| EPS | 331.5 | 472.9 | 623.5 | 683.1 | 781.3 |
| ROE % | 5.6 | 7.6 | 9.1 | 9.1 | 9.4 |
| ROCE % | 7.2 | 10.5 | 12.9 | 13.1 | 13.1 |
| EV/EBITDA | 26.2 | 18.5 | 16.9 | 15.4 | 13.4 |
| EV/IC | 5.5 | 3.5 | 3.2 | 2.9 | 2.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 62.56 | 62.56 | 62.56 |
| FIIIs | 8.94 | 10.07 | 10.34 |
| DIIIs | 15.79 | 14.59 | 14.40 |
| Public | 12.71 | 12.78 | 12.70 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 103.9 | 4.4 | 11.1 |
| SRCM Ltd. | 1.7 | (2.2) | (15.2) |

Key Conference Call Highlights

Guidance and growth outlook

- Management has outlined a **~INR 15 Bn capex plan for FY27**, primarily directed towards **RMC expansion, railway sidings, and initial development activities for the Meghalaya cement project**
- SRCM targets increasing its **RMC network to 50–55 plants by FY27-end**, strengthening its downstream presence
- The company continues to aspire for **80 Mnt cement capacity by CY29**, although execution timelines remain contingent on market conditions and capital allocation priorities
- FY27 depreciation is expected at INR 16–17 Bn**
- SRCM aims to achieve **~40 Mnt sales volume in FY27**, including clinker sales, with growth targeted at **~100 bps above industry growth rates**
- Management expects **cost inflation of INR 150–200/t in Q1FY27** versus Q4FY26, largely driven by higher packaging and fuel cost

Material cost outlook

- Landed fuel cost stood at **INR 1.60/kcal in Q4FY26** and is expected to rise by **10–12% in Q1FY27**, led by geopolitical tensions and higher input price
- The fuel basket in Q4FY26 comprised **54% pet coke, 32% coal and 14% alternative fuels**, with coal currently offering a cost advantage over pet coke
- SRCM maintains **over 90 days of coal inventory**, providing near-term cost visibility
- Packaging cost increased by **INR 20/t QoQ in Q4FY26** and is expected to witness a further **~INR 100/t increase** in the coming quarters
- The **clinker factor increased to 64.8% in Q4FY26** from 63.9% in Q3FY26, with future optimisation dependent on product mix

Pricing and market strategy

- Management has recalibrated its approach from a **value-led strategy to a balanced volume-plus-profitability strategy**, after narrowing the pricing gap with the market leader to **INR 15–20 per bag**
- The focus is now on **driving higher volumes while protecting profitability and market positioning**
- SRCM remains committed to **passing on input cost inflation through calibrated price increases**
- SRCM has already implemented **price hikes of ~INR 25 per bag**, reflecting its confidence in sustaining pricing discipline

The Ramco Cements

SELL

Target Price: INR 860

Sector View: Positive



Key Company Presentation Highlights

Specific cost and regulatory drivers

- **Impact of new taxes:** A significant cost headwind was the **Mineral Bearing Land Tax (MBLT)** introduced in Tamil Nadu in April 2025. This levy of **INR 160/t of limestone** added approximately **INR 86/t** to the variable cost of cement
- **Labour Code Expenses:** Due to the **new Labour Codes of 2025**, the company incurred a one-time exceptional expense of **INR 200 Mn** related to past service costs for gratuity and compensated absence
- **Interest saving:** Interest cost fell from INR 4,590 Mn to **INR 4,190 Mn**, driven by a combination of **repo rate cut** and the strategic repayment of borrowings during the fiscal year

Operational and asset efficiency

- **Fuel mix strategy:** The company significantly shifted its energy mix, reducing **petcoke usage to 47%** (down from 63% in FY25). While the cost per Kcal rose slightly from INR 1.53 to **INR 1.59**, total power and fuel cost per ton decreased due to better efficiency
- **Infrastructure improvements:** Depreciation increased to INR 7,360 Mn following the commissioning of new facilities, including a **Waste Heat Recovery System (WHRS)** at RR Nagar and a **railway siding** at Kolimigundala
- **Clinker efficiency:** There was a marginal improvement in the **clinker conversion ratio**, moving from 1.42 to **1.43**, which assisted in overall cost management

Leverage and debt profile

- **Improved debt metrics:** Beyond the absolute reduction in debt, the company's financial health strengthened as the **net debt-to-EBITDA ratio** improved from 3.51x to **2.47x**
- **Reduced cost of debt:** The average cost of debt decreased from 7.90% in FY25 to **7.29%** in FY26

Market dynamics and short-term outlook

- **Immediate price hike:** Last month, the company increased the price by **INR 15 per bag** in the trade segment and **INR 25 per bag** in the non-trade segment as compared to March 2026 exit prices
- **Election impact:** Cement demand last month was noted as **"muted"** specifically due to the state elections held in **Tamil Nadu, Kerala, and West Bengal**
- **Deferred fuel impact:** While diesel and packing material cost increases will hit in Q1FY27, the full impact of the higher fuel price is not expected until **Q2FY27** due to the company's existing fuel inventory
- **Capex:** The company incurred INR 9,970 Mn in capital expenditure in FY26 and has provided a **capex guidance of INR 8,000 Mn for FY27E**

| Actual vs CIE Est | | | |
|-------------------|---------|---------|-----------|
| INR Bn | Q4FY26A | CIE Est | Dev. % |
| Revenue | 26.1 | 26.3 | (1.0) |
| EBITDA | 3.7 | 4.5 | (17.2) |
| EBITDAM % | 14.3 | 17.1 | (281) bps |
| PAT | 1.5 | 1.7 | (14.3) |

| Particular (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|---------------------|--------|--------|---------|--------|---------|
| Volumes (Mnt) | 5.6 | 5.3 | 4.8 | 4.6 | 21.1 |
| Revenues | 26,061 | 23,919 | 9.0 | 21,015 | 24.0 |
| COGS | 6,130 | 5,492 | 11.6 | 4,486 | 36.7 |
| Employee Cost | 1,426 | 1,235 | 15.4 | 1,350 | 5.6 |
| Power Cost | 5,953 | 5,448 | 9.3 | 4,990 | 19.3 |
| Freight Exp. | 5,973 | 5,651 | 5.7 | 4,815 | 24.0 |
| Other Exp | 2,851 | 2,886 | (1.2) | 2,565 | 11.1 |
| EBITDA | 3,728 | 3,208 | 16.2 | 2,808 | 32.8 |
| EBITDA Margins (%) | 14.3 | 13.4 | 89 bps | 13.4 | 94 bps |
| Depreciation | 1,871 | 1,821 | 2.7 | 1,839 | 1.7 |
| EBIT | 1,857 | 1,387 | 33.9 | 969 | 91.7 |
| EBIT Margin (%) | 7.1 | 5.8 | 133 bps | 4.6 | 251.5 |
| Other Income | 122 | 130 | (5.9) | 176 | (31.0) |
| Interest | 952 | 1133 | (16.0) | 1,080 | (11.8) |
| Extraordinary Item | 742 | 108 | NA | 4,791 | NA |
| PBT | 1,769 | 492 | 259.6 | 4,856 | (63.6) |
| Tax | 305 | 183 | 66.9 | 987 | (69.1) |
| RPAT | 1,464 | 309 | 373.4 | 3,869 | (62.2) |
| Basic EPS (INR) | 6.2 | 1.3 | 373.4 | 16.4 | (62.2) |

| Key Financials | | | | | |
|----------------|-------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 85.0 | 90.1 | 97.0 | 103.3 | 111.1 |
| YoY (%) | (9.1) | 6.1 | 7.6 | 6.5 | 7.5 |
| EBITDA | 12.3 | 14.4 | 14.2 | 17.5 | 19.9 |
| EBITDAM % | 14.5 | 16.0 | 14.7 | 16.9 | 17.9 |
| Adj PAT | 4.2 | 6.9 | 2.5 | 4.8 | 6.5 |
| EPS (INR) | 17.7 | 29.3 | 10.4 | 20.2 | 27.4 |
| ROE % | 5.6 | 8.5 | 2.9 | 5.4 | 6.8 |
| ROCE % | 4.5 | 5.7 | 5.3 | 7.4 | 8.7 |
| EV/EBITDA | 22.5 | 17.4 | 17.5 | 13.9 | 11.9 |
| EV/IC | 2.7 | 2.4 | 2.3 | 2.3 | 2.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 42.55 | 42.55 | 42.55 |
| FIIIs | 8.04 | 7.98 | 8.15 |
| DIIIs | 28.92 | 28.15 | 28.48 |
| Public | 20.49 | 21.32 | 20.82 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 99.9 | (6.0) | 2.1 |
| TRCL Ltd. | 4.4 | 18.2 | (8.6) |

Ultratech Cement

BUY

Target Price: INR 15,210

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE | | | |
|---------------|---------|--------------|--------|
| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
| Revenue | 257.9 | 268.7 | (4.0) |
| EBITDA | 56.0 | 56.3 | (0.6) |
| EBITDAM % | 21.7 | 21.0 | 74 bps |
| APAT | 29.8 | 32.6 | (8.6) |

| Particular (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|---------------------|----------|----------|---------|----------|---------|
| Volumes (Mnt) | 44.7 | 41.0 | 9.0 | 38.9 | 15.0 |
| Revenues | 2,57,995 | 2,30,633 | 11.9 | 2,18,297 | 18.2 |
| COGS | 50,757 | 43,490 | 16.7 | 44,027 | 15.3 |
| Employee Cost | 10,844 | 9,815 | 10.5 | 10,414 | 4.1 |
| Power Cost | 54,164 | 52,236 | 3.7 | 48,747 | 11.1 |
| Freight Exp. | 56,353 | 51,762 | 8.9 | 47,577 | 18.4 |
| Other Exp | 29,873 | 27,146 | 10.0 | 28,380 | 5.3 |
| EBITDA | 56,003 | 46,184 | 21.3 | 39,152 | 43.0 |
| EBITDA Margins (%) | 21.7 | 20.0 | 168 bps | 17.9 | 377 bps |
| Depreciation | 12,081 | 11,246 | 7.4 | 11,819 | 2.2 |
| EBIT | 43,922 | 34,939 | 25.7 | 27,333 | 60.7 |
| EBIT Margin (%) | 17.0 | 15.1 | 188 bps | 12.5 | 450 bps |
| Other Income | 876 | 1,021 | (14.3) | 1,356 | (35.4) |
| Interest | 4,869 | 4,750 | 2.5 | 4,922 | (1.1) |
| Extraordinary Item | 123.1 | (201) | NA | 937 | NA |
| PBT | 39,805 | 31,008 | 28.4 | 22,830 | 74.4 |
| Tax | 9,805 | 6,261 | 56.6 | 5,536 | 77.1 |
| RPAT | 30,000 | 24,748 | 21.2 | 17,294 | 73.5 |
| Minority Interest | 173 | (73) | NA | 40 | NA |
| Share of Associates | - | - | NA | - | NA |
| APAT | 29,828 | 24,820 | 20.2 | 17,254 | 72.9 |
| Basic EPS (INR) | 101.4 | 84.4 | 20.2 | 58.7 | 72.9 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 759.6 | 885.1 | 965.5 | 1,134.9 | 1,254.2 |
| YoY (%) | 7.1 | 16.5 | 9.1 | 17.5 | 10.5 |
| EBITDA | 125.6 | 170.2 | 187.0 | 227.4 | 256.8 |
| EBITDAM % | 16.5 | 19.2 | 19.4 | 20.0 | 20.5 |
| Adj PAT | 60.4 | 81.7 | 97.8 | 129.7 | 152.9 |
| EPS | 205 | 278 | 332 | 440 | 519 |
| ROE % | 8.2 | 10.1 | 11.1 | 13.1 | 13.6 |
| ROCE % | 8.4 | 11.5 | 12.2 | 14.4 | 15.1 |
| PE(x) | 56.1 | 43.3 | 36.2 | 27.3 | 23.2 |
| EV/EBITDA | 28.3 | 21.7 | 19.7 | 15.9 | 13.8 |
| EV/IC | 3.8 | 3.8 | 3.5 | 3.2 | 3.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 59.33 | 59.28 | 59.23 |
| FIIIs | 13.61 | 14.44 | 15.33 |
| DIIIs | 18.42 | 17.45 | 16.65 |
| Public | 8.64 | 8.83 | 8.79 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 111.8 | 4.8 | 10.1 |
| UTCEM Ltd. | 60.1 | 23.8 | (1.8) |

Key Conference Call Highlights

Guidance and growth outlook

- UTCEM remains on track to expand capacity by an additional **37 MTPA**, targeting **242.5+ MTPA by FY28**, while also evaluating growth plans beyond the 240 MTPA milestone
- Management expects **sustainable volume growth of 7–8% CAGR**, with an aspiration to deliver **double-digit volume growth in FY27**
- The company plans to maintain an annual **capex run-rate of INR 80–100 bn**, supported by a fully funded expansion pipeline
- UTCEM remains committed to its sustainability roadmap, targeting **85% green power utilisation by FY30**

Margin improvement levers

- Turnaround of acquired assets continues to gain momentum, with **India Cements' EBITDA/t improving to INR 497 in Q4FY26** from INR 333 in Q2FY26 and INR 305 in Q3FY26. Management targets **>INR 1,000/t EBITDA by FY28**, while Kesoram is already operating near this level
- The **West Asia conflict** led to temporary cost pressures through higher fuel, freight and packaging costs, including an incremental **INR 900 Mn bag cost impact in March** and a **non-cash forex MTM hit of INR 120–130/t on EBITDA**
- Management remains confident of delivering **efficiency gains beyond the guided INR 300/t by FY28**, having already achieved around **INR 185/t** of savings

Pricing environment

- Realisations strengthened during Q4FY26, with **grey cement prices rising ~2.5% across most regions**, aided by premiumisation and an improved trade mix
- Completion of **brand migration for India Cements and Kesoram assets** supported realisation gains, benefiting from UTCEM's stronger premium brand positioning
- Industry pricing remained broadly stable through FY26, with fluctuations limited to **0–5%**, while recent price hikes in April were aimed at offsetting input cost inflation
- Management believes current pricing actions are adequate to absorb cost increases, barring any sharp currency depreciation or significant diesel price escalation
- Given the fragmented industry structure, steep price hikes remain difficult; however, pricing improvements are typically more visible during **Q1**

Sustainability and ESG roadmap

- UTCEM continues to scale its renewable energy platform, with installed green energy capacity reaching **1.8 GW**
- Currently, **43% of total power requirements** are met through green energy, with a roadmap to increase this to **85% by FY30**
- The company is targeting a **1.54x clinker conversion ratio by FY28**, supporting both sustainability objectives and long-term profitability

AAB

BUY

Target Price: INR 1,070

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|--------|----------|--------|
| INR Mn | FY26A | CIE Est. | Dev. % |
| Revenue | 10,194 | 10,426 | (2.2) |
| EBITDA | 1,429 | 1,440 | (0.7) |
| EBITDAM % | 14.0% | 13.8% | 21bps |
| PAT | 885 | 878 | 0.7 |

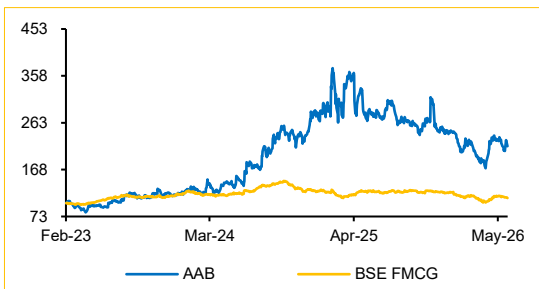
| INR Mn | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|------------------|--------------|--------------|---------------|--------------|----------------|
| Gross revenue | 2,416 | 2,485 | (2.8%) | 2,645 | (8.7%) |
| Excise duty | 31 | 60 | (48.2%) | 42 | (25.4%) |
| Net sales | 2,385 | 2,425 | (1.6%) | 2,604 | (8.4%) |
| COGS | 1,218 | 1,393 | (12.6%) | 1,413 | (13.8%) |
| Gross profit | 1,167 | 1,031 | 13.1% | 1,191 | (2.1%) |
| GrossM (%) | 48.9% | 42.5% | 638bps | 45.7% | 317bps |
| EBITDA | 403 | 355 | 13.6% | 415 | (2.9%) |
| EBITDAM (%) | 16.9% | 14.6% | 226bps | 15.9% | 95bps |
| Depreciation | 66 | 51 | 29.3% | 66 | (1.2%) |
| Finance costs | 27 | 14 | 88.5% | 10 | 155.8% |
| PBT | 324 | 298 | 8.8% | 356 | (9.0%) |
| Tax | 89 | 75 | 19.2% | 83 | 7.1% |
| PAT | 235 | 223 | 5.3% | 273 | (13.9%) |
| EPS (INR) | 11.7 | 11.1 | 5.3% | 13.6 | (13.9%) |

| Key Financials | | | | | |
|----------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 10,759 | 10,194 | 10,501 | 11,737 | 13,483 |
| YoY (%) | 41.6 | (5.3) | 3.0 | 11.8 | 14.9 |
| EBITDA | 1,281 | 1,429 | 1,617 | 1,866 | 2,171 |
| EBITDAM % | 11.9 | 14.0 | 15.4 | 15.9 | 16.1 |
| Adj PAT | 814 | 885 | 988 | 1,163 | 1,384 |
| EPS (INR) | 40.5 | 44.0 | 49.2 | 57.8 | 68.8 |
| ROE % | 17.3 | 14.6 | 13.3 | 13.7 | 14.3 |
| ROCE % | 19.2 | 17.1 | 16.6 | 17.3 | 18.1 |
| PE(x) | 34.4 | 18.6 | 16.6 | 14.1 | 11.9 |
| EV/EBITDA (x) | 22.6 | 11.9 | 10.1 | 8.8 | 7.5 |

Source: AAB, Choice Institutional Equities

| Shareholding Pattern % | Sep-25 | Dec-25 | Mar-26 |
|------------------------|--------|--------|--------|
| Promoters | 61.2 | 61.2 | 62.4 |
| FIs | 0.5 | 0.3 | 0.3 |
| DIs | 0.0 | 0.0 | 0.9 |
| Public | 38.3 | 38.5 | 36.4 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|---------|
| YTD | 3Y | 2Y | 1Y |
| BSE FMCG | 6.0% | (6.4%) | (9.3%) |
| AAB | 124.0% | 36.8% | (25.2%) |



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Key Conference Call Highlights

Strategic and Portfolio Initiatives

- AAB continues to prioritise premiumisation and scaling up of proprietary brands, targeting 25–30% growth in the IMFL proprietary business in the medium term
- The company commissioned a 6,000 KLPD malt facility, with malt maturation under way; the management plans to launch its own single malt whiskey within the next 18 months
- Premium brandy and tequila launches remain on track for H1FY27E
- Orange Central Province Vodka gained ~25% market share in Madhya Pradesh within six months of launch, highlighting improving traction in premium and flavoured categories
- The management reiterated its target of increasing proprietary IMFL contribution to ~50% of topline (ex.ethanol) in the next 3–5 years

Geographic Expansion and Capacity Enhancement Strategy

- AAB strengthened its presence across key markets including Madhya Pradesh, Kerala, Uttar Pradesh, Chhattisgarh and Maharashtra, while planning entry into Andhra Pradesh and Karnataka
- The company gained 1.5% market share in Kerala in FY26, reaching ~7.3% market share and becoming the third-largest private IMFL player in the state
- Acquisition of SDF Industries in Kerala for ~INR 308.5 Mn, along with planned modernisation capex of ~INR 100 Mn, is expected to improve bottling control, operational efficiency and regional scalability

Outlook

- The management guided for EBITDA margin of ~15%+ in FY27E, with higher marketing investments towards premium products, tequila and single malt launches
- AAB expects overall revenue growth of 10%+ in FY27E, while proprietary IMFL business is likely to remain the primary growth driver with targeted growth of 25–30%
- Ethanol business outlook remains dependent on improvement in industry utilisation and potential increase in blending targets, from 20% to 25%

[Click here to read Q4FY26 Result Update](#)

BUY
ABDL
Target Price: INR 690
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|--------|
| INR Bn | FY26A | CIE Est. | Dev.% |
| Revenue | 39.2 | 40.2 | (2.3) |
| EBITDA | 5.4 | 5.3 | 3.0 |
| EBITDAM % | 13.8 | 13.1 | 72.3 |
| PAT | 2.2 | 2.6 | (14.6) |

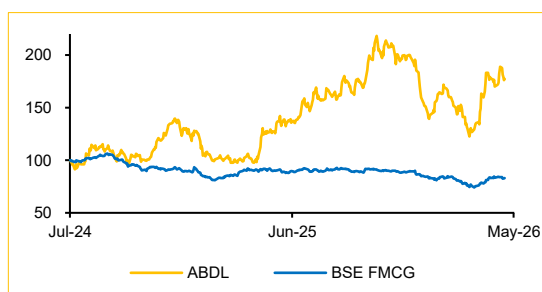
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|---------------|--------------|---------------|---------------|---------------|
| Volume (Mn Cases) | 9.3 | 8.5 | 9.4 | 9.0 | 3.3 |
| Gross Revenue | 19,088 | 19,347 | (1.3) | 19,336 | (1.3) |
| Excise Duty | 9,019 | 10,141 | (11.1) | 9,306 | (3.1) |
| Net Revenue | 10,069 | 9,206 | 9.4 | 10,030 | 0.4 |
| COGS | 5,219 | 5,214 | 0.1 | 5,389 | (3.2) |
| Gross Profit | 4,850 | 3,993 | 21.5 | 4,640 | 4.5 |
| Gross Margin (%) | 48.2 | 43.4 | 480 bps | 46.3 | 190 bps |
| EBITDA | 1,691 | 1,359 | 24.4 | 1,357 | 24.6 |
| EBITDA Margin (%) | 16.8 | 14.8 | 203 bps | 13.5 | 326 bps |
| Depreciation | 287 | 158 | 81.0 | 185 | 55.3 |
| Interest Cost | 512 | 284 | 80.0 | 262 | 95.5 |
| PBT | 1,026 | 1,059 | (3.2) | 891 | 15.1 |
| Tax | 649 | 273 | 137.8 | 254 | 156.1 |
| PAT | 376 | 786 | (52.1) | 637 | (41.0) |
| EPS (INR) | 1.3 | 2.8 | (52.1) | 2.3 | (41.0) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 35.2 | 39.2 | 45.5 | 53.0 | 63.3 |
| YoY (%) | 5.8 | 11.4 | 16.0 | 16.5 | 19.4 |
| EBITDA | 4.3 | 5.4 | 6.5 | 8.6 | 11.1 |
| EBITDAM % | 12.2 | 13.8 | 14.3 | 16.2 | 17.6 |
| Adj PAT | 1.9 | 2.2 | 3.1 | 4.6 | 6.5 |
| EPS (INR) | 7.0 | 7.9 | 11.1 | 16.5 | 23.1 |
| ROE % | 19.8 | 13.6 | 16.9 | 20.7 | 23.2 |
| ROCE % | 19.9 | 17.4 | 18.4 | 22.4 | 26.0 |
| PE(x) | 44.0 | 70.1 | 49.5 | 33.4 | 23.9 |

Source: ABDL, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 80.9 | 80.9 | 80.9 |
| FIIs | 2.9 | 3.4 | 3.2 |
| DIIs | 4.6 | 4.6 | 4.8 |
| Public | 11.6 | 11.1 | 11.1 |

| Relative Performance (%) | | | |
|--------------------------|----|----|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE FMCG | NA | NA | (9.0) |
| ABDL | NA | NA | 35.9 |


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Key Conference Call Highlights
Quarterly performance

- In FY26, consolidated EBITDA margin expanded by 158 bps to 13.8%, with record EBITDA of INR 5,418 Mn. Q4FY26 consolidated EBITDA margin expanded by 203 bps YoY to 16.8%
- The management expects FY27E EBITDA margin to remain at FY26 level, with some pressure in Q1/early Q2 from geopolitical factor, followed by support from UK FTA, Telangana price increases and capex benefits

Portfolio and segment updates

- Officer's Choice maintains over 40% market share in its segment, with strength in Telangana, Madhya Pradesh, Andhra Pradesh and Rajasthan
- Sterling Reserve B7 has shown low single-digit growth after increased marketing activity helped arrest earlier decline
- ABD Maestro now has a differentiated super-premium and luxury portfolio across Whisky, Gin, Vodka and Rum
- ABD Maestro is targeting an annual revenue exceeding INR 1,000 Mn, supported by a structured three-year scale-up
- The company sees an opportunity in the Andhra Pradesh Mass Premium Brandy segment, which is a 12-Mn case market where ABDL previously had limited presence

Major strategic and financial developments

- The malt distillery project in Telangana is expected to be operational in H1FY27
- Phase 1 backward integration initiatives are expected to add around 300 bps to EBITDA margin by FY28E and Phase 2 projects are expected to add another 100 bps to EBITDA margin by FY29E
- Inventory days increased due to proactive Scotch buying and high net inventory value products from ABD Maestro because of rupee depreciation against the pound

Outlook

- Consolidated top-line growth is expected to be in the mid to high teens, driven by investment in ICONiQ
- The management expects the Prestige & Above segment to grow in high teens by FY28E
- In the next three years, the company aims for high-teens revenue growth, with P&A crossing 50% of total volume and 70–75% of total value
- EBITDA margin guidance for FY28E has been raised to 18% as compared with the earlier 17%, which will increase to over 20% in the next three years
- Margin headwinds include possible rising inflation, geopolitical uncertainty, incremental ESOP charges of around INR 50–60 Mn per quarter and continued brand investment
- The management projects geopolitical developments and war-related disruption to affect input cost and selected export markets

[Click here to read Q4FY26 Result Update](#)

RDCK

Target Price: INR 3,950

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 15,037 | 15,437 | (2.6) |
| EBITDA | 2,845 | 2,223 | 28.0 |
| EBITDAM % | 18.9 | 14.4 | 314bps |
| PAT | 1,795 | 1,438 | 24.8 |

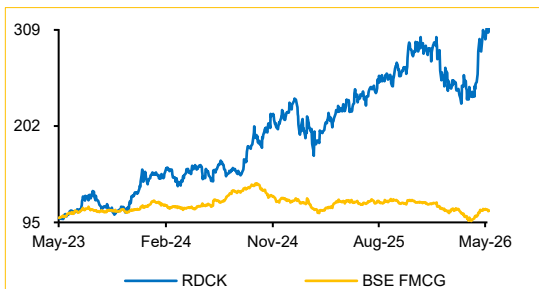
| RDCK (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|--------------------|---------------|---------------|----------------|---------------|----------------|
| Gross Revenue | 51,823 | 44,854 | 15.5 | 54,238 | (4.5) |
| Excise Duty | 36,786 | 31,813 | 15.6 | 38,771 | (5.1) |
| Net Revenue | 15,037 | 13,041 | 15.3 | 15,467 | (2.8) |
| COGS | 7,819 | 7,371 | 6.1 | 8,274 | (5.5) |
| Gross Profit | 7,218 | 5,669 | 27.3 | 7,194 | 0.3 |
| GrossM (%) | 48.0 | 43 | 453 bps | 46.5 | 150 bps |
| EBITDA | 2,845 | 1,775 | 60.3 | 2,672 | 6.5 |
| EBITDAM (%) | 18.9 | 13.6 | 531 bps | 17.3 | 165 bps |
| Depreciation | 422 | 360 | 17.3 | 372 | 13.5 |
| Finance Costs | 154 | 215 | (28.4) | 164 | (6.2) |
| PBT | 2,370 | 1,229 | 92.9 | 2,064 | 14.8 |
| Tax | 576 | 308 | 86.9 | 515 | 11.7 |
| PAT | 1,795 | 921 | 94.9 | 1,549 | 15.9 |
| EPS (INR) | 13.4 | 6.9 | 94.9 | 11.6 | 15.9 |

| Key Financials | | | | | |
|----------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 48,512 | 60,504 | 69,687 | 80,679 | 93,853 |
| YoY (%) | 17.8 | 24.7 | 15.2 | 15.8 | 16.3 |
| EBITDA | 6,736 | 10,215 | 12,059 | 14,359 | 16,850 |
| EBITDAM % | 13.9 | 16.9 | 17.3 | 17.8 | 18.0 |
| Adj. PAT | 3,432 | 6,044 | 7,832 | 9,515 | 11,319 |
| EPS (INR) | 25.6 | 45.1 | 58.5 | 71.1 | 84.5 |
| ROE % | 13.2 | 19.9 | 21.6 | 22.1 | 22.4 |
| ROCE % | 16.3 | 24.1 | 26.4 | 28.1 | 28.8 |
| PE(x) | 94.7 | 77.2 | 59.6 | 49.1 | 41.2 |
| EV/EBITDA (x) | 49.1 | 46.0 | 38.8 | 32.5 | 27.7 |

Source: RDCK, Choice Institutional Equities

| Shareholding Pattern % | Sep-25 | Dec-25 | Mar-26 |
|------------------------|--------|--------|--------|
| Promoters | 40.2 | 40.2 | 40.2 |
| FIIIs | 18.0 | 19.8 | 17.6 |
| DIIIs | 25.5 | 24.0 | 27.4 |
| Public | 16.3 | 16.0 | 14.8 |

| Relative Performance (%) | | | |
|--------------------------|--------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE FMCG | 9.9% | -3.1% | -7.6% |
| RDCK | 198.4% | 90.5% | 31.8% |



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Key Conference Call Highlights

Financial Performance

- FY26 marked a step-change in scale, with **net revenue exceeding INR 60 Bn and EBITDA crossing INR 10 Bn for the first time**, reflecting the benefits of premiumization and operating leverage
- On the margin front, **Q4 EBITDA margin reached a record 18.9% (+531 bps YoY)**, supported by a **453-bps expansion in gross margin (to 48.0%)**, driven by a favourable product mix and benign input cost
- Importantly, these gains translated into **operating leverage**, as previous investments in the premium portfolio began to scale up, leading to improved return ratios and profitability

Operational Highlights: P&A and Luxury Momentum

- Growth remained premium-led, with the P&A segment delivering 28% volume growth in Q4 and now accounting for nearly half of own-brand volumes
- In parallel, **the Luxury portfolio scaled up to INR 4.7 Bn in FY26**, supported by strong brand traction: **Royal Ranthambore (>50% growth) and Magic Moments (21% volume growth to 8.6 Mn cases)** reinforcing category leadership
- From a brand-building perspective, **digital reach expanded significantly (900 Mn impressions)**, supporting premium traction without margin dilution

Strategic Initiatives & Future Growth Levers

- Looking ahead, RDCK is deepening its premium playbook, with a focus on category expansion and brand-led growth
- The planned Tequila launch in FY27E, alongside continued innovation in the Magic Moments portfolio, is aimed at capturing the white spirits opportunity
- Simultaneously, the company is **scaling up its on-trade strategy, with 2,000+ brand advocacy sessions planned to enhance premium visibility** and consumer engagement
- From a capital allocation standpoint, management reiterated a “build over buy” approach, prioritising organic expansion
- This is supported by a **strengthening balance sheet, with INR 3.3 Bn net debt reduction**, keeping the company on track to become net debt-free in FY27E

Outlook & Guidance

- For FY27E, management remains confident of sustaining momentum, guiding for **~20% P&A volume growth and ~25% growth in the Luxury portfolio**
- Despite potential external risks (including West Asia-led supply chain volatility), the company expects to deliver **120–125 bps EBITDA margin expansion**, supported by premiumization and operating leverage
- Further, the introduction of a **minimum 20% dividend payout policy** reflects confidence in **cashflow generation and capital discipline**

[Click here to read Q4FY26 Result Update](#)

TLNGR

Target Price: INR 520
Sector View: Positive

Q4FY26 Conference Call Audio

| Change in Estimates | | | | | | |
|---------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 43.5 | 52.1 | (16.4) | 50.8 | 56.4 | (10.0) |
| EBITDA | 6.9 | 6.3 | 8.5 | 8.3 | 7.6 | 8.8 |
| EBITDAM% | 15.8 | 12.2 | 362 bps | 16.4 | 13.6 | 282 bps |
| PAT | 1.8 | 2.7 | (33.6) | 3.5 | 4.1 | (14.4) |

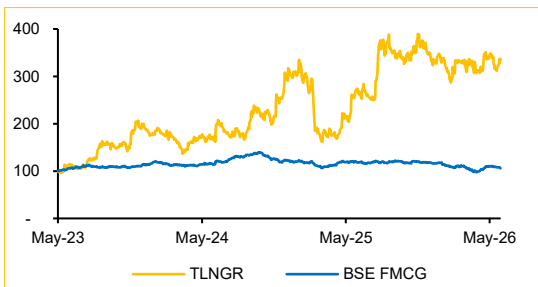
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|---------|-----------|
| Volume (Mn Cases) | 8.0 | 3.4 | 135.4% | 5.0 | 60.6% |
| Gross Revenue | 20,901 | 8,590 | 143.3% | 14,119 | 48.0% |
| Excise Duty | 11,406 | 4,754 | 139.9% | 7,893 | 44.5% |
| Net Revenue | 9,495 | 3,836 | 147.5% | 6,226 | 52.5% |
| COGS | 5,158 | 2,079 | 148.1% | 3,362 | 53.4% |
| Gross Profit | 4,337 | 1,757 | 146.8% | 2,864 | 51.4% |
| Gross Margin (%) | 45.7% | 45.8% | (13)bps | 46.0% | (32)bps |
| EBITDA | 1,546 | 784 | 97.1% | 1,100 | 40.5% |
| EBITDA Margin (%) | 16.3% | 20.4% | (416) bps | 17.7% | (138) bps |
| Depreciation | 455 | 73 | 527.0% | 196 | 132.7% |
| Interest Cost | 689 | 23 | 392 | | |
| PBT | (154) | 773 | (119.9)% | (1,056) | (85.4)% |
| Tax | 0 | (1) | 0 | | |
| Reported PAT | (149) | 774 | (119.3)% | (1,054) | (85.9)% |
| Adj. PAT | 476 | 774 | (38.4)% | 640 | (25.6)% |
| EPS (INR) | 1.9 | 3.1 | (38.4)% | 2.6 | (25.6)% |

| Key Financials | | | | | |
|----------------|--------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Net Revenue | 13.8 | 23.5 | 43.5 | 50.8 | 56.5 |
| YoY (%) | (1.0)% | 69.9% | 85.5% | 16.7% | 11.2% |
| EBITDA | 2.5 | 4.2 | 6.9 | 8.3 | 9.7 |
| EBITDAM % | 18.5% | 17.9% | 15.8% | 16.4% | 17.1% |
| Adj PAT | 2.3 | 2.5 | 2.9 | 3.5 | 4.8 |
| EPS (INR) | 9.0 | 0.8 | 7.1 | 13.9 | 19.0 |
| ROE % | 29.9% | 1.1% | 5.7% | 10.1% | 12.6% |
| ROCE % | 26.4% | 10.9% | 10.4% | 12.8% | 15.1% |
| PE(x) | 26.4 | 530.9 | 61.4 | 31.3 | 22.9 |

Source: TLNGR, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 37.2 | 31.7 | 31.7 |
| FIs | 19.5 | 18.4 | 16.9 |
| DIs | 3.8 | 4.9 | 5.9 |
| Public | 39.5 | 45.0 | 45.5 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE FMCG | 0.3 | (7.6) | (10.5) |
| TLNGR | 199.0 | 103.2 | 25.3 |



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Key Conference Call Highlights

Imperial Blue Acquisition

- Q4FY26 marked the first full quarter of Imperial Blue operations under TLNGR ownership, with IB volumes reaching 4.6 Mn cases in this quarter
- ~75% of the IB business has exited the TSMA framework, with only three states remaining to transition by FY27-end

Volume Performance

- Combined volumes increased 134.7% YoY to 8.0 Mn cases in Q4FY26, supported by the first full quarter of IB consolidation
- Excluding IB, the legacy business delivered broadly stable performance; the management indicated ~5% secondary volume growth despite a high base in AP in Q4FY25
- IB (ex-Maha) recorded 9% YoY volume growth in this quarter

Margin and Synergies

- The management reiterated its medium-term EBITDA margin target of 16–18% for the combined business over the next 24–36 months
- Margin expansion is expected to be driven by packaging optimisation, bottling and supply-chain efficiency, lower TSMA cost and operating leverage from the larger scale business
- Benefits from a potential Telangana price hike and the India-UK FTA could provide incremental upside to profitability

Capacity Expansion and Operations

- Received approval to commence operations at the expanded Prag Distillery facility in Andhra Pradesh, increasing bottling capacity six-fold, from 0.6 Mn to 3.6 Mn cases annually
- The project is expected to generate annual bottling cost savings of ~INR 100 Mn while improving supply security in a key growth market
- TSMA-related expenses declined, from ~INR 220 Mn in Q3FY26 to ~INR 140 Mn per month in Q4FY26 and are likely to reduce further as additional states transition

Outlook

- The management maintained its guidance of high single-digit to low double-digit volume growth for FY27E, with double digit growth forecast in FY28E
- Revenue growth is anticipated to outpace volume growth through mix improvement and premiumisation initiatives by FY28E
- Net debt is projected to decline to ~INR 17 Bn by FY27-end, with the long-term target of reducing Net Debt/EBITDA below 1x by FY29E

[Click here to read Q4FY26 Result Update](#)

UNITDSPR

REDUCE

Target Price: INR 1,230

Sector View: Positive

UNITED SPIRITS

A DIAGEO Group Company

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|-------------|
| INR Bn | FY26A | CIE Est. | Dev.% |
| Revenue | 124.7 | 133.8 | (6.8) |
| EBITDA | 22.9 | 26.4 | (13.4) |
| EBITDAM % | 18.3 | 19.7 | (139.3) bps |
| PAT | 18.4 | 18.5 | (0.9) |

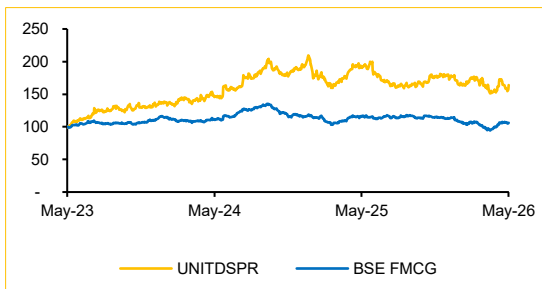
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Volume (Mn Cases) | 15.7 | 16.7 | (5.6) | 17.6 | (10.4) |
| Gross Revenue | 68,550 | 65,490 | 4.7 | 79,390 | (13.7) |
| Excise Duty | 38,010 | 36,030 | 5.5 | 42,480 | (10.5) |
| Net Revenue | 30,540 | 29,460 | 3.7 | 36,910 | (17.3) |
| COGS | 16,070 | 16,360 | (1.8) | 19,600 | (18.0) |
| Gross Profit | 14,470 | 13,100 | 10.5 | 17,310 | (16.4) |
| Gross Margin (%) | 47.4% | 44.5% | 291 bps | 46.9% | 48 bps |
| EBITDA | 5,930 | 5,100 | 16.3 | 6,140 | (3.4) |
| EBITDA Margin (%) | 19.4% | 17.3% | 211 bps | 16.6% | 278 bps |
| Depreciation | 760 | 700 | 8.6 | 800 | (5.0) |
| Interest Cost | 690 | 220 | 213.6 | 190 | 263.2 |
| PBT | 7,030 | 5,900 | 19.2 | 5,500 | 27.8 |
| Tax | 1,350 | 1,320 | 2.3 | 1,250 | 8.0 |
| PAT | 5,680 | 4,580 | 24.0 | 4,250 | 33.6 |
| EPS (INR) | 7.8 | 6.3 | 24.0 | 5.8 | 33.6 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Net Revenue | 115.7 | 124.7 | 135.8 | 151.2 | 169.1 |
| YoY (%) | 2.2 | 7.7 | 8.9 | 11.4 | 11.8 |
| EBITDA | 20.6 | 22.9 | 26.2 | 31.3 | 35.8 |
| EBITDAM % | 17.8 | 18.3 | 19.3 | 20.7 | 21.2 |
| Adj PAT | 14.5 | 17.1 | 19.3 | 22.5 | 26.2 |
| EPS | 19.9 | 23.5 | 26.6 | 31.0 | 36.0 |
| ROE % | 19.0 | 20.0 | 18.1 | 17.4 | 18.7 |
| ROCE % | 23.4 | 23.4 | 20.8 | 21.3 | 22.9 |
| PE(x) | 70.6 | 53.1 | 47.0 | 40.3 | 34.7 |

Source: UNITDSPR, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 56.7 | 56.7 | 56.7 |
| FIIs | 14.4 | 14.1 | 14.4 |
| DIIIs | 14.9 | 15.4 | 15.4 |
| Public | 14.0 | 13.8 | 13.5 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE FMCG | 5.9 | (4.2) | (9.0) |
| UNITDSPR | 63.8 | 12.4 | (14.2) |



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Key Conference Call Highlights

Portfolio Updates:

- P&A and Popular segments grew by 8.6% / -0.3%, respectively. However, excluding Maharashtra and Andhra Pradesh, growth was robust at 11.3% and 10.0%, respectively
- “Royal Challenge” continued to gain share in mid-prestige and new prestige segments, led by strong growth in 180 ml pocket packs
- “Signature” continued to perform competitively in upper prestige and entered the INR 10,000 Mn+ net revenue club
- “Black & White” is now the largest scotch brand in India by volume
- “Smirnoff” crossed 1 Mn cases in FY26. It reached around INR 3,500 Mn net revenue
- “Don Julio” crossed INR 1,000 Mn topline, becoming the fastest brand in the portfolio to reach this level. It has captured around one-third of the tequila market and continues to gain share
- For Johnnie Walker, India is now the number 3 market globally by volume and number 4
- “McDowell’s No.1” renovation rollout has started from Uttar Pradesh and will be expanded pan-India by end of August 2026
- New McDowell’s bundle includes revised liquid, upgraded packaging and new 180ml PET format

Key Markets:

- Rest of India, excluding Andhra Pradesh and Maharashtra, accounts for around 75–80% of revenues
- Andhra Pradesh and Maharashtra together reduced growth by around 120 bps in FY26
- Maharashtra has largely stabilised, though base impact may continue for the next two quarters
- Karnataka will support premiumisation after the state reduced excise tiers. Popular segment pricing is projected to increase by around 17–18%

Outlook:

- Management expects strong double-digit growth for the P&A portfolio in FY27
- Input cost pressure is mainly from packaging material. Packaging material cost inflation of 4–5% above the normal run rate in Q1FY27E, with a gross margin impact of 125–150 bps
- Inflation is expected to be offset over time through pricing and productivity gains. Pricing actions may support recovery across Karnataka, Rajasthan, Telangana and Madhya Pradesh
- A&P is now projected to be higher around 10.5%, rather than the earlier 9–10%
- Implementation of India-UK FTA remains under discussion; Scotch accessibility and premiumisation opportunity to improve once the treaty is implemented

[Click here to read Q4FY26 Result Update](#)

CHALET

BUY
Target Price: INR 920
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|--------|----------|----------|
| INR Mn | FY26A | CIE Est. | Dev.% |
| Revenue | 27,698 | 28,713 | (3.5) |
| EBITDA | 11,874 | 12,476 | (4.8) |
| EBITDAM % | 42.9% | 43.4% | (58) bps |
| PAT | 6,450 | 6,203 | 4.0 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| # Keys | 3,389 | 3,314 | 2.3% | 3,389 | 0.0% |
| ARR (INR) | 15,456 | 14,345 | 7.7% | 14,970 | 3.2% |
| YoY Growth (%) | 8% | 21% | | 16% | |
| Occ. (%) | 68% | 76% | | 68% | |
| RevPAR (INR) | 10,544 | 10,909 | (3.3)% | 10,162 | 3.8% |
| YoY Growth (%) | -3% | 21% | | 12% | |
| Revenue | 5,582 | 5,217 | 7.0% | 5,817 | (4.0)% |
| Total Op. Exp. | 2,924 | 2,805 | 4.2% | 3,166 | (7.6)% |
| EBITDA | 2,658 | 2,412 | 10.2% | 2,651 | 0.3% |
| EBITDAM % | 48% | 46% | 139 bps | 46% | 204 bps |
| PAT | 1,630 | 1,236 | 31.9% | 1,241 | 31.4% |
| PAT Margin % | 29% | 24% | 552 bps | 21% | 787 bps |
| EPS (INR) | 7.4 | 5.6 | 31.9% | 5.7 | 31.4% |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-------------------|-------|-------|-------|--------|-------|
| Revenue | 17.2 | 27.7 | 29.4 | 28.1 | 35.0 |
| YoY (%) | 21.2% | 61.2% | 6.3% | (4.4)% | 24.5% |
| Adj. EBITDA | 7.4 | 11.9 | 12.9 | 13.1 | 16.5 |
| Adj. EBITDAM % | 42.8% | 42.9% | 43.7% | 46.7% | 47.2% |
| Net Income | 1.4 | 6.5 | 6.6 | 6.6 | 9.2 |
| EPS (INR) | 6.5 | 29.5 | 30.1 | 30.3 | 42.1 |
| ROE % | 5.8% | 19.1% | 16.4% | 14.2% | 17.0% |
| ROCE % | 9.3% | 14.4% | 15.1% | 14.2% | 17.2% |
| EV/Adj.EBITDA (x) | 28.1 | 14.9 | 15.4 | 15.1 | 12.0 |

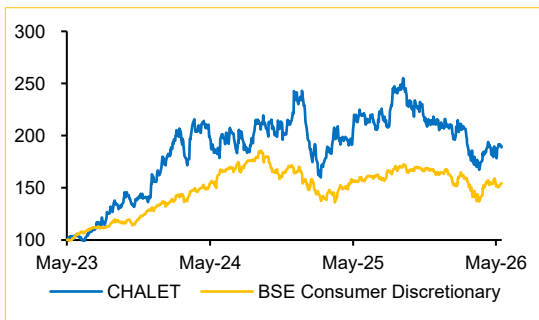
Source: CHALET, Choice Institutional Equities

Shareholding Pattern (%)

| | Sep-25 | Dec-25 | Mar-26 |
|-----------|--------|--------|--------|
| Promoters | 67.3 | 67.3 | 67.3 |
| FIIIs | 5.7 | 5.0 | 4.7 |
| DIIIs | 23.4 | 24.0 | 24.6 |
| Public | 3.5 | 3.6 | 3.4 |

Relative Performance (%)

| YTD | 1Y | 2Y | 3Y |
|-----------------|--------|-------|------|
| BSE Cons. Disc. | (2.5) | (1.5) | 52.5 |
| CHALET | (18.1) | (4.5) | 80.2 |


Key Conference Call Highlights
Demand & Outlook:

- Domestic hospitality demand remained resilient despite geopolitical disruptions and aviation-related challenge, supported by weddings, MICE activity and rising discretionary spending
- February was strong across the portfolio, while March saw a sharp disruption due to West Asia tension, leading to cancellations and loss of ~9,000 FTA room nights
- The management indicated April was stronger than expected and May trends remained strong, while expecting recovery in H2FY27E

Industry & Positioning:

- The management highlighted that hotel supply continues to lag demand despite increased signings across brands
- Mumbai underperformed during Q4FY26, with ADR growth of 0–2% and occupancy decline of 0–2%, versus India ADR growth of 6–8%

Growth Drivers:

- The management reiterated focus on scaling up the leisure portfolio, targeting ~20% revenue contribution from leisure over time
- Pipeline of ~1,655 keys across seven assets, taking the total portfolio to over 5,000 keys in the next 4–5 years
- Udaipur acquisition completed for INR 1.71 Bn for a 144-key resort, with plans for refurbishment and potential expansion
- Hyderabad project announced under the Ritz-Carlton brand with 330 keys; marking CHALET's first ultra-luxury hotel. The hotel will operate on a warm-shell lease model, capex for fit outs estimates at ~INR 5.6 Bn

Operations & Trends:

- The management highlighted a strong growth potential from stabilisation of newer assets, including Bengaluru expansion, Athiva Khandala and Athiva Vashi
- The management noted no material decline in domestic corporate demand despite weakness in FTAs, with group and MICE business helping offset some of the disruption

Commercial Real Estate & Residential:

- Monthly rental run-rate reached ~INR 280 Mn in March 2026 and is expected to increase to ~INR 300 Mn in FY27E
- Cignus 2 at Powai remains on track for completion around end-FY27/early FY28 and is anticipated to materially increase annuity cash flows
- Residential business recognised revenue of INR 7.38 Bn in FY26, with Phase 2 handovers expected in FY27
- Commercial space within the residential project remains under development and will be leased out after completion

Financials & Balance Sheet:

- CHALET plans to invest ~INR 30 Bn across hospitality and commercial real estate projects over FY27–FY29E

[Click here to read Q4FY26 Result Update](#)
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JUNIPER

Target Price: INR 240

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|-----------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 3.0 | 3.1 | (3.5%) |
| EBITDA | 1.3 | 1.4 | (6.8%) |
| EBITDAM % | 44.0% | 45.6% | (157 bps) |
| PAT | 0.5 | 0.8 | (37.6%) |

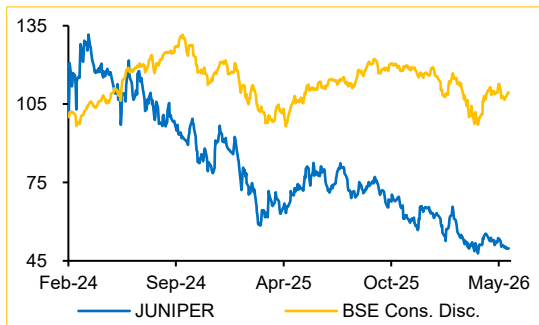
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Keys (#) | 1,895 | 1,895 | - | 1,895 | - |
| ARR (INR) | 13,457 | 12,470 | 7.9% | 12,818 | 5.0% |
| Occupancy (%) | 81% | 81% | (29 bps) | 78% | 291 bps |
| RevPAR (INR) | 10,863 | 10,063 | 7.9% | 9,972 | 8.9% |
| Revenue | 3,015 | 2,776 | 8.6% | 2,951 | 2.2% |
| Total Op. Exp. | 1,688 | 1,608 | 5.0% | 1,676 | 0.7% |
| EBITDA | 1,327 | 1,167 | 13.7% | 1,275 | 4.1% |
| EBITDAM % | 44.0% | 42.1% | 195 bps | 43.2% | 80 bps |
| PAT | 504 | 550 | (8.3%) | 654 | (23.0%) |
| PAT Margin % | 16.7% | 19.8% | (309 bps) | 22.2% | (546 bps) |
| EPS (INR) | 2.3 | 2.5 | (8.3%) | 2.9 | (23.0%) |

| Key Financials | | | | | |
|--------------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 9.4 | 10.5 | 11.8 | 13.6 | 16.4 |
| YoY (%) | 15.5% | 11.0% | 12.5% | 15.1% | 20.8% |
| Adj. EBITDA | 3.2 | 4.1 | 4.7 | 5.5 | 6.8 |
| Adj. EBITDAM % | 33.8% | 38.7% | 40.1% | 40.6% | 41.4% |
| PAT | 0.7 | 1.4 | 2.7 | 2.8 | 3.4 |
| EPS (INR) | 3.2 | 6.4 | 12.1 | 12.5 | 15.4 |
| ROE % | 2.6% | 5.1% | 9.0% | 8.5% | 9.5% |
| ROCE % | 6.2% | 8.4% | 9.9% | 10.5% | 11.8% |
| EV/Adj. EBITDA (x) | 19.9 | 12.8 | 11.0 | 9.4 | 7.6 |

Source: JUNIPER, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 77.5 | 77.5 | 77.5 |
| FIIs | 7.3 | 5.0 | 4.5 |
| DIIIs | 10.8 | 12.5 | 12.5 |
| Public | 4.4 | 4.9 | 5.5 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|------|
| YTD | 1Y | 2Y | 3Y |
| BSE Cons. Disc. | (2.3) | (1.7) | 52.6 |
| JUNIPER | (31.8) | (54.9) | NA |


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Key Conference Call Highlights
Asset Updates & Pipeline

- The "Yashobhoomi" expansion:** JUNIPER was awarded a 2.5-acre land parcel in Dwarka, Delhi, to develop a 500-key luxury "big box" asset. Management highlighted extremely favourable terms with minimal upfront investment of INR 97.5 Mn (payable over 4 years) and no lease payments during the 5-year construction period
- Westin Bengaluru Opening:** Phase 1 (238 keys) is slated to open in Q2 FY27E under the Westin brand. Phase 2 (266 keys) will start development in H2FY27E, creating a 504-key luxury hub. Management expects Phase 1 to contribute INR 300 Mn in revenue in its first year, reaching INR 1.2 Bn upon stabilisation with 40%+ EBITDA margin
- Northeast Expansion:** Construction work is on track for the 315-key Guwahati project and the 106-key Kaziranga luxury resort to capture experiential and commercial demand
- Grand Hyatt Mumbai (GHM) Value Unlocking:** Revenue from the "Grand Showroom" reached INR 280 Mn in FY26, with 25–30% further upside expected. JUNIPER plans to develop a commercial asset spread over 80,000 sq. feet on its owned adjacent land parcel by late CY26E.

Balance Sheet & Capital Allocation

- De-risking Strategy:** The company fully repaid INR 2.7 Bn of ECB debt to mitigate USD-INR volatility risk
- Capex Guidance:** JUNIPER plans a total capex of INR 18 Bn through FY30E.
- Leverage:** Peak debt is forecast for FY28E, Net Debt / EBITDA is expected to remain below 2.5x

Market Outlook & Risk Factors

- Demand Dynamics:** April saw some "softness" due to geopolitical tension, May occupancy is better than the corresponding month last year. Management expects luxury demand CAGR of 10%+ in the next 3–4 years to outpace supply additions in key metros

[Click here to read Q4FY26 Result Update](#)

SAMHI

Target Price: INR 200

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|-----------|
| INR Mn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 3,449 | 3,711 | (7.1) |
| EBITDA | 1,116 | 1,479 | (24.6) |
| EBITDAM % | 32.4 | 39.9 | (751 bps) |
| PAT | 3,994 | 543 | 636.1 |

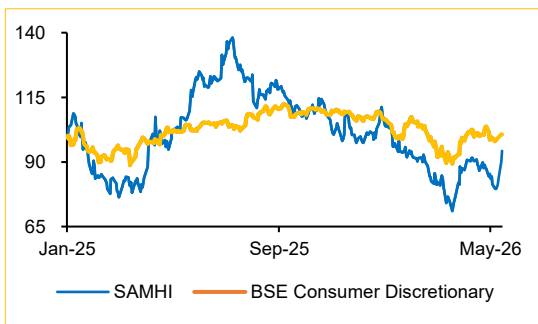
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| # Keys** | 5,914 | 4,823 | 22.6% | 4,862 | 21.6% |
| RevPAR (INR) | 6,041 | 5,958 | 1.4% | 5,643 | 7.1% |
| Growth YoY (%) | 1.4% | 23.4% | | 10.9% | |
| Revenue | 3,449 | 3,188 | 8.2% | 3,377 | 2.1% |
| Total Op. Exp. | 2,333 | 1,955 | 19.3% | 2,156 | 8.2% |
| EBITDA | 1,116 | 1,233 | (9.5%) | 1,221 | (8.6%) |
| EBITDAM (%) | 32.4% | 38.7% | (631 bps) | 36.2% | (379 bps) |
| APAT | 82 | 685 | (88.0%) | 407 | (79.8%) |
| APAT Margin (%) | 2.4% | 21.5% | NM | 12.1% | (967 bps) |

| Key Financials | | | | | |
|------------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 11,300 | 12,478 | 13,949 | 16,116 | 18,050 |
| YoY (%) | 18.0% | 10.4% | 11.8% | 15.5% | 12.0% |
| Adj. EBITDA | 4,036 | 4,290 | 5,154 | 6,131 | 7,087 |
| Adj. EBITDAM % | 35.7% | 34.4% | 36.9% | 38.0% | 39.3% |
| Adj PAT | 979 | 745 | 1,851 | 2,664 | 3,055 |
| EPS (INR) | 3.5 | 3.4 | 8.4 | 12.0 | 13.8 |
| ROE % | 7.8% | 33.4% | 8.8% | 11.2% | 12.0% |
| ROCE % | 9.4% | 8.7% | 9.3% | 11.0% | 12.2% |
| EV / Adj. EBITDA | 12.8 | 12.3 | 10.2 | 8.6 | 7.4 |

Source: SAMHI, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Flls | 45.9 | 44.1 | 44.3 |
| Dlls | 16.5 | 18.1 | 16.4 |
| Public | 37.7 | 37.8 | 39.3 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|------|
| YTD | 1Y | 2Y | 3Y |
| BSE Cons. Disc. | (4.2) | (1.8) | 52.4 |
| SAMHI | (24.4) | (27.8) | NA |



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Key Conference Call Highlights

Operational Performance

- FY26 same-store RevPAR grew 9.5% YoY to INR 5,365, while Q4 RevPAR rose 13% YoY to INR 5,643
- Q4 ARR increased 15.9% YoY, while occupancy moderated slightly to 73% due to temporary travel disruption
- 'Sold-out' days (90%+ occupancy) accounted for ~30% of operating days in the past nine months, reflecting sustained demand strength

Strategic Initiatives & Growth Pipeline

- SAMHI continues to premiumise its portfolio, targeting rise in Upscale/Upper-Upscale contribution from ~43% at present to ~60% in the medium term
- Operational inventory stands at 5,914 rooms, with ~1,700 rooms under development/rebranding

Key Growth Projects Include

- W Hyderabad (170 rooms): Under going fit-out; expected to materially enhance ADR profile
- Navi Mumbai (~700 rooms): Construction underway; targeted stabilisation EBITDA of ~INR 1.45 Bn
- Noida Sector 51 (162 rooms): Upscale lease signed with Ingka Centres
- Acquired 70% stake in 'RARE India' to strengthen Marriott-linked experiential leisure offering
- The management reiterated its 'build over buy' strategy, focusing on organic expansion and high-return assets

Balance Sheet & Capital Allocation

- Net debt/EBITDA improved sharply from 5.3x post IPO, in September 2023, to ~3.0x; medium-term target remains ~2.5x
- Effective borrowing cost reduced to 7.9% through refinancing and deleveraging initiatives
- GIC invested INR 7.5 Bn for a 35% stake in SAMHI's ~1,000-room platform, supporting growth while de-risking the balance sheet
- Sale of four non-core hotels generated ~INR 2.1 Bn (~20x EV/EBITDA), aiding deleveraging and funding growth capex
- The management highlighted that strong FCF generation and GIC proceeds are expected adequately fund the ongoing capex pipeline

Macro Headwinds & One-Off Impact

- FY26 revenue was negatively impacted by ~INR 440–520 Mn due to multiple one-off disruptions, including the India–Pakistan conflict, severe monsoons, airline disruption and the Middle East conflict
- The management acknowledged continued geopolitical and travel-related risks but indicated that structural premiumisation and ADR growth is likely to mitigate long-term profitability impact.

Outlook & Guidance

- Management reiterated its long-term ambition of achieving INR 30 Bn revenue by FY30E, supported by premiumisation, pipeline addition and operating leverage
- FY27E outlook remains constructive, with expectation of double-digit same-store revenue growth, continued ADR expansion and improving cash conversion
- Upcoming openings such as W Hyderabad and Navi Mumbai, are expected to be key medium-term growth catalysts and materially improve portfolio quality
- While the management remains focussed on deleveraging and reinvestment, it indicated that sustained free cashflow generation could eventually create optionality for shareholder returns in the medium term

[Click here to read Q4FY26 Result Update](#)

THELEELA

Target Price: INR 490

Sector View: Positive



Q4FY26 Conference Call Transcript

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|----------|-------|-------|----------|-------|-------|----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 18.4 | 18.9 | (2.7) | 21.0 | 22.2 | (5.3) |
| EBITDA | 8.9 | 9.0 | (1.6) | 10.2 | 10.6 | (3.9) |
| EBITDAM% | 48.1% | 47.6% | 51 bps | 48.5% | 47.8% | 70 bps |
| PAT | 4.7 | 4.9 | (3.1) | 6.2 | 6.5 | (3.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| # Own Keys | 1,832 | 1,224 | 49.7% | 1,761 | 4.0% |
| Own ARR (INR) | 32,059 | 27,918 | 14.8% | 30,337 | 5.7% |
| YoY Growth (%) | 14.8% | 15.7% | | 17.5% | |
| Own Occ. (%) | 72.0% | 77.6% | | 71.0% | |
| Own RevPAR (INR) | 23,028 | 21,678 | 6.2% | 21,551 | 6.9% |
| YoY Growth (%) | 6.2% | 15.3% | | 20.3% | |
| Revenue | 4,844 | 4,247 | 14.1% | 4,574 | 5.9% |
| Total Op. Exp. | 2,188 | 1,982 | 10.4% | 2,196 | (0.4%) |
| EBITDA | 2,657 | 2,265 | 17.3% | 2,378 | 11.7% |
| EBITDAM (%) | 54.8% | 53.3% | 150bps | 52.0% | 285bps |
| PAT | 1,717 | 1,174 | 46.3% | 1,479 | 16.1% |
| PAT Margin (%) | 35.4% | 27.6% | 780bps | 32.3% | 312bps |
| EPS (INR) | 5.1 | 3.5 | 46.3% | 4.4 | 16.1% |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-------------------|-------|-------|-------|-------|-------|
| Revenue | 13.3 | 15.3 | 18.4 | 21.0 | 24.6 |
| YoY (%) | 13.7% | 14.7% | 20.6% | 13.9% | 17.1% |
| Adj. EBITDA | 6.3 | 7.4 | 8.9 | 10.2 | 12.1 |
| Adj. EBITDAM % | 47.0% | 48.6% | 48.1% | 48.5% | 49.3% |
| Net Income | 0.5 | 4.0 | 4.7 | 6.2 | 7.9 |
| EPS (INR) | 1.4 | 12.1 | 14.1 | 18.7 | 23.7 |
| ROE % | 1.3% | 8.1% | 7.1% | 8.7% | 10.0% |
| ROCE % | 10.9% | 8.2% | 8.8% | 10.0% | 11.8% |
| EV/Adj.EBITDA (x) | NA | 21.1 | 17.8 | 15.5 | 12.8 |

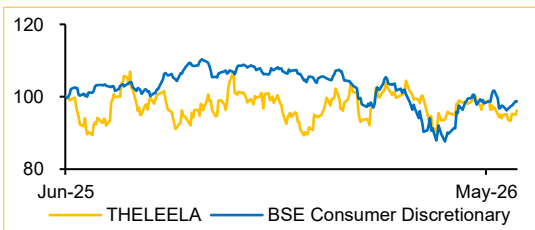
Source: THELEELA, Choice Institutional Equities

Shareholding Pattern (%)

| | Sep-25 | Dec-25 | Mar-26 |
|-----------|--------|--------|--------|
| Promoters | 75.9 | 75.9 | 75.9 |
| FIIIs | 8.5 | 9.0 | 8.6 |
| DIIIs | 11.1 | 10.6 | 10.5 |
| Public | 4.5 | 4.5 | 5.0 |

Relative Performance (%)

| YTD | 3M | 6M | 1Y |
|-----------------|-----|-------|-----|
| BSE Cons. Disc. | 0.6 | (8.9) | 2.9 |
| THELEELA | 3.2 | (2.2) | NA |



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Key Conference Call Highlights

Demand & Outlook:

- Domestic demand remains strong and continues to offset the temporary weakness in international travel caused by geopolitical tension
- While March saw an occupancy impact, trends normalised in April with high single-digit RevPAR growth and a strong rebound is expected in H2FY27E
- The company guides for FY27E occupancy in the early 70% range, with city hotels in the mid-70s and resorts in the mid-to-high 60s

Industry & Positioning:

- Structural demand drivers remain intact, supported by rising wealth creation, premium consumption and limited new supply across key luxury markets
- The company continues to gain market share (up ~11pp) and maintains a strong pricing advantage, reflected in a RevPAR premium of ~INR 6,000 versus luxury peers

Growth Drivers:

- F&B remains a key growth engine, delivering ~15% YoY growth with an increasing contribution from non-resident customers (~54% mix)
- Growth will also be supported by upcoming openings, including Leela Jaisalmer and Mumbai luxury residences in FY27E, along with scaling up of ARQ membership-led luxury clubs across key cities

Operations & Trends:

- The March quarter saw disruption, primarily in international travel, leading to a temporary shift in mix towards domestic (~60%), which helped cushion overall demand
- MICE cancellations during the period were largely deferred with credit notes (6–9 months), indicating limited permanent demand loss, while wedding demand saw a shift from international to domestic venues

Expansion & Execution:

- The Coorg acquisition (71 villas, FY27E occupancy est. at 40%) has seen encouraging early traction with focus currently on brand integration and operational ramp-up
- Key pipeline projects (Ayodhya, Agra, Ranthambore) are delayed by 1–2 quarters, although cost remains unchanged and no cost overruns are expected
- Dubai expansion plans remain on track, with refurbishment and rebranding targeted for relaunch in FY28E

Financials & Balance Sheet:

- Net debt/EBITDA is expected to remain stable at ~1.6x in FY27E, supported by EBITDA growth
- Leverage is expected to improve to ~1.0x in FY28 as new assets ramp up, while cost discipline remains strong with no material overruns

[Click here to read Q4FY26 Result Update](#)

VENTIVE

Target Price: INR 790
Sector View: Positive

VENTIVE
 HOSPITALITY

[Q4FY26 Conference Call Transcript](#)

| Change in Estimates | | | | | | | |
|---------------------|-------|-------|-------------|-------|-------|----------|----------|
| INR Bn | FY27E | | | FY28E | | | Dev. (%) |
| | New | Old | Dev. (%) | New | Old | Dev. (%) | |
| Revenue | 26.3 | 28.8 | (8.6) | 36.2 | 36.6 | (1.1) | |
| EBITDA | 11.5 | 13.4 | (14.2) | 16.9 | 17.1 | (1.0) | |
| EBITDAM% | 43.5% | 46.3% | (282.7 bps) | 46.7% | 46.7% | 2.6 bps | |
| PAT | 5.1 | 5.3 | (3.7) | 7.6 | 6.3 | 20.9 | |

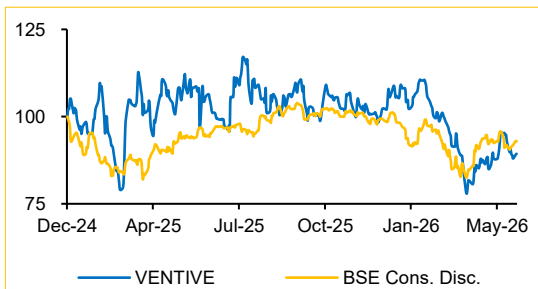
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| # Keys | 2,199 | 2,036 | 8.0% | 2,178 | 1.0% |
| ARR (INR) | 31,227 | 26,963 | 15.8% | 24,573 | 27.1% |
| Occ. (%) | 70.0% | 71.4% | | 64.0% | |
| RevPAR (INR) | 21,372 | 19,249 | 11.0% | 15,437 | 38.4% |
| Revenue | 7,788 | 6,979 | 11.6% | 6,855 | 13.6% |
| Total Op. Exp. | 3,935 | 3,464 | 13.6% | 3,745 | 5.1% |
| EBITDA | 3,852 | 3,516 | 9.6% | 3,110 | 23.9% |
| EBITDAM % | 49.5% | 50.4% | -91 bps | 45.4% | 409 bps |
| PAT | 2,593 | 1,511 | 71.6% | 1,405 | 84.5% |
| PAT Margin % | 33.3% | 21.7% | 1164bps | 20.5% | 1280bps |
| EPS (INR) | 11.1 | 6.5 | 71.5% | 6.0 | 84.5% |

| Key Financials | | | | | |
|-------------------|-------|-------|-------|-------|--|
| INR Bn | FY26 | FY27E | FY28E | FY29E | |
| Revenue | 24.6 | 26.3 | 36.2 | 40.8 | |
| YoY (%) | 53.4% | 7.0% | 37.4% | 12.8% | |
| Adj. EBITDA | 10.4 | 10.9 | 14.9 | 17.3 | |
| Adj. EBITDAM % | 42.4% | 41.5% | 41.0% | 42.3% | |
| Net Income | 5.0 | 5.1 | 7.7 | 8.9 | |
| EPS (INR) | 18.2 | 18.2 | 27.5 | 32.1 | |
| ROE % | 7.4% | 6.8% | 9.4% | 9.9% | |
| ROCE % | 9.0% | 8.2% | 12.4% | 12.9% | |
| EV/Adj.EBITDA (x) | 15.0 | 14.3 | 10.6 | 9.1 | |

Source: VENTIVE, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 89.0 | 89.0 | 89.0 |
| FIIs | 1.7 | 1.6 | 1.4 |
| DIIIs | 5.2 | 5.2 | 5.2 |
| Public | 4.1 | 4.2 | 4.4 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3M | 6M | 1Y |
| BSE Cons. Disc. | (6.5) | (9.8) | (1.8) |
| VENTIVE | (10.7) | (10.7) | (15.7) |


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Key Conference Call Highlights

Demand & Outlook:

- Management expects low-teen revenue growth and high-teen EBITDA growth in FY27E, supported by ARR growth and occupancy improvement across hotels in India
- Pune continues to benefit from GCC growth, manufacturing demand, MICE and improving infrastructure, supporting occupancy and ARR growth
- Demand in the Maldives remained resilient despite geopolitical and aviation disruptions owing to improvement in connectivity from China, Korea, Japan and Russia

Industry & Positioning:

- India portfolio ARR grew 13% YoY to INR 12,516 in FY26, while TRevPAR grew 10% YoY to INR 7,952
- Management highlighted >65% share in Pune luxury hospitality market with limited new luxury supply expected over the next 4–5 years
- Indian Portfolio occupancy was ~64% in FY26, down ~2 ppts YoY. The management attributed this to Operation Sindoor (Q1) and geopolitical/aviation disruptions (Q4). However, it confirms, underlying demand remained intact
- Pune FTA/domestic mix: 60% FTA, 40% domestic; Japan/Korea demand (auto/manufacturing sector) cited as a meaningful offset to US/Europe softness

Growth Drivers:

- Same-store Maldives revenue grew 15% YoY, while same-store EBITDA grew 29% YoY
- Raya continued to scale up within the Maldives portfolio, while Conrad and Anantara maintained premium positioning

Operations & Trends:

- Q4FY26 India performance was impacted by travel disruptions and temporary shutdown of Aloft Whitefield
- MICE, weddings, corporate travel, domestic leisure and international leisure demand trends remained healthy
- Q1 FY27 visibility is healthy; deferred March business (group bookings, MICE credits) is formalising in the current quarter

Expansion & Execution:

- Hilton Goa, Sol de Goa and SoHo acquisitions were completed in FY26 using internal accruals
- AC by Marriott Whitefield conversion remains on track for scheduled completion by March-27
- Varanasi Marriott and Ritz-Carlton Reserve Sri Lanka are targeted for FY28E completion
- Mundra opportunity has been kept on hold pending reassessment of returns and capital allocation priorities

Financials & Balance Sheet:

- Management expects ~INR 10.0 Bn capex over the next three years, primarily funded through internal accruals

[Click here to read Q4FY26 Result Update](#)

Shanti Gold International

Target Price: INR 350



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--|--------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 6,589 | | |
| EBITDA | 670 | Not comparable as company has changed inventory valuation from FIFO to weighted average. | |
| EBITDAM % | 10.2 | | |
| PAT | 509 | | |

| Shanti Gold International Ltd. | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|--------------------------------|--------|--------|---------|--------|---------|
| Volume (Kgs) | 463 | 370.1 | 25.1 | 535 | (13.5) |
| Revenues (INR Mn) | 6,589 | 2,973 | 121.6 | 6,369 | 3.5 |
| COGS | 5,848 | 2,718 | 115.1 | 5,881 | (0.6) |
| Gross Profit (INR Mn) | 741 | 255 | 191.0 | 488 | 4.0 |
| Gross Margin (%) | 11.2% | 8.6% | 268 bps | 7.7% | 359 bps |
| Employee Cost | 21 | 15 | 36.9 | 20 | 5.1 |
| Other Expenses | 50 | 28 | 78.0 | 30 | 66.7 |
| EBITDA (INR Mn) | 670 | 211 | 217.3 | 438 | 53.0 |
| EBITDA Margin (%) | 10.2 | 7.1 | 306 bps | 6.9 | 329 bps |
| Depreciation | 17 | 14 | 17.9 | 15 | 10.6 |
| EBIT (INR Mn) | 653 | 197 | 231.8 | 423 | 54.6 |
| EBIT Margin (%) | 9.9 | 6.6 | 329 bps | 6.6 | 328 bps |
| Other Income | 34 | 12 | 188.4 | 26 | 32.1 |
| Interest | 45 | 56 | (20.4) | 44 | 0.9 |
| PBT | 643 | 153 | 320.9 | 404 | 59.0 |
| Tax | 123 | 61 | 102.8 | 125 | (1.7) |
| PAT (INR Mn) | 519 | 92 | 465.3 | 279 | 86.3 |
| Basic EPS (INR) | 7.9 | 1.7 | | 4.3 | |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 11.1 | 20.2 | 34.3 | 54.0 | 74.0 |
| YoY % | 55.5 | 82.5 | 69.8 | 57.6 | 37.0 |
| EBITDA | 0.9 | 2.0 | 2.7 | 3.3 | 4.4 |
| EBITDAM(%) | 8.1 | 9.9 | 7.9 | 6.0 | 5.9 |
| PAT | 0.5 | 1.4 | 1.9 | 2.2 | 3.0 |
| EPS | 10.0 | 21.2 | 28.5 | 33.9 | 45.7 |
| ROE (%) | 46.2 | 38.1 | 27.1 | 25.0 | 26.0 |
| ROCE(%) | 25.3 | 32.8 | 28.0 | 25.6 | 26.6 |
| PE (X) | 10.5 | 7.8 | 6.6 | 4.9 | 10.5 |
| EV/EBITDA | 8.2 | 6.3 | 5.6 | 4.4 | 8.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 74.89 | 74.89 | 74.89 |
| FIs | 2.18 | 2.21 | 2.68 |
| DIs | 2.13 | 2.29 | 4.01 |
| Public | 20.80 | 20.61 | 18.4 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 9M | 6M | 3M |
| BSE SMALLCAP | (3.3) | 3.2 | 16.0 |
| SHANTIGOLD | 23.3 | 18.0 | 23.3 |

Key Conference Call Highlights

Industry:

- The management maintained its stance on the structural shift in the industry as, now, consumers increasingly prefer branded and organised jewellery retail over unorganised players. This trend is driving a preference for outsourcing among organised retailers who are focusing on expanding their footprint and optimising inventory. Shanti Gold expects to benefit from this shift as a trusted, scalable manufacturing partner
- According to SHANTIGOLD, the recent increase in gold import duty, from 6% to 15%, is unlikely to affect demand materially, given the historical resilience of jewellery consumption in India even during earlier periods (2022 to 2024) of sustained 15% duty
- A favourable demand, driven by weddings, rising disposable income and shift towards organised jewellery players, provides sustainable long-term growth opportunities. Moreover, increasing preference for branded and hallmarked jewellery supports organised manufacturers

Guidance:

- SHANTIGOLD has guided for 30–40% volume growth and 60–70% value growth, targeting revenue of INR 34–35 Bn in FY27E. FY26 PAT margin stood at 7%, aided by inventory gains from gold purchased using IPO proceeds (FY26 average purchase price at INR 126,000/10gm) before the sharp rise. However, SHANTIGOLD expects FY27E PAT margin to normalise at 4–5% due to the fading low-cost inventory benefit and higher contribution from lower-margin lightweight jewellery

Export Push:

- The launch of the Dubai office was delayed due to the ongoing Gulf conflict; however, most regulatory approvals are already in place. Once operational, the facility will cater to key export markets including the US, Singapore, the UK and Malaysia. SHANTIGOLD is aggressively scaling up its export business and targets increasing export contribution, from the current ~4% (FY26) to 10–20% in the medium term

New Facility:

- Jaipur:** A new facility (1200 kg) is being set up with an investment of nearly INR 468 Mn, expected to be operational by Sep-Oct 2026
- Mumbai:** The company's existing capacity utilisation stands at ~55%, while the new Marol facility, with an annual capacity of 4,000 kg, is expected to commence operations next month. The facility will initially start with the production of ~100 kg per month, followed by a phased ramp-up

Shringar House of Mangalsutra

Target Price: INR 315
Sector View: Positive

Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Mn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 7,256 | 7,157 | 1.4 |
| EBITDA | 447 | 434 | 3.1 |
| EBITDAM % | 6.2 | 6.3 | (8) Bps |
| PAT | 340 | 327 | 4.0 |

| Shringar House of Mangalsutra | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|---------|
| Volume (Kgs) | 500 | 433 | 15.5 | 551 | (9.3) |
| Revenues (INR Mn) | 7,256 | 3,514 | 106.5 | 6,589 | 10.1 |
| COGS | 6,610 | 3,224 | 105.0 | 6,042 | 9.4 |
| Gross Profit (INR Mn) | 645 | 289 | 122.9 | 547 | 18.0 |
| Gross Margin (%) | 8.9% | 8.2% | 65 bps | 8.3% | 59 bps |
| Employee Cost | 50 | 34 | 45.2 | 35 | 43.8 |
| Other Expenses | 148 | 24 | 510.6 | 110 | 34.7 |
| EBITDA (INR Mn) | 447 | 231 | 93.7 | 402 | 11.2 |
| EBITDA Margin (%) | 6.2% | 6.6% | (41)bps | 6.1% | 6 bps |
| Depreciation | 11 | 7 | 71.9 | 9 | 21.1 |
| EBIT (INR Mn) | 436 | 224 | 94.3 | 393 | 11.0 |
| EBIT Margin (%) | 6.0% | 6.4% | (38)bps | 6.0% | 5 bps |
| Other Income | 19 | 2 | 1,123.9 | 21 | (5.7) |
| Interest | 17 | 22 | (25.9) | 13 | 26.4 |
| PBT | 439 | 204 | 115.6 | 400 | 9.6 |
| Tax | 99 | 51 | 92.2 | 99 | (0.2) |
| PAT (INR Mn) | 340 | 152 | 123.5 | 301 | 12.8 |
| Basic EPS (INR) | 3.5 | 2.1 | | 3.1 | |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 14.3 | 22.5 | 33.3 | 46.4 | 61.3 |
| YoY % | 29.8 | 57.1 | 48.2 | 39.3 | 32.3 |
| EBITDA | 0.9 | 1.6 | 2.0 | 2.4 | 3.0 |
| EBITDAM(%) | 6.5 | 7.1 | 5.9 | 5.3 | 5.0 |
| PAT | 0.6 | 1.2 | 1.4 | 1.7 | 2.2 |
| EPS | 8.5 | 16.0 | 19.2 | 23.9 | 30.1 |
| ROE (%) | 36.2 | 26.3 | 18.5 | 19.1 | 19.8 |
| ROCE(%) | 31.7 | 26.3 | 18.8 | 18.1 | 18.4 |
| PE (X) | 19.5 | 13.1 | 10.9 | 8.8 | 6.9 |
| EV/EBITDA | 14.2 | 9.8 | 9.3 | 8.0 | 6.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 74.8 | 74.8 | 74.8 |
| FIs | 5.8 | 3.4 | 4.0 |
| DIs | 1.5 | 1.7 | 3.8 |
| Public | 17.9 | 20.2 | 17.5 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|-----|
| YTD | 6M | 3M | 1M |
| BSE SMALLCAP | 2.5 | 10.1 | 3.3 |
| SHRINGAR | (5.0) | (9.1) | 4.9 |

Key Conference Call Highlights

Industry:

- The industry is heavily influenced by India's large young demographic. The management noted that there were approximately one crore (10 million) weddings in FY26, with the number of weddings increasing by about 7% to 8% annually
- Mangalsutras specifically hold special significance as an item of daily wear, ensuring consistent demand alongside occasion-based purchase
- The management believes that, increases in import duty (recently raised from 6% to 15%), are generally absorbed into the market price. It noted that historical growth sustained even when duties were at 15% in the past, suggesting the duty structure does not have a major adverse impact on the long-term jewellery sales trend
- The rise in gold prices is attributed more to global price movement, rupee depreciation and strong domestic demand rather than duty changes alone

Guidance:

- Growth momentum remained healthy in April and May, supported by a sustained demand from corporates. SHRINGAR has guided for ~30% revenue growth in FY27E, driven by ~15% volume growth, capacity expansion, and increasing contribution from the bridal jewellery segment. Additionally, it has indicated that, if gold prices remain stable at around INR150,000, revenue growth could potentially surpass the guided level.

Increased manufacturing capacity to provide tailwinds:

- Capacity increased from 2,500 kg to 4,000 kg in Q4FY26, representing 60% expansion enabling absorption of rising demand from the existing markets and new geographies; blended FY26 utilization reached 87% indicating strong order absorption momentum. Capacity expansion directly enables strategic initiatives including bridal segment entry and job-work-to-outright conversion, thus increasing overall profitability (2-3x).

Bridal jewellery expected to emerge as a key growth driver:

- SHRINGAR targets 30-35% of bridal jewellery sales by end of FY27, further target to increase to 50% within 2-3 years; bridal forms 60% of total jewelry industry, providing substantial addressable market expansion in the existing retail client ecosystem

Job Work to Outright Sales Conversion = Profitability Amplifier:

- Currently, ~70% of revenue comes from outright sales and ~30% from job work. SHRINGAR intends to shift, from job work to outright sales, which materially enhances profitability, as the same production volume can generate substantially higher revenue and nearly 3x better profit contribution despite increased working capital requirement. Key clients, such as Indriya and Reliance Retail, have already shifted to the outright model, while discussions with Tanishq remain ongoing.

Client Split:

- Client diversification remains healthy with ~49% corporate/organised retail clients and ~51% non-corporate customers. Malabar is the company's largest client, contributing ~17% of revenue, while the entire job-work business is Tanishq.

Gold Hedging:

- Gold hedging stands at ~60% through multiple channels – 30% via barter exchange, ~17% through gold metal loans (GML), and ~13% on MCX – while the remaining stays unhedged to benefit from favourable gold price movements. Q4FY26 other expenses were affected by notional MTM losses on MCX, as rising gold prices led to accounting losses.

PSP Projects

REDUCE

Target Price: INR 720

Sector View: Positive



PSP Projects Limited

Q4FY26 Conference Call Audio

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|---------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 11,152 | 8,555 | 30.4 |
| EBITDA | 598 | 693 | (13.7) |
| EBITDAM % | 5.4 | 8.1 | (273.8) |
| PAT | 211 | 263 | (19.8) |

| PSPPL (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|------------------------------|------------|------------|-------------|------------|-------------|
| Revenue | 11,152 | 6,729 | 65.7 | 8,128 | 37.2 |
| Other Income | 53 | 52 | 1.8 | 39 | 36.0 |
| Material Expenses | 3,705 | 2,173 | 70.5 | 3,035 | 22.1 |
| Construction Expenses | 6,024 | 3,829 | 57.3 | 4,052 | 48.7 |
| Employee Expenses | 364 | 231 | 58.0 | 410 | (11.2) |
| Other Expenses | 460 | 172 | 167.3 | 85 | 442.4 |
| EBITDA (excluding OI) | 598 | 323 | 84.8 | 545 | 9.7 |
| EBITDA (excluding OI) | 651 | 375 | 73.4 | 584 | 11.4 |
| Depreciation | 264 | 192 | 37.0 | 237 | 11.5 |
| EBIT | 387 | 183 | 111.7 | 348 | 11.4 |
| Interest Cost | 112 | 102 | 9.5 | 109 | 3.2 |
| PBT | 275 | 80 | 241.5 | 239 | 15.0 |
| RPAT | 211 | 64.6 | 226.4 | 178 | 18.3 |
| Basic EPS (INR) | 5.3 | 1.6 | 220.7 | 4.5 | 16.1 |

| Key Financials | | | | | |
|----------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 25,121 | 31,487 | 37,784 | 45,341 | 52,142 |
| YoY (%) | 0.3 | 25.3 | 20.0 | 20.0 | 15.0 |
| EBITDA | 1,794 | 1,891 | 2,410 | 3,063 | 4,015 |
| EBITDAM % | 7.1 | 6.0 | 6.4 | 6.8 | 7.7 |
| RPAT | 579 | 556 | 945 | 1,384 | 2,021 |
| EPS | 14.2 | 14.0 | 23.8 | 34.9 | 51.0 |
| ROE % | 4.6 | 4.4 | 7.0 | 9.2 | 11.9 |
| ROCE % | 7.2 | 6.5 | 8.5 | 10.7 | 13.8 |
| PE(x) | 55.7 | 56.3 | 33.1 | 22.6 | 15.5 |
| EV/EBITDA | 142.9 | 134.7 | 105.4 | 82.7 | 62.8 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 68.82 | 68.82 | 68.82 |
| FII's | 1.91 | 2.49 | 2.58 |
| DII's | 2.18 | 2.18 | 2.1 |
| Public | 27.08 | 26.51 | 26.5 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Smallcap | 61.9 | (0.6) | (5.0) |
| PSPPL | 14.4 | 19.1 | 24.2 |

Key Conference Call Highlights

Financials:

- Management expects interest burden to reduce significantly in the next 2–3 quarters, aiding PAT improvement
- INR ~8 Bn mobilisation advances (non-interest bearing) to support cash flows and reduce financing costs
- Receivables increased due to timing of billing/collections; expected to normalize in the next few quarters
- The provision of INR 290 Mn for credit loss forecast on the Kashi project affected Q4FY26 result
- UP Medical College project faced delay due to hospital renovation. Around INR 600 Mn unbilled revenue and INR 400 Mn receivables are pending
- Capex is expected at 3–4% of revenue

Order book:

- The current **order book stands at INR 134.5 Bn by end of FY26 (vs. 72.7 Bn in FY25)**. Of this, 67% of the order book consists of within-group projects, while the remainder is external projects
- Government projects comprised 25% of the order book as in FY26 vs 43% in FY25
- Bid pipeline of ~INR 6.6 Bn** provides visibility on sustained order inflow
- Commonwealth stadium project, estimated at INR 70–80 Bn**, is a major upcoming tender which the company is eyeing

Operational Insights:

- Project Ninety comprising 3B+G+18 floors was executed in a short timeframe of 148 days
- There are 90+ ongoing projects; increasing adoption of precast/modular technologies is enhancing speed and efficiency

Guidance:

- FY27 revenue guidance maintained at INR 40–45 Bn**; medium-term growth trajectory of ~20–25%. Long-term vision is INR 90-100 Bn revenue by FY30E
- EBITDA margins guided at ~7–8%** with gradual improvement driven by operating leverage and efficiency
- PAT margin guidance of 4%–5%** in the 2–3 years via interest cost reduction
- Strategy centred on selective bidding, execution efficiency and margin improvement over aggressive expansion

SKPI: Awaiting KUSUM 2.0 for Margin Recovery

ADD

Target Price: INR 640

Sector View: Neutral



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|---------|
| INR Bn | FY26A | CIE Est. | Dev.% |
| Revenue | 27.0 | 25.8 | 4.4% |
| EBITDA | 4.2 | 4.9 | -14.2% |
| EBITDAM % | 15.6% | 19.0% | -337bps |
| PAT | 2.6 | 3.4 | -23.4% |

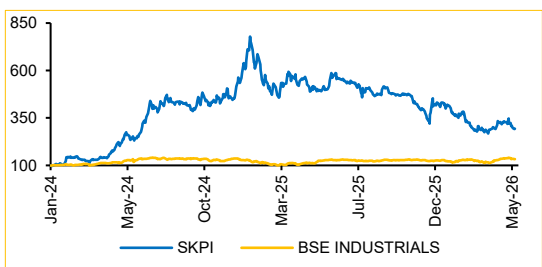
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|----------|--------|---------|
| Revenue | 8,578 | 6,653 | 28.9% | 5,510 | 55.7% |
| COGS | 6,320 | 4,183 | 51.1% | 3,916 | 61.4% |
| Gross Profit | 2,258 | 2,470 | -8.6% | 1,594 | 41.7% |
| Employee Cost | 361 | 274 | 31.9% | 409 | -11.7% |
| Op. Exp. | 1,065 | 557 | 91.3% | 595 | 79.1% |
| EBITDA | 832 | 1,639 | -49.3% | 590 | 40.9% |
| EBITDAM (%) | 9.7% | 24.6% | -1495bps | 10.7% | -102bps |
| Depreciation | 87 | 54 | 62.8% | 69 | 27.4% |
| Other Income | 97 | 44 | 118.5% | 77 | 26.0% |
| Interest | 179 | 128 | 40.1% | 181 | -1.2% |
| PBT | 662 | 1,502 | -55.9% | 418 | 58.5% |
| Tax | 279 | 400 | -30.3% | 101 | 177.1% |
| Adj. PAT | 383 | 1,102 | -65.2% | 317 | 20.9% |
| EPS (INR) | 3.1 | 9.2 | -66.1% | 2.6 | 20.9% |

| Key Financials | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 25.2 | 27.0 | 32.6 | 39.8 | 49.8 |
| YoY (%) | 83.6% | 7.2% | 21.0% | 22.0% | 25.0% |
| EBITDA | 6.0 | 4.2 | 5.3 | 7.1 | 10.3 |
| EBITDAM % | 24.0% | 15.6% | 16.4% | 17.8% | 20.7% |
| Adj. PAT | 4.1 | 2.6 | 3.1 | 4.0 | 6.6 |
| EPS (INR) | 33.1 | 20.9 | 24.8 | 32.1 | 53.5 |
| ROE % | 42.6% | 18.0% | 16.5% | 18.1% | 24.4% |
| ROCE % | 36.4% | 15.4% | 11.4% | 11.8% | 17.1% |
| PE(x) | 29.6x | 24.5x | 20.6x | 15.9x | 9.6x |
| EV/EBITDA (x) | 20.1x | 14.5x | 12.7x | 9.8x | 6.4x |
| Debt/Equity (x) | (0.0) | (0.1) | 0.2 | 0.3 | 0.1 |

Source: SKPI, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 50.3 | 50.3 | 50.4 |
| FIIIs | 5.6 | 5.3 | 4.8 |
| DIIIs | 6.7 | 6.3 | 5.0 |
| Public | 37.4 | 38.0 | 39.8 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|-------|
| | 6M | 1Y | 2Y |
| BSE Industrials | 3.1% | 7.0% | 7.1% |
| SKPI | -28.4% | -41.2% | 12.1% |



Key Conference Call Highlights

Demand & Outlook:

- PM-KUSUM 2.0 is highly anticipated, government effort towards the new scheme is underway
- Solar cell and solar inverter business to unlock new market under PM Suryaghar Yojna

Industry & Positioning:

- Market leader; installed 87,000 solar pumps in FY26; 28,000 in Q4FY26 alone
- Solar rooftop business expected to improve, as inverters have 10% better efficiency as compared to peers
- Increasing distributors internationally. Sales in over 130 countries, focusing on improving exports

Growth Drivers:

- PM-KUSUM expected to be renewed with a larger outlay. SKPI expects announcement by end of Q1FY27E

Operations & Trends:

- Raw materials, such as copper, stainless steel and silicon sheets affected margin. Lower realization due to MTSKPY affected margins by ~4% points
- RM volatility short lived, management expects margin expansion, going forward. Company is not bidding for orders with unfavourable margins
- Management expecting 2–3% margin improvement due to operational leverage. Exports margin is 10% higher than domestic margin

Expansion & Execution:

- Managements guides for completion of pump-manufacturing and 0.5 GW module manufacturing by Q2FY27E
- Further, 2.2 GW solar cells manufacturing to be operational by FY28E

[Click here to read Q4FY26 Result Update](#)

OSWALPUM: No Change in View, Catalyst Awaited

BUY

Target Price: INR 450

Sector View: Neutral



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|--------|
| INR Bn | FY26A | CIE Est. | Dev.% |
| Revenue | 20.6 | 20.4 | 1.2% |
| EBITDA | 5.1 | 5.0 | 2.1% |
| EBITDAM % | 24.9% | 24.7% | 20 bps |
| PAT | 3.8 | 3.5 | 7.6% |

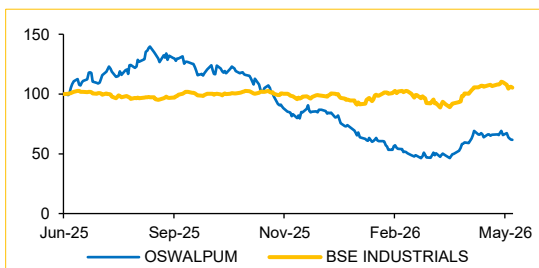
| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|----------|--------|----------|
| Revenue | 5,097 | 3,646 | 39.8% | 5,011 | 1.7% |
| COGS | 3,139 | 2,168 | 44.8% | 3,040 | 3.3% |
| Gross profit | 1,959 | 1,478 | 32.5% | 1,971 | (0.6)% |
| Employee cost | 214 | 169 | 26.5% | 213 | 0.3% |
| Operating expenses | 564 | 321 | 75.7% | 487 | 15.7% |
| EBITDA | 1,181 | 988 | 19.5% | 1,271 | (7.1)% |
| EBITDAM (%) | 23.2% | 27.1% | (393)Bps | 25.4% | (219)bps |
| Depreciation | 44 | 44 | 0.9% | 44 | 1.4% |
| Other income | 69 | 9 | 670.6% | 67 | 4.3% |
| Interest | 95 | 132 | (28.1)% | 83 | 15.0% |
| PBT | 1,118 | 822 | 36.0% | 1,192 | (6.2)% |
| Tax | 199 | 193 | 3.3% | 285 | (29.9)% |
| Adj. PAT | 925 | 641 | 44.4% | 916 | 1.1% |
| EPS (INR) | 8.1 | 5.6 | 44.4% | 8.0 | 1.1% |

| Key Financials | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 14.3 | 20.6 | 21.4 | 26.5 | 33.3 |
| YoY (%) | 88.6% | 44.3% | 3.9% | 23.6% | 25.7% |
| EBITDA | 4.2 | 5.1 | 5.3 | 6.7 | 9.0 |
| EBITDAM % | 29.4% | 24.9% | 24.9% | 25.4% | 26.9% |
| Adj. PAT | 2.8 | 3.8 | 3.4 | 4.4 | 6.0 |
| EPS (INR) | 24.5 | 32.7 | 30.2 | 38.7 | 52.9 |
| ROE % | 86.9% | 34.8% | 18.7% | 19.8% | 21.9% |
| ROCE % | 40.0% | 26.4% | 16.5% | 18.4% | 21.7% |
| PE (x) | NA | 11.0x | 11.9x | 9.3x | 6.8x |
| EV/EBITDA (x) | NA | 7.6x | 7.5x | 5.8x | 4.2x |
| Debt/Equity (x) | 0.7x | 0.1x | 0.1x | 0.1x | 0.1x |

Source: OSWALPUM, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Sep-25 | Dec-25 | Mar-26 |
| Promoters | 75.7 | 75.7 | 75.7 |
| FIs | 3.8 | 2.6 | 0.9 |
| DIs | 9.8 | 8.8 | 6.6 |
| Public | 10.8 | 12.9 | 16.9 |

| Relative Performance (%) | | | |
|--------------------------|--------|------|------|
| | 6M | 1Y | 2Y |
| BSE Industrials | 3.1% | 7.0% | 7.1% |
| OSWALPUM | -40.7% | NA | NA |



Key Conference Call Highlights

Capacity Expansion & Capex (Total outlay: INR3.6 Bn):

- The company is ramping up its solar module capacity, from the current 600 MW to 2.1 GW in phases — 1 GW to be completed by Q1FY27 and the remaining 0.5 GW by Q3FY27
- Backward integration is under way with EVA encapsulant and aluminium extrusion lines being added by the end of FY27E
- Investments in the pumps and motors segment for automation and capacity enhancement are targeted for completion by Q3FY27E

Revenue & Growth Outlook:

- Management has guided for a soft H1FY27E, with revenue likely to be equal to H2FY26, owing to a gap before KUSUM 2.0
- Growth is expected to be back-ended, with a strong H2FY27E recovery led by KUSUM 2.0 scheme.
- Despite the weak first half, full-year FY27E revenue growth is guided at 20–25%. Peak revenue potential is pegged at INR 65 Bn

Profitability:

- FY27E PAT margin guidance stands at 15–17%, indicating a reasonable profitability retention despite near-term revenue headwinds

Cash Flow & Working Capital:

- Receivable days currently stand at 150–160 days
- Maharashtra (MSEDCL) was the major source of payment delays due to state elections and third-party funding issues but is now back on track and healthy payments are expected from Q4FY26
- PM Kusum 2.0 will bring further clarity on receivables, reducing to 30–40 days due to vendor-friendly modifications in the scheme

New Initiatives:

- The company is entering the solar inverter segment, starting with assembly operations, signalling the company's intent to move up the value chain and diversify its product portfolio

[Click here to read Q4FY26 Result Update](#)

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AZAD

REDUCE

Target Price: INR 1,900

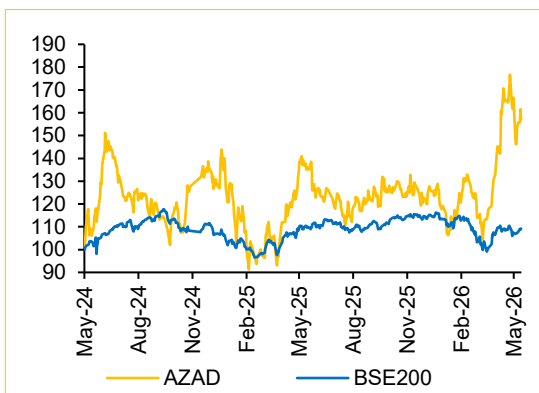
Sector View: Positive


 Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|----------------|-------|-------|-------|--------|--------|
| INR Mn | FY25 | FY26E | FY27E | FY28E | FY29E |
| Revenue | 4,574 | 6,030 | 8,200 | 11,317 | 15,617 |
| YoY Growth (%) | 34.2 | 31.8 | 36.0 | 38.0 | 38.0 |
| EBITDA | 1,613 | 2,253 | 2,993 | 4,142 | 5,731 |
| EBITDAM (%) | 35.3 | 37.4 | 36.5 | 36.6 | 36.7 |
| PAT | 865 | 1,336 | 1,938 | 2,726 | 3,833 |
| EPS | 14.7 | 20.6 | 30.0 | 42.2 | 59.4 |
| ROE % | 6.2 | 8.7 | 11.2 | 13.7 | 16.1 |
| ROCE % | 8.4 | 10.5 | 13.2 | 16.1 | 19.2 |
| PE(x) | 143.1 | 102.0 | 69.9 | 49.7 | 35.4 |
| Price/BV (x) | 9.7 | 8.9 | 7.9 | 6.8 | 5.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 55.84 | 55.84 | 55.42 |
| FIIIs | 14.75 | 15.33 | 15.76 |
| DIIIs | 11.71 | 10.73 | 9.84 |
| Public | 17.69 | 18.08 | 18.99 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|-------|
| YTD | 24M | 12M | 6M |
| BSE200 | 5.3 | (0.7) | (5.5) |
| AZAD | 48.1 | 16.4 | 21.4 |



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Key Conference Call Highlights

Financial Performance & Key Metrics

- **FY26 Profitability:** EBITDA margin of 36.9% and PAT margin of 22.4% for the full year, driven by supply chain efficiency, operational scale and backward integration

Management Guidance & Outlook

- **Top-line Growth:** The management guided 25%+ revenue growth for FY27, sustained on a multi-year basis, underpinned by firm customer schedules and already-qualified products
- **Margin Targets:** Target EBITDA margin band of 33–35%+, with upside potential from ongoing shop-floor improvements

Strategic Milestones & Product Development

- **MHI Contract:** Secured an 8-year, single-source contract for hot-section nozzle vane segments — a complex product previously manufactured in-house by Mitsubishi Heavy Industries
- **ATGG Engine:** Nearing delivery milestone for the ATGG engine
- **Aerospace Qualifications:** Rolls-Royce first qualification batch expected in H2 FY27, with supply commencing Q4 FY27/early FY28; Pratt & Whitney and Safran approvals to follow sequentially

Order Backlog & Segmental Mix

- **Robust Backlog:** Rolling order book of ~INR 6,500 Cr (11–12x FY26 revenue), realisable over 5–6 years
- **Segmental Breakdown:** Backlog comprises USD 400 Mn+ from Energy, USD 200 Mn+ from Aerospace & Defence and USD 100 Mn+ from Oil & Gas
- **Mix Shift Target:** Energy and Oil & Gas represented ~81.5% of FY26 revenue; Aerospace & Defence crossed INR 100 Cr (~17.2%). Over five years, Energy's share is targeted at 55–60% as Aerospace & Defence and Oil & Gas scale up

Capacity Expansion & Capital Expenditure

- **FY26 Capitalisation:** Capitalised INR 392 Cr in assets; CWIP and capital advances increased by INR 191 Cr
- **FY27 Capex:** Remaining INR 180–190 Cr from QIP proceeds earmarked for new plant commissioning
- **Facility Rollout:** Four lean manufacturing facilities recently inaugurated, including a Baker Hughes-dedicated facility (April 2026); four additional plants under construction, targeted for commissioning by FY27-end

Working Capital & Balance Sheet Management

- **Inventory Strategy:** Elevated inventory levels reflect deliberate ramp-up support for newly commissioned facilities
- **Cash Flow Normalisation:** WIP and Inventory days targeted at ~200 days by H1 FY27, declining to 160–170 days by H2 FY27

Organisational Restructuring & Risk Management

- **Human Capital:** Management architecture being restructured with senior functional experts replacing outgrown internal roles to match the company's scale
- **Supply Chain Integration:** NADCAP approval secured for heat treatment; remaining critical special processes to be vertically integrated in-house
- **Geopolitical Resilience:** Minimal direct exposure to Middle East tension; operations de-risked through multi-year contracts and entrenched customer qualifications

[Click here to read Q4FY26 Result Update](#)

APOLLO

ADD

Target Price: INR 365

Sector View: Positive

Key Conference Call Highlights

Order Book & Business Visibility

- **Robust Order Backlog:** The consolidated order book stood at INR 1,432 Cr as of March 31, 2026
- **Large-ticket Inflows Expected:** The management expects significant, large-ticket production orders to materialise in the current financial year. It will substantially increase the order book and drive continued topline growth
- **Massive Addressable Market:** The immediate addressable market for just the distinct mine variants is estimated at INR 4,000–4,500 Cr
- **Export Scaling up:** Apollo has received its first export order and is actively pursuing overseas opportunities

Strategic Updates & Vision 2036

- **Evolution to Global OEM:** The upcoming 'Vision 2036' outlines Apollo's ambition to move from a Tier-1 electronics supplier to a global OEM across land, air and sea defence platforms
- **Inorganic Growth:** Acquisition by subsidiary Apollo Defence Industries is expected to be completed before FY27-end
- **Capacity Expansion:** Civil work for Phase 1 of the greenfield expansion in Telangana (Unit 3) is complete, and the installation of the recently-received machinery is actively under way

Product Development & Regulatory Approvals

- **Unlocking Platform Manufacturing:** APOLLO received a lifetime DPIIT license covering UAVs, INS systems, radars, torpedoes, underwater mines, ATGMs, decoys, aerial bombs, rockets and missiles. It paves the way for manufacturing the full weapon system
- **Advanced Technology Transfers:** Apollo successfully obtained ToT for Directed Energy Weapons (DEW) and Electro-optical tracking systems
- **New R&D Milestones:** The company successfully developed a Mini Torpedo, a Sensor Suite for underwater autonomous vehicles and a Fiber Optic Gyro-based INS
- **Internal RF Seeker Development:** Heavy internal R&D investments are being directed towards RF Seeker development, supported by a specialised testing facility being established at the Hardware Park unit
- **Domain Expansion in FY27E:** Entry into new defence domains this year, including armament electronics, fire control systems and vehicle-mounted counter-drone systems

Subsidiary Focus: IDL Explosives

- **Financial Turnaround:** IDL Explosives recorded nearly INR 380 Cr in revenue for the year and is undergoing operational transformation to reverse historical losses
- **Guidance:** The management expects transformation initiatives to reflect in the next few quarters
- **Capitalising on Global Shortages:** The subsidiary is strategically positioned to benefit from a global depletion of ammunition stocks and will cater to both, captive Apollo requirements and broader market, demands

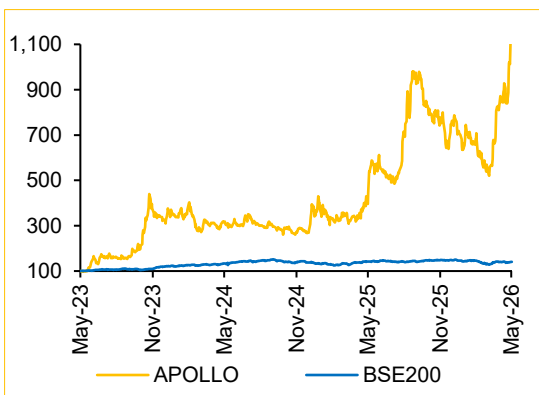


Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|-----------------|-------|-------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 5,621 | 9,043 | 14,424 | 22,314 | 33,739 |
| YoY Growth (%) | 51.2 | 60.9 | 59.5 | 54.7 | 51.2 |
| EBITDA | 1,292 | 2,182 | 3,462 | 5,355 | 8,097 |
| EBITDAM (%) | 23.0 | 24.1 | 24.0 | 24.0 | 24.0 |
| PAT | 564 | 1074 | 1736 | 2710 | 4151 |
| EPS | 1.9 | 3.2 | 4.6 | 7.2 | 11.0 |
| ROE % | 10.0 | 11.2 | 12.4 | 16.8 | 21.3 |
| ROCE % | 16.2 | 13.5 | 17.5 | 22.6 | 27.4 |
| PE(x) | 167.2 | 97.8 | 67.7 | 43.4 | 28.3 |
| Price to BV (x) | 15.7 | 8.5 | 7.9 | 6.7 | 5.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 51.98 | 51.98 | 50.33 |
| FIIIs | 3.63 | 4.97 | 8.94 |
| DIIIs | 1.82 | 1.30 | 1.45 |
| Public | 42.58 | 41.76 | 39.27 |

| Relative Performance (%) | | | |
|--------------------------|---------|-------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE 200 | 40.9 | 5.3 | (0.7) |
| APOLLO | 1,092.0 | 275.0 | 168.2 |



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[Click here to read Q4FY26 Result Update](#)

ASTM

REDUCE

Target Price: INR 1,300

Sector View: Positive



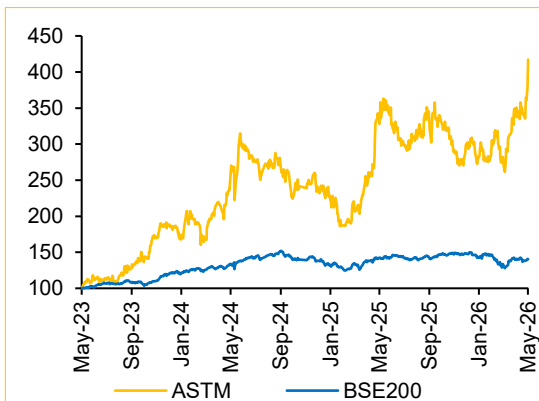
Astra Microwave Products Limited


[Q4FY26 Conference Call Recording](#)

| Key Financials | | | | | |
|----------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 10,512 | 11,628 | 14,302 | 17,878 | 20,560 |
| YoY Growth (%) | 15.7% | 10.6% | 23.0% | 25.0% | 15.0% |
| EBITDA | 2,690 | 3,338 | 4,033 | 5,095 | 5,921 |
| EBITDAM (%) | 25.6% | 28.7% | 28.2% | 28.5% | 28.8% |
| Adjusted PAT | 1,535 | 1,930 | 2,418 | 3,085 | 3,591 |
| EPS (INR) | 16.2 | 20.3 | 25.5 | 32.5 | 37.8 |
| ROE (%) | 14.0 | 14.7 | 15.8 | 17.0 | 16.7 |
| ROCE (%) | 15.8 | 18.2 | 18.5 | 20.1 | 20.0 |
| P/E (x) | 83.9 | 66.8 | 53.3 | 41.8 | 35.9 |
| P/BV (x) | 11.7 | 9.8 | 8.4 | 7.1 | 6.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 6.54 | 6.54 | 6.54 |
| FIIIs | 7.56 | 6.26 | 6.47 |
| DIIIs | 15.42 | 14.75 | 14.55 |
| Public | 70.49 | 72.44 | 72.44 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE200 | 40.9 | 5.3 | (0.7) |
| ASTM | 317.3 | 69.5 | 27.2 |



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Key Conference Call Highlights

Order Book and Execution

- The standalone order book stands at INR 2,141 Cr, with the consolidated order book reaching **INR 2,600 Cr** as of March 31, 2026
- Secured fresh orders worth approximately INR 530 Cr in Q4 alone, with an **additional INR 300 Cr** expected in a few months

FY27E Guidance and Long-term Outlook

- The management projects an FY27E **topline growth of 15–20%**, targeting sales between INR 1,300 and 1,400 Cr
- Clear visibility to secure over INR 1,600 Cr in new orders for FY27, with the mix expected to be 25% from R&D and 75% from production
- Margin Expectation:** Current gross margin peaked at **~55%** due to favourable revenue mix, though management guidance remains conservative, going forward
- Expected **segment revenue** mix for FY27: Radar (~45%), Electronic Warfare and Missiles (~25%) and Space & Meteorology (~25%), with a 75:25 split between production and R&D
- Strategically **targeting to triple revenue** in the next five years (by FY31), driven purely by visibility from 5–6 major existing programmes, without factoring in potential new proprietary IP-led products
- Capex Requirements:** The goal of tripling revenue will not require significant new capex. The company plans to maintain its current annual capex run-rate of **INR 40–50 Cr**. Additionally, increased volume will be managed within current working capital limits

Strategic Evolution and Restructuring

- Successfully evolving from a Tier-II component supplier to an **integrated, IP-driven Tier-I systems manufacturer and a Development-cum-Production Partner (DcPP) for national programmes**
- Exited the low-margin Build-to-Print (BTP) export business to focus on **high value-add, co-developed IP exports**, which commands gross margin of ~40%.
- Planning to launch proprietary, Astra-branded IP products and solutions for both Indian and global markets before November 2026, with the first 'No Cost No Commitment' demo planned for Q1 FY27
- Received in-principle Board approval to **demerge the Space, Meteorology and Hydrology business** to enhance operational focus, corporate structure and capital allocation

Joint Venture Performance (Astra Rafael Comsys - ARC)

- ARC closed FY26 with an order book of ~INR 625 Cr, order bookings of INR 546 Cr, and sales of INR 360 Cr
- FY26 profitability was temporarily affected by forex provision
- Guided for **FY27** growth of minimum 50% in order bookings, targeting over **INR 600 Cr in top line** and expecting to achieve **18–20% EBITDA margin** (minimum INR 20 Cr share of profit)

Key Defence & Space Program Updates

- Successfully delivered critical subsystems for defence space programmes and handed over the strategic Shipborne Radar to DRDO for final testing
- Su-30 Upgrade:** For the Virupaksha radar program, development of the Active Antenna Array Unit (AAU) is slated to complete in a few months. Additionally, development and qualification of the Electronic Warfare (EW) Pod jammer, where Astra serves as a DcPP, are expected in the next year
- Uttam Radar:** Commercial negotiations with HNAL for the Uttam radar are in advanced stages, with orders expected in **Q2 or Q3 FY27**
- QRSAM:** First-of-Production Model (FOPM) orders are being executed, with the main production contract expected in **3–4 months** following BHE's prime contract
- Actively investing in futuristic radar technologies, having recently developed photonics radar and digital array radar subsystems, while also advancing a ground-penetrating radar

[Click here to read Q4FY26 Result Update](#)

BHE

BUY

Target Price: INR 500

Sector View: Positive

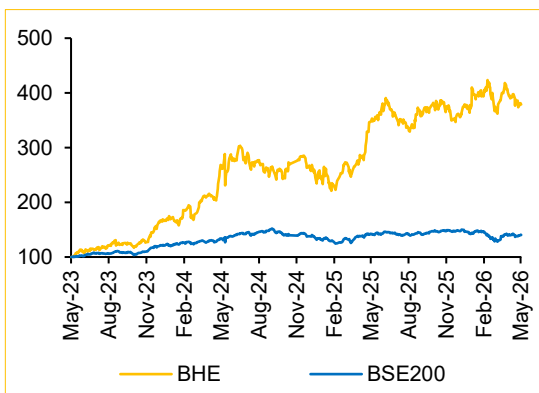


Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 237.7 | 276.1 | 323.3 | 379.2 | 445.6 |
| YoY Growth (%) | 17.3 | 16.2 | 17.1 | 17.3 | 17.5 |
| EBITDA | 68.3 | 80.5 | 97.3 | 114.5 | 135.0 |
| EBITDAM (%) | 28.8 | 29.2 | 30.1 | 30.2 | 30.3 |
| PAT | 53.2 | 60.6 | 75.1 | 89.4 | 104.8 |
| EPS | 7.3 | 8.3 | 10.3 | 12.2 | 14.3 |
| ROE % | 29.3 | 27.6 | 28.2 | 27.6 | 26.7 |
| ROCE % | 27.6 | 26.2 | 26.8 | 26.3 | 25.5 |
| PE(x) | 56.8 | 49.8 | 40.2 | 33.8 | 28.8 |
| Price to BV (x) | 15.1 | 12.6 | 10.3 | 8.5 | 7.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 51.14 | 51.14 | 51.14 |
| FIIIs | 19.51 | 18.51 | 18.14 |
| DIIIs | 20.00 | 20.47 | 20.88 |
| Public | 9.37 | 9.87 | 9.84 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE200 | 40.9 | 5.3 | (0.7) |
| BHE | 278.9 | 42.4 | 8.7 |



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Key Conference Call Highlights

FY27 Guidance & Outlook

- Revenue & Margin:** The management retained a revenue growth guidance of >15% for FY27E, with EBITDA margin expected >28%
- Working capital:** Receivables temporarily increased, normalisation to 140–150 days is expected
- Order Inflow Projection:** The company expects >INR 55,000 Cr in order inflows for FY27, which includes the QRSAM programme
- Capital Allocation:** FY27 capex is targeted at >INR 1,200 Cr (a >20% YoY increase), alongside R&D investments projected at ~INR 2,200 Cr
- Business Mix:** The defence to non-defence revenue ratio is anticipated to remain steady at 90:10, with a strategic goal to **steadily scale up non-defence contribution to 15–20%**

Order Book & Execution Backlog

- Order Book:** The total order book stood at INR 73,882 Cr as of April 1, 2026. Total orders acquired in FY26 were to the tune of INR 30,045 Cr
- Major Execution Constituents:** Key ongoing projects include Electronic Fuses (INR 4,300 Cr executable over ~7 years), LRSAM (INR 3,500 Cr), LCA (INR 3,200 Cr), and BMP-2 upgrades (INR 2,800+ Cr)
- Export Opportunities:** The export order book sits at USD 96 Mn, executable in the next 2–3 years, with active pursuits for larger C4I and satellite communication system orders. While the export segment currently accounts for only 4–5% of the turnover, the management aims to **increase this to over 10% in the next 4–5 years**

Major Project Updates & Strategic Pipeline

- QRSAM Programme:** Final contract signing is expected by June 2026
- Project 75I (Submarines):** BHE is positioned to supply 50–60% of the electronics for this programme, encompassing six primary subsystems including communication, navigation and combat weapon control
- Data Centre Ventures:** BHE is aggressively pursuing homegrown, cyber-safe data centre solutions (hardware, software, and cybersecurity) with potential orders ranging from INR 2,000 to INR 10,000 Cr
- Directed Energy Weapons (DEW):** Acting as the primary development and production partner for DRDO regarding laser and microwave-based DEWs, with internal initiatives under way to indigenise critical subsystems
- Additional Pipeline:** Other significant near-term projects include NGC subsystems, Shatrughat, Samagat EW, HAMMER, Shakti Phase 4 and MFRX radar

Margin, Indigenisation & Cost Dynamics

- Indigenisation Driving Margin:** Strategic indigenisation remains the primary lever for margin expansion. Indigenous content averages 80–85% across platforms, touching 90% on home-grown programmes
- Supply Chain & Semiconductors:** Semiconductors currently make up 17–19% of material cost and are largely imported from Europe, the US and Taiwan. While domestic IC infrastructure is a few years away, the company is partially buffering potential price hike by indigenising adjacent technologies
- Macro Headwinds:** The Middle East crisis caused only minor, temporary supply chain disruptions (1 to 1.5-month delays) for some subcomponents, which will not significantly affect annual execution trajectories

Capex & Future-tech Investment Strategy

- AI & Next-Gen Tech:** Over INR 100 Cr has been invested in CPU/GPU computing at CRL Ghaziabad, CRL Bangalore, SBU and PDIC over the past two years, with another INR 100–200 Cr awaiting approval
- Capacity Expansion:** Large infrastructure investments are earmarked for the next three years across Palasamudram, Chitrakoot, Vellore, Ghaziabad and Bengaluru
- AMCA Development:** BHE is a part of a consortium (with L&T) awaiting the formal RFP for the AMCA programme in the next 1–1.5 months

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CTE

ADD

Target Price: INR 3,300

Sector View: Positive

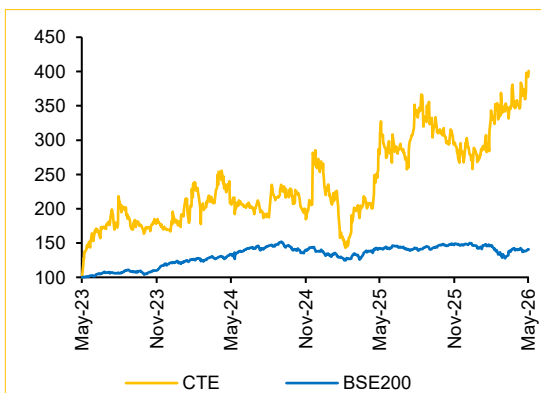


Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|-----------------------------|---------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 7,427 | 9,627 | 11,360 | 13,632 | 16,358 |
| YoY Growth (%) | N/A | 29.6 | 18.0 | 20.0 | 20.0 |
| EBITDA | 1,014 | 1,454 | 1,668 | 2,036 | 2,446 |
| EBITDAM (%) | 13.7 | 15.1 | 14.7 | 14.9 | 15.0 |
| PAT (continuing ops.) | 504 | 1,007 | 1,118 | 1,390 | 1,705 |
| EPS (continuing ops.) (INR) | 38.8 | 68.3 | 75.9 | 94.3 | 115.7 |
| Reported EPS (INR) | 1.9 | (31.6) | 25.0 | 70.6 | 105.5 |
| ROE (%) | (0.6) | (13.8) | 9.2 | 19.8 | 22.9 |
| ROCE (%) | 14.9 | 17.4 | 27.0 | 27.1 | 26.2 |
| PE(x) | 1,593.0 | N/A | 120.5 | 42.7 | 28.5 |
| Price to BV (x) | 11.2 | 13.7 | 10.2 | 7.7 | 5.9 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 46.88 | 46.89 | 46.99 |
| FIs | 2.37 | 2.39 | 2.85 |
| DIs | 21.51 | 19.95 | 19.29 |
| Public | 29.24 | 30.78 | 30.85 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Yr. | 2Yr. | 1Yr. |
| BSE 200 | 40.9 | 5.3 | (0.7) |
| CTE | 300.9 | 94.6 | 28.9 |



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Key Conference Call Highlights

Strategic Restructuring & Capital Allocation

- The management took decisive steps to close underperforming overseas operations
- Operations in Canada were **discontinued** in Q4FY26
- The French subsidiary entered a court-supervised legal restructuring process in March 2026 and final bids for the French asset sale are expected shortly
- The divestment process targets conclusion by **July 2026**
- No financial realisation** is expected from the European sale due to significant liabilities
- Management expects **no further exceptional losses** related to this restructuring
- Capital allocation and management bandwidth will now focus purely on core India ESDM platform

Guidance & Outlook

- The management targets a medium-term standalone revenue **CAGR of 25–30%**
- EBITDA margin is guided at **13–15%** in the near-to-medium term
- FY27E capex is projected at approximately **INR 40–45 Cr**

Segmental Performance: Build-to-Specification (BTS)

- The BTS segment delivered revenue **growth of ~37% YoY** in FY26
- This is a structurally higher-margin business, operating at **~20% EBITDA margin**
- The standalone order book grew **~23% YoY** to close at **INR 1,645 Cr**
- FY26 order inflows for the BTS segment surpassed INR 400 Cr
- Secured a marquee full-turnkey **AESA Radar program** from HNAL for the UH-M platform
- Opportunity size for the HNAL radar exceeds **INR 570 Cr** over its lifecycle. Phase one (development) of the project is valued at INR 66–67 Cr over the next two years
- Won a second Radar System order for **Satellite and Space debris tracking**, valued at nearly **INR 30 Cr** for a single system
- Secured a development contract for the **Virupaksha radar** programme – valued at under INR 10 Cr for two critical, high-value subsystems

Segmental Performance: Electronics Manufacturing Services (EMS)

- The EMS segment achieved revenue **growth of ~21% YoY** in FY26
- EMS operates on a cost-plus model, yielding typical **EBITDA margin of 9–10%**
- The management is initiating preliminary discussions with other potential global semiconductor clients

Supply Chain

- Emerging supply chain bottlenecks are negatively impacting PCB lead times
- The management is utilising **advance ordering** to successfully mitigate these lead time extensions
- The ongoing Middle East conflict caused short-term logistics delays at the end of Q4
- However, **no major long-term supply disruption** has been observed from the geopolitical conflict

[Click here to read Q4FY26 Result Update](#)

DATAPATT

Target Price: INR 4,060
Sector View: Positive

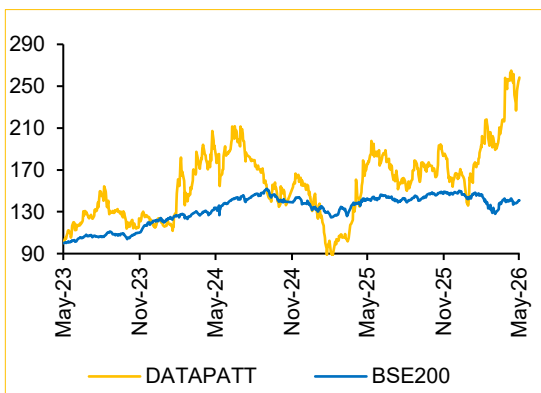
DATA PATTERNS

Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|----------------|-------|-------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 7,084 | 9,248 | 12,113 | 15,868 | 17,455 |
| YoY (%) | 36.3 | 30.6 | 31.0 | 31.0 | 10.0 |
| EBITDA | 2,750 | 3,740 | 4,906 | 6,427 | 7,074 |
| EBITDAM % | 38.8 | 40.4 | 40.5 | 40.5 | 40.5 |
| Adj. PAT | 2,218 | 2,736 | 3,878 | 5,048 | 5,487 |
| EPS (INR) | 39.6 | 48.9 | 69.3 | 90.2 | 98.0 |
| ROE % | 15.7 | 16.7 | 20.1 | 21.2 | 18.9 |
| ROCE % | 21.2 | 22.6 | 26.9 | 28.4 | 25.3 |
| PE (x) | 97.8 | 79.3 | 56.0 | 43.0 | 39.6 |
| P/BV (x) | 14.4 | 12.5 | 10.2 | 8.3 | 6.8 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 42.41 | 42.41 | 42.41 |
| FIIIs | 12.47 | 11.54 | 11.40 |
| DIIIs | 11.68 | 10.27 | 9.79 |
| Public | 33.43 | 35.77 | 36.39 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Yr. | 2Yr. | 1Yr. |
| BSE 200 | 40.9 | 5.3 | (0.7) |
| DATAPATT | 158.2 | 41.8 | 47.0 |


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Key Conference Call Highlights

Margin Profile

- Gross margin improvement driven by a favourable product mix and higher revenue
- Margin Drivers:** Margin is strong, largely owing to completely in-house developed full-system solutions
- Strategic Bidding:** The management purposely accepted a dilutive contract to develop full system capabilities and establish programme management credentials, positioning the business for higher-margin order inflows ahead

Working Capital & Future Guidance

- Cash Conversion Cycle:** Improved meaningfully, from 428 days in the previous year to 365 days this year. The management aims to settle this to 320–340 days
- Revenue Guidance:** The management targets 20–25% revenue growth in the short term
- Margin Guidance:** The company expects to sustain a healthy EBITDA margin at 38–40%

Order Book & Revenue Visibility

- Surging Inflows:** FY26 witnessed 216% YoY increase in order inflow, totalling INR 1,121 Cr
- Current Backlog:** The reported order book stands at INR 926 Cr. The effective order pipeline is INR 2,062 Cr, which includes INR 1,090 Cr of fully negotiated contracts, expected to close in the next 1–2 months
- Repeat Production Orders:** An additional INR 1,900 Cr in single-vendor production contracts are expected in the next 12 months based on previously delivered products
- Services Mix:** 38% of the current order book comprises services, 41% is from development, while production contributes 21%

Key Defence Programmes & Execution

- BrahMos Seekers:** The first variant of the development seeker is under execution, with production orders expected in 4–5 months
- AMCA:** The company has developed the glass cockpit and mission management systems for the AMCA programme
- Electronic Warfare (EW):** Fully in-house developed EW suites and self-jammers have been well-received by the Indian Air Force and are ready for flight trials
- Anti-drone & Radar Systems:** Actively developing new solutions for drone detection, spoofing and jamming, alongside airborne fire control and surveillance radars

Export Traction & Global Opportunities

- Europe Export Success:** Successfully developed, exported and site-tested transportable precision approach radars for a European nation
- Current Export Backlog:** The export order book stands at INR 53 Cr
- Global OEM Engagement:** International OEMs from Europe and the US are actively visiting and inquiring for complete systems
- Dedicated Marketing Push:** A specialised export marketing team is being formed to aggressively target long-term defence modernisation programmes globally

[Click here to read Q4FY26 Result Update](#)

HNAL

BUY

Target Price: INR 5,050

Sector View: Positive



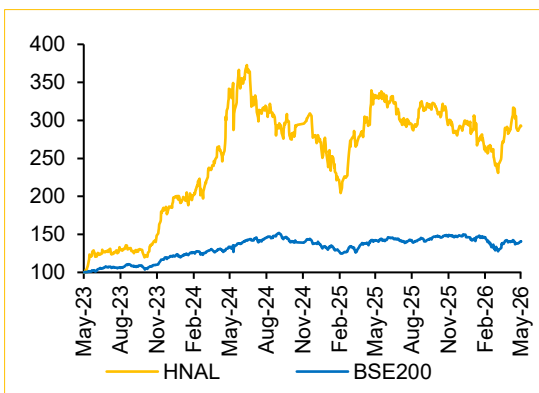
— A Maharatna CPSE —

 Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 309.8 | 330.9 | 377.4 | 426.2 | 484.5 |
| YoY Growth (%) | 3.9 | 9.7 | 12.3 | 13.5 | 13.7 |
| EBITDA | 96.1 | 97.7 | 117.7 | 133.4 | 152.1 |
| EBITDAM (%) | 31.0 | 29.5 | 31.2 | 31.3 | 31.4 |
| PAT | 83.6 | 91.2 | 103.8 | 118.5 | 134.7 |
| EPS | 124.5 | 135.8 | 155.2 | 177.2 | 201.4 |
| ROE (%) | 26.1 | 24.0 | 23.5 | 23.1 | 22.5 |
| ROCE (%) | 33.9 | 32.0 | 30.9 | 30.4 | 29.6 |
| PE(x) | 35.1 | 32.2 | 28.3 | 24.8 | 21.8 |
| P/BV (x) | 8.4 | 7.1 | 6.2 | 5.3 | 4.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 71.64 | 71.64 | 71.64 |
| FIIIs | 10.21 | 10.86 | 12.00 |
| DIIIs | 10.43 | 9.68 | 8.64 |
| Public | 7.66 | 7.77 | 7.64 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Yr. | 2Yr. | 1Yr. |
| BSE 200 | 40.9 | 5.3 | (0.7) |
| HNAL | 192.2 | (14.2) | (12.2) |



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Key Conference Call Highlights

Guidance

- **Top-line Projection:** The management guided for a **double-digit revenue growth of 10–12%** for FY27E
- **Margin Durability:** Expected to maintain stable **EBITDA margin in the 30–31% range** for FY27E
- **Revenue Composition Shift:** Over time, manufacturing sales are expected to grow and shift the revenue composition to a **50:50 split between manufacturing and ROH** (currently ~30:70), without impacting the overall 30% margin profile

Order Book & Visibility

- **Record Backlog:** The total order book expanded significantly to **INR 254,538 Cr** at the end of FY26
- **FY26 Inflows:** Fresh order inflows for the year totalled **INR 97,028 Cr**, comprising INR 69,668 Cr in manufacturing and INR 26,539 Cr in ROH
- **Major Contract Wins:** Included 97 LCA Mk1A for the IAF, 6 ALH Mk III MR-2 for ICG, 10 ALH Dhruv NG for Pawan Hans and 8 Do-228 for ICG
- **Order Pipeline:** HNAL anticipates an additional **INR 90,000 Cr in orders in the next two years**, driven by 143 ALH for the Army/IAF, Su-30 upgrades and 40 Do-228 upgrades

Key Programme Updates & Delivery Timelines

- **LCA Mk1A:** Targeted delivery of **~20 aircraft in FY27E**; GE has committed to supplying 15–20 engines, with deliveries slated to begin between August and September
- **HTT-40 Trainer:** Supply chain issues with Honeywell engines have stabilised, paving the way for targeted deliveries of **20+ units in FY27E** via two active production lines
- **Tejas Mk2 & Engines:** Prototype rollout for Tejas Mk2 is scheduled for the **last quarter of FY27E (by March)**, with GE-414 engine orders anticipated in approximately two years
- **Sukhoi-30:** Execution of the 12 Su-30 aircraft order will begin in FY28, while the broader Su-30 upgrade is currently a **5–6-year design programme**, expecting CCS approval this year
- **Advanced Programmes:** Uttam radar integration is planned for the incoming 97 LCA programme batch. A rotary UAV prototype is in ground-testing and the **CATS Warrior UAV flight is expected next year**

Supply Chain, Margin & Cost Management

- **Supply Chain Resilience:** Acknowledged minor delays in the global supply chain, but delivery schedules for HTT-40 and Su-30 remain intact due to pre-placed purchase orders and vendor diversification
- **Inventory Buffer:** HNAL built up an **inventory of INR 8,100 Cr for the LCA programme**, effectively shielding the company from near-term material cost increases for FY27E
- **Margin Protection Mechanism:** Exchange Rate Variation (ERV) and material escalation clauses are embedded in existing contracts, inherently protecting the cost of production
- **Labour Efficiency:** The management is actively balancing insourcing and outsourcing strategies to maintain the lowest possible manpower cost while functioning as the core integrator

Capital Allocation & Strategic Initiatives

- **Capex Vision 2030:** Planned investment of **INR 12,000 Cr by 2030** to construct manufacturing infrastructure for LCA Mk2, IMRH engines, and SSLV projects
- **Current Capital Deployment:** FY26 R&D expenditure stood at **INR 2,794 Cr (~8.4% of revenue)** alongside capex of INR 2,386 Cr
- **Strategic Partnerships:** Signed industrialisation agreements with Safran for LEAP engine parts, secured a non-exclusive licence to manufacture the SSLV from ISRO and signed an MoU for producing SJ-100 commuter aircraft in India

[Click here to read Q4FY26 Result Update](#)

ZEN

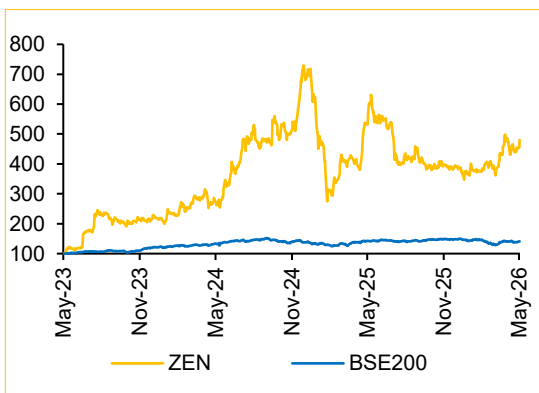
BUY
Target Price: INR 1,850
Sector View: Positive

Q4FY26 Conference Call Transcript

| Key Financials | | | | | |
|----------------|-------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 9,736 | 6,877 | 10,315 | 20,631 | 28,883 |
| YoY (%) | 121.4 | (29.4) | 50.0 | 100.0 | 40.0 |
| EBITDA | 3,735 | 2,472 | 3,609 | 7,217 | 10,104 |
| EBITDAM % | 38.4 | 36.0 | 35.0 | 35.0 | 35.0 |
| Adj PAT | 2,993 | 2,179 | 2,692 | 5,551 | 7,413 |
| EPS (INR) | 32.1 | 21.5 | 29.8 | 61.5 | 82.1 |
| ROE % | 27.9 | 12.1 | 13.3 | 22.8 | 24.0 |
| ROCE % | 17.0 | 11.4 | 12.5 | 20.1 | 21.2 |
| PE(x) | 47.6 | 71.0 | 51.3 | 24.9 | 18.6 |
| EV/EBITDA | 36.0 | 54.4 | 36.6 | 18.6 | 13.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 48.51 | 48.51 | 48.51 |
| FIIIs | 5.99 | 5.54 | 5.94 |
| DIIIs | 10.06 | 7.86 | 7.93 |
| Public | 35.04 | 37.67 | 37.20 |
| Others | 0.40 | 0.41 | 0.42 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE200 | 40.9 | 5.3 | (0.7) |
| ZEN | 379.7 | 76.9 | (11.6) |



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Key Conference Call Highlights

Order Book & Revenue Guidance

- Consolidated order book stood at INR 1,336 Cr as of March 31, 2026. Of this, ~INR 1,000 Cr is scheduled for execution in FY27 (primarily in Q2 and Q3), remaining INR 326 Cr represent AMC revenues recognised over time

- Cumulative revenue guidance of INR 4,000 Cr for FY27 and FY28

- Long-term margin guidance maintained of 35% at the operational EBITDA level and 25% at the PAT level

- Bidding Pipeline: ~INR 1,500 Cr in competitive bids and another potential INR 1,000 Cr in single-vendor tenders. The pipeline split is 55% anti-drone systems and 45% simulators

New Product Launches & Innovation

- Hyperstrike:** Autonomous, AI-enabled interceptor drone with ~400 km/h speed and ~5-minute loiter time; management expects it to become the largest product within two years, with initial production capacity of ~5,000–15,000 units per shift per month starting this year

- The company has expanded its anti-drone capabilities with a wide 70 MHz–12 GHz frequency range, enabling it to counter drones that dynamically shift frequencies

- Having secured arms and ammunition licenses, the company is developing 30mm smart ammunition with RF-based programming and pre-fragmentation, capable of neutralising drones within a 10x10 meter radius, with manufacturing expected to begin next FY

- Vrishabh:** A new unmanned ground vehicle with a 150 kg payload, ~50 km/h speed and ~100 km range, designed for combat logistics, casualty evacuation and weapon integration, with commercial launch targeted by FY27-end

- A cybersecurity suite developed by AnaWave with zero foreign dependency, offering six-layer protection and integration across control centres, ships and aircraft to prevent hacking

Industry Tailwinds & Strategic Outlook

- Recent geopolitical conflicts are accelerating military preparedness, driving strong demand for anti-drone systems and simulators, while the Indian government's IDDM push supports indigenous defence solutions

- Rising threats at global maritime choke points are driving demand for naval training, with Zen Technologies Limited expanding into naval simulation and targeting export opportunities across South America and Europe.

Subsidiary Performance

- Subsidiaries contributed ~INR 260 Cr to FY26 revenue, with ARI accounting for ~INR 131 Cr at a 30.3% PAT margin, while UTS reported a PAT margin of 26.5%.

- Management expects ARI and UTS to generate ~INR 365 Cr revenue in FY27E, with ARI scaling to ~INR 300 Cr and UTS to ~INR 150–200 Cr by FY28E.

[Click here to read Q4FY26 Result Update](#)

Aditya Birla Real Estate

BUY

Target Price: INR 1,880

Sector View: Positive


ADITYA BIRLA
 REAL ESTATE

Q4FY26 Conference Call Audio

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|--------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Pre-sales | 42,882 | 41,500 | 3.3 |
| Collection | 9,937 | 9,555 | 4.0 |

| ABREL Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------------|---------|---------|---------|---------|---------|
| Presales (Value) | 42,882 | 57,377 | (25.3) | 25,361 | 69.1 |
| Presales (Volume-msf) | 3.0 | 3.3 | (9.6) | 1.7 | 76.5 |
| Collection | 9,937 | 10,729 | (7.4) | 12,899 | (23.0) |
| Average Price Realisation (INR Psf) | 14,294 | 17,282 | (17.3) | 14,918 | (4.2) |
| Revenue from Operations | 826 | 3,948 | (79.1) | 812 | 1.8 |
| EBITDA (including OI) | (1,445) | (120) | NA | (799) | NA |
| RPAT from continuing operations | (1,103) | (1,270) | NA | (1,074) | NA |
| Basic EPS (INR) | (9.5) | (11.5) | NA | (9.5) | NA |

| Key Financials | | | | | |
|----------------|---------|---------|---------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 12,189 | 4,072 | 5,089 | 40,805 | 68,938 |
| YoY (%) | 10.7 | (66.6) | 25.0 | 701.9 | 68.9 |
| EBITDA | 680 | (3,072) | 655 | 5,263 | 11,415 |
| YoY (%) | (76.6) | (551.5) | (121.3) | 704.0 | 116.9 |
| RPAT | (1,487) | (3,381) | 5,913 | 3,010 | 7,635 |
| ROE (%) | (3.8) | (9.1) | 13.9 | 6.7 | 14.6 |
| ROCE (%) | 0.0 | (4.0) | (0.1) | 6.6 | 14.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 50.21 | 50.21 | 50.21 |
| FIs | 9.04 | 8.96 | 9.11 |
| DIs | 16.40 | 16.90 | 16.43 |
| Public | 22.89 | 23.22 | 22.91 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Realty | 73.4 | (18.9) | (9.3) |
| ABREL | (19.1) | (22.0) | 112.8 |

Key Conference Call Highlights

Macro Environment:

- Residential demand remains stable with luxury and premium segments clearly outperforming its affordable housing segment. No evidence of a slowdown seen in new launches and sustenance sales.

Operations:

- First luxury redevelopment project launched in Khar West with potential GDV of INR 16,312 Mn and 0.3 msf of saleable area. The management is evaluating multiple additional opportunities in Mumbai
- Collection to be strong going forward, with strong absorption of four new launches in Q4FY26 to contribute meaningfully to Q1FY7 collection. **The management mentioned that collection remained healthy in April 2026**
- Collections remain healthy with ~98% efficiency**, while most projects continue to follow construction-linked payment plans
- Bengaluru continues to perform strongly**, supported by sustained demand in Trimaya and Evana, though focus in FY27E will shift more towards business development
- There is a growing interest in **senior living projects**, especially at the Talegaon land parcel, citing strong long-term demand potential. Although the Talegaon land parcel is agriculture land, hence it is not ready for any development at this stage
- On Middle East Conflict: Management seeing manageable impact on margins as availability is not an issue but logistic and transportation is the issue

Launches:

- Launch pipeline remains robust, with ~INR 90 Bn of new launches and ~INR 70 Bn of sustenance inventory planned for FY27E**, though management refrained from formal guidance due to approval uncertainty
- Niyaara tower C, which is a major GDV contributor is likely to be launched in Q2 or Q3FY27
- Birla Navya and Evam to be launched in Q3FY27 and Q4FY27, respectively
- The Mathura Road project is planned to be launched in New Delhi next year

Guidance and Business Development :

- ABREL has a **~INR-600 Bn bid pipeline under evaluation**, with ~INR 350 Bn concentrated in MMR. The management remains selective and disciplined on approvals, due diligence, and IRR thresholds
- The management reiterated focus on **premium/luxury housing**, where demand remains robust, while mid-income demand has softened
- Business development of INR 150 Bn could spill over to FY29E
- Commercial real estate expansion is under way, with planned office developments in Worli (1.3 msf) and a **~0.5 msf commercial opportunity in Thane**

Godrej Properties

BUY

Target Price: INR 2,520

Sector View: Positive

Key Conference Call Highlights



Q4FY26 Conference Call Audio

| Actual vs CIE Est. | | | |
|--------------------|----------|----------|-------|
| INR Mn | Q4FY26A | CIE Est. | Dev.% |
| Pre-sales | 1,01,630 | 86,750 | 17.2 |
| Collection | 79,470 | 78,970 | 0.6 |

| GPL Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------------|----------|----------|---------|---------|---------|
| Pre-sales (Value) | 1,01,630 | 1,01,630 | - | 84,210 | 20.7 |
| Pre-sales (Volume-msf) | 7.30 | 7.52 | (2.9) | 6.43 | 13.5 |
| Collection | 79,470 | 69,610 | 14.2 | 42,820 | 85.6 |
| Average Price Realisation (INR Psf) | 13,922 | 13,515 | 3.0 | 13,096 | 6.3 |
| Net Operational Cash Flow | 46,310 | 40,470 | 14.4 | 10,620 | 336.1 |
| Revenue | 34,581 | 21,217 | 63.0 | 4,984 | 593.9 |
| Other Income | 3,485 | 5,593 | (37.7) | 5,355 | (34.9) |
| EBITDA (excluding OI) | 5,222 | 1,100 | 374.9 | (1,827) | (385.8) |
| PBT | 8,694 | 5,669 | 53.4 | 2,547 | 241.3 |
| Tax | 2,240 | 1,884 | 18.8 | 608 | 268.1 |
| RPAT | 6,454 | 3,784 | 70.6 | 1,939 | 232.9 |
| EPS | 21.6 | 12.7 | 70.2 | 6.5 | 233.0 |

| Key Financials | | | | | |
|------------------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Pre-sales (Value) | 294 | 342 | 390 | 436 | 480 |
| YoY (%) | 30.7 | 16.1 | 14.0 | 12.0 | 10.0 |
| Pre-sales (Volume-msf) | 25.7 | 27.0 | 29.9 | 32.5 | 34.7 |
| YoY (%) | 28.7 | 4.9 | 10.7 | 8.7 | 6.8 |
| Collection | 170 | 200 | 240 | 287 | 345 |
| YoY (%) | 49.1 | 17.1 | 20.0 | 20.0 | 20.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 51.66 | 47.17 | 47.05 |
| FIIIs | 26.17 | 28.15 | 28.31 |
| DIIIs | 8.19 | 10.78 | 10.42 |
| Public | 13.98 | 13.92 | 14.22 |

| Relative Performance (%) | | | |
|--------------------------|------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Realty | 75.8 | (16.9) | (8.0) |
| GPL | 45.1 | (25.2) | (14.6) |

Industry:

- The management maintained a cautiously optimistic stance on global uncertainty (including developments in the Middle East). While these caused some near-term disruption in March, they **could eventually redirect NRI demand to India from markets such as Dubai**
- GPL downplayed fears of AI materially disrupting residential demand in tech-driven markets, such as Bengaluru, highlighting that **office demand continues to remain robust**

Operations:

- GPL **retained its position as India's largest residential developer** in terms of booking value for the third consecutive financial year
- This is the **5th consecutive quarter** in which GPL has delivered more than INR 70.0 Bn of booking value and **11th consecutive quarter** in which GPL has delivered more than INR 50.0 Bn of booking value
- Pre-sales FY26 mix:** ~60% launches, ~40% sustenance sales
- Construction cost inflation (~5–6%) remains manageable through pricing, limiting margin impact to ~1–2%, supported by strong contracts and pricing power. Overall, **EBITDA margin is expected to remain broadly stable**, with only minor fluctuation driven by JV mix
- Pricing trend** has been reasonably stable in South India and Mumbai. It was slightly stronger in the West; however, the NCR market (excluding Noida) has seen weak traction. Noida was a notable exception owing to favourable demand-supply- dynamics
- The board of directors has recommended a **dividend INR 10 per share (200%)** for FY26

Business Development:

- GPL plans **business development of INR 200 Bn in FY27E**
- The level of **BD investments** is projected to decrease as a percentage of existing projects and operational cash flow. **Robust BD momentum in FY26 (+59%)** is set to drive a strong launch pipeline in FY27E

Guidance:

- For FY27E, GPL targets pre-sales exceeding INR 390 Bn** (up ~20% vs. FY26 guidance) and collections surpassing INR 240 Bn, which is 20% growth each
- The company remains focussed on achieving a **20% Return on Equity (ROE) by FY28E**
- FY27E FCF is likely to remain neutral, contingent on BD intensity, whereas in FY28E, the management expects a **strong shift to positive free cash flow as multiple projects enter the revenue recognition phase**
- GPL has announced a dividend payout for the next year, signalling a shift towards consistent and growing dividends
- Management does **not anticipate any significant impact on the demand side** as a result of the ongoing tensions in the Middle East, but **expects cost pressures** that could reduce margins by approximately 0.5%

Mahindra Lifespace Developers

Target Price: INR 500

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Est.

| INR Mn | Q4FY26A | CIE Est. | Dev.% |
|------------|---------|----------|-------|
| Pre-sales | 16,330 | 14,880 | 9.7 |
| Collection | 6,350 | 6,100 | 4.1 |

| MAHLIFE Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|------------------------------|--------------|-------------|----------------|--------------|---------------|
| Pre-sales | 16,330 | 10,550 | 54.8 | 5,720 | 185.5 |
| Residential Collections | 6,350 | 4,660 | 36.3 | 3,860 | 64.5 |
| Launches (msf) | 1.89 | 0.90 | 110.0 | 1.39 | 36.0 |
| Total Income | 7,232 | 554 | 1,204.5 | 4,691 | 54.2 |
| EBITDA (including OI) | 97 | (90) | NA | 397 | (75.6) |
| Income from JV/ Associate | 835 | 1,032 | (19.1) | 713 | 17.0 |
| PAT | 901 | 851 | 5.9 | 1,089 | (17.2) |
| EPS | 4.4 | 5.0 | (12.3) | 5.4 | (18.6) |

Key Financials

| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-------------|---------|---------|---------|---------|---------|
| Revenue | 3,723 | 11,783 | 16,422 | 21,822 | 26,318 |
| YoY (%) | 75.5 | 216.5 | 39.4 | 32.9 | 20.6 |
| EBITDA | (1,699) | (1,216) | (1,191) | (1,731) | (1,153) |
| EBITDAM (%) | (45.6) | (10.3) | (7.3) | (7.9) | (4.4) |
| RPAT | 614 | 2,982 | 1,256 | 1,639 | 2,147 |
| ROE (%) | 3.2 | 8.2 | 3.4 | 4.2 | 5.3 |
| ROCE (%) | 2.7 | 7.4 | 3.2 | 4.0 | 5.1 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 52.41 | 52.41 | 52.42 |
| FIIIs | 7.64 | 7.81 | 8.12 |
| DIIIs | 22.86 | 22.83 | 22.45 |
| Public | 17.08 | 16.93 | 17.00 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|------------|-------|--------|-------|
| BSE Realty | (0.6) | (44.6) | 10.4 |
| MAHLIFE | 72.2 | (19.4) | (9.3) |

Key Conference Call Highlights

Operations:

- Sustainable pre-sales significantly contributed to MAHLIFE's pre-sales this quarter and the financial year (40% contribution)
- MAHLIFE launched Mahindra Blossom (Bengaluru) this quarter, achieving 60% sales within a week of its launch
- Mahindra Rainforest (Phase 1) has received RERA approval**; the total project GDV is over INR 120 Bn
- Project Beacon Hill and Citadel Phase 3 in Pune are at the final last stage of being approved by RERA approval. MAHLIFE should be able to launch them in Q1FY27
- The company plans to launch projects worth INR 100 Bn in FY27 (including project Rainforest in Bengaluru), which is expected to support pre-sales guidance of INR 45–50 Bn
- A strategic multi-project tie-up is under way with initial capital infused, as Mitsui Fudosan acquires a 49% stake in Blossom – its first residential partnership and a key milestone for MAHLIFE
- The company successfully received 8 Occupancy Certificates (OCs) in FY26, demonstrating improved efficiency in project delivery

Product Development:

- Gross Development Value (GDV) addition** for the year exceeded INR 180 Bn bringing the total portfolio GDV to more than INR 450 Bn
- Thane Project:** MAHLIFE plans a mixed-use development of approximately 6.5 msf (including 4 msf of residential and 2 msf of commercial) with an **estimated GDV of INR 75 Bn**
- The company is **expanding its presence in Mumbai, Pune and Bengaluru**, with Mumbai expected to account for nearly **60% of business development**
- The management confirmed continued focus on premium and mid-premium segments while exiting the affordable housing segment so as to improve overall portfolio margin
- Geographic mix targeted at ~60% Mumbai, 20% Pune and 20% Bengaluru, balancing concentration risk while capitalising on strong markets

IC&IC Business:

- Leasing Momentum:** The industrial segment saw a strong performance, with INR 3,600 Mn of new lease revenue in Q4, particularly in Jaipur and Chennai
- Approvals are in place for Origins Ahmedabad** and the company is looking for the first set of anchor clients, while land aggregation continues for Origins Pune

Guidance:

- Management **maintained its FY27 pre-sales guidance** of INR 45–50 Bn
- The company aims for INR 80–100 Bn in annual pre-sales in the next 2–3 years

Sobha

BUY
Target Price: INR 1,840
Sector View: Positive

Q4FY26 Conference Call Audio
Actual vs CIE Est.

| INR Mn | Q4FY26A | CIE Est. | Dev. % |
|------------|---------|----------|--------|
| Pre-sales | 20,390 | 16,500 | 23.6 |
| Collection | 19,900 | 15,590 | 27.6 |

| SOBHA Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------------|--------|--------|---------|--------|---------|
| Presales (Value) | 20,390 | 18,360 | 11.1 | 21,152 | (3.6) |
| Presales (Volume-msf) | 1.3 | 1.6 | (14.1) | 1.4 | (2.2) |
| Collection | 19,900 | 17,850 | 11.5 | 19,850 | 0.3 |
| Average Price Realisation (INR Psf) | 15,268 | 11,781 | 29.6 | 15,439 | (1.1) |
| Revenue From Operations | 19,878 | 12,406 | 60.2 | 9,431 | 110.8 |
| EBITDA (including OI) | 1,943 | 1,242 | 56.4 | 787 | 146.7 |
| RPAT | 918 | 409 | 124.8 | 154 | 495.2 |
| Basic EPS (INR) | 8.6 | 3.8 | 124.8 | 1.4 | 495.2 |

Key Financials

| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-------------|--------|--------|--------|--------|--------|
| Revenue | 40,387 | 51,905 | 66,286 | 76,457 | 90,596 |
| YoY (%) | 30.4 | 28.5 | 27.7 | 15.3 | 18.5 |
| EBITDA | 2,943 | 3,104 | 2,957 | 4,839 | 7,613 |
| EBITDAM (%) | 10.1 | 9.4 | 7.9 | 9.7 | 11.7 |
| RPAT | 947 | 1,934 | 2,459 | 4,201 | 6,672 |
| EPS | 8.9 | 18.1 | 23.0 | 39.3 | 62.4 |
| ROE (%) | 2.1 | 4.1 | 5.0 | 7.9 | 11.3 |
| ROCE (%) | 3.6 | 3.6 | 3.2 | 6.1 | 9.7 |

Shareholding Pattern (%)

| | Dec-25 | Sep-25 | Jun-25 |
|-----------|--------|--------|--------|
| Promoters | 52.88 | 52.88 | 52.88 |
| FIIIs | 6.23 | 6.26 | 6.41 |
| DIIIs | 26.10 | 25.78 | 26.04 |
| Public | 14.78 | 15.09 | 14.68 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|------------|-------|--------|-------|
| BSE Realty | 73.6 | (18.1) | (9.9) |
| SOBHA | 220.9 | (19.6) | 9.9 |

Key Conference Call Highlights
Macro Environment:

- **Inquiries remain stable** across SOBHA's projects, with demand momentum holding positive **despite the Middle East crisis/AI concerns**
- **Demand remains strong** in the sub-INR 30 Mn segment, with stable pricing and steady momentum **across NCR and Bengaluru**
- There is a **significant increase in price of raw materials** (event-led). Effect on margin is to be seen in the next 1 year. Price increases so as to counter the effect will depend on the demand-supply dynamics
- The management is **seeing an increase in inquiries in the Kerala market** in the backdrop of the uncertainty in Middle East

Operations:

- **FY26 sales were led by Bangalore** (INR 45 Bn, 55%), followed by NCR (INR 24.55 Bn, (30%). Kerala contributed INR 8.08 Bn (10%) and other cities INR 3.96 Bn (5%)
- **Launched projects of 6.04 msf** in FY26. More launches were delayed due to internal and external factors during Q4FY26
- **SOBHA marked its entry into Greater Noida with Sobha Rivana (~2.57 msf) achieving ~25% pre-sales (INR 5 Bn) within 2 weeks of its launch.** Initial sales were not very impressive as they were **impacted by late-quarter launch timing.** The Management expects steady momentum and potential price hike over time
- **For its larger projects, the management is focusing on phased launches** in order to optimize pricing and sustain absorption for large developments
- **Commercial strategy is back-ended**, with limited exposure in Phase 1 of township projects and more meaningful rental/commercial development planned in subsequent phases

Launches:

- **Project Hoskote of 5.3 msf and GVD of INR 70 Bn to be launched in Q1FY27**
- **Sobha Crescent Phase 1** in Gurgaon, which was launched in April '26, has seen a good response (50% or units worth INR 11 Bn sold till date)
- Plan to launch a **couple of projects in Kerala** in Q2FY27
- **Tentative FY27E launch** schedule includes one project in Pune and Chennai each

Guidance:

- **The management is guiding for 30% growth in pre-sales in FY27E**, broadly in line with FY26 trajectory
- **For FY27E**, sales are expected to be roughly **45-50% from sustenance** and **50-55% from new launches**
- **Plan to launch projects of 20.67 msf and 10 msf in FY27E** in the next 6-8 quarters
- **Margin expected to improve from Q2/Q3 FY27** as key projects near completion and get recognised
- **Plan to do business development of 10 msf by investing ~INR 11 Bn every year** with visibility for the next 2 years
- **Business development** is focussed on Mumbai (MMR) and Hyderabad with a calibrated scale-up approach. SOBHA is adopting a cautious Mumbai strategy by starting with smaller and redevelopment projects as they want to build execution capability before scaling up

Awfis Space Solutions

BUY

Target Price: INR 590

Sector View: Positive

awfis

Q4FY26 Conference Call Audio

Actual vs CIE Est.

| INR Mn | Q4FY26A | CIE Est. | Dev. % |
|-----------|---------|----------|--------|
| Revenue | 4,101 | 4,150 | (1.2) |
| EBITDA | 1,517 | 1,515 | 0.1 |
| EBITDAM % | 37.0 | 36.5 | 49 bps |
| PAT | 232 | 224 | 3.8 |

| AWFIS (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------|--------|--------|---------|--------|---------|
| Revenue from Operations | 4,101 | 3,397 | 20.7 | 3,818 | 7.4 |
| Other Income | 190 | 198 | (3.8) | 292 | (34.8) |
| Material Expenses | 93 | 83 | 11.7 | 80 | 16.2 |
| Subcontracting Cost | 560 | 577 | (2.9) | 494 | 13.3 |
| Gross Profit | 3,449 | 2,737 | 26.0 | 3,244 | 6.3 |
| Employee Expenses | 313 | 295 | 6.1 | 358 | (12.6) |
| Other Expenses | 1,618 | 1,283 | 26.2 | 1,493 | 8.4 |
| EBITDA (excluding OI) | 1,517 | 1,159 | 30.9 | 1,392 | 9.0 |
| EBITDA (including OI) | 1,707 | 1,357 | 25.8 | 1,684 | 1.4 |
| Depreciation | 1,009 | 811 | 24.4 | 994 | 1.5 |
| EBIT | 699 | 546 | 1.5 | 690 | 1.3 |
| Interest Cost | 464 | 427 | 8.7 | 470 | (1.3) |
| PBT | 235 | 121 | 93.9 | 220 | 6.6 |
| Tax | 3 | 9 | (71.5) | 4 | (34.5) |
| RPAT | 232 | 112 | 107.0 | 217 | 7.4 |
| APAT | 234 | 110 | 111.3 | 218 | 7.2 |
| EPS | 3.3 | 1.6 | 107.0 | 3.0 | 7.3 |

Key Financials

| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|--------|--------|--------|--------|--------|
| Revenue | 12,075 | 14,935 | 17,671 | 19,962 | 22,059 |
| YoY (%) | 42.3 | 23.7 | 18.3 | 13.0 | 10.5 |
| EBITDA | 4,024 | 5,498 | 6,362 | 7,386 | 8,272 |
| EBITDAM % | 33.3 | 36.8 | 36.0 | 37.0 | 37.5 |
| Adj PAT | 679 | 709 | 1,099 | 1,310 | 1,591 |
| EPS (INR) | 9.6 | 9.9 | 15.4 | 18.3 | 22.2 |
| ROE % | 14.8 | 12.8 | 16.6 | 16.5 | 16.7 |
| ROCE % | 26.2 | 27.5 | 30.8 | 30.1 | 28.6 |
| PE(x) | 37.7 | 36.4 | 23.5 | 19.7 | 16.2 |
| EV/EBITDA | 6.3 | 4.6 | 4.0 | 3.4 | 3.0 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 17.01 | 17.01 | 17.01 |
| FIIIs | 26.35 | 27.34 | 25.04 |
| DIIIs | 39.52 | 39.56 | 41.18 |
| Public | 17.12 | 16.09 | 16.77 |

Relative Performance (%)

| YTD | 1.5Y | 1Y | 6M |
|------------|--------|--------|--------|
| BSE Realty | (95.5) | (95.0) | (32.7) |
| AWFIS | (23.7) | (16.2) | (12.5) |

Key Conference Call Highlights

Macro Environment:

- India office leasing market remains strong with record leasing activity; GCCs and flexible workspace operators continue to drive demand growth
- GCC ecosystem in India crossed 2,100 centres, with AI-led expansion increasing demand for premium managed workspaces
- GCCs contributed 40%+ of leasing demand; flex operators penetration reached 21% and expected ~25% at end of FY27E

Operations:

- AWFIS highlighted five long-term growth engines: premiumisation, multi-format supply, GCC demand, organic client expansion and adjacencies such as design-build and furniture
- Nearly 60% of new supply was signed with institutional landlords, improving asset quality and pricing power. Developer partnerships with institutional landlords are expected to become an important supply channel in FY27–28E, improving capital efficiency and lowering risk
- GCC clients contributing 23% of rental revenue. Enterprise and GCC clients now account for 64% of client base, with the average tenure increasing to 37 months
- 48% of clients operate across multiple AWFIS centres, highlighting customer stickiness
- Mature centre occupancy remained healthy at ~84%, while blended occupancy stood at 76%; the management expects further improvement through GCC and enterprise demand
- Average new centre size ~20% larger than legacy portfolio
- The design & build business (“AWFIS Transform”) is scaling up rapidly, with third-party revenue increasing significantly and a strong FY27E order pipeline already secured
- D&B segment’s margin stood at 7–8% by the end Q4FY26

Guidance:

- The management expects FY27E overall revenue growth of 25–27%, supported by GCC mandates, premium centre ramp-up and managed office expansion
- FY27E: Coworking & allied business expected to grow 27–28% Design & Build expected to expand 20–23%
- FY27E gross seat additions to be 22,000–25,000 (~1.5 msf), with focus remaining on higher revenue per seat rather than aggressive capacity growth
- FY27E capex expected to remain at a level similar level to FY26
- Premiumisation has become a core strategy, with 100% of new supply added in Grade A/A+ assets and operationalising 35 premium Gold/Elite centres. The focus is shifting from seat growth to higher revenue per seat

BUY

EFC(I)

Target Price: INR 275
Sector View: Positive


Q4FY26 Conference Call Audio

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|---------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 2,929 | 2,805 | 4.4 |
| EBITDA | 1,436 | 1,220 | 17.7 |
| EBITDAM % | 49.0 | 43.5 | 553 bps |
| RPAT | 689 | 604 | 14.0 |

| INR Mn | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|------------------------------|--------------|--------------|-------------|--------------|-------------|
| Revenue | 2,929 | 2,110 | 38.8 | 2,696 | 8.6 |
| Other Income | 44 | 54 | (19.1) | 69 | (36.9) |
| Material Expenses | 1,141 | 712 | 60.3 | 1,217 | (6.2) |
| Gross Profit | 1,788 | 1,398 | 27.8 | 1,479 | 20.9 |
| Employee Expenses | 239 | 128 | 86.9 | 128 | 86.5 |
| Other Expenses | 112 | 177 | (36.5) | 234 | (51.9) |
| EBITDA (excluding OI) | 1,436 | 1,093 | 31.3 | 1,117 | 28.5 |
| Depreciation | 352 | 296 | 19.0 | 258 | 36.6 |
| EBIT | 1,083 | 797 | 35.9 | 859 | (8.0) |
| Interest Cost | 277 | 145 | 90.8 | 105 | 164.4 |
| PBT | 850 | 705 | 20.5 | 823 | 3.2 |
| Tax | 161 | 226 | (28.6) | 199 | (19.0) |
| RPAT | 689 | 480 | 43.6 | 624 | 10.3 |
| EPS | 5.1 | 3.2 | 58.1 | 4.6 | 9.8 |

| Key Financials | | | | | |
|----------------|-------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 6,567 | 10,367 | 13,961 | 18,694 | 21,995 |
| YoY (%) | 56.6 | 57.9 | 34.7 | 33.9 | 17.7 |
| EBITDA | 3,277 | 4,683 | 6,248 | 8,217 | 9,536 |
| EBITDAM % | 49.9 | 45.2 | 44.8 | 44.0 | 43.4 |
| RPAT | 1,408 | 2,347 | 2,963 | 3,989 | 4,526 |
| EPS (INR) | 10.4 | 16.9 | 20.2 | 27.1 | 30.8 |
| ROE % | 24.2 | 28.8 | 26.6 | 26.3 | 23.0 |
| ROCE % | 30.2 | 32.6 | 35.3 | 36.8 | 33.3 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dep-25 | Sep-25 |
| Promoters | 60.44 | 60.45 | 45.46 |
| FIIIs | 2.17 | 2.36 | 3.84 |
| DIIIs | 6.35 | 5.80 | 6.71 |
| Public | 31.05 | 31.38 | 43.99 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|-------|
| YTD | 1Y | 2Y | 3Y |
| BSE Realty | (17.4) | (22.0) | 60.5 |
| EFCIL | (39.5) | (11.0) | 106.6 |

Key Conference Call Highlights

Leasing Segment :

- EFCIL manages 3.69 msf across 90 centres in 25 cities
- Total client base was 750+ with total billed seats of 63,199
- Enterprise clients contribute 61% to revenue and average enterprise client tenure is 51 months
- EFCIL has decreased dependence from top 10 clients, from 49% in FY21 to 24% in FY26
- Leasing business payback period remains healthy at 18–20 months
- 1/10th of revenue comes from GCC (Global Capability Centres)
- Demand outlook remains strong, driven by GCC expansion, technology companies, BFSI firms and enterprises shifting towards flexible managed office models. GCCs and large enterprises account for about 80% of EFCIL's revenue
- The management views the rise of AI as a beneficial evolution which will help structure business processes and potentially increase demand for professional workspace solutions
- The management retains its guidance of adding 18,000–20,000 operating seats annually

D&B Segment:

- D&B order book remains strong, supported by higher turnkey mandates and cross-selling opportunities
- D&B business has 80+ designers and engineers, presence across 15+ locations and execution footprint of ~5.5 msf
- The management is confident of 40–50% revenue growth, going forward for the next 2–3 years

Furniture Manufacturing Segment:

- This vertical viewed as a strategic backward integration and margin-enhancing business
- The manufacturing facility spans 1.2 lakh sq ft area with capacity of generate INR 2,000–2,750 Mn revenue. It has over 1,500 SKUs and delivered 60,000+ units across sectors including real estate, hospitality, IT/ITES, education and co-living
- Furniture vertical is operating at **35–40% capacity utilisation**, with plans to increase to **75–80% by Q2FY27**
- EBITDA margins are projected at 25% for the next 2 years
- The management is guiding for 50% revenue growth going forward for the next 2 years

Financials:

Rights issue (May 2026) was utilised to raise capital primarily for working capital needs to proper growth in the design and furniture segment

Overall Guidance:

- Working capital management is one of the key priorities for FY27
- FY27 focus areas include disciplined expansion, improving asset efficiency, scaling up D&B, strengthening furniture manufacturing and deepening enterprise relationships

Smartworks Coworking Spaces

BUY

Target Price: INR 630

Sector View: Positive


 Q4FY26 Conference Call Audio

| Actual vs CIE Est. | | | |
|--------------------|---------|----------|--------|
| INR Mn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 5,197 | 5,220 | (0.4) |
| EBITDA | 3,384 | 3,388 | (0.1) |
| EBITDAM % | 65.1 | 64.9 | 20 |
| PAT | 176 | 93 | 89.6 |

| SMARTWOR (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-----------------------|--------|--------|---------|--------|---------|
| Revenue | 5,197 | 3,584 | 45.0 | 4,721 | 10.1 |
| Other Income | 130 | 36 | 259.9 | 160 | (18.7) |
| Operating Expenses | 1,390 | 1,006 | 38.1 | 1,323 | 5.0 |
| Gross Profit | 3,764 | 2,578 | 46.0 | 3,396 | 10.8 |
| Employee Expenses | 239 | 193 | 23.9 | 245 | (2.6) |
| Other Expenses | 142 | 61 | 132.7 | 94 | 50.2 |
| EBITDA (excluding OI) | 3,384 | 2,324 | 45.6 | 3,056 | 10.7 |
| EBITDA (including OI) | 3,514 | 2,360 | 48.9 | 3,216 | 9.2 |
| Depreciation | 2,341 | 1,615 | 44.9 | 2,233 | 4.8 |
| EBIT | 1,173 | 746 | 57.3 | 984 | 19.3 |
| Interest Cost | 951 | 795 | 19.6 | 968 | (1.8) |
| Tax | 56 | 34 | 67.7 | 3 | 1,674 |
| RPAT | 166 | (83.0) | NM | 12.4 | 1,241 |
| APAT | 176 | (80.2) | NM | 15.3 | 1,049 |
| Basic EPS | 1.5 | (0.8) | NM | 0.1 | 1,218 |

| Key Financials | | | | | |
|----------------|--------|--------|--------|--------|--------|
| INR Mn | FY25 | FY26E | FY27E | FY28E | FY29E |
| Revenue | 13,741 | 17,958 | 23,289 | 27,622 | 32,068 |
| YoY (%) | 32.2 | 30.7 | 29.7 | 18.6 | 16.1 |
| EBITDA | 8,573 | 11,551 | 14,696 | 17,707 | 20,717 |
| EBITDAM % | 62.4 | 64.3 | 63.1 | 64.1 | 64.6 |
| RPAT | (632) | 105 | 582 | 644 | 767 |
| EPS (INR) | (6.1) | 1.0 | 5.1 | 5.6 | 6.7 |
| ROE % | (58.6) | 2.0 | 9.9 | 9.9 | 10.5 |
| ROCE % | 50.8 | 51.5 | 68.9 | 77.4 | 83.9 |
| PE(x) | (70.9) | 454.7 | 84.8 | 76.7 | 64.3 |
| EV/EBITDA | 5.6 | 4.2 | 3.3 | 2.7 | 2.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 58.33 | 58.18 | 58.18 |
| FIIIs | 0.16 | 0.33 | 0.93 |
| DIIIs | 9.06 | 8.96 | 9.03 |
| Public | 32.46 | 32.53 | 31.86 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|-------|
| YTD | 4M | 6M | 8M |
| BSE Realty | (8.6) | (15.8) | (8.1) |
| SMARTWOR | (5.7) | (21.8) | (8.8) |

Key Conference Call Highlights

Operations:

- Total footprint including LOIs now stands at **16.1 msf**, with **100% of FY27 supply visibility** and **high 75% visibility for FY28E**
- Presence across **15 cities**, serving **770+ clients**
- Committed **occupied seats** reached **1,91,000**
- Became the **first listed flexible workspace platform in India** to cross 10.1 msf of operational footprint – **representing more than 10%** of the total leased workspace market in India
- The **1,000+ seat cohort is increasing** from 29% to 37% of revenue at an **average tenure exceeding 48 months**
- A **3,000-seat and a 2,000-seat deal** were signed in Q4FY26
- Client mix continues to diversify**: IT/ITeS has declined from 42% to 39% over the last year, while GCC revenue now exceeds 15% of rental revenue
- No single client** typically occupies **more than 30%** of any campus
- 31% of revenue** from multi-city clients; **30% of growth** driven by existing clients
- Mature centres occupancy** stood at 89%; And **committed mature occupancy** stood at 93% by FY26-end
- Overall **occupancy dropped by 70bps to 82%** in Q4FY26 as additional 0.9 msf has been operationalised in this quarter
- SmartVantage is seeing strong demand from GCC, gaining traction and **expected to contribute to bottom line** in FY27E

Financials:

- Concluded FY26 at **net-debt-negative**, with cash and bank balances exceeding gross debt, **confirming a capital structure** which funds expansion through internal accruals
- Gross debt declined** more than by 50% since its IPO in July 2025, **cost of borrowing fell 180 bps** to below 9% YoY.
- ROCE rose sharply**, from 7.3% in FY25 to 16.0% in FY26 as centres move past payback and operate at sustained, high occupancy
- Maintenance Capex**: ~6%-8% of normalised gross block; the same on per sq ft is ~12%–5% of initial capex psf
- The company **mitigates rising rental inflation** via long-term landlord contracts and selective location
- West Asia conflict flagged**: The management has baked in ~5% cost increase, which is, at present, absorbed by volume discounts

Guidance:

- SMARTWOR enters FY27E with a **strong multi-year contracted rental revenue visibility** of more than INR 52.0 Bn
- Revenue to grow by 28–30% with EBITDA margin of ~20% in FY27
- GCCs account for over 15%** of rental revenue; the management is expecting this share to double over the next few years
- Guided 40–45% growth in VAS** (value-added Services) revenue as monetization of campus amenities accelerate with footprint
- Annual seat addition**: 45,000 to 50,000 per year

CGCL: Earnings Surprise led by Resilient AUM Growth; Decline in CoF

BUY

Target Price: INR 250

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|-----------|
| INR Bn | FY26A | CIE Est. | Deviation |
| Net Interest Income | 20.0 | 19.5 | +2.5% |
| Other Income | 10.1 | 10.1 | -0.2% |
| PPoP | 14.5 | 13.8 | +4.8% |
| Profit after Tax | 9.5 | 9.1 | +4.8% |

| Key Financials | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| INR Mn | FY25 | FY26 | FY27E | FY28E | FY29E |
| AUM Bn | 228.6 | 366.2 | 473.9 | 592.7 | 763.4 |
| NII | 13.3 | 20.0 | 31.1 | 40.2 | 50.5 |
| NIM (%) | 7.8% | 7.8% | 8.5% | 8.5% | 8.3% |
| Other Income | 5.0 | 10.1 | 12.9 | 16.1 | 20.2 |
| Operating Exp | 11.0 | 15.7 | 21.4 | 27.8 | 34.4 |
| PPoP | 7.3 | 14.5 | 22.7 | 28.6 | 36.3 |
| PAT | 4.8 | 9.5 | 15.3 | 19.4 | 24.8 |
| RoAA (%) | 2.7% | 3.5% | 4.0% | 4.0% | 4.0% |
| RoAE (%) | 11.8% | 16.5% | 19.2% | 20.0% | 20.8% |
| GNPA (%) | 1.5% | 0.9% | 1.6% | 2.1% | 2.6% |
| NNPA (%) | 0.9% | 0.5% | 0.7% | 0.9% | 1.0% |
| Adj. BVPS (INR) | 50.1 | 73.3 | 88.1 | 106.7 | 130.2 |
| Price/ABV | 3.4 | 2.7 | 2.2 | 1.8 | 1.5 |

Source: CGCL, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 59.9 | 59.9 | 59.9 |
| FIs | 5.6 | 4.5 | 4.8 |
| DIs | 20.1 | 20.1 | 20.3 |
| Public | 14.4 | 15.5 | 15.0 |

| Relative Performance (%) | | | |
|--------------------------|------|--------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Fin. Services | 31.5 | 13.4 | (1.9) |
| CGCL | 6.9 | (14.4) | 19.7 |

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Key Conference Call Highlights

Guidance and Targets

- **AUM**
 - FY28E: INR 550.0 Bn
 - FY32E: INR 1,000.0+ Bn
- **AUM Mix:** ~50% Gold Loans; 16–18% for MSME, Housing and Construction Finance each
- **Co-lending and DA:** ~20% of AUM
- **CoF:** To target reduction by 10–20 bps in FY27E and 10 bps in FY28E
- **Profitability:** RoA at ~4.00–4.50%, RoE at 16.0%–18.0% by FY28E
- To scale up its physical network by opening 700–800 branches in the next two years, a majority of which would be Gold Loan branches
- To open ~350 Gold Loan branches in FY27E

Segmental Performance

Gold Loans

- AUM crossed INR 150.0 Bn milestone (+110.9% YoY); added 89 Gold Loan branches, of which 62 were in South India and 20 in Odisha
- Branch productivity was at INR 170 Mn/branch (vs. 141 Mn/branch QoQ). Incremental Segment LTV for the portfolio stood at ~70%

MSME

- AUM grew by 17.7% YoY to INR 64.9 Bn
- Micro-LAP: INR 8,240 Mn AUM; to focus on sales productivity and operating efficiency

Housing Finance

- AUM increased by 43.2% YoY to INR 74.5 Bn
- The management is optimistic on Affordable Housing demand led by rising income level and lower interest rates

Construction Finance

- AUM expanded by 38.1% YoY to INR 57.1 Bn; 282 active projects; average sanction stood at INR 480 Mn, average outstanding INR 200 Mn. It maintained three dedicated branches at Ahmedabad, Bengaluru and Hyderabad

Asset Quality

- Provision Coverage Ratio stood at 41.2% as of Q4FY26 vs. 43.6% as of Q3FY26
- Credit cost for Q4FY26 stood at ~0.8%, mainly driven by provision for stage 1 assets, led by increase in higher disbursements
- Strong collection practices maintained across portfolios

Capital

- Capital adequacy: CGCL 25.8%, Housing Finance subsidiary 27.7%

Technology & ESG

- The company launched an upgraded fully digital end-to-end platform, Capri Care, in Q3FY26, enabling real-time policy issuance for insurance distribution
- Capri Global has built and deployed its own specialised small language model, currently used by operations for collections communication

MASFIN: Earnings Beat Led by Higher NII

BUY

Target Price: INR 405

Sector View: Positive



Q4FY26 Conference Call Transcript

| Actual vs CIE Estimates | | | |
|-------------------------|-------|----------|-----------|
| INR Bn | FY26A | CIE Est. | Deviation |
| Net Interest Income | 7.0 | 6.9 | +2.0% |
| Other Income | 3.4 | 3.7 | -7.2% |
| PPoP | 6.7 | 6.5 | +2.8% |
| Profit after Tax | 3.7 | 3.7 | +0.4% |

| Key Financials | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| AUM | 121.0 | 143.6 | 176.5 | 220.2 | 270.5 |
| NII | 5.7 | 7.0 | 8.9 | 11.7 | 14.6 |
| NII Growth (%) | 39.0% | 23.3% | 28.0% | 30.3% | 24.9% |
| Other Income | 2.3 | 3.4 | 4.1 | 4.9 | 5.9 |
| Operating Exp. | 2.6 | 3.7 | 5.0 | 6.4 | 8.1 |
| PPoP | 5.4 | 6.7 | 8.0 | 10.2 | 12.4 |
| PAT | 3.1 | 3.7 | 4.4 | 5.8 | 7.0 |
| ROAA (%) | 2.9% | 3.0% | 3.0% | 3.3% | 3.2% |
| ROAE (%) | 14.1% | 13.3% | 14.0% | 16.1% | 16.5% |
| GNPA % | 2.5% | 2.6% | 2.8% | 2.8% | 2.8% |
| NNPA % | 1.5% | 1.5% | 1.3% | 1.3% | 1.3% |
| Adj. BVPS (INR) | 134.3 | 153.2 | 174.9 | 202.4 | 238.8 |
| P/ABV | 1.8 | 1.8 | 1.9 | 1.7 | 1.4 |

Source: MASFIN, Choice Institutional Equities

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 66.6 | 66.6 | 66.6 |
| FIIs | 3.5 | 3.1 | 3.2 |
| DIIIs | 20.0 | 20.2 | 20.2 |
| Public | 9.9 | 10.0 | 10.0 |

| Relative Performance (%) | | | |
|--------------------------|------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Fin. Services | 32.3 | 11.6 | (2.9) |
| MASFin | 28.4 | 10.4 | 7.6 |

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[Click here to read Q4FY26 Result Update](#)

Key Conference Call Highlights

Guidance and Targets

- To grow AUM at 20.0–25.0% CAGR to reach INR 1.0 Tn by FY36E
- Co-lending:** To remain in the range of 20–25% of AUM
- CoF:** To witness decline in CoF by 15–20 bps to reach 9.20%–9.25% in the next two to three quarters
- Profitability:** RoA in the range of 2.75–3.00%
- New Branches:** Increase network by 30 to 35 branches in FY27E
- To scale up Housing Finance portfolio to INR 10.0 Bn in the upcoming quarter

Annual Milestones

- Consolidated AUM crossed INR 150.0 Bn milestone; while the consolidated Profit Before Tax (PBT) surpassed INR 5.0 Bn for FY26
- LOS was implemented across product verticals in FY26, with ongoing enhancements and additions of Business Rule Engines (BREs), particularly for faster processing in the 2-Wheeler Segment

Segmental Performance

- Standalone AUM grew by 18.7% YoY (+4.2% QoQ) to INR 143.4 Bn
- Across products segments, Micro Enterprise Loans (MEL) portfolio increased by 19.7% YoY to INR 57.4 Bn, SME grew by 15.8% YoY to INR 52.1 Bn, 2-Wheeler segment grew by 35.4% YoY to INR 10.6 Bn and SPL segment grew by 21.6% YoY to INR 12.7 Bn
- Growth in CV portfolio remained subdued at 10.9% YoY to INR 10.9 Bn, as the management remains cautious in extending credit due to ongoing energy crisis driven by West Asia conflict
- Sequentially, AUM growth was led by SPL (+6.6% QoQ), SME Loans (+5.8% QoQ) and 2-Wheeler Loans (+4.0% QoQ)

Net Interest Margin

- Average Yield on Loans (Calculated) improved sequentially by ~40 bps to 16.7% in Q4FY26, driven by stronger growth observed across high-yielding products including 2-Wheeler Loans and SPL, partnerships with Fintech company for SME loans
- The company may pass on incremental rate benefits to customers, which will be primarily driven by market conditions, and a clear focus of maintaining RoA in the range of 2.75–3.00%

Asset Quality

- The management aggressively wrote off ~0.1% assets, which were 90+ DPD, rather than reporting higher profitability
- It would continue to maintain higher provisions, as and when it deems fit, so as to maintain healthy provisions on the overall book

Technology & ESG

- To deploy automation and drive BRE optimization across MEL. The management intends to improve efficiency and reduce overall operating expenses

Apollo Hospitals Enterprise Ltd

BUY

Target Price: INR 9,600

Sector View: Positive


Q4FY26 Conference Call Audio

| Actual vs CIE | | | |
|---------------|---------|--------------|--------|
| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
| Revenue | 66.1 | 65.4 | 1.0 |
| EBITDA | 10.1 | 9.9 | 1.7 |
| EBITDAM % | 15.3 | 15.2 | 11bps |
| Adj PAT | 5.3 | 5.1 | 3.5 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|---------|
| Revenue | 66,055 | 55,922 | 18.1 | 64,774 | 2.0 |
| Materials Consumed | 34,020 | 29,286 | 16.2 | 33,824 | 0.6 |
| Gross Margin (%) | 48.5 | 47.6 | 87 bps | 47.8 | 72 bps |
| Employee + Operating Expenses | 21,925 | 18,939 | 15.8 | 21,297 | 2.9 |
| EBITDA | 10,110 | 7,697 | 31.3 | 9,653 | 4.7 |
| EBITDA Margin (%) | 15.3 | 13.8 | 154 bps | 14.9 | 40 bps |
| Depreciation | 2,244 | 2,110 | 6.4 | 2,192 | 2.4 |
| EBIT | 8,305 | 6,198 | 34.0 | 7,989 | 4.0 |
| Interest Cost | 1,191 | 1,148 | 3.7 | 1,126 | 5.8 |
| PBT | 7,215 | 5,155 | 40.0 | 6,820 | 5.8 |
| Adj PAT | 5,293 | 3,896 | 35.9 | 5,168 | 2.4 |
| Adj PAT Margin (%) | 8.0 | 7.0 | 105 bps | 8.0 | 3 bps |
| Adj. EPS (INR) | 36.8 | 27.1 | 35.8 | 35.9 | 2.4 |

Source: APHS, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 217.9 | 252.3 | 295.0 | 343.9 | 401.6 |
| YoY (%) | 14.3 | 15.8 | 16.9 | 16.6 | 16.8 |
| EBITDA | 30.2 | 37.7 | 45.2 | 54.1 | 64.3 |
| EBITDAM % | 13.9 | 14.9 | 15.3 | 15.7 | 16.0 |
| Adj. PAT | 14.5 | 19.6 | 24.6 | 30.6 | 37.7 |
| EPS | 100.5 | 136.0 | 171.1 | 212.8 | 261.9 |
| ROE % | 17.6 | 20.6 | 21.3 | 21.6 | 21.7 |
| ROCE % | 16.8 | 19.1 | 20.6 | 21.8 | 22.8 |
| PE(x) | 82.6 | 61.5 | 48.5 | 39.0 | 31.7 |
| EV/EBITDA | 40.8 | 32.9 | 27.4 | 22.9 | 19.2 |
| BVPS | 571.1 | 659.3 | 804.7 | 985.6 | 1,208.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 28.02 | 28.02 | 28.02 |
| FIs | 42.62 | 43.54 | 44.20 |
| DIs | 22.76 | 21.50 | 21.12 |
| Public | 6.62 | 6.94 | 6.66 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 110.1 | 34.0 | 12.4 |
| APHS | 87.0 | 39.7 | 19.0 |

Key Conference Call Highlights

Hospital Business

- Hospital business delivered a strong Q4FY26 revenue growth of 16% YoY, **driven by 7% inpatient volume growth, a 5% improvement in case mix and a 4% price hike.**
- Commissioned 4 new hospitals (~855 Census beds);** operationalised 185 beds and remaining 670 beds would be operationalised in the next 12–18 months.
- The management anticipates that **established hospital margin will improve by, at least, 100 basis points in FY27E**, targeting sustainability at around the 25.5%-level seen in Q4FY26.
- The **company expects around 500–600 beds to become operational by mid-FY27**, while Sarjapur and Gurugram hospitals are scheduled for commissioning in the next two quarters.
- New hospitals are projected to have an EBITDA loss of INR 1500 Mn in FY27E.** The new hospital cluster is expected to break even by FY28E.
- Mid-teen revenue growth is guided for FY27E**, aided by ramp-up of new hospitals and continuing investments in clinical programs.
- The company expects all **~1,400 under-construction beds to be fully operationalised by FY28**, with the new hospital cluster targeted to break even at around 50–55% occupancy levels.
- Strong ramp-up potential in key markets, such as Gurugram, Hyderabad and Sarjapur**, supported by established doctor networks and favourable demand conditions.

Diagnostic Business

- Announced the combination of Apollo Cradle and Fertility business with Cloudnine, valued at INR 15,500 Mn at 35x EBITDA**, with APHS receiving cash and a 9.9% equity stake; the transaction is expected to close in Q2FY27, pending CCI approval.
- Plans to deploy proceeds from the Apollo Cradle and Fertility transaction into primary care, diagnostics and specialty care expansion initiatives.
- Plans to aggressively scale up **diagnostics and primary care across metro and non-metro markets**, positioning the segment as a key patient acquisition funnel for the Apollo ecosystem.
- The diagnostics business growth is being supported by **higher lab utilisation, expansion in B2B business** and cross-selling opportunities through the Apollo ecosystem.

Pharmacy Business

- Apollo 24/7 expects sustainable growth of 25–35% in new business without significant marketing spend, driven by omni-channel integration and cross-pollination across pharmacy, diagnostics and hospitals.
- The **management guided for Apollo 24/7 to achieve cash breakeven excluding ESOP cost in Q1FY27** and full reported breakeven by Q3FY27
- The offline pharmacy business is **targeting a steady-state EBITDA margin of 8% to 9%** as it matures and increases the penetration of higher-margin private labels
- Apollo HealthCo is **targeting an annualised revenue run rate of INR 250 Bn by Q4FY27 with 6.5–7% exit EBITDA margin** by FY27E, led by private label growth, digital breakeven and operating leverage benefits.

Artemis Medicare Services Ltd

BUY

Target Price: INR 325

Sector View: Positive

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Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
|-----------|---------|--------------|---------|
| Revenue | 2.8 | 2.8 | (0.5) |
| EBITDA | 0.5 | 0.5 | 9.5 |
| EBITDAM % | 18.5 | 16.8 | 168 bps |
| Adj. PAT | 0.3 | 0.3 | 15.7 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|---------|
| Net Sales | 2,792 | 2,399 | 16.4 | 2,724 | 2.5 |
| Materials consumed | 1,628 | 1,459 | 11.6 | 1,661 | (2.0) |
| Gross Margin (%) | 41.7 | 39.2 | 253 bps | 39.0 | 270 bps |
| Employee + Operating Expenses | 649 | 581 | 11.7 | 617 | 5.2 |
| EBITDA | 516 | 359 | 43.7 | 446 | 15.8 |
| EBITDA Margin (%) | 18.5 | 15.0 | 352 bps | 16.4 | 211 bps |
| Depreciation | 128 | 117 | 8.6 | 124 | 2.5 |
| EBIT | 388 | 242 | 60.8 | 321 | 20.9 |
| Interest Cost | 64 | 78 | (18.6) | 67 | (5.5) |
| PBT | 403 | 287 | 40.4 | 328 | 22.6 |
| Adj PAT | 300 | 230 | 30.4 | 246 | 21.9 |
| Adj PAT Margin (%) | 10.8 | 9.6 | 116 bps | 9.0 | 171 bps |
| Adj EPS (INR) | 1.9 | 1.7 | 13.4 | 1.6 | 21.9 |

Source: ARTMSL, Choice Institutional Equities

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|-------|-------|-------|--------|---------|
| Revenue | 9.4 | 10.8 | 13.6 | 16.8 | 23.4 |
| YoY (%) | 6.6 | 15.4 | 25.4 | 24.2 | 39.2 |
| EBITDA | 1.5 | 1.9 | 2.2 | 2.9 | 4.1 |
| EBITDAM % | 16.2 | 17.4 | 16.4 | 17.3 | 17.6 |
| Adj PAT | 0.8 | 1.1 | 1.2 | 1.6 | 2.6 |
| EPS | 6.0 | 6.7 | 7.7 | 10.3 | 16.3 |
| ROE % | 12.8 | 12.0 | 12.2 | 14.5 | 19.4 |
| ROCE % | 11.9 | 12.5 | 13.5 | 15.6 | 20.8 |
| PE(x) | 40.0 | 35.9 | 31.3 | 23.2 | 14.7 |
| EV/EBITDA | 20.8 | 20.3 | 16.9 | 13.4 | 9.0 |
| BVPS | 60.9 | 59.0 | 66.3 | 76.2 | 92.1 |
| FCF | 625.5 | 270.0 | 995.5 | -916.5 | 2,004.0 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 58.39 | 58.38 | 66.53 |
| FIs | 12.19 | 12.47 | 0.37 |
| DIs | 2.89 | 2.91 | 4.27 |
| Public | 26.53 | 26.23 | 28.83 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|------|
| BSE Healthcare | 100.9 | 34.1 | 12.9 |
| ARTMSL | 231.6 | 48.4 | 10.5 |

Key Conference Call Highlights

Operational Updates

- FY26 revenue growth was driven by a **strong performance across cardiology, oncology and orthopaedics**, supported by an improving payor mix and a rising share of high-complexity procedures.
- Q4FY26 revenue growth was led by higher patient volumes in high-margin specialties.
- Daffodils and Cardiac Care units have started generating small profits.**

Expansion pipeline

- Raipur hospital is expected to commence operations in Q1FY27** with 200 beds initially, while all 300 beds are expected to become operational in the next two quarters.
- Additional bed expansion at Gurgaon is under evaluation; the **management is considering other brownfield or greenfield projects for expansion.**
- South Delhi 650-bed hospital expansion, planned to be operational by FY29, will be executed in 2 phases: 450 beds initially and 200 beds later.
- The **first Mauritius hospital has broken even**, while the second Mauritius hospital commenced operations in April 2026.

Capex Plan

- FY27 capex is expected at ~INR 1000 Mn.
- South Delhi Expansion: Estimated capex for the project is INR 5000 Mn**, translating to ~INR 75–80 lakh per bed.

Payor Mix

- The management aims to **maintain the contribution from international patients at ~30–31% of revenues.**
- Middle East patients account for ~30% of international patient revenues.**
- International **patient inflow witnessed a ~15–18% decline** in March due to Middle East geopolitical disruption; however, the impact has largely subsided and the **management has indicated ~90% recovery by May.**
- The company is witnessing a strong patient inflow from Africa and CIS countries and is also **targeting international patients from Canada and Nordic countries.**
- Government business mix is expected to remain broadly stable**, with no strategic focus on increasing its share.

Outlook

- The management is targeting a **significant capacity increase to 2,000 beds by 2029.**
- ARPOB growth of ~7–8%** is expected to sustain, going forward.
- Occupancy is expected to touch ~70% by Q2FY27** for Gurgaon Hospital.
- Raipur is projected to incur losses of ~INR 180–200 Mn in FY27, which could **lower blended EBITDA margin by ~100–150 bps for FY27.**
- The management expects the **Raipur hospital to begin operations with an ARPOB in the range of INR 33,000 to INR 35,000.**
- Revenue growth of 15–17% guided for Gurgaon Hospital** with 20%+ EBITDA Margin.
- The management indicated that **pricing is not being used as a lever to drive growth**, with expansion primarily volume and mix-led.

Fortis Healthcare Ltd

BUY

Target Price: INR 1,140

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--------------|--------|
| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
| Revenue | 23.6 | 23.4 | 0.9 |
| EBITDA | 5.3 | 5.2 | 1.9 |
| EBITDAM % | 22.5 | 22.3 | 23 bps |
| Adj. PAT | 2.8 | 2.4 | 13.2 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|---------|
| Revenue | 23,647 | 20,072 | 17.8 | 22,650 | 4.4 |
| Materials Consumed | 5,189 | 4,630 | 12.1 | 5,161 | 0.5 |
| Gross Margin (%) | 78.1 | 76.9 | 113 bps | 77.2 | 84 bps |
| Employee + Operating Expenses | 13,135 | 11,087 | 18.5 | 12,432 | 5.7 |
| EBITDA | 5,323 | 4,355 | 22.2 | 5,057 | 5.3 |
| EBITDA Margin (%) | 22.5 | 21.7 | 82 bps | 22.3 | 19 bps |
| Depreciation | 1,220 | 1,022 | 19.3 | 1,201 | 1.5 |
| EBIT | 4,104 | 3,332 | 23.1 | 3,855 | 6.4 |
| Interest Cost | 843 | 676 | 24.7 | 857 | (1.7) |
| PBT | 3,242 | 2,366 | 37.1 | 2,657 | 22.0 |
| Adj PAT | 2,763 | 2,265 | 22.0 | 2,278 | 21.3 |
| Adj PAT Margin (%) | 11.7 | 11.3 | 40 bps | 10.1 | 163 bps |
| Adj EPS (INR) | 3.7 | 3.0 | 22.0 | 3.0 | 21.3 |

Source: FORH, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 77.8 | 91.3 | 105.5 | 124.7 | 143.2 |
| YoY (%) | 12.9 | 17.3 | 15.6 | 18.2 | 14.8 |
| EBITDA | 15.9 | 20.8 | 24.8 | 30.0 | 34.9 |
| EBITDAM % | 20.4 | 22.8 | 23.5 | 24.1 | 24.4 |
| Adj PAT | 8.5 | 10.6 | 13.2 | 17.1 | 20.7 |
| Adj EPS (INR) | 11.2 | 14.0 | 17.4 | 22.6 | 27.4 |
| ROE % | 9.5 | 10.7 | 11.8 | 13.4 | 14.0 |
| ROCE % | 10.8 | 12.8 | 14.6 | 16.5 | 17.4 |
| PE(x) | 94.6 | 70.3 | 55.6 | 43.0 | 35.5 |
| EV/EBITDA | 47.4 | 36.5 | 30.6 | 25.2 | 21.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 31.17 | 31.17 | 31.17 |
| FIIIs | 25.98 | 27.84 | 27.90 |
| DIIIs | 31.35 | 29.33 | 29.14 |
| Public | 11.50 | 11.65 | 11.79 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 103.7 | 33.9 | 11.7 |
| FORH | 238.7 | 110.1 | 35.0 |

Key Conference Call Highlights

Hospital Business

- Added nearly 800 beds in FY26 through a mix of brownfield expansion and inorganic acquisitions across key growth clusters.
- Focus specialties including oncology, neurosciences, cardiac sciences, gastroenterology, orthopaedics and renal sciences grew 18.9% YoY and contributed 62% of hospital revenues.
- The management stated that new hospitals, such as Manesar and Greater Noida, have started contributing positively to EBITDA after initial losses, improving the profitability profile of the network.
- International patient revenues saw some temporary moderation in Q4 due to geopolitical and travel-related disruption.
- Brownfield expansion at FMRI, Noida and Faridabad have demonstrated faster-than-expected ramp-up. The management indicated strong operating leverage benefits & immediate absorption of incremental capacity due to sustained high occupancy level.

Expansion Status

- Plans to add around 1,800 beds in the next four years through brownfield expansion initiatives.
- The management projects over 400–500 beds to be commissioned in FY27E, led by the new FMRI tower along with expansion at Noida, Manesar, Amritsar and Kolkata.
- The Shalimar Bagh expansion has been delayed due to approval-related issues, leading to some bed addition shifting from FY28 to FY29.
- Annual CapEx is guided at INR 9000 Mn, split approximately 60% towards maintenance and the remainder towards growth.
- The new FMRI tower is expected to be operationalised in a phased manner; the management is targeting an initial commissioning of ~100 beds in FY27E and retaining flexibility to accelerate addition depending on occupancy ramp-up.

Diagnostics Business

- Agilus added more than 675 customer touchpoints and over 20 laboratories, including 10 hospital lab management laboratories in the year.
- Expanded its diagnostics portfolio with 50+ new tests across oncology, molecular diagnostics, prenatal care, immunology, infectious diseases, gastroenterology and neuro-oncology.

Outlook

- The management guided for 15%+ revenue growth in the hospital business in FY27E.
- EBITDA margin expansion of ~150 bps is expected in FY27E for the hospital business, keeping the company on track for its 25% EBITDA margin target by FY28.
- Diagnostics business is targeting a double-digit revenue growth in FY27E, with the volume-value split projected to be approximately 70:30
- Diagnostics business margin is forecast to remain in the 23–24% range in FY27E.
- IHH Group CEO has indicated a plan to raise its stake to 50% & potentially inject ~INR 100 Bn in fresh equity, viewing India as the focus market.

Global Health Ltd

BUY

Target Price: INR 1,460

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--------------|---------|
| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
| Revenue | 11.6 | 11.3 | 2.4 |
| EBITDA | 2.4 | 2.2 | 8.7 |
| EBITDAM % | 21.0 | 19.8 | 123 bps |
| Adj. PAT | 1.4 | 1.3 | 8.9 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|-----------|--------|---------|
| Revenue | 11,590 | 9,312 | 24.5 | 11,210 | 3.4 |
| Materials consumed | 2,465 | 2,136 | 15.4 | 2,557 | (3.6) |
| Gross Margin (%) | 78.7 | 77.1 | 167 bps | 77.2 | 154 bps |
| Employee + Operating Expenses | 6,688 | 4,929 | 35.7 | 6,481 | 3.2 |
| EBITDA | 2,438 | 2,247 | 8.5 | 2,173 | 12.2 |
| EBITDA Margin (%) | 21.0 | 24.1 | (310 bps) | 19.4 | 165 bps |
| Depreciation | 665 | 493 | 35.1 | 612 | 8.7 |
| Interest Cost | 267 | 150 | 77.7 | 215 | 24.2 |
| PBT | 1,873 | 1,833 | 2.2 | 1,198 | 56.3 |
| Tax | 456 | 321 | 42.3 | 248 | 84.3 |
| PAT | 1,440 | 1,014 | 42.0 | 950 | 51.5 |
| EPS (INR) | 5.4 | 3.8 | 41.9 | 3.5 | 51.5 |

Source: MEDANTA, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 36.9 | 44.1 | 50.9 | 59.4 | 70.0 |
| YoY (%) | 12.7 | 19.4 | 15.5 | 16.6 | 17.9 |
| EBITDA | 8.8 | 9.2 | 12.0 | 14.5 | 17.4 |
| EBITDAM % | 23.8 | 20.8 | 23.7 | 24.4 | 24.9 |
| Adj PAT | 5.2 | 5.6 | 7.4 | 9.1 | 11.1 |
| Adj EPS | 19.3 | 20.7 | 27.6 | 33.8 | 41.3 |
| ROE % | 15.3 | 14.1 | 15.8 | 16.3 | 16.6 |
| ROCE % | 18.4 | 15.2 | 17.7 | 18.6 | 19.4 |
| PE(x) | 69.3 | 60.0 | 45.0 | 36.7 | 30.1 |
| EV/EBITDA | 37.6 | 36.4 | 27.7 | 23.0 | 19.1 |
| BVPS | 126.1 | 147.4 | 174.5 | 207.8 | 248.6 |
| FCF | 11.4 | 15.5 | 10.5 | 13.7 | 15.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 33.01 | 33.01 | 33.01 |
| FIIIs | 10.15 | 10.54 | 11.41 |
| DIIIs | 14.76 | 13.99 | 12.97 |
| Public | 42.09 | 42.47 | 42.62 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 103.1 | 34.2 | 10.9 |
| MEDANTA | 120.9 | (11.3) | (0.1) |

Key Conference Call Highlights

Operational Updates

- **Added 623 beds in FY26**, including 382 beds at Noida, 131 beds at Patna and 110 beds at Ranchi
- **Onboarded more than 550 doctors** in FY26
- Average length of stay improved, from 3.17 days in FY25 to 3.04 days in FY26, **highlighting improving operational efficiency and patient throughput**
- **Major insurance and government empanelment for Noida are largely complete**; it is anticipated to accelerate occupancy and revenue growth, going forward
- Noida hospital performed over 1,600 surgeries and 5,000 cath lab procedures, while also **launching advanced therapies, such as CAR-T cell therapy, bone marrow transplant and kidney transplants**
- Strong growth momentum to continue across developing hospitals, particularly Lucknow and Patna, supported by specialty expansion, procedural capacity addition and increasing doctor bandwidth.
- **Noida hospital is expected to witness accelerated ramp-up with commencement** of additional specialties, such as liver transplant, obstetrics and advanced paediatric services, improving case mix and profitability over time.

Expansion Pipeline

- Indore Cancer Unit: **Addition of an 80-bed cancer hospital** under business transfer agreement, announced in April 2026, **to be operationalised in Q2FY27**
- **490 beds to be added in FY27E** at existing hospitals and **2700 beds to be added through 5 greenfield projects** in the next 3 to 4 years
- The management highlighted that Patna is near 70% occupancy and Lucknow around the high 60s, **with added operating theatres likely to support growth**
- South Delhi, Mumbai and Pitampura projects are progressing through various stages of approvals and construction activity

Outlook

- **Capex of INR 8,000-9,000 Mn guided for FY27 and INR 6,000-7,000 Mn in FY28**
- The **newly-launched Noida hospital is anticipated to break even in the second half of FY27**, at present running at approximately 30% occupancy with 382 beds operationalised
- International patient revenue grew 33% YoY in FY26; the **management identified growth opportunities in Africa, Southeast Asia and CIS regions to offset near-term challenges in the Middle East and Bangladesh markets**
- **Mature hospital margin is expected to remain stable** in the 24%–25% range
- MEDANTA remains actively open to inorganic opportunities, including acquisitions, O&M partnerships and bolt-on assets, alongside the ongoing greenfield expansion strategy.

Healthcare Global Enterprises Ltd

BUY

Target Price: INR 800

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
|-----------|---------|--------------|--------|
| Revenue | 6.5 | 6.6 | (0.9) |
| EBITDA | 1.3 | 1.2 | 4.4 |
| EBITDAM % | 19.2 | 18.2 | 97 bps |
| RPAT | 0.02 | 0.12 | (82.5) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|----------|--------|---------|
| Revenue | 6,523 | 5,852 | 11.5 | 6,331 | 3.0 |
| Materials Consumed | 1,767 | 1,540 | 14.7 | 1,766 | 0.1 |
| Gross Margin (%) | 72.9 | 73.7 | (77) bps | 72.1 | 80 bps |
| Employee + Operating Expenses | 3,505 | 3,254 | 10.6 | 3,469 | 0.3 |
| EBITDA | 1,251 | 1,057 | 18.3 | 1,096 | 14.1 |
| EBITDA Margin (%) | 19.2 | 18.1 | 111 bps | 17.3 | 186 bps |
| Depreciation | 628 | 581 | 8.2 | 607 | 3.6 |
| EBIT | 623 | 477 | 30.7 | 489 | 27.2 |
| Interest Cost | 427 | 442 | (3.3) | 448 | (4.6) |
| PBT | 12 | 136 | (90.8) | -61 | (120.6) |
| Reported PAT | 22 | 74 | (70.5) | (94) | NA |
| Reported PAT Margin (%) | 0.3 | 1.3 | (93) bps | (1.5) | NA |
| EPS (INR) | 0.1 | 0.5 | (72.5) | (0.7) | NA |

Source: HCG, Choice Institutional Equities

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------------|-------|-------|-------|-------|-------|
| Revenue | 22.2 | 25.5 | 29.1 | 33.2 | 38.0 |
| YoY (%) | 16.3 | 14.5 | 14.2 | 14.4 | 14.5 |
| EBITDA | 3.9 | 4.7 | 5.4 | 6.4 | 7.5 |
| EBITDAM % | 17.4 | 18.3 | 18.7 | 19.2 | 19.6 |
| Adj PAT | 0.4 | 0.5 | 1.7 | 2.3 | 3.2 |
| Adj EPS (INR) | 3.2 | 3.4 | 11.2 | 15.6 | 21.2 |
| ROE % | 4.8 | 3.9 | 11.2 | 13.4 | 15.5 |
| ROCE % | 7.6 | 8.0 | 10.9 | 13.3 | 15.6 |
| PE(x) | 204.6 | 707.2 | 58.0 | 41.9 | 30.7 |
| EV/EBITDA | 27.3 | 23.5 | 19.8 | 16.5 | 13.7 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 64.21 | 63.77 | 63.78 |
| FIIIs | 2.76 | 3.22 | 3.59 |
| DIIIs | 18.91 | 18.30 | 18.36 |
| Public | 14.15 | 14.71 | 14.28 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|------|
| BSE Healthcare | 109.2 | 33.7 | 12.1 |
| HCG | 109.7 | 81.6 | 7.7 |

Key Conference Call Highlights

Operational Updates

- FY26 growth was **driven by higher volumes, better realisation, operating leverage and cost discipline**
- Launched its North Bangalore facility**, adding a comprehensive oncology center with MR-LINAC technology so as to strengthen its presence in a key Bangalore micro-market
- Successfully completed a rights issue of INR 4,250 Mn** to strengthen its financial foundation, intended to fund capacity expansion, clinical infrastructure upgrades, technology investments and selective organic and inorganic growth opportunities
- Announced the divestment of its fertility business Milann** to Inviga Healthcare Fund so as to sharpen its strategic focus on the core oncology business
- The **Middle East conflict impacted medical value travel across the West and South clusters** in Q4, temporarily affecting international patient inflows and revenue growth
- A majority of growth is expected to be driven by profitable growth initiatives, **including better payer mix, stronger cash generation, higher clinical productivity and improving quality of earnings.**
- The **expansion of daycare centres, outreach centres and digital patient acquisition initiatives** will support faster market penetration and improved patient conversion across existing geographies.
- The company expects **gradual improvement in international patient inflows as Middle East-related disruption normalises**, supported by strengthening international business development efforts and medical value travel initiatives.

Expansion Pipeline

- Additional brownfield expansion of 200+ beds planned in the next 24 months** across Bangalore, Cuttack, Ranchi, Vizag and Bhavnagar with a CapEx of INR 600 Mn
- Plans to add 1,000 beds by FY30**, with 400 from greenfield and 600 from brownfield expansion
- The **Whitefield project is being shifted to a larger alternative location** to accommodate a 120-130 bed facility and better capitalise on the market opportunity in the region
- It has **identified multiple greenfield possibilities** and is evaluating around 10 to 12 cities, including Pune, Surat, Coimbatore, Nellore, Lucknow and Jalandhar
- Plans to double its daycare center network by adding 8-10 new centers** across multiple markets in the next 12 months
- The company remains open to **selective inorganic opportunities** and believes acquisitions could further accelerate growth beyond the guided 15%+ trajectory.

Outlook

- Revenue growth guidance of 15%+** per annum is maintained
- The company **targets EBITDA margin of 23–24%** in the next 3–4 years
- Nearly 75–80% of growth is anticipated to come from existing hospitals** and centres through better utilisation, clinician addition, daycare expansion and improved operating efficiency
- Forecast significant margin improvement opportunities in the West and East clusters**, while the South cluster already operates at EBITDA margin exceeding 25%

Jeena Sikho Lifecare Ltd

BUY

Target Price: INR 1,000

Sector View: Positive


 Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
|-----------|---------|--------------|-----------|
| Revenue | 2.2 | 2.5 | (12.4) |
| EBITDA | 0.8 | 1.1 | (30.7) |
| EBITDAM % | 36.1 | 45.7 | (955) bps |
| PAT | 0.5 | 0.8 | (40.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|-----------|
| Revenue | 2,156 | 1,393 | 54.8 | 2,217 | (2.8) |
| Materials Consumed | 249 | 167 | 49.1 | 242 | 2.9 |
| Gross Margin (%) | 88.4 | 88.0 | 44 bps | 89.1 | (64 bps) |
| Operating Expenses | 1,127 | 768 | 46.8 | 968 | 16.5 |
| EBITDA | 779 | 458 | 70.2 | 1,007 | (22.6) |
| EBITDA Margin (%) | 36.1 | 32.9 | 328 bps | 45.4 | (929 bps) |
| Depreciation | 164 | 90 | 81.5 | 113 | 45.5 |
| EBIT | 615 | 368 | 67.4 | 895 | (31.2) |
| Interest Cost | 37 | 31 | 20.4 | 31 | 20.2 |
| PBT | 612 | 339 | 80.5 | 889 | (31.2) |
| PAT | 451 | 253 | 77.8 | 666 | (32.3) |
| PAT Margin (%) | 20.9 | 18.2 | 271 bps | 30.0 | (913 bps) |
| EPS (Rs) | 3.6 | 2.0 | 77.8 | 5.4 | (32.3) |

Source: JSLL, Choice Institutional Equities

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 4.7 | 8.0 | 10.7 | 14.5 | 19.1 |
| YoY (%) | 44.6 | 70.8 | 33.5 | 35.8 | 31.5 |
| EBITDA | 1.4 | 3.5 | 4.7 | 6.5 | 8.6 |
| EBITDAM % | 30.0 | 43.7 | 44.2 | 44.7 | 44.9 |
| PAT | 0.8 | 2.2 | 3.4 | 4.7 | 6.3 |
| EPS (INR) | 6.4 | 17.9 | 27.5 | 38.1 | 50.7 |
| ROE % | 36.2 | 61.4 | 56.3 | 49.8 | 43.7 |
| ROCE % | 49.2 | 82.3 | 75.7 | 66.5 | 58.2 |
| PE(x) | 91.9 | 33.1 | 21.5 | 15.5 | 11.7 |
| EV/EBITDA | 52.2 | 21.0 | 15.3 | 10.8 | 7.9 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 63.62 | 63.62 | 63.61 |
| FIs | 6.17 | 6.31 | 6.59 |
| DIs | 0.46 | 0.11 | 0.15 |
| Public | 29.77 | 29.97 | 29.65 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|---------|-------|------|
| BSE Healthcare | 92.4 | 32.7 | 8.5 |
| JSLL | 1,147.4 | 171.8 | 42.5 |

Key Conference Call Highlights

Operational Updates

- The company currently operates 49 NABH-accredited facilities, **with three additional accreditations in the pipeline.**
- Reported profitability was impacted by one-off expenses** of INR 210 Mn. Excluding these items, EBITDA margin would have been around 45%.
- The one-time impact comprised **employee-related provisions of INR 70 Mn, an ECL provision of around INR 50 Mn and Ind AS transition-related adjustments of INR 90 Mn.** Of the total impact, around INR 190 Mn was non-recurring, while INR 20 Mn is expected to be recurring.
- Nine OTC products have been launched** in the last three months.
- The company launched the **Jeena Swadeshi Health Card, a loyalty-cum-referral program** designed to improve customer retention and reduce patient acquisition costs.
- Health insurance contribution increased from 4% to 26% of services revenue**, with the management actively engaging private insurers to drive future growth.
- The company has **strategically reduced its exposure to government business** due to payment delays, receivable risks and regulatory uncertainties.

Expansion Pipeline

- The management **plans to operationalise 561 currently non-operational beds** in the next 3–5 months.
- The company has **an additional 445 beds under development.**
- Over the longer term, management **aims to scale the network to 7,000–10,000 beds in 3–5 years.**
- New hospitals are planned across key markets including **Lucknow, Ahmedabad, Patna, Kolkata and Mumbai.**
- Two ultra-luxury wellness centers are being developed in Panchkula and Manali**, which will be made operational by July 2026.
- The management is also **developing new male and female wellness programs and plans to launch pregnancy-focussed products** aimed at improving birth outcomes.

Outlook

- Revenue is targeted to reach approximately INR 30,000 Mn** in the next 3–5 years.
- PAT is projected to grow 4–5x** from current levels in the next 3–5 years.
- The long-term business mix is expected to evolve toward an equal contribution from services and products**, with both segments generating comparable EBITDA margin.

Jupiter Life Line Hospitals Ltd

BUY

Target Price: INR 1,645

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--------------|-----------|
| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
| Revenue | 3.9 | 4.0 | (3.8) |
| EBITDA | 0.9 | 1.0 | (9.0) |
| EBITDAM % | 23.0 | 24.3 | (133) bps |
| Adj. PAT | 0.5 | 0.5 | (6.7) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|-----------|--------|----------|
| Revenue | 3,878 | 3,267 | 18.7 | 3,654 | 6.2 |
| Materials consumed | 737 | 612 | 20.6 | 690 | 6.8 |
| Gross Margin (%) | 81.0 | 81.3 | (30) bps | 81.1 | (12) bps |
| Employee + Operating Expenses | 1,333 | 1,061 | 25.6 | 1,262 | 5.7 |
| EBITDA | 892 | 783 | 13.9 | 834 | 6.9 |
| EBITDA Margin (%) | 23.0 | 23.9 | (96) bps | 22.8 | 16 bps |
| Depreciation | 233 | 176 | 32.0 | 217 | 7.2 |
| EBIT | 659 | 606 | 8.7 | 617 | 6.8 |
| Interest Cost | 90 | 56 | 61.7 | 75 | 19.3 |
| PBT | 660 | 621 | 6.4 | 633 | 4.3 |
| Adj PAT | 491 | 448 | 9.7 | 473 | 3.7 |
| Adj PAT Margin (%) | 12.7 | 13.7 | (104) bps | 13.0 | (30) bps |
| Adj EPS (INR) | 7.5 | 6.8 | 9.7 | 7.2 | 3.7 |

Source: JLHL, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 13.0 | 15.0 | 20.6 | 25.2 | 29.7 |
| YoY (%) | 21.3 | 15.2 | 37.3 | 22.3 | 17.8 |
| EBITDA | 3.0 | 3.4 | 4.6 | 5.8 | 6.7 |
| EBITDAM % | 23.0 | 22.9 | 22.3 | 23.1 | 22.7 |
| Adj PAT | 1.9 | 2.0 | 2.7 | 3.6 | 4.2 |
| Adj EPS | 29.5 | 30.2 | 41.9 | 55.3 | 64.3 |
| ROE % | 15.3 | 13.6 | 16.4 | 18.2 | 17.7 |
| ROCE % | 17.0 | 13.7 | 15.7 | 18.3 | 18.0 |
| PE(x) | 45.1 | 44.1 | 31.8 | 24.1 | 20.7 |
| EV/EBITDA | 29.9 | 26.8 | 19.9 | 15.3 | 13.2 |
| BVPS | 206.8 | 235.5 | 276.4 | 330.7 | 393.9 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 40.91 | 40.91 | 40.91 |
| FIs | 8.48 | 8.48 | 9.06 |
| DIs | 17.01 | 17.44 | 16.97 |
| Public | 33.60 | 33.17 | 33.08 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|-------|
| YTD | 2Y | 1Y | 6M |
| BSE Healthcare | 34.2 | 10.9 | 5.7 |
| JLHL | 6.5 | (4.9) | (9.0) |

Key Conference Call Highlights

Operational Updates

- Operationalised the Dombivli hospital in February 2026, ahead of the originally scheduled Q1FY27 timeline, with early traction and encouraging patient response
- The management indicated that **accreditation processes and insurance empanelment for the Dombivli hospital are under way**, which should aid ramp up in the next few quarters.
- Existing hospitals continued to perform steadily**, with Thane operating at ~75% occupancy, Pune at ~65% and Indore at 45–50% occupancy in FY26.
- ARPOB growth in FY26 was driven** by improving case mix, maturity in the Indore facility and renewal of insurance contracts after nearly two years, leading to better pricing
- EBITDA in FY26 was impacted by the initial ramp-up losses from the Dombivli hospital, while depreciation and finance cost also increased due to ongoing capex and commercialisation of new assets
- The company is **not materially reliant on international medical tourism**; the business primarily caters to local residential catchments and domestic patients
- 25% of the BKC project land payment was completed in FY26 and the remaining payment expected in FY27E.

Expansion Pipeline

- Targeting a large post-IPO **expansion pipeline of ~1,700 additional beds at an average cost of ~INR 1.5 Cr per bed**, including projects at Dombivli, Pune South, Mira-Bhayandar and BKC.
- Further bed addition at the Indore facility would likely be initiated once occupancy crosses the ~60% threshold
- The Pune South hospital project remains on schedule, with the **management indicating expected commissioning around the end of CY2028**
- With BKC in pipeline, total expansion cycle ~1,700 new beds, taking long-term capacity to nearly 3,000 beds.**
- BKC Project:** The company has paid 25% of the land cost in accordance with the tender conditions; remainder to be paid in FY27. Project is still in regulatory clearance / pre-possession formalities with MMRDA; detailed capex numbers deferred until scope is finalised.
- Indore EBITDA/revenue ramp described as driven mainly by **absorption of new beds added last year**
- Expansion to be funded by internal accruals over ~4–5 years + debt, with a self-imposed ceiling of <3x EBITDA

Outlook

- The company **continues to follow an asset-heavy expansion strategy by planned choice**, focusing on owning and building large-format hospitals in key micro-markets
- Dombivli hospital is anticipated to break even EBITDA within two years of operations**
- Growth drivers** would vary by hospital; Thane is driven largely by inflation-linked pricing growth, Pune, by higher occupancy as well as pricing growth and Indore, by occupancy ramp-up, improving case mix and pricing growth.

Max Healthcare Institute Ltd

ADD

Target Price: INR 1,160

Sector View: Positive


 Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
|-----------|---------|--------------|--------|
| Revenue | 25.4 | 26.5 | (4.4) |
| EBITDA | 6.8 | 6.8 | (1.2) |
| EBITDAM % | 26.7 | 25.8 | 88 bps |
| Adj. PAT | 3.7 | 4.1 | (9.6) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|-----------|--------|-----------|
| Net Sales | 25,355 | 23,020 | 10.1 | 24,680 | 2.7 |
| Materials consumed | 6,100 | 5,720 | 6.6 | 6,080 | 0.3 |
| Gross Profit | 19,255 | 17,300 | 11.3 | 18,600 | 3.5 |
| Gross Margin (%) | 75.9 | 75.2 | 79 bps | 75.4 | 58 bps |
| Employee + Operating Expenses | 12,490 | 11,230 | 20.8 | 12,280 | 2.0 |
| EBITDA | 6,765 | 6,070 | 11.4 | 6,320 | 7.0 |
| EBITDA Margin (%) | 26.7 | 26.4 | 31 bps | 25.6 | 107 bps |
| Depreciation | 1,360 | 1,140 | 19.3 | 1,230 | 10.6 |
| EBIT | 5,405 | 4,930 | 9.6 | 5,090 | 6.2 |
| Interest Cost | 470 | 360 | 30.6 | 410 | 14.6 |
| Exceptional Items | 160 | (190) | NA | (700) | NA |
| PBT | 5,150 | 4,620 | 11.5 | 4,140 | 24.4 |
| APAT | 3,750 | 3,904 | (4.0) | 4,033 | (7.0) |
| APAT Margin (%) | 14.8 | 17.0 | (217) bps | 16.3 | (155) bps |
| Adj. EPS (Rs) | 3.9 | 4.0 | -4.1 | 4.1 | -7.1 |

Source: MAXHEALT, Choice Institutional Equities

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------------|------|-------|-------|-------|-------|
| Revenue | 86.2 | 100.3 | 129.6 | 160.7 | 190.2 |
| YoY (%) | 25.9 | 16.3 | 29.2 | 24.0 | 18.4 |
| EBITDA | 22.7 | 26.0 | 35.0 | 44.8 | 53.3 |
| EBITDAM % | 26.4 | 25.9 | 27.0 | 27.9 | 28.0 |
| Adj. PAT | 14.6 | 17.1 | 21.4 | 28.1 | 33.7 |
| Adj EPS (INR) | 15.0 | 17.6 | 22.0 | 28.9 | 34.7 |
| ROE % | 14.2 | 15.2 | 16.8 | 18.4 | 18.3 |
| ROCE % | 15.7 | 15.4 | 18.8 | 21.0 | 21.5 |
| PE(x) | 75.7 | 62.1 | 47.3 | 36.0 | 30.0 |
| EV/EBITDA | 45.5 | 40.0 | 29.7 | 23.1 | 19.4 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 23.71 | 23.72 | 23.74 |
| FIs | 45.39 | 50.55 | 51.80 |
| DIs | 26.32 | 21.20 | 20.03 |
| Public | 4.58 | 4.52 | 4.43 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|-------|
| BSE Healthcare | 110.1 | 34.0 | 12.4 |
| MAXHEALT | 100.3 | 30.6 | (4.4) |

Key Conference Call Highlights

Operational Highlights

- Initiated phased commissioning of more than 20% additional brownfield capacity across Mohali, Mumbai and Delhi, with the balance beds expected to become operational in the next two to three months
- Network occupancy remained above 75% despite the addition of new beds, reflecting a strong demand across key hospitals and continued traction in newly-commissioned facilities
- Oncology revenue contribution declined to 21% in Q4FY26 due to the discontinuation of select high-value chemotherapy drugs for institutional patients
- Doctor cost increased across the network due to simultaneous capacity addition and clinician hiring in multiple hospitals.
- Newly-added brownfield capacities are already contributing positively to EBITDA, with management expecting stronger operating leverage over the next few quarters as occupancy ramps up further across phased bed addition.
- The management highlighted a strong traction at newer facilities, such as Noida and Dwarka, with Noida occupancy improving to ~64–65% and Dwarka operating at 80–85% occupancy, supporting confidence in brownfield expansion opportunities.

Expansion

- The Board approved INR 1,400 Cr investment for a new 700-bed greenfield hospital at Shaheed Path, Lucknow, which is projected to be developed in the next three years
- Targeting commissioning of its 500-bed Gurgaon greenfield hospital by year-end, while expanding the existing Lucknow facility, from 426 beds to 570 beds, in the next two quarters.
- Additional projects in the pipeline include 100 beds at Nagpur and 400 beds at Mohali (both, by FY28), 260 beds at Dwarka and 200 beds at Vaishali within 24 months of approvals and 400 beds at Patparganj targeted by FY29
- Completed the acquisition of a controlling stake in Kalinga Hospital in Bhubaneswar, which offers a 250-bed platform for entry into eastern India and brownfield expansion
- Management plans a cluster-based strategy in Lucknow, targeting multi-location expansion with long-term potential of scaling the region to more than 2,000 beds over the next decade, reflecting strong confidence in the market opportunity.
- Kalinga Hospital acquisition provides an entry platform into eastern India with significant brownfield expansion potential, while management has already initiated plans to revamp clinical programs and infrastructure at the facility.

Guidance and Outlook

- Expecting meaningful operating leverage benefits over FY27 as the recently-commissioned brownfield capacities mature and occupancy levels improve across new towers and facilities.
- CGHS rate revision has already started flowing through. The management is estimating a net annualised benefit of INR 140 Cr, while an additional INR 30–40 Cr benefit from super-specialty rate is yet to be realised
- The new Gurgaon greenfield project is anticipated to break even in FY28E
- The management expects the oncology revenue share to stabilise around 21–22% on a permanent basis, as the discontinued chemotherapy drugs will not be reinstated

Narayana Hrudayalaya Ltd

Target Price: INR 2,500

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
|-----------|---------|--------------|---------|
| Revenue | 25.9 | 22.8 | 13.8 |
| EBITDA | 5.1 | 4.0 | 27.1 |
| EBITDAM % | 19.7 | 17.6 | 206 bps |
| Adj. PAT | 2.3 | 2.0 | 13.2 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|-----------|--------|-----------|
| Revenue | 25,938 | 14,754 | 75.8 | 21,512 | 20.6 |
| Materials Consumed | 5,066 | 3,053 | 65.9 | 3,815 | 32.8 |
| Gross Margin (%) | 80.5 | 79.3 | 116 bps | 82.3 | (180) bps |
| Employee + Operating Expenses | 15,772 | 8,124 | 94.1 | 14,025 | 12.5 |
| EBITDA | 5,100 | 3,577 | 42.6 | 3,672 | 38.9 |
| EBITDA Margin (%) | 19.7 | 24.2 | (458) bps | 17.1 | 259 bps |
| Depreciation | 1,538 | 825 | 86.4 | 1,223 | 25.8 |
| EBIT | 3,562 | 2,752 | 29.4 | 2,450 | 45.4 |
| Interest Cost | 913 | 407 | 124.4 | 650 | 40.4 |
| PBT | 2,942 | 2,614 | 12.5 | 2,032 | 44.8 |
| Adj PAT | 2,279 | 2,027 | 12.5 | 1,714 | 33.0 |
| Adj PAT Margin (%) | 8.8 | 13.7 | (495) bps | 8.0 | 82 bps |
| Adj EPS (INR) | 11.2 | 9.9 | 12.5 | 8.4 | 33.0 |

Source: NARH, Choice Institutional Equities

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 54.8 | 79.0 | 104.7 | 123.9 | 143.0 |
| YoY (%) | 12.1 | 44.0 | 32.7 | 18.3 | 15.4 |
| EBITDA | 12.8 | 16.2 | 22.0 | 27.1 | 31.9 |
| EBITDAM % | 23.3 | 20.5 | 21.0 | 21.9 | 22.3 |
| Adj PAT | 8.0 | 8.5 | 12.3 | 16.1 | 19.7 |
| EPS (INR) | 39.0 | 41.7 | 60.4 | 79.0 | 96.4 |
| ROE | 21.8 | 17.9 | 21.7 | 22.4 | 21.7 |
| ROCE | 17.1 | 12.4 | 16.4 | 18.3 | 19.1 |
| PE(x) | 49.0 | 47.7 | 31.3 | 24.0 | 19.6 |
| EV/EBITDA | 31.7 | 26.2 | 19.2 | 15.4 | 13.0 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 63.27 | 63.27 | 63.85 |
| FIs | 9.98 | 11.10 | 10.49 |
| DIs | 9.14 | 7.91 | 7.76 |
| Public | 17.60 | 17.71 | 17.91 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|------|
| BSE Healthcare | 101.5 | 33.8 | 11.1 |
| NARH | 124.2 | 51.0 | 6.4 |

Key Conference Call Highlights

India Business

- India hospital margin continued to improve, driven by higher realisation, payor mix optimisation, infrastructure transformation initiatives and increasing contribution from complex procedures.
- The management indicated that **Bengaluru remains the flagship quaternary care hub**, while the upcoming Rajarhat project is expected to significantly strengthen Kolkata's advanced care capabilities.
- The clinics business continued to operate at a similar cash burn level as the company aggressively expands its network, **with each clinic typically taking around 18 months to break even**.
- The company **plans to double the number of clinics in Bengaluru** and expand the clinic network into Kolkata in FY27E.

Cayman Business

- The Cayman hospital business continued to deliver a strong revenue growth, supported by the integrated care model and synergies between insurance and hospital operations.
- The **Cayman insurance business scaled up much faster than anticipated**, achieving an annualised premium revenue run-rate of nearly USD 60 Mn within a short period.
- The management **projects Cayman insurance losses to moderate significantly in the next three quarters** aided by premium price hike and exit from unprofitable accounts.
- International patient inflow from neighbouring Caribbean markets are gradually gaining traction** and are expected to become a larger growth driver over time.

UK Business

- The key focus areas in the UK are **increasing the share of higher-paying private and self-pay patients** and reducing operational cost through technology integration.
- The UK acquisition involved a GBP-150 Mn, seven-year loan taken and serviced locally in GBP, **which eliminates currency risk**.
- The acquisition caused a 500 bps EBITDA margin dilution** at the consolidated level, of which approximately 200 bps are a one-time acquisition cost that will not repeat, **resulting in an effective normalised dilution of around 300 bps**.

Expansion Plans

- The company outlined a **total proposed CapEx pipeline of nearly INR 30 Bn**, with annual spending expected to scale up materially in FY28 and FY29.
- All four projects — Rajarhat, HSR, Raipur and Bengaluru — **are expected to be commissioned by FY28E**.
- Greenfield project execution in FY26 was affected** by election-related issues, labour shortages and delays in regulatory approvals.

Outlook

- The management stated that **clinics are becoming an important feeder channel for hospitals** by helping NH access newer patient segments and drive referrals for advanced therapies.
- The management **expects healthy ARPOB growth to continue**, supported by efficiency gains, with year-on-year **price increases, typically in the low to mid-single digit range**.
- India hospital margin is expected to remain resilient**, although upcoming losses from new facilities could partly offset margin gains.

Park Medi World Ltd

BUY

Target Price: INR 350

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--------------|---------|
| INR Bn | Q4FY26A | CIE Estimate | Dev.% |
| Revenue | 4.6 | 4.6 | 1.0 |
| EBITDA | 1.3 | 1.2 | 8.8 |
| EBITDAM % | 27.7 | 25.7 | 199 bps |
| PAT | 0.7 | 0.7 | (2.9) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|---------|
| Revenue | 4,604 | 3,539 | 30.1 | 4,100 | 12.3 |
| Materials consumed | 796 | 628 | 26.9 | 757 | 5.2 |
| Gross Margin (%) | 82.7 | 82.3 | 44 bps | 81.5 | 116 bps |
| Employee + Operating Expenses | 2,534 | 2,027 | 25.0 | 2,349 | 7.9 |
| EBITDA | 1,274 | 884 | 44.0 | 994 | 28.1 |
| EBITDA Margin (%) | 27.7 | 25.0 | 268 bps | 24.2 | 342 bps |
| Depreciation | 175 | 155 | 12.8 | 153 | 14.4 |
| EBIT | 1,099 | 729 | 50.7 | 841 | 30.6 |
| Interest Cost | 140 | 156 | (10.7) | 149 | (6.5) |
| PBT | 1,034 | 658 | 57.0 | 783 | 32.1 |
| PAT | 709 | 448 | 58.1 | 508 | 39.6 |
| PAT Margin (%) | 15.4 | 12.7 | 272 bps | 12.4 | 301 bps |
| EPS (INR) | 1.6 | 1.2 | 40.7 | 1.2 | 39.6 |

Source: PARKHOSP, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 13.9 | 16.8 | 23.0 | 30.9 | 39.4 |
| YoY (%) | 13.2 | 20.5 | 36.7 | 34.5 | 27.8 |
| EBITDA | 3.7 | 4.4 | 6.1 | 8.2 | 10.4 |
| EBITDAM % | 26.6 | 26.5 | 26.5 | 26.5 | 26.5 |
| PAT | 2.0 | 2.6 | 3.9 | 5.3 | 7.0 |
| EPS | 5.2 | 6.0 | 8.9 | 12.3 | 16.1 |
| ROE % | 21.2 | 16.8 | 17.4 | 19.9 | 21.2 |
| ROCE % | 19.8 | 19.5 | 20.5 | 23.8 | 25.4 |
| PE(x) | NA | 48.1 | 32.3 | 23.3 | 17.8 |
| EV/EBITDA | NA | 27.5 | 20.0 | 14.7 | 11.2 |
| BVPS | 27.4 | 46.8 | 55.7 | 68.1 | 84.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|-------|----------|
| | Mar 2026 | | Dec 2025 |
| Promoters | | 82.89 | 82.89 |
| FIs | | 0.86 | 1.28 |
| DIs | | 8.95 | 8.58 |
| Public | | 7.28 | 7.26 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 4M | 2M | 1M |
| BSE Healthcare | 6.0 | 11.0 | 8.8 |
| PARKHOSP | 72.2 | 44.2 | 24.3 |

Key Conference Call Highlights

Operational Updates

- **FY26 marked the strongest year in the company's history** across every key operating and financial metric, with record revenue, profitability and occupancy level.
- The company **undertook its largest-ever single-year capacity addition of 610 beds** through the commissioning of the 250-bed Bhatinda facility and 360-bed Agra acquisition.
- **FY26 census bed capacity stood at 2,851 beds**, while the total capacity has now reached 3,960 beds after Panchkula commissioning.
- Around **56.9% of revenues are now contributed by high-end specialties**.
- Management highlighted that greenfield hospitals typically turn EBITDA-positive within the first year, while brownfield acquisitions become PAT-positive from the first month itself.

Expansion Pipeline and Capex

- **The company aims to add ~1,500 beds by March 2028, taking the total capacity to ~5,460 beds.**
- Panchkula was developed as a 350-bed greenfield project at a capex of ~INR 125 crore, implying an **efficient cost of ~INR 35 lakh per bed.**
- **FY27 capex guidance stands at ~INR 550 Mn, while FY28 capex is expected at ~INR 2500 Mn.**
- The company is significantly **strengthening its oncology footprint, with the Ambala facility being expanded by 200 beds primarily dedicated towards oncology** and advanced cancer care services.
- The current focus remains on consolidating presence across North India before expanding into South, East and West India.

Acquisition Strategy

- Of the 16 existing hospitals, **10 were acquired while the remainder were developed through greenfield expansion.**
- Management reiterated that **acquisition evaluation is based on strategic location, regional strength, existing healthcare infrastructure gaps**, expansion headroom and availability of distressed assets at deep discounts.

Outlook

- Long-term management aspiration is to **scale up the network to 10,000 beds by FY33.**
- The company **continues to maintain a non-hub-and-spoke operating structure**, focusing instead on regional cluster synergies with hospitals located within 40–50 km of each other.
- Management **expects government receivable days to reduce from ~3 months at present to below 100 days** over the next year.
- Recent **CGHS tariff revisions are expected to provide a 7–7.5% revenue benefit**, with the full impact likely to reflect post Q1FY27.
- The management indicated that the **long-term payor mix is expected to stabilise at nearly 75% government share, while the remainder would comprise insurance and self-pay patients.**

Rainbow Childrens Medicare Ltd

BUY

Target Price: INR 1,650

Sector View: Positive



Q4FY26 Conference Call Audio

Actual vs CIE Estimates

| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
|-----------|---------|--------------|----------|
| Revenue | 4.6 | 4.5 | 2.2 |
| EBITDA | 1.4 | 1.4 | 1.3 |
| EBITDAM % | 31.5 | 31.7 | (27) Bps |
| Adj. PAT | 0.8 | 0.7 | 11.0 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|---------|--------|-----------|
| Revenue | 4,599 | 3,701 | 24.3 | 4,454 | 3.2 |
| Materials Consumed | 570 | 470 | 21.1 | 603 | -5.5 |
| Gross Profit | 4,029 | 3,231 | 24.7 | 3,851 | 4.6 |
| Gross Margin (%) | 87.6 | 87.3 | 32 bps | 86.5 | 115 bps |
| Employee + Operating Expenses | 2,582 | 2,083 | 23.9 | 2,381 | 8.4 |
| EBITDA | 1,447 | 1,147 | 26.1 | 1,470 | (1.6) |
| EBITDA Margin (%) | 31.5 | 31.0 | 47 bps | 33.0 | (153) bps |
| Depreciation | 409 | 342 | 19.8 | 396 | 3.4 |
| EBIT | 1,088 | 951 | 14.4 | 1,179 | (7.7) |
| Interest Cost | 205 | 181 | 13.1 | 202 | 1.5 |
| PBT | 883 | 770 | 14.8 | 977 | (9.6) |
| Adj PAT | 784 | 563 | 39.3 | 725 | 8.1 |
| Adj PAT Margin (%) | 17.1 | 15.2 | 184 bps | 16.3 | 77 bps |
| Adj EPS (INR) | 7.7 | 5.5 | 39.3 | 7.1 | 8.1 |

Source: RAINBOW, Choice Institutional Equities

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------------|------|------|-------|-------|-------|
| Revenue | 15.2 | 17.0 | 20.1 | 24.4 | 29.8 |
| YoY (%) | 16.9 | 12.4 | 18.2 | 21.2 | 21.9 |
| EBITDA | 4.9 | 5.4 | 6.5 | 8.0 | 9.8 |
| EBITDAM % | 32.3 | 32.0 | 32.5 | 32.7 | 33.0 |
| Adj. PAT | 2.4 | 2.8 | 3.5 | 4.6 | 5.8 |
| Adj EPS (INR) | 24.0 | 27.5 | 34.1 | 45.1 | 57.6 |
| ROE % | 16.6 | 17.0 | 17.7 | 19.3 | 20.0 |
| ROCE % | 23.9 | 23.9 | 24.6 | 25.7 | 26.1 |
| PE(x) | 56.6 | 49.5 | 39.8 | 30.0 | 23.5 |
| EV/EBITDA | 29.6 | 26.9 | 22.3 | 18.3 | 14.8 |

Shareholding Pattern (%)

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 49.84 | 49.84 | 49.85 |
| FIs | 17.24 | 19.24 | 21.85 |
| DIs | 21.12 | 19.49 | 17.46 |
| Public | 11.80 | 11.44 | 10.82 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|------|
| BSE Healthcare | 105.0 | 31.9 | 11.2 |
| RAINBOW | 48.4 | 7.6 | 0.1 |

Key Conference Call Highlights

Operational Updates

- Delivered its highest-ever quarterly revenue in Q4FY26, supported by a healthy growth in outpatient footfalls, inpatient discharges and deliveries across both, mature and newly-commissioned hospitals
- Added nearly 500 beds in FY26, marking the **highest annual capacity-addition** in the company's history
- Newly-added facilities in Bengaluru, including HRBR Layout, Electronic City and Mahadevapura IVF centre, **are witnessing strong patient traction and ramp-up**
- The **acquired hospitals at Warangal and Guwahati have integrated seamlessly** and continue to scale up well, operationally

Expansion Pipeline

- The company has approximately 900 beds in various stages of execution, including projects in Coimbatore, Gurugram, Pune, Bengaluru and Indore, which are **expected to be completed in two and a half years**.
- A 130-bed regional hub hospital in **Coimbatore is under construction and is anticipated to commence operations in H2FY28**
- In Gurugram, a 125-bed facility in **Sector 56 is being fast-tracked for H2FY28**, while the 325-bed super specialty hub in **Sector 44 is targeted for Q1FY29**
- A **150-bed greenfield hub hospital in Pune has received all statutory approvals** and excavation work is under way
- A **lease agreement has been signed for an 80-bed spoke hospital** in Seegehalli, Bengaluru, which will be Rainbow's seventh hospital in the city.
- A **built-to-suit 100-bed hospital in central Indore** is in the permissions stage, alongside an MoU to run paediatric and obstetric services in a partner-owned 200-bed multi-specialty hospital.

CapEx

- The Gurugram projects are expected to account for the largest share of growth CapEx, **with an estimated investment of INR 400–500 Cr in the next few years**
- All other facilities (Coimbatore, Pune, Seegehalli, Indore, etc.) **are estimated at INR 65–70 lakhs per bed**
- The management stated that all ongoing and planned expansions will be **funded through internal accruals**

Guidance

- The management reiterated its aspiration to deliver around 20% revenue growth in FY27E while sustaining margin
- Aims to improve mature hospital occupancy towards 60%, **with blended group occupancy expected in the 56–58% range**
- Average Revenue Per Patient (ARPP) **is projected to grow at 5–6% annually**
- The management indicated that **geopolitical issues and lower international patient inflow affected FY26 performance**, though domestic growth momentum remains strong
- The company is **actively evaluating acquisition opportunities pan-India**, with a preference for facilities of at least 50 beds, which are scalable to 100 beds and located in attractive micro-markets

Yatharth Hospital & Trauma Care Services Ltd

BUY

Target Price: INR 1,050

Sector View: Positive


Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|--------------|----------|
| INR Bn | Q4FY26A | CIE Estimate | Dev. % |
| Revenue | 3.4 | 3.4 | 1.6 |
| EBITDA | 0.8 | 0.8 | (0.9) |
| EBITDAM % | 23.4 | 24.0 | (60) Bps |
| Adj. PAT | 0.5 | 0.5 | (1.1) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------------------|--------|--------|-----------|--------|----------|
| Revenue | 3,416 | 2,330 | 46.6 | 3,214 | 6.3 |
| Materials Consumed | 622 | 444 | 40.1 | 617 | 0.7 |
| Gross Margin (%) | 81.8 | 81.0 | 84 bps | 80.8 | 101 bps |
| Employee + Operating Expenses | 1,995 | 1,304 | 109.5 | 1,845 | 17.3 |
| EBITDA | 799 | 583 | 37.1 | 751 | 6.4 |
| EBITDA Margin (%) | 23.4 | 25.0 | (161) bps | 23.4 | 1 bps |
| Depreciation | 300 | 129 | 133.1 | 240 | 25.2 |
| EBIT | 499 | 454 | 9.9 | 512 | (2.5) |
| Interest Cost | 51 | 10 | 421.7 | 10 | 398.6 |
| PBT | 520 | 485 | 7.0 | 571 | (9.0) |
| PAT | 475 | 387 | 22.7 | 454 | 4.8 |
| PAT Margin (%) | 13.9 | 16.6 | (270) Bps | 14.1 | (20) bps |
| EPS (INR) | 4.9 | 4.0 | 22.7 | 4.7 | 4.8 |

Source: YATHARTH, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 8.9 | 12.1 | 16.2 | 20.9 | 27.8 |
| YoY (%) | 32.1 | 36.3 | 33.9 | 29.4 | 33.0 |
| EBITDA | 2.3 | 2.9 | 4.0 | 5.1 | 6.9 |
| EBITDAM % | 25.4 | 24.2 | 24.7 | 24.3 | 24.8 |
| Adj PAT | 1.3 | 1.8 | 2.6 | 3.5 | 4.8 |
| EPS (INR) | 14.3 | 18.2 | 27.3 | 36.3 | 49.7 |
| ROE % | 8.1 | 9.8 | 12.9 | 14.6 | 16.7 |
| ROCE % | 10.5 | 10.0 | 14.1 | 16.4 | 19.3 |
| PE(x) | 57.2 | 45.1 | 30.0 | 22.6 | 16.5 |
| EV/EBITDA | 33.2 | 27.1 | 19.9 | 15.7 | 11.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 55.80 | 55.80 | 61.64 |
| FIs | 5.25 | 6.18 | 6.51 |
| DIs | 12.00 | 11.02 | 8.71 |
| Public | 26.95 | 27.01 | 23.16 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 2Y | 1.5Y | 1Y |
| BSE Healthcare | 33.9 | 9.4 | 11.7 |
| YATHARTH | 93.9 | 35.3 | 56.9 |

Key Conference Call Highlights

Operational Updates

- Secured an exclusive hospital partnership with the newly-operational Noida International Airport, which is expected to enhance international patient access and support its medical value travel strategy.
- New hospitals in New Delhi and Faridabad are ramping up ahead of internal expectations; expected to reach EBITDA-breakeven in H2FY27.
- The Agra hospital acquisition has shown encouraging traction since integration in February 2026, achieving monthly revenue run-rate of around INR 70 Mn along with double-digit EBITDA margin.
- ARPOB improved 5% YoY to INR 33,283 in Q4FY26, supported by a richer specialty mix, increasing contribution from oncology, international patients and premium case mix across newer hospitals.

Expansion Pipeline

- Targeting to reach 5,000 beds in the next three years; potentially earlier; with 70% of these additions projected through acquisitions and 30% through greenfield projects.
- Acquired an under-construction super-speciality hospital in Gurugram for INR 1000 Mn upfront plus INR 1000 Mn additional investment, towards medical infrastructure and fit-outs.
- The upcoming Gurugram hospital is expected to commence operations by April, 2027, and the management expects ARPOB of over INR 50,000 due to premium positioning, international patients and higher private insurance mix.
- The management guided for brownfield expansion capex of nearly INR 75 lakh per bed for Greater Noida and Noida Extension projects.

Outlook

- The management guided for FY27 revenue growth to surpass the 36% growth achieved in FY26, with EBITDA margin anticipated to be at 24–25%.
- ARPOB has been guided to grow at 10%, driven by specialty mix, a growing share of private insurance and international patients, and premium positioning of newer facilities.
- The management aims to reduce government revenue mix to 25% in the next two years.
- The full-year benefit of revised CGHS rates (5% revenue uplift, 3% EBITDA flow-through) will be realised in FY27E, having only partially reflected in Q4FY26.
- The company expects further improvement in working capital efficiency and is targeting reduction in debtor days to nearly 90-95 in FY27E.
- International business remains a key growth lever, with the company actively expanding outreach programs across the Middle East, CIS countries and Africa markets.

Ajanta Pharma (AJANTA)

REDUCE

Sector View: Positive

Target Price: INR 2,760



ajanta pharma

Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 61.1 | 61.2 | (0.3) | 67.8 | 67.4 | 0.6 |
| EBITDA | 16.6 | 16.7 | (0.3) | 18.8 | 18.7 | 0.6 |
| EBITDAM % | 27.2 | 27.2 | (0) bps | 27.8 | 27.8 | - |
| PAT | 12.2 | 12.4 | (1.7) | 13.8 | 14.1 | (1.6) |
| EPS (INR) | 97.6 | 99.3 | (1.7) | 110.4 | 112.2 | (1.6) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 14,216 | 11,704 | 21.5 | 13,748 | 3.4 |
| Cost of Goods Sold | 3,048 | 2,834 | 7.5 | 2,863 | 6.5 |
| Gross Margin (%) | 78.6 | 75.8 | 277 bps | 79.2 | (62) bps |
| Operating Expenses | 7,834 | 5,898 | 64.6 | 7,063 | 20.9 |
| EBITDA | 3,334 | 2,972 | 12.2 | 3,822 | (12.8) |
| EBITDA Margin (%) | 23.5 | 25.4 | (194) bps | 27.8 | (435) bps |
| Depreciation | 454 | 398 | 14.1 | 435 | 4.3 |
| Interest | 24 | 61 | (61.1) | 51 | (53.7) |
| PBT | 3,471 | 2,694 | 28.8 | 3,586 | (3.2) |
| Tax | 804 | 442 | 82.1 | 848 | (5.2) |
| PAT | 2,667 | 2,253 | 18.4 | 2,738 | (2.6) |
| EPS (INR) | 21.3 | 18.0 | 18.4 | 21.8 | (2.6) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 46.5 | 54.5 | 61.1 | 67.8 | 75.0 |
| YoY (%) | 10.4 | 17.3 | 12.0 | 11.0 | 10.7 |
| EBITDA | 12.6 | 13.9 | 16.6 | 18.8 | 20.9 |
| EBITDAM % | 27.1 | 25.6 | 27.2 | 27.8 | 27.8 |
| PAT | 9.2 | 10.6 | 12.2 | 13.8 | 15.5 |
| EPS (INR) | 73.3 | 84.2 | 97.6 | 110.4 | 123.5 |
| ROE % | 24.3 | 23.3 | 23.0 | 22.2 | 21.4 |
| ROCE % | 29.4 | 25.8 | 26.4 | 25.9 | 24.9 |
| PE(x) | 39.6 | 34.4 | 29.7 | 26.3 | 23.5 |
| EV/EBITDA | 28.8 | 26.1 | 21.5 | 18.7 | 16.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 66.25 | 66.25 | 66.25 |
| FIIIs | 8.26 | 7.97 | 8.53 |
| DIIIs | 18.36 | 18.58 | 17.90 |
| Public | 7.15 | 7.21 | 7.33 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 95.9 | 27.4 | 7.0 |
| AJP | 123.7 | 21.9 | 11.9 |

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Key Conference Call Highlights

India Business

- Launched 26 products in India in FY26, including five first-time-in-country launches.
- New product launches contributed 4.7% to India business growth versus the industry average of 2.8%.
- Gynaecology therapy is progressing better than internal expectation and is anticipated to contribute meaningfully in the next two to three years, while Nephrology is showing early positive signs but will take longer to scale up.
- Around 250 to 300 medical representatives will be added in India.
- The management has guided for mid-teens growth for the India business.

US Generics

- 8 products launched in the last 15 months.
- 4-5 launches planned in H2FY27, supporting pipeline visibility.
- The management has guided for mid-single digit growth in FY27.

Branded Generics Asia

- Decline was attributed mainly to Middle East-driven supply chain disruption.
- Asia is guided for high double-digit growth, on the back of a low FY26 base and logistics normalisation.

Branded Generics Africa

- 8 product launches in FY26, supporting portfolio expansion and growth sustainability.
- Management has guided for high double-digit growth in Africa.

Africa Institutional

- Africa Institutional business grew 9% for the full year, recovering better than anticipated in the second half, owing to improved order flow.

Middle East Crisis and Semaglutide

- Both, freight cost and raw material/packaging cost, have risen meaningfully and the company is fully absorbing these in its P&L rather than passing them on to customers.
- Existing inventories have cushioned near-term impact, but, if the conflict persists, cost pressures could begin reflecting more materially from Q2FY27.
- Generic Semaglutide filings outside India are commencing in the current quarter, with approvals expected in 1.5 to 2 years across various markets and meaningful revenue contribution anticipated only in three to four years.

Outlook

- Revenue growth is guided at high teens and EBITDA margin guided at 27% for FY27.
- Gross margin is expected to stabilise at approximately 77%. CapEx is guided at INR 4000 Mn for FY27 — INR 1500 Mn for maintenance and INR 2500 Mn for capacity expansion at existing sites where additional land is available.
- R&D spend is expected to continue at around 5% of total revenue.

[Click here to read Q4FY26 Result Update](#)

Alkem Labs (ALKEM)

ADD

Sector View: Positive

Target Price: INR 5,755



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|-----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 165.0 | 164.1 | 0.5 | 185.1 | 186.2 | (0.6) |
| EBITDA | 34.6 | 37.1 | (6.6) | 39.8 | 42.8 | (7.1) |
| EBITDAM % | 21.0 | 22.6 | (160) bps | 21.5 | 23.0 | (150) bps |
| Adj. PAT | 25.2 | 27.1 | (7.3) | 27.5 | 29.8 | (7.8) |
| Adj. EPS (INR) | 210.4 | 226.9 | (7.3) | 230.2 | 249.6 | (7.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|-----------|
| Revenue | 36,033 | 31,438 | 14.6 | 37,368 | (3.6) |
| Cost of Goods Sold | 12,479 | 12,793 | (2.5) | 12,727 | (2.0) |
| Gross Margin (%) | 65.4 | 59.3 | 606 bps | 65.9 | (57) bps |
| Operating Expenses | 18,381 | 14,732 | 46.9 | 16,361 | 21.8 |
| EBITDA | 5,174 | 3,913 | 32.2 | 8,280 | (37.5) |
| EBITDA Margin (%) | 14.4 | 12.4 | 191 bps | 22.2 | (780) bps |
| Depreciation | 1,058 | 1,125 | (6.0) | 950 | 11.3 |
| Interest | 539 | 284 | 89.6 | 421 | 28.0 |
| PBT | 4,229 | 3,963 | 6.7 | 7,812 | (45.9) |
| Tax | 1,712 | 733 | 133.4 | 1,277 | 34.1 |
| Adj PAT | 3,168 | 3,059 | 3.6 | 6,802 | (53.4) |
| Adj EPS (INR) | 26.5 | 25.6 | 3.6 | 56.9 | (53.4) |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 129.6 | 147.1 | 165.0 | 185.1 | 207.7 |
| YoY (%) | 2.3 | 13.5 | 12.1 | 12.2 | 12.2 |
| EBITDA | 25.1 | 30.1 | 34.6 | 39.8 | 44.7 |
| EBITDAM % | 19.4 | 20.4 | 21.0 | 21.5 | 21.5 |
| Adj PAT | 21.7 | 24.5 | 25.2 | 27.5 | 31.1 |
| EPS (INR) | 181.1 | 204.5 | 210.4 | 230.2 | 260.5 |
| ROE % | 18.5 | 17.0 | 16.2 | 15.5 | 15.4 |
| ROCE % | 15.6 | 16.0 | 16.5 | 17.0 | 17.0 |
| PE (x) | 30.1 | 26.7 | 25.9 | 23.7 | 20.9 |
| EV/EBITDA (x) | 26.0 | 21.3 | 17.9 | 16.4 | 14.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 51.20 | 51.20 | 51.20 |
| FIIIs | 10.15 | 9.97 | 9.47 |
| DIIIs | 21.39 | 21.54 | 21.93 |
| Public | 17.25 | 17.30 | 17.39 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 101.7 | 33.9 | 11.3 |
| ALKEM | 62.9 | 2.1 | 3.7 |

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Key Conference Call Highlights

India Business

- India business recorded strong momentum with sales growing 9.7% YoY in FY26 and **continued to outperform the Indian Pharmaceutical Market (IPM)**.
- Outperformed the Indian Pharmaceutical Market (IPM) in six therapy areas**, including Gastrointestinal, Vitamins and minerals, Pain, Anti-diabetic, Respiratory and Dermatology.
- The management reiterated the company **will outgrow IPM by 100–150 bps** consistently.
- The management highlighted that **Semaglutide has emerged as a key growth driver, achieving around 11% market share**, with the expectation of further scale-up in coming quarters.
- Total MR count stands at ~14,500, with attrition at 18–19%, well below the industry average; incremental hiring is focussed on the chronic segment where growth opportunity is the highest.

US Business

- The management guided for **high single-digit growth on a dollar-to-dollar basis**, with forex tailwinds expected to provide an additional boost over and above that.
- The management expects to **launch Tolvaptan in the US market around September 2026**, highlighting that it remains a limited competition opportunity as compared to typical generic launches.
- The company indicated that **value erosion in the base US generics business continues**, but this is anticipated to be offset through differentiated launches and pipeline addition.
- The company plans to **file for Semaglutide in the US market in approximately 18 months**, as part of its longer-term GLP-1 strategy.

Rest of the World (RoW) Business

- The management guided for **high-teens growth in Rest of the World (ROW) markets in FY27E**, consistent with recent performance trends.
- The company indicated that Semaglutide expansion into ROW markets is under evaluation, with filings and commercialisation plans anticipated in the next few quarters after ensuring domestic supply stability.

Outlook

- The management targets maintaining EBITDA margin in the 20–21% range**, though clarity on geopolitical-driven cost pressure will emerge progressively through the year.
- Rising API prices, packaging material cost and logistics cost due to the ongoing global conflict **are anticipated to create near-term margin pressure, particularly in Q1FY27E**.
- R&D spending is projected to remain stable at 4–5%** of revenue, with continued investments in biosimilars, specialty products and differentiated pipelines.
- No major acquisition is planned in the next 12 months**, with strategic focus shifting towards integrating Occlutech acquisition with MedTech platform.
- The company projects its **effective tax rate to be at 27–29%** in FY27E.
- The Occlutech acquisition is **expected to close within the next 45–60 days and will be fully consolidated from Q2FY27E**.

[Click here to read Q4FY26 Result Update](#)

Cipla (CIPLA)

REDUCE

Target Price: INR 1,350

Sector View: Positive

Cipla

Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|-----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 321.6 | 319.8 | 0.5 | 357.7 | 354.3 | 1.0 |
| EBITDA | 64.3 | 70.4 | (8.6) | 76.9 | 79.7 | (3.5) |
| EBITDAM % | 20.0 | 22.0 | (200) bps | 21.5 | 22.5 | (100) bps |
| PAT | 45.5 | 50.3 | (9.5) | 54.8 | 57.1 | (4.0) |
| EPS (INR) | 56.3 | 62.2 | (9.5) | 67.9 | 70.7 | (4.0) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 65,412 | 67,297 | (2.8) | 70,745 | (7.5) |
| Cost of Goods Sold | 22,487 | 21,890 | 2.7 | 26,321 | (14.6) |
| Gross Margin (%) | 65.6 | 67.5 | (185) bps | 62.8 | 283 bps |
| Operating Expenses | 32,956 | 30,031 | 21.0 | 31,873 | 7.8 |
| EBITDA | 9,970 | 15,376 | (35.2) | 12,551 | (20.6) |
| EBITDA Margin (%) | 15.2 | 22.8 | (761) bps | 17.7 | (250) bps |
| Depreciation | 3,829 | 3,087 | 24.0 | 2,784 | 37.6 |
| Interest | 131 | 140 | (6.3) | 140 | (6.4) |
| PBT | 7,071 | 15,043 | (53.0) | 8,931 | (20.8) |
| Tax | 1,570 | 2,793 | (43.8) | 2,186 | (28.2) |
| PAT | 5,546 | 12,218 | (54.6) | 6,758 | (17.9) |
| EPS (INR) | 6.9 | 15.1 | (54.6) | 8.4 | (17.9) |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 275.5 | 281.6 | 321.6 | 357.7 | 392.4 |
| YoY (%) | 6.9 | 2.2 | 14.2 | 11.2 | 9.7 |
| EBITDA | 71.3 | 59.2 | 64.3 | 76.9 | 84.4 |
| EBITDAM % | 25.9 | 21.0 | 20.0 | 21.5 | 21.5 |
| PAT | 52.7 | 38.8 | 45.5 | 54.8 | 60.3 |
| EPS (INR) | 65.3 | 48.0 | 56.3 | 67.9 | 74.6 |
| ROE % | 16.9 | 11.3 | 12.0 | 13.1 | 13.0 |
| ROCE % | 19.0 | 13.5 | 13.4 | 14.8 | 14.7 |
| PE(x) | 20.3 | 27.6 | 23.6 | 19.6 | 17.8 |
| EV/EBITDA | 15.0 | 18.0 | 16.4 | 13.4 | 11.9 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 29.22 | 29.22 | 29.22 |
| FIIIs | 22.55 | 23.93 | 24.54 |
| DIIIs | 31.71 | 30.45 | 29.98 |
| Public | 16.53 | 16.39 | 16.26 |

| Relative Performance (%) | | | |
|--------------------------|------|-------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 99.4 | 31.5 | 9.9 |
| CIPLA | 42.0 | (6.2) | (12.6) |

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Key Conference Call Highlights

India Business:

- Added 4 new brands to the INR 100+ Cr club, taking the total to 33 brands.
- Chronic therapies including respiratory, anti-diabetes, cardiac and urology **continued to witness strong double-digit growth; chronic mix stood at 60%**.
- Strategic initiatives included partnership with Eli Lilly for Yurpeak (obesity segment), launch of Afrezza (India's first inhaled insulin), acquisition of Inzpera Healthcare and exclusive rights for select Pfizer brands.
- Management remains confident of delivering double-digit growth in India business in FY27E.**

North America Business:

- Received approval for first AB-rated generic Ventolin from the US facility; launch expected in the next few months, with **6-month exclusivity opportunity**.
- Pipeline visibility **strengthened with 40–50 products planned in next three years**, including 12 first-to-file opportunities.
- Four respiratory assets likely to be commercialised in FY27E**, while additional filings in peptides, complex generics and biosimilars remain on track.
- Lanreotide continued to face supply disruption due to partner facility remediation; **alternative US-based manufacturer identified to de-risk supply with filing targeted by early CY2027**.
- Management **targets USD 1 Bn exit run-rate in FY27E**, supported by respiratory launches and peptide opportunity.

One Africa Business and EMEU

- The **focus for FY27E will be on improving the private market mix** while correcting the contribution from the tender business in South Africa.
- The **EMEU business crossed the USD 400 Mn revenue mark** for the full year, becoming a meaningful business unit despite significant geopolitical volatility.

Outlook:

- FY27E EBITDA margin guided at 18.5%–20%**, with sequential improvement and H2FY27 projected to be materially better than H1FY27.
- Margin guidance excludes contribution from Lanreotide and reflects continued investments in R&D, manufacturing readiness and talent addition.
- Biosimilars, peptides and respiratory portfolio are anticipated to emerge as key long-term growth drivers.**
- R&D spend is projected to be 7% of revenue in FY27E.

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Concord Biotech (CONCORD)

REDUCE

Sector View: Positive

Target Price: INR 1,045

CONCORD BIOTECH

Biotech for Mankind...
 [Q4FY26 Conference Call Audio](#)

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|-----------|-------|------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 12.1 | 12.0 | 1.0 | 14.0 | 13.2 | 5.6 |
| EBITDA | 4.4 | 5.1 | (15.1) | 5.1 | 5.7 | (10.4) |
| EBITDAM % | 36.0 | 42.8 | (680) bps | 36.5 | 43.0 | (650) bps |
| PAT | 3.1 | 3.8 | (18.5) | 3.6 | 4.2 | (13.1) |
| EPS (INR) | 29.4 | 36.1 | (18.5) | 34.8 | 40.0 | (13.1) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 3,261 | 4,299 | (24.1) | 2,778 | 17.4 |
| Cost of Goods Sold | 858 | 1,285 | (33.2) | 657 | 30.5 |
| Gross Margin (%) | 73.7 | 70.1 | 357 bps | 76.3 | (265) bps |
| Operating Expenses | 1,217 | 1,110 | 25.3 | 1,131 | 13.7 |
| EBITDA | 1,185 | 1,904 | (37.8) | 990 | 19.8 |
| EBITDA Margin (%) | 36.4 | 44.3 | (795) bps | 35.6 | 72 bps |
| Depreciation | 195 | 146 | 33.7 | 187 | 4.3 |
| Interest | 1 | 1 | (12.0) | 1 | 3.1 |
| PBT | 1,143 | 1,851 | (38.3) | 869 | 31.5 |
| Tax | 256 | 432 | (40.7) | 225 | 13.7 |
| Adj PAT | 888 | 1,404 | (36.8) | 669 | 32.7 |
| Adj EPS (INR) | 8.5 | 13.4 | (36.8) | 6.4 | 32.7 |

| Key Financials | | | | | |
|----------------|------|--------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 12.0 | 10.5 | 12.1 | 14.0 | 16.0 |
| YoY (%) | 18.0 | (12.1) | 15.0 | 15.0 | 15.0 |
| EBITDA | 5.1 | 3.7 | 4.4 | 5.1 | 5.9 |
| EBITDAM % | 42.2 | 34.8 | 36.0 | 36.5 | 36.5 |
| Adj PAT | 3.7 | 2.6 | 3.1 | 3.6 | 4.2 |
| EPS (INR) | 35.5 | 25.2 | 29.4 | 34.8 | 40.5 |
| ROE % | 20.5 | 12.9 | 13.8 | 14.6 | 15.2 |
| ROCE % | 24.9 | 14.5 | 15.9 | 17.0 | 17.7 |
| PE (x) | 29.9 | 42.5 | 36.1 | 30.5 | 26.2 |
| EV/EBITDA (x) | 21.9 | 30.2 | 25.2 | 21.3 | 18.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 44.08 | 44.08 | 44.08 |
| FIIIs | 7.79 | 7.58 | 8.03 |
| DIIIs | 9.22 | 9.58 | 9.55 |
| Public | 38.90 | 38.75 | 38.32 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 2Y | 1.5Y | 1Y |
| BSE Healthcare | 33.2 | 6.4 | 9.1 |
| CONCORD | (27.5) | (50.1) | (39.3) |

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Key Conference Call Highlights

API

- **The API business faced temporary headwinds in FY26** due to slower customer procurement in the US, supply-chain disruption, CDSCO approval delays affecting Europe and geopolitical issues in the Middle East.
- **Customer procurement activity improved in H2FY26** and the management is seeing increasing customer interest as global companies seek to diversify and de-risk their supply chains.
- Middle East API supplies were constrained due to geopolitical conditions, **with a major tender worth INR 250 Mn remaining in abeyance** and total company level exposure to the Middle East region is estimated at INR 500 Mn.
- **New API products, such as Nystatin and Fusidic Acid are witnessing encouraging customer traction**, with the management expecting higher volumes from these products as market share gains.
- **Stronger growth is anticipated from the anti-infective and oncology API portfolios**, going forward.

Formulations

- **The injectable facility successfully completed its first year of operations and received WHO-GMP certification**, enabling participation in domestic branded sales, contract manufacturing opportunities and government tenders.
- **The management has started commercial sales from the injectable plant**, laying the foundation for gradual scale-up and operating leverage in the next few years.
- The injectable plant incurred expenses of INR 380–390 Mn in FY26 with all cost fully booked, **with operating leverage now expected to kick in from FY27E**.
- **A smaller topical formulation facility is being set up in FY27E**, adding another avenue for revenue diversification.
- **A Softgel facility has been commercialised**, further broadening the formulation portfolio.

CDMO Business

- **CDMO revenues currently contribute only 1–4% of total revenues**, as the company classifies CDMO strictly as projects where IP belongs to third-party innovators.
- The company is **actively engaging with multiple CDMO customers and indicated that discussions for at least one opportunity** have reached advanced stages, which could meaningfully increase CDMO contribution in the future.

Outlook

- **The management guided for FY27 growth to be slightly better than the historical ~18%**, with strong visibility already in hand for H1FY27E.
- **EBITDA margin is expected to improve by 200 bps or more**, driven by 1–1.5% benefit from solar power savings and ~50 bps from operating leverage on Stellan Biotech and the injectable facility.
- The management forecasts the overall **API-to-formulation mix to remain broadly stable at around 80:20** over the medium term.
- **Inventory days were elevated in FY26** due to staggered customer procurement and some shipment deferrals at year-end, but the management projects normalisation in H1FY27E as deferred supplies begin to flow through.
- **Existing manufacturing facilities can support revenue of nearly INR 30 Bn**, providing substantial growth headroom without any major capacity expansion requirement in the near term.
- CapEx is guided at **INR 200–300 Mn annually for maintenance**.

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Divis Labs (DIVI)

ADD

Target Price: INR 7,375

Sector View: Positive



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 126.5 | 129.1 | (2.0) | 153.4 | 156.5 | (2.0) |
| EBITDA | 41.1 | 43.1 | (4.7) | 51.4 | 53.5 | (4.0) |
| EBITDAM % | 32.5 | 33.4 | (90) bps | 33.5 | 34.2 | (70) bps |
| PAT | 31.1 | 32.7 | (4.7) | 39.1 | 40.9 | (4.5) |
| EPS (INR) | 117.5 | 123.1 | (4.6) | 147.5 | 154.3 | (4.4) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 28,310 | 25,850 | 9.5 | 26,040 | 8.7 |
| Cost of Goods Sold | 11,190 | 9,810 | 14.1 | 9,450 | 18.4 |
| Gross Margin (%) | 60.5 | 62.1 | (158) bps | 63.7 | (324) bps |
| Operating Expenses | 7,780 | 7,180 | 16.7 | 7,690 | 2.6 |
| EBITDA | 9,340 | 8,860 | 5.4 | 8,900 | 4.9 |
| EBITDA Margin (%) | 33.0 | 34.3 | (128) bps | 34.2 | (119) bps |
| Depreciation | 1,200 | 1,070 | 12.1 | 1,180 | 1.7 |
| Interest | 60 | 10 | NA | 60 | - |
| PBT | 9,630 | 8,640 | 11.5 | 8,540 | 12.8 |
| Tax | 2,120 | 2,020 | 5.0 | 1,970 | 7.6 |
| PAT | 7,510 | 6,620 | 13.4 | 5,830 | 28.8 |
| EPS (INR) | 28.3 | 25.0 | 13.4 | 22.0 | 28.8 |

| Key Financials | | | | | |
|----------------|------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 93.6 | 105.6 | 126.5 | 153.4 | 186.2 |
| YoY (%) | 19.3 | 12.8 | 19.8 | 21.3 | 21.4 |
| EBITDA | 29.7 | 34.4 | 41.1 | 51.4 | 62.4 |
| EBITDAM % | 31.7 | 32.6 | 32.5 | 33.5 | 33.5 |
| PAT | 21.9 | 25.7 | 31.1 | 39.1 | 47.8 |
| EPS (INR) | 82.7 | 96.9 | 117.5 | 147.5 | 180.5 |
| ROE % | 14.6 | 15.3 | 16.3 | 17.6 | 18.3 |
| ROCE % | 17.1 | 17.8 | 18.6 | 20.1 | 20.9 |
| PE(x) | 83.3 | 71.0 | 58.6 | 46.7 | 38.1 |
| EV/EBITDA | 60.2 | 52.0 | 43.6 | 34.7 | 28.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 51.88 | 51.88 | 51.88 |
| FIIIs | 20.29 | 20.08 | 19.39 |
| DIIIs | 19.13 | 19.18 | 19.68 |
| Public | 8.70 | 8.84 | 9.05 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 105.0 | 31.9 | 11.2 |
| DIVI | 110.9 | 69.6 | 5.3 |

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Key Conference Call Highlights

Custom Synthesis Business

- Several CS projects are at different stages of development including R&D, validation, pre-qualification, Phase 2 and Phase 3, providing long-term growth visibility.
- Three dedicated CS capacity projects have completed validation phases and material has been supplied to customers, with commercialisation targeted by 2027, though this is contingent on regulatory approvals.
- Continues to invest heavily in peptide capability, including solid-phase and liquid-phase synthesis.
- The company aims to become one of the largest global peptide manufacturers, supported by multiple 3,000-liter SPPS reactors.

Generic Business

- The generic segment remains under pricing pressure, constraining value growth despite healthy volume traction for products.
- The company projects additional growth from the upcoming generic products pipeline in FY27 and beyond as products gradually come off-patent.
- Most generic API contracts are backed by long-term agreements containing raw material variability clauses, enabling it to pass on a part of the increase in input cost to customers.

Nutraceuticals

- Nutraceuticals revenue for FY26 came in at INR 9,460 Mn, up from INR 7,810 Mn in FY25, reflecting healthy growth in this segment.

Outlook

- The management guided for a double-digit revenue growth, with EBITDA margin anticipated to remain stable.
- The management highlighted ongoing West Asia-led supply chain disruption, including force majeure by suppliers, higher freight costs and container shortages; however, no production stoppages have occurred.
- The management indicated that inventory levels are likely to increase in Q1FY27 as the company builds buffer stocks to secure supply continuity.
- The company remains optimistic on long-term growth opportunities in peptides, GLP-1s, contrast media and Custom Synthesis, supported by a significant ongoing CapEx and a strong development pipeline.

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Dr. Reddy's Laboratories (DRRD)

ADD

Sector View: Positive

Target Price: INR 1,335

Key Conference Call Highlights



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|-----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 390.4 | 397.2 | (1.7) | 448.0 | 451.3 | (0.7) |
| EBITDA | 92.5 | 99.3 | (6.8) | 106.2 | 112.8 | (5.9) |
| EBITDAM % | 23.7 | 25.0 | (130) bps | 23.7 | 25.0 | (130) bps |
| PAT | 57.1 | 65.3 | (12.5) | 67.6 | 75.4 | (10.4) |
| EPS (INR) | 68.4 | 78.2 | (12.5) | 80.9 | 90.3 | (10.4) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-------------|--------|-------------|
| Revenue | 75,464 | 85,284 | (11.5) | 87,534 | (13.8) |
| Cost of Goods Sold | 32,127 | 28,500 | 12.7 | 30,953 | 3.8 |
| Gross Margin (%) | 57.4 | 66.6 | (915) bps | 64.6 | (721) bps |
| Operating Expenses | 39,512 | 36,805 | 13.1 | 37,706 | 5.8 |
| EBITDA | 6,400 | 20,747 | (69.2) | 19,145 | (66.6) |
| EBITDA Margin (%) | 8.5 | 24.3 | (1,585) bps | 21.9 | (1,339) bps |
| Depreciation | 5,571 | 4,547 | 22.5 | 5,210 | 6.9 |
| Interest | 1,057 | 656 | 61.1 | 944 | 12.0 |
| PBT | 1,997 | 20,052 | (90.0) | 15,432 | (87.1) |
| Tax | -216 | 4,185 | (105.2) | 3,536 | (106.1) |
| PAT | 2,209 | 15,933 | (86.1) | 12,099 | (81.7) |
| EPS (INR) | 2.6 | 19.1 | (86.2) | 14.5 | (81.7) |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 326.4 | 337.0 | 390.4 | 448.0 | 510.0 |
| YoY (%) | 16.5 | 3.2 | 15.9 | 14.8 | 13.8 |
| EBITDA | 87.2 | 68.1 | 92.5 | 106.2 | 120.9 |
| EBITDAM % | 26.7 | 20.2 | 23.7 | 23.7 | 23.7 |
| PAT | 56.6 | 42.0 | 57.1 | 67.6 | 78.9 |
| EPS (INR) | 67.8 | 50.3 | 68.4 | 80.9 | 94.4 |
| ROE % | 16.9 | 11.1 | 13.4 | 13.9 | 14.3 |
| ROCE % | 17.9 | 9.6 | 13.7 | 14.6 | 15.4 |
| PE(x) | 18.7 | 25.3 | 18.6 | 15.7 | 13.4 |
| EV/EBITDA | 12.5 | 16.5 | 11.7 | 9.9 | 8.3 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 26.63 | 26.64 | 26.64 |
| FIIIs | 21.14 | 22.34 | 24.69 |
| DIIIs | 30.72 | 30.44 | 27.99 |
| Public | 21.51 | 20.58 | 20.70 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 99.0 | 32.8 | 10.7 |
| DRRD | 42.2 | 7.3 | 6.2 |

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North America:

- Revenue declined sharply due to lower Lenalidomide sales and one-time shelf-stock adjustment of INR 4530 Mn related to Lenalidomide.
- Launched 25 products** and filed for 15 ANDAs in FY26.
- BLA for abatacept biosimilar (IV) was accepted** for review by USFDA, strengthening biosimilar pipeline visibility.
- Management expects **North America business excluding Lenalidomide to deliver double-digit growth in FY27**, supported by new launches and stable market share trends.
- The **future growth strategy in North America will increasingly focus on biosimilars, consumer healthcare and select 505(b)(2) opportunities** rather than only traditional generics.

India:

- India business continued to deliver strong double-digit growth led by innovation portfolio, price hikes, higher volumes and acquired brands.
- Semaglutide launch under the brand 'Obeda' witnessed encouraging traction in India; the management **indicated market share has already crossed 10% on a standalone basis**.
- Portfolio rationalisation continued** with divestment of two non-core brands and discontinuation of select CAR-T R&D programs.

Europe:

- Europe business **growth was largely supported by the acquired nicotine replacement therapy (NRT) consumer healthcare portfolio**.
- NRT business integration has reached 95% of acquired business value**, supporting operational synergies.
- The normalised sustainable growth rate for NRT is expected to be in **high single digit to low double digits, going forward**.

Emerging Markets:

- Revenue increase led by new launches, volume growth and favourable forex.
- Management expects **Semaglutide to become an important growth driver across several emerging markets** as approvals are received over the next 12 months.
- The company **plans to launch Semaglutide in more than 50 markets** in CY2026 and over 80 markets within the next 12 months through both, direct and partner-led, models.

Outlook:

- Sustaining double-digit base business growth (ex-Lenalidomide)**.
- Reiterated its aspiration of moving EBITDA margin closer to 25% through new launches, operational efficiencies and portfolio diversification**.
- Management continued to emphasize Semaglutide and Abatacept as the key long-term growth drivers for the company.
- The company **expects Semaglutide sales of around 10-12 Mn units in FY27**, although delays in Brazil approvals may shift a part of the opportunity into FY28.
- R&D spending is forecasted to remain in the range of 7-8%** of revenues as major investments in key biosimilar programs have already been completed.

[Click here to read Q4FY26 Result Update](#)

Glenmark Pharmaceuticals (GNP)

ADD

Sector View: Positive

Target Price: INR 2,590


 [Q4FY26 Conference Call Audio](#)

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|-----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 185.4 | 162.3 | 14.3 | 205.1 | 185.9 | 10.3 |
| EBITDA | 38.9 | 37.3 | 4.3 | 47.2 | 46.5 | 1.5 |
| EBITDAM % | 21.0 | 23.0 | (200) bps | 23.0 | 25.0 | (200) bps |
| Adj. PAT | 23.4 | 23.5 | (0.3) | 29.2 | 30.2 | (3.2) |
| Adj. EPS (INR) | 83.0 | 83.2 | (0.3) | 103.6 | 107.0 | (3.2) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|-----------|
| Revenue | 37,706 | 32,562 | 15.8 | 39,006 | (3.3) |
| Cost of Goods Sold | 11,723 | 10,889 | 7.7 | 12,951 | (9.5) |
| Gross Margin (%) | 68.9 | 66.6 | 235 bps | 66.8 | 211 bps |
| Operating Expenses | 18,357 | 16,062 | 29.5 | 17,358 | 11.5 |
| EBITDA | 7,626 | 5,610 | 35.9 | 8,697 | (12.3) |
| EBITDA Margin (%) | 20.2 | 17.2 | 300 bps | 22.3 | (207) bps |
| Depreciation | 1,479 | 1,252 | 18.1 | 1,544 | (4.2) |
| Interest | 426 | 667 | (36.1) | 414 | 2.8 |
| PBT | 3,878 | 80 | 4,762.9 | 5,340 | (27.4) |
| Tax | 864 | 36 | 2,308.1 | 1,308 | (33.9) |
| Adj. PAT | 5,916 | 2,096 | 182.2 | 5,424 | 9.1 |
| Adj. EPS (INR) | 21.0 | 7.4 | 182.2 | 19.2 | 9.1 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 133.2 | 169.8 | 185.4 | 205.1 | 227.0 |
| YoY (%) | 12.8 | 27.5 | 9.2 | 10.7 | 10.7 |
| EBITDA | 23.5 | 45.7 | 38.9 | 47.2 | 52.2 |
| EBITDAM % | 17.7 | 26.9 | 21.0 | 23.0 | 23.0 |
| Adj PAT | 13.3 | 29.2 | 23.4 | 29.2 | 32.4 |
| Adj EPS (INR) | 47.0 | 103.4 | 83.0 | 103.6 | 114.7 |
| ROE % | 11.8 | 13.0 | 18.3 | 18.7 | 17.2 |
| ROCE % | 16.0 | 41.6 | 26.7 | 26.7 | 24.6 |
| PE (x) | 61.3 | 47.1 | 27.4 | 22.0 | 19.8 |
| EV/EBITDA (x) | 27.6 | 13.9 | 16.1 | 12.8 | 11.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 46.65 | 46.65 | 46.64 |
| FIIIs | 20.35 | 19.20 | 20.73 |
| DIIIs | 19.28 | 20.09 | 18.61 |
| Public | 13.74 | 14.06 | 14.01 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 98.7 | 31.2 | 9.6 |
| GNP | 283.0 | 92.9 | 62.9 |

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Key Conference Call Highlights

India Business

- Highlighted that GNP was the **second fastest-growing company among the top 15 pharma players in FY26**, with growth running at nearly 1.5x the IPM growth rate.
- Core therapies remained key growth drivers**, with GNP retaining a strong position in dermatology (#2), respiratory (#3) and cardiac (#4) segments in India.
- Oncology gained significant traction this year, supported by launches of Tevimbra and Brukinsa. The **management indicated that both the products are projected to become meaningful growth contributors in the next 2–3 years**.
- Launched Glipiq (Semaglutide) in Q4 and the company anticipates the diabetes franchise **to return to growth from FY27E**.
- India is expected to sustain 15%+ growth**, supported by oncology, respiratory, cardiovascular and diabetes portfolio.

North America Business

- Launched 4 products in Q4 and 13 products in FY26**, expanding its portfolio across oral solids, injectables and respiratory therapies.
- The management indicated that supply chain disruption and delayed commercialisation of Fluticasone products limited Q4 sales contribution, **with benefits expected to flow through meaningfully in FY27E**.
- Ryaltris is now being commercialised directly in the US**. The company believes its team can drive better execution and outcome.
- Two sole FTF products** are anticipated to be launched in H2FY27E and is **targeting to launch 2–3 Respiratory products in FY27E**.
- The management forecasts FY27 growth in the US to improve materially**, supported by Fluticasone launches, additional respiratory approvals and injectable portfolio expansion.

Europe Business

- Central and Eastern Europe markets delivered a double-digit growth**, while Germany, the Netherlands and Italy were key contributors in Western Europe.
- The management plans to strengthen the respiratory portfolio further through **2–3 additional product launches in Europe in FY27E**.
- Winlevi was launched in the UK and has gained good early traction; GNP has also received marketing authorisation approval and **plans to roll out Winlevi across its licensed European territories in FY27E**.
- High single digit growth expected**, driven by respiratory launches, with an incremental contribution from Ryaltris and Winlevi.

Rest of the World (RoW) Business

- Ryaltris was launched in China and Thailand in Q4; the management **projects a meaningful growth uptick from these large markets, while Brazil launch is planned in FY27E**.

Outlook

- The company has guided for FY27E revenue of INR 170–180 Bn and EBITDA margin of 21–22%**.
- Ryaltris remains a key global growth driver, having crossed USD 100 Mn in sales and commercialised in 55 markets. **The company anticipates launches in another 8–10 markets**.
- The innovative oncology pipeline is projected to be a major long-term driver**, with Aumolertinib, Trastuzumab Rezetecan and Envafolelimab slated for launches in India and emerging markets.
- Working capital has been guided for **~115 days**.
- R&D spend is forecast to be at 7–8% of sales range in FY27E**.

[Click here to read Q4FY26 Result Update](#)

Granules India (GRAN)

ADD

Sector View: Positive

Target Price: INR 835



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 63.5 | 64.0 | (0.8) | 75.2 | 75.8 | (0.8) |
| EBITDA | 14.4 | 13.9 | 3.8 | 17.1 | 16.6 | 2.8 |
| EBITDAM % | 22.7 | 21.7 | 100 bps | 22.7 | 21.9 | 80 bps |
| PAT | 7.7 | 7.4 | 3.5 | 9.5 | 9.3 | 2.4 |
| EPS (INR) | 31.0 | 30.7 | 1.1 | 38.3 | 38.3 | (0.0) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Revenue | 14,706 | 11,974 | 22.8 | 13,879 | 6.0 |
| Cost of Goods Sold | 5,041 | 4,384 | 15.0 | 5,016 | 0.5 |
| Gross Margin (%) | 65.7 | 63.4 | 233 bps | 63.9 | 186 bps |
| Operating Expenses | 6,144 | 5,067 | 52.9 | 5,783 | 12.5 |
| EBITDA | 3,521 | 2,524 | 39.5 | 3,081 | 14.3 |
| EBITDA Margin (%) | 23.9 | 21.1 | 287 bps | 22.2 | 174 bps |
| Depreciation | 817 | 635 | 28.7 | 735 | 11.2 |
| Interest | 327 | 240 | 36.3 | 287 | 13.9 |
| PBT | 2,464 | 1,668 | 47.7 | 2,022 | 21.9 |
| Tax | 608 | 455 | 33.5 | 520 | 16.9 |
| PAT | 2,016 | 1,520 | 32.6 | 1,502 | 34.2 |
| EPS (INR) | 8.1 | 6.3 | 29.7 | 6.2 | 31.4 |

| Key Financials | | | | | |
|----------------|-------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 44.8 | 53.7 | 63.5 | 75.2 | 89.0 |
| YoY (%) | (0.5) | 19.7 | 18.4 | 18.3 | 18.4 |
| EBITDA | 9.5 | 11.9 | 14.4 | 17.1 | 20.2 |
| EBITDAM % | 21.1 | 22.1 | 22.7 | 22.7 | 22.7 |
| Adj PAT | 5.0 | 6.0 | 7.7 | 9.5 | 11.7 |
| EPS (INR) | 20.7 | 24.0 | 31.0 | 38.3 | 47.3 |
| ROE % | 13.5 | 11.7 | 13.1 | 13.9 | 14.7 |
| ROCE % | 14.4 | 13.8 | 15.4 | 16.7 | 17.9 |
| PE(x) | 34.0 | 29.3 | 22.7 | 18.4 | 14.9 |
| EV/EBITDA | 18.8 | 15.0 | 12.2 | 10.0 | 8.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 38.02 | 38.81 | 38.81 |
| FIIIs | 15.31 | 13.55 | 14.09 |
| DIIIs | 17.01 | 17.47 | 17.91 |
| Public | 29.67 | 30.15 | 29.17 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 93.8 | 25.5 | 5.7 |
| GRAN | 135.1 | 67.9 | 54.9 |

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Key Conference Call Highlights

Capacity Expansion & Product Launches

- GPI (Virginia facility) moved from 74th to 27th position among all US generic companies by sales value since FY21 and **now holds 4th position in the controlled substance space.**
- The **Gagillapur facility's remediation is materially complete** — cleaning validation done across all blocks, all FDA action point responses submitted by February — but **the facility is now in a wait-and-watch mode for the USFDA re-inspection, with no timeline communicated by the FDA yet.**
- Granules is preparing for potential US product launches** as approvals progress, including nine applications awaiting clearance from the Gagillapur site.
- The company **plans to add one to two new controlled substance products annually** in the next two to three years.

Peptide & CDMO Growth

- The Peptide CDMO business emerged as a meaningful fourth revenue pillar, generating INR 1,593 Mn in FY26 and **achieving its first positive EBITDA quarter in Q4** — an important milestone.
- The management expects the Peptides CDMO business to achieve PAT positivity on a full-year basis from FY27.**
- Cosmetics is a growing pillar**, with strong traction in recent quarters.
- Customer base is spread across double-digit customers with no over-concentration** and CapEx is being deployed in a demand-linked manner rather than speculatively.
- A peptide Centre of Excellence at IIT Hyderabad is now fully active, collaborating with the Zurich R&D team on live customer projects.
- The next step in India is a brownfield manufacturing facility for peptide intermediates, followed by a peptide API facility at an appropriate stage.**

Outlook

- The management enters FY27 with greater confidence, targeting scale-up in peptide CDMO, **accelerating the complex generics pipeline** and resolution of regulatory overhangs.
- CapEx for FY27 is projected to be around INR 6,000 Mn**, allocated broadly across a new API facility, IT investments and a distribution centre in the USA.
- The management **expressed uncertainty regarding future gross margin** due to rising raw material, packing material and freight costs but remains confident in eventually securing price increases to compensate.

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IPCA Labs (IPCA)

ADD

Target Price: INR 1,585

Sector View: Positive



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 109.1 | 109.5 | (0.4) | 124.2 | 124.7 | (0.4) |
| EBITDA | 24.0 | 24.4 | (1.7) | 28.2 | 28.9 | (2.6) |
| EBITDAM % | 22.0 | 22.3 | (30) bps | 22.7 | 23.2 | (50) bps |
| PAT | 14.6 | 14.4 | 1.3 | 17.6 | 18.5 | (5.3) |
| EPS (INR) | 57.4 | 56.7 | 1.3 | 69.2 | 73.1 | (5.3) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|-----------|
| Revenue | 23,885 | 22,467 | 6.3 | 23,925 | (0.2) |
| Cost of Goods Sold | 6,916 | 7,083 | (2.4) | 6,579 | 5.1 |
| Gross Margin (%) | 71.0 | 68.5 | 257 bps | 72.5 | (146) bps |
| Operating Expenses | 12,130 | 11,095 | 18.1 | 12,013 | 1.4 |
| EBITDA | 4,839 | 4,289 | 12.8 | 5,334 | (9.3) |
| EBITDA Margin (%) | 20.3 | 19.1 | 117 bps | 22.3 | (203) bps |
| Depreciation | 1,071 | 1,001 | 7.0 | 1,076 | (0.4) |
| Interest | 202 | 215 | (6.1) | 176 | 14.6 |
| PBT | 4,045 | 1,280 | 216.0 | 4,460 | (9.3) |
| Tax | 951 | 622 | 52.8 | 819 | 16.0 |
| Adj PAT | 3,341 | 1,732 | 92.9 | 3,119 | 7.1 |
| EPS (INR) | 13.2 | 6.8 | 92.9 | 12.3 | 7.1 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 89.4 | 96.5 | 109.1 | 124.2 | 141.4 |
| YoY (%) | 16.0 | 7.9 | 13.1 | 13.8 | 13.9 |
| EBITDA | 17.3 | 19.8 | 24.0 | 28.2 | 32.1 |
| EBITDAM % | 19.3 | 20.5 | 22.0 | 22.7 | 22.7 |
| Adj PAT | 8.8 | 12.1 | 14.6 | 17.6 | 20.4 |
| EPS (INR) | 34.7 | 47.6 | 57.4 | 69.2 | 80.3 |
| ROE % | 10.6 | 14.2 | 15.6 | 16.2 | 16.1 |
| ROCE % | 14.7 | 17.0 | 17.9 | 18.8 | 19.1 |
| PE(x) | 51.4 | 33.2 | 26.0 | 21.6 | 18.6 |
| EV/EBITDA | 22.6 | 19.3 | 15.6 | 13.0 | 11.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 44.72 | 44.72 | 44.72 |
| FIIIs | 10.63 | 10.62 | 10.42 |
| DIIIs | 37.13 | 36.99 | 36.45 |
| Public | 7.53 | 7.65 | 8.41 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-----|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 94.6 | 33.2 | 9.1 |
| IPCA | 112.8 | 29.8 | 5.0 |

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Key Conference Call Highlights

Formulations Business

- The company maintained its 16th rank in Indian pharmaceutical market and **marginally improved market share to 2.09%**, reflecting a sustained execution across key brands.
- Export formulations business was led by a strong traction** in CIS markets, French-speaking Africa, Europe, Australia, New Zealand and new US product launches.
- The company plans to maintain a **focussed domestic launch strategy with 18–20 products annually**, prioritising power brands and avoiding excessive portfolio proliferation.
- At present, IPCA markets 8 products in the US generics business and plans to **commercialise another 6–8 products in FY27E, while continuing to launch 3–4 products annually across Europe and other generic markets.**

API Business

- The management highlighted a **sharp increase in raw material and solvent cost**, with solvent prices rising 40–50% from January levels and several APIs witnessing significant cost inflation due to supply-chain disruption.
- The company **successfully passed on API cost inflation to customers** and does not forecast a meaningful impact on profitability from higher input cost.
- The **US API facility is seeing improved order inflows** and is projected to deliver further operational improvement going into FY27E.

Unichem Labs

- Unichem's performance remained subdued in FY26 as its **US business lost market share in certain high-volume products.**
- The management indicated that market share recovery has already begun in the US business and **projects around 10% growth from the US segment in FY27E.**
- The closure of the Ireland manufacturing facility and the transfer of production back to India is **anticipated to enhance profitability through lower operating costs and manufacturing efficiency.**
- Targeting to launch five to six products in FY27E**, supported by a strong development pipeline.
- The management forecasts **Unichem's EBITDA margin to recover to 12–13% in FY27E.**

Outlook

- The management has guided for **consolidated revenue growth of 12–13% in FY27E**, supported by healthy growth across domestic formulations, exports, generics, APIs and Unichem.
- Consolidated EBITDA margin is **guided to improve to approximately 22–22.3% in FY27E.**
- Export formulations revenue is projected to grow 12–13% in FY27E in INR terms**, aided by continued momentum in CIS markets, Africa and generics.
- Domestic formulations are anticipated to grow around 12% in FY27E**, with 1–2% growth coming from new product launches and the remainder driven by pricing and volume expansion.
- The new US formulations facility remains on track for commissioning in Q4FY27E**, with meaningful revenue contribution expected from FY28.
- The management expects **continued margin improvement from favourable business mix**, higher contribution from chronic therapies, growing generics revenues and recovery in the Unichem business.

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Laurus Labs (LAURUS)

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Sector View: Positive

Target Price: INR 1,255



Q4FY26 Conference Call Audio

Key Conference Call Highlights

CDMO:

- Growth driven by late-stage pipeline programs and commercial New Chemical Entity API supplies.
- Robust and diversified pipeline across stages, with **no material concentration risk and strong multi-year visibility from partners.**
- **Three APIs commercialised in last 18 months**, all with long patent lives and clear partner forecasts.

Laurus Bio

- **Vizag fermentation greenfield (400 KL) on track to be operational** by end of 2026.
- Initial batches will be non-pharmaceutical (industrial chemicals, surfactants, polymers).
- **Long-term plan to scale to 1 million litres at Vizag** once initial commercialisation is achieved.

API & Formulations:

- **Continued leadership in ARV**, catering to ~1/3rd of global HIV population with stable funding environment.
- Ongoing capacity expansion and backward integration, **enhancing supply reliability and cost-efficiency.**
- **Strong growth led by new launches** and traction in developed markets (US/EU).

Outlook:

- **~60% gross margin guided as sustainable**; EBITDA margin expected to remain in high-20s supported by mix and operating leverage.
- **Order book visibility remains strong for FY27**, supporting continued growth.
- **Target to reach ~50% CDMO contribution by FY30**, driving structural margin expansion
- ARV revenues to remain stable in absolute terms.
- **Next-gen platforms (biocatalysis, precision fermentation, gene therapy, ADC, cell therapy)** provide medium/long-term optionality.
- **CapEx guidance upgraded to INR 3,000 Cr in the next two years, focussed on growth.**
- **Middle East crisis: No near-term supply disruption anticipated, though input cost volatility may persist.**

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 80.9 | 81.9 | (1.2) | 95.3 | 97.8 | (2.5) |
| EBITDA | 21.4 | 21.7 | (1.2) | 25.3 | 25.9 | (2.5) |
| EBITDAM % | 26.5 | 26.5 | - | 26.5 | 26.5 | 0 bps |
| PAT | 11.1 | 11.9 | (6.8) | 13.6 | 14.8 | (7.7) |
| EPS (INR) | 20.6 | 22.1 | (7.0) | 25.3 | 27.4 | (7.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Revenue | 18,116 | 17,203 | 5.3 | 17,783 | 1.9 |
| Cost of Goods Sold | 7,001 | 7,827 | (10.6) | 6,946 | 0.8 |
| Gross Margin (%) | 61.4 | 54.5 | 685 bps | 60.9 | 41 bps |
| Operating Expenses | 5,994 | 5,170 | 39.9 | 6,035 | 0.0 |
| EBITDA | 5,121 | 4,206 | 21.8 | 4,802 | 6.6 |
| EBITDA Margin (%) | 28.3 | 24.4 | 382 bps | 27.0 | 126 bps |
| Depreciation | 1,221 | 1,104 | 10.6 | 1,206 | 1.2 |
| Interest | 404 | 564 | (28.3) | 388 | 4.3 |
| PBT | 3,614 | 3,123 | 15.7 | 3,266 | 10.7 |
| Tax | 795 | 785 | 1.3 | 735 | 8.2 |
| PAT | 2,821 | 2,328 | 21.2 | 2,519 | 12.0 |
| EPS (INR) | 5.2 | 4.3 | 21.1 | 4.7 | 12.0 |

| Key Financials | | | | | |
|----------------|-------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 55.5 | 68.1 | 80.9 | 95.3 | 112.9 |
| YoY (%) | 10.2 | 22.7 | 18.8 | 17.8 | 18.4 |
| EBITDA | 10.6 | 17.8 | 21.4 | 25.3 | 29.9 |
| EBITDAM % | 19.0 | 26.1 | 26.5 | 26.5 | 26.5 |
| Adj PAT | 3.6 | 8.9 | 11.1 | 13.6 | 16.9 |
| EPS (INR) | 6.6 | 16.5 | 20.6 | 25.3 | 31.3 |
| ROE % | 8.0 | 16.8 | 17.5 | 17.8 | 18.2 |
| ROCE % | 8.7 | 16.9 | 17.8 | 18.9 | 20.1 |
| PE(x) | 165.4 | 66.7 | 53.5 | 43.5 | 35.1 |
| EV/EBITDA | 58.6 | 34.7 | 28.7 | 24.2 | 20.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 27.49 | 27.49 | 27.60 |
| FIIIs | 25.82 | 26.52 | 26.17 |
| DIIIs | 13.96 | 12.42 | 11.72 |
| Public | 32.73 | 33.57 | 34.52 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 93.7 | 26.0 | 5.7 |
| LAURUS | 257.9 | 144.5 | 82.3 |

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Lupin (LPC)

ADD

Sector View: Positive

Target Price: INR 2,630


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| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 308.8 | 309.5 | (0.2) | 342.9 | 343.7 | (0.2) |
| EBITDA | 77.2 | 77.4 | (0.2) | 85.7 | 85.9 | (0.2) |
| EBITDAM % | 25.0 | 25.0 | 0 bps | 25.0 | 25.0 | - |
| PAT | 45.2 | 45.3 | (0.3) | 50.0 | 50.8 | (1.6) |
| EPS (INR) | 98.9 | 99.3 | (0.3) | 109.4 | 111.2 | (1.6) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Revenue | 74,747 | 56,671 | 31.9 | 71,675 | 4.3 |
| Cost of Goods Sold | 18,516 | 16,862 | 9.8 | 18,781 | (1.4) |
| Gross Margin (%) | 75.2 | 70.2 | 498 bps | 73.8 | 143 bps |
| Operating Expenses | 34,520 | 26,888 | 55.0 | 30,799 | 22.8 |
| EBITDA | 24,856 | 13,212 | 88.1 | 22,619 | 9.9 |
| EBITDA Margin (%) | 33.3 | 23.3 | 994 bps | 31.6 | 170 bps |
| Depreciation | 4,468 | 3,932 | 13.6 | 3,130 | 42.8 |
| Interest | 1,202 | 891 | 34.9 | 1,150 | 4.5 |
| PBT | 19,280 | 8,958 | 115.2 | 15,220 | 26.7 |
| Tax | 4,593 | 1,135 | 304.8 | 3,415 | 34.5 |
| PAT | 14,603 | 7,725 | 89.0 | 11,756 | 24.2 |
| EPS (INR) | 31.9 | 16.9 | 88.8 | 25.7 | 24.1 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 227.1 | 279.6 | 308.8 | 342.9 | 381.0 |
| YoY (%) | 13.5 | 23.1 | 10.4 | 11.1 | 11.1 |
| EBITDA | 52.8 | 88.2 | 77.2 | 85.7 | 95.3 |
| EBITDAM % | 23.3 | 31.5 | 25.0 | 25.0 | 25.0 |
| PAT | 32.8 | 53.3 | 45.2 | 50.0 | 55.6 |
| EPS (INR) | 71.9 | 116.6 | 98.9 | 109.4 | 121.5 |
| ROE % | 19.1 | 23.8 | 17.2 | 16.4 | 15.8 |
| ROCE % | 18.2 | 25.6 | 18.9 | 18.4 | 18.0 |
| PE(x) | 33.1 | 18.8 | 24.0 | 21.7 | 19.6 |
| EV/EBITDA | 21.3 | 12.6 | 14.3 | 12.6 | 11.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 46.85 | 46.89 | 46.89 |
| FIIIs | 21.70 | 21.50 | 20.50 |
| DIIIs | 25.32 | 25.58 | 26.56 |
| Public | 6.13 | 6.04 | 6.06 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 100.2 | 32.4 | 12.7 |
| LPC | 224.7 | 47.2 | 18.1 |

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Key Conference Call Highlights

US Business

- Growth was driven by **15 product launches in FY26** and base business momentum, despite additional generic competition in some segments.
- Filed 10+ ANDAs in FY26 including two 505(b)(2) products, with **plans to file 15+ ANDAs in FY27**.
- Tolvaptan and Mirabegron to continue to be meaningful contributors** in FY27, despite competition.
- The company intends to **double the share of complex products** in the US in the next couple of years, with a specific focus on respiratory, complex injectables and biosimilars.
- Pegfilgrastim biosimilar is expected to ramp up, from Q2FY27 and Ranibizumab biosimilar to be launched in later half of FY27** – anticipated to be a material contributor in FY28.
- The launch pipeline remains robust, **with plans to introduce over 50 products in the next three years**, including 10 exclusive first-to-file, four biosimilars and two to three 505(b)(2) products.
- Single-digit price erosion; offset by higher volumes.

India Business

- Respiratory and cardiac therapies significantly outperformed their respective categories, while **diabetes growth accelerated strongly** during the quarter.
- Chronic therapies now contribute 66% of the India portfolio, with **management targeting 70% in the next five years**.
- LPC successfully launched its version of Semaglutide injection (SemaNext), which already **ranks second or third among branded generics in its segment**.
- Plans to launch **oral Semaglutide tablet** later this year.
- Plans to launch 20+ products in FY27**.
- Targeting 1.2–1.3x IPM outperformance for India business**.

Other Markets

- The acquisition of VISUfarma **expands Lupin's Europe footprint into Italy and Spain** and is expected to drive double-digit growth in the ophthalmology segment.
- Emerging markets, led by Brazil, South Africa and the Philippines, posted strong growth; **Brazil witnessed sharp momentum** post its turnaround.
- The company is **establishing a strong presence in the metabolic space in emerging markets**, with planned launches of Empagliflozin and Semaglutide in Brazil and South Africa.

Outlook

- For FY27, the company expects high single-digit revenue growth, with EBITDA margin projected to be around 25%**.
- The FY27 margin guidance factors in anticipated competition for Mirabegron and Tolvaptan, increased R&D expenditure and potential inflationary pressures from freight and raw material costs.
- R&D spend for FY27 **to remain at ~8% of revenue**.
- The company **continues to evaluate specialty-focussed acquisitions, particularly in ophthalmology, pulmonology and rare neuro therapies**.

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Marksans Pharma (MRKS)

ADD

Sector View: Positive

Target Price: INR 290



Marksans Pharma Ltd.

[Q4FY26 Conference Call Audio](#)

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 34.4 | 34.8 | (1.0) | 39.7 | 40.1 | (1.0) |
| EBITDA | 7.4 | 7.7 | (3.2) | 8.9 | 8.8 | 1.2 |
| EBITDAM % | 21.5 | 22.0 | (50) bps | 22.5 | 22.0 | 50 bps |
| PAT | 5.4 | 5.5 | (1.8) | 6.6 | 6.4 | 2.4 |
| EPS (INR) | 11.9 | 12.1 | (1.8) | 14.6 | 14.2 | 2.4 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|-----------|
| Revenue | 8,561 | 7,085 | 20.8 | 7,544 | 13.5 |
| Cost of Goods Sold | 3,907 | 3,252 | 20.1 | 3,162 | 23.5 |
| Gross Margin (%) | 54.4 | 54.1 | 27 bps | 58.1 | (372) bps |
| Operating Expenses | 2,700 | 2,563 | 12.5 | 2,775 | (6.0) |
| EBITDA | 1,954 | 1,269 | 54.0 | 1,607 | 21.6 |
| EBITDA Margin (%) | 22.8 | 17.9 | 497 bps | 21.3 | 152 bps |
| Depreciation | 243 | 227 | 6.8 | 243 | (0.2) |
| Interest | 63 | 34 | 83.7 | 59 | 6.3 |
| PBT | 2,000 | 1,161 | 72.3 | 1,506 | 32.8 |
| Tax | 510 | 254 | 100.9 | 369 | 38.0 |
| PAT | 1,481 | 905 | 63.6 | 1,132 | 30.9 |
| EPS (INR) | 3.3 | 2.0 | 63.6 | 2.5 | 30.9 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 26.2 | 29.5 | 34.4 | 39.7 | 45.8 |
| YoY (%) | 20.5 | 12.5 | 16.7 | 15.3 | 15.4 |
| EBITDA | 5.3 | 6.0 | 7.4 | 8.9 | 10.3 |
| EBITDAM % | 20.2 | 20.4 | 21.5 | 22.5 | 22.5 |
| Adj PAT | 3.8 | 4.2 | 5.4 | 6.6 | 7.7 |
| EPS (INR) | 8.4 | 9.2 | 11.9 | 14.6 | 17.0 |
| ROE % | 15.4 | 13.8 | 15.4 | 16.0 | 15.8 |
| ROCE % | 20.7 | 19.2 | 20.8 | 21.6 | 21.4 |
| PE (x) | 29.7 | 27.0 | 20.9 | 17.1 | 14.7 |
| EV/EBITDA (x) | 20.5 | 17.8 | 14.0 | 11.1 | 9.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 43.87 | 43.87 | 43.87 |
| FIIIs | 16.76 | 8.13 | 16.92 |
| DIIIs | 6.57 | 5.91 | 5.28 |
| Public | 32.78 | 42.08 | 33.93 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|-------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 101.7 | 33.9 | 11.3 |
| MRKS | 235.6 | 51.2 | (1.2) |

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Key Conference Call Highlights

US and North America Business

- North America **remains the largest and fastest-growing segment** with FY26 revenue of 15,330 Mn, up 24% YoY.
- The business has scaled up sharply in the last four years, **reflecting strong customer relationships and execution capabilities.**
- Launched 112 SKUs in FY26** in North America and **has 51 products in the pipeline at present so as** to support future growth.
- The management acknowledged that the **US market remains highly competitive with continued pricing pressure.**

UK and Europe Business

- The UK business witnessed a **recovery in momentum in H2FY26 after facing pricing pressure** in the early part of the year.
- The UK product pipeline is robust, with **18 new approvals, 30 products under review and 24 awaiting approval**, giving strong medium-term visibility.
- Over 200 products are planned for filing in the UK in the next four years.**
- Europe has been identified as the next major growth pillar** and the management highlighted ongoing efforts to expand beyond Germany, into multiple European countries.
- The management **projects Europe to start contributing meaningfully from H2FY27.**

Australia and New Zealand Business

- 11 branded generic products were launched through Nova Pharma**, marking the company's entry into the Prescription (Rx) segment in Australia.
- The management is **targeting USD 100 Mn in Australia revenue in three years.**
- The management stated that the **prescription expansion significantly increases the addressable opportunity in Australia** and creates a new long-term growth driver.

Outlook

- The management **reaffirmed a target of INR 40 Bn in revenue within the next two years** and outlined a roadmap **to double the revenue in the next 3 to 5 years.**
- The management guided for revenue growth of 15–20%** with **EBITDA margin anticipated to remain stable at 20–21%** in FY27.
- Near-term headwinds include raw material cost inflation of 20–30% on petroleum-linked inputs** and slightly elevated logistics cost, though the management noted existing inventory provides cover through Q1FY27.
- The company is **actively evaluating M&A opportunities across geographies**, with due diligence already under way for one target and another target is under evaluation, with the transaction expected to materialise in FY2027E.
- R&D spend will be **maintained at approximately 3% of revenue.**

[Click here to read Q4FY26 Result Update](#)

Piramal Pharma (PIRPHARM)

REDUCE

Sector View: Positive

Target Price: INR 170



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|-----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 96.4 | 97.5 | (1.2) | 107.9 | 110.8 | (2.5) |
| EBITDA | 12.5 | 13.7 | (8.2) | 16.7 | 17.2 | (2.5) |
| EBITDAM % | 13.0 | 14.0 | (100) bps | 15.5 | 15.5 | 0 bps |
| PAT | 1.5 | 1.7 | (12.7) | 4.8 | 5.0 | (4.5) |
| EPS (INR) | 1.1 | 1.3 | (12.7) | 3.6 | 3.8 | (4.5) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|--------------------|--------|--------|-----------|---------|-----------|
| Revenue | 27,518 | 27,541 | (0.1) | 21,399 | 28.6 |
| Cost of Goods Sold | 10,557 | 9,550 | 10.5 | 7,863 | 34.3 |
| Gross Margin (%) | 61.6 | 65.3 | (369) bps | 63.3 | (162) bps |
| Operating Expenses | 6,496 | 6,261 | 3.8 | 5,580 | 16.4 |
| EBITDA | 4,605 | 5,610 | (17.9) | 1,957 | 135.3 |
| EBITDA Margin (%) | 16.7 | 20.4 | (363) bps | 9.1 | 759 bps |
| Depreciation | 2,184 | 2,428 | (10.0) | 2,127 | 2.7 |
| Interest | 830 | 1,037 | (20.0) | 892 | (7.0) |
| PBT | 430 | 2,728 | NA | (939) | NA |
| Tax | 518 | 1,193 | (56.6) | 423 | 22.4 |
| PAT | (88) | 1,535 | NA | (1,362) | NA |
| EPS (INR) | (0.1) | 1.2 | NA | (1.0) | NA |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 91.5 | 88.7 | 96.4 | 107.9 | 121.6 |
| YoY (%) | 12.0 | (3.1) | 8.7 | 12.0 | 12.7 |
| EBITDA | 14.4 | 9.2 | 12.5 | 16.7 | 22.7 |
| EBITDAM % | 15.8 | 10.4 | 13.0 | 15.5 | 18.7 |
| PAT | 0.9 | (3.3) | 1.5 | 4.8 | 9.0 |
| EPS (INR) | 0.7 | (2.5) | 1.1 | 3.6 | 6.8 |
| ROE % | 1.1 | (4.0) | 1.8 | 5.4 | 9.3 |
| ROCE % | 489.3 | 66.2 | 222.8 | 462.3 | 834.2 |
| PE(x) | 239.0 | NA | 147.1 | 45.7 | 24.3 |
| EV/EBITDA | 18.0 | 28.3 | 21.3 | 15.7 | 11.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 34.85 | 34.85 | 34.85 |
| FIIIs | 30.17 | 29.66 | 30.27 |
| DIIIs | 15.61 | 15.68 | 14.89 |
| Public | 19.35 | 19.79 | 19.97 |

| Relative Performance (%) | | | |
|--------------------------|-------|------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 93.5 | 25.7 | 4.7 |
| PIRPHARM | 132.1 | 15.6 | (23.5) |

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Key Conference Call Highlights

Contract Development and Manufacturing Organisation (CDMO)

- Strong recovery in H2 with **improving RFPs and order inflows**, supported by recovery in biopharma funding; win rates improved meaningfully as compared to the previous year.
- Increasing RFPs for differentiated capabilities** (ADCs, sterile fill-finish, on-patent manufacturing), with strong preference for North American facilities.
- USD 90Mn Lexington and Riverview expansion on track. Riverview already complete and serving customers; **Lexington targeting completion by end of CY2027**.
- Destocked on-patent molecule remains an overhang**; no near-term orders anticipated; excluded from FY27 guidance.
- ADC revenues at ~USD 64 Mn in FY26; **new customer additions signals meaningful growth ahead in FY27 and beyond**.

Complex Hospital Generics (CHG)

- Kenalog acquisition complete; revenue contribution expected from Q2 FY27**; limited competition despite 30+ years off-patent.
- Inhalation anesthesia leadership sustained (~47% market share); ramp-up expected in ex-US markets.
- Digwal facility now supplying ex-US markets** (the UAE, Cambodia, Kenya, Sri Lanka); Bangladesh, Brazil, Malaysia next in line; lower cost base to drive competitiveness.
- Injectable pain management supply constraints persists**; resolution underway with suppliers.

India Consumer Healthcare (ICH)

- Strong growth driven by Power Brands** (20%+ growth); contribution continues to increase.
- E-commerce scaling up rapidly**, now a meaningful share of sales.
- Marketing spend maintained at ~12% of sales, with sharper digital and media mix optimisation.
- Strategy sharpened around premiumisation** — fewer but higher-impact product launches; 31 new products/SKUs in FY26 vs 50+ in previous years.

Outlook

- FY27 guidance: early-to-mid teens revenue growth**; EBITDA and PAT expected to grow faster, supported by operating leverage.
- Revenue profile expected to be H2-weighted**, consistent with historical CDMO delivery patterns; growth momentum to build from Q2.
- Middle East situation remains fluid — cost escalations expected across sourcing**, logistics and working capital; mitigation measures activated including passing on cost pressure wherever contractual structures permit.
- Tariffs seen as a nil effect — US and UK sites exempt**; onshoring trend accelerating customer interest at North America and European facilities.
- Net debt to EBITDA to remain range-bound at ~3.6x through FY27** given ongoing Lexington capex; long-term target is ~1x.
- FY27 capex guided at USD 120–135 Mn**, largely towards Lexington expansion; excludes Kenalog acquisition and any future in-licensing deals.

[Click here to read Q4FY26 Result Update](#)

Senores Pharmaceuticals (SENORES)

BUY

Sector View: Positive

Target Price: INR 1,165



Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|-----------|-------|------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 8.0 | 7.8 | 2.7 | 9.5 | 9.2 | 3.6 |
| EBITDA | 2.2 | 2.3 | (4.9) | 2.8 | 2.8 | (2.2) |
| EBITDAM % | 27.5 | 29.7 | (220) bps | 29.0 | 30.7 | (170) bps |
| PAT | 1.4 | 1.5 | (7.6) | 1.8 | 1.9 | (4.4) |
| EPS (INR) | 30.0 | 32.5 | (7.6) | 38.8 | 40.6 | (4.4) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 1,752 | 1,142 | 53.4 | 1,710 | 2.5 |
| Cost of Goods Sold | 662 | 575 | 15.2 | 670 | (1.2) |
| Gross Margin (%) | 62.2 | 49.7 | 1,251 bps | 60.8 | 141 bps |
| Operating Expenses | 615 | 373 | 144.6 | 535 | 35.1 |
| EBITDA | 475 | 194 | 144.3 | 504 | (5.8) |
| EBITDA Margin (%) | 27.1 | 17.0 | 1,009 bps | 29.5 | (237) bps |
| Depreciation | 93 | 52 | 77.8 | 79 | 18.3 |
| Interest | 85 | 53 | 59.6 | 53 | 58.7 |
| PBT | 474 | 207 | 129.2 | 446 | 6.3 |
| Tax | 107 | 27 | 295.9 | 110 | (2.6) |
| PAT | 316 | 178 | 77.3 | 317 | (0.2) |
| EPS (INR) | 6.9 | 3.9 | 77.3 | 6.9 | (0.2) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 4.0 | 6.3 | 8.0 | 9.5 | 10.9 |
| YoY (%) | 85.6 | 58.9 | 26.0 | 19.7 | 14.6 |
| EBITDA | 0.9 | 1.7 | 2.2 | 2.8 | 3.2 |
| EBITDAM % | 22.5 | 26.6 | 27.5 | 29.0 | 29.0 |
| Adj PAT | 0.6 | 1.2 | 1.4 | 1.8 | 2.1 |
| EPS (INR) | 12.7 | 25.1 | 30.0 | 38.8 | 44.6 |
| ROE % | 7.4 | 12.4 | 12.9 | 14.3 | 14.1 |
| ROCE % | 6.7 | 10.9 | 12.6 | 14.2 | 14.3 |
| PE(x) | 75.1 | 38.1 | 31.8 | 24.6 | 21.4 |
| EV/EBITDA | 48.1 | 27.1 | 20.9 | 16.6 | 14.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 45.82 | 45.81 | 45.80 |
| FIIIs | 3.64 | 3.35 | 4.28 |
| DIIIs | 9.62 | 9.32 | 8.62 |
| Public | 40.92 | 41.54 | 41.30 |

| Relative Performance (%) | | | |
|--------------------------|------|------|------|
| YTD | 1Y | 9M | 6M |
| BSE Healthcare | 11.5 | 6.0 | 5.5 |
| SENORES | 76.5 | 41.4 | 22.4 |

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Key Conference Call Highlights

Regulated Markets

- Expanded its approved ANDA portfolio, from 26 ANDAs in FY25 to 51 ANDAs with 151 strengths in FY26, reflecting strong execution capabilities in the US generics market.
- 30 approved ANDAs covering more than 300 strengths are expected to be launched in the next six to eight quarters.
- Commenced commercialisation from Apnar facility in Q4FY26.
- Apnar is projected to contribute INR 800–1000 Mn revenue in FY27E and scale up to INR 1800–2000 Mn revenue in the next 2–3 years.

Emerging Markets

- The business achieved its highest-ever quarterly revenue and EBITDA performance in Emerging Markets in Q4FY26.
- EBITDA margin in the Emerging Markets segment improved to around 20% in Q4, supported by an increasing focus on niche and specialty products. The management expects to sustain this, going forward.
- FY27E Emerging Markets' revenue is anticipated to reach around INR 1800 Mn, driven by expansion into newer geographies and niche product launches.

Branded Generics

- The India branded generics business continued to scale up strongly with FY26 revenue reaching INR 400 Mn, nearly five times higher than FY25 level.
- Management guided for INR 600–700 Mn revenue from the branded generics business in FY27E, led by deeper hospital penetration and portfolio expansion.

Outlook & Management Guidance:

- Management guided for FY27E revenue growth of 30–40% and PAT growth of 50–60%, driven by commercialisation of pending ANDAs, ramp-up in Apnar and growth across Emerging Markets and Branded Generics.
- Blended EBITDA margin for FY27E is expected to remain in the 29–31% range, while core operational margin is likely to be around 28–28.5%, excluding operating other income.
- Apnar acquisition led to temporary working capital pressure, with working capital days at elevated levels; excluding Apnar, working capital days stood at 104 days.

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Sun Pharmaceutical Industries (SUNP)

BUY

Sector View: Positive

Target Price: INR 2,300



Q4FY26 Conference Call Audio

Key Conference Call Highlights

US Business

- US business revenue declined marginally in Q4FY26 as **growth in innovative medicine was offset by increased competition in the generics portfolio**.
- Innovative medicine**, driven by strong traction in Ilumya, Cequa, Odomzo and Winlevi, **crossed USD 1.1 Bn revenue in the US** for the first time in FY26.
- Leqselvi has achieved majority access in the US market** as of April 2026, supporting growth momentum.
- The management highlighted a **positive early response for Unloxcyt**, with physicians appreciating its efficacy-tolerability balance and lower immune-mediated adverse events.
- Winlevi is showing strong prescription traction** following a strategy change and Cequa continues to deliver consistent growth.

India Business

- Sun Pharma retained its leadership position, **increasing its India market share to 8.4%**, marking the highest gain since the Ranbaxy acquisition.
- Growth in India continued to be volume-led** and driven by new product launches
- Launched Semaglutide injections under the brands Noveltreat and Sematrinity** across all strengths in the quarter.

Emerging Markets Business

- Ilumya continued to perform strongly across markets, such as Romania, Brazil and China**, becoming a key growth driver outside the US.
- The management indicated that **innovative medicines are increasingly complementing the traditional branded generics business** in emerging markets.
- The company sees **Semaglutide as a potential long-term growth opportunity across emerging markets**.

Outlook

- The management guided for high single-digit consolidated revenue growth in FY27** based on the current macro and regulatory environment.
- R&D spend for FY27 is guided at 6%–7% of sales**, with the innovative R&D share expected to increase as pipeline products grow.
- Organon acquisition integration activities have commenced, with **transaction closure expected by Q4FY27**.
- Effective tax rate for FY27** is projected to be approximately 25%.
- The management anticipates only a marginal impact from proposed US tariffs on branded innovative drugs** and is evaluating mitigation strategies.

| INR Bn | FY27E | | | FY28E | | |
|----------------|---------|---------|----------|---------|---------|----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 1,214.8 | 1,208.0 | 0.6 | 1,372.7 | 1,365.0 | 0.6 |
| EBITDA | 370.6 | 369.0 | 0.4 | 422.8 | 421.0 | 0.4 |
| EBITDAM % | 30.5 | 30.5 | (4) bps | 30.8 | 30.8 | (4) bps |
| Adj. PAT | 178.4 | 180.0 | (0.9) | 220.9 | 221.0 | (0.1) |
| Adj. EPS (INR) | 74.3 | 75.2 | (1.1) | 92.1 | 92.1 | (0.0) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|----------|----------|-----------|----------|-----------|
| Revenue | 1,46,118 | 1,29,588 | 12.8 | 1,55,205 | (5.9) |
| Cost of Goods Sold | 28,011 | 26,372 | 6.2 | 29,451 | (4.9) |
| Gross Margin (%) | 80.8 | 79.6 | 118 bps | 81.0 | (19) bps |
| Operating Expenses | 78,565 | 66,056 | 37.9 | 76,270 | 5.8 |
| EBITDA | 39,542 | 37,161 | 6.4 | 49,485 | (20.1) |
| EBITDA Margin (%) | 27.1 | 28.7 | (161) bps | 31.9 | (482) bps |
| Depreciation | 7,755 | 6,638 | 16.8 | 7,323 | 5.9 |
| Interest | 859 | 491 | 74.8 | 784 | 9.6 |
| PBT | 35,513 | 32,544 | 9.1 | 42,272 | (16.0) |
| Tax | 8,276 | 10,937 | (24.3) | 8,261 | 0.2 |
| PAT | 27,140 | 23,900 | 13.6 | 37,626 | (27.9) |
| EPS (INR) | 11.3 | 10.0 | 13.6 | 15.7 | (27.9) |

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|-------|-------|-------|-------|-------|
| Revenue | 525.8 | 584.6 | 1,215 | 1,373 | 1,551 |
| YoY (%) | 8.4 | 11.2 | 107.8 | 13.0 | 13.0 |
| EBITDA | 152.7 | 177.3 | 371 | 423 | 481 |
| EBITDAM % | 29.0 | 30.3 | 30.5 | 30.8 | 31.0 |
| Adj PAT | 114.7 | 124.8 | 178 | 221 | 263 |
| EPS (INR) | 47.8 | 52.0 | 74.3 | 92.1 | 109.5 |
| ROE % | 15.1 | 13.7 | 17.6 | 17.9 | 17.5 |
| ROCE % | 19.7 | 19.0 | 17.0 | 17.4 | 17.8 |
| PE(x) | 38.6 | 35.5 | 24.8 | 20.0 | 16.9 |
| EV/EBITDA | 33.8 | 29.7 | 14.6 | 12.8 | 11.2 |

| | Mar 2026 | Dec 2025 | Sep 2025 |
|-----------|----------|----------|----------|
| Promoters | 54.48 | 54.48 | 54.48 |
| FIs | 15.94 | 16.12 | 16.55 |
| DIs | 21.00 | 20.72 | 20.12 |
| Public | 8.59 | 8.68 | 8.83 |

| YTD | 3Y | 2Y | 1Y |
|----------------|-------|------|------|
| BSE Healthcare | 105.0 | 31.9 | 11.2 |
| SUNP | 96.9 | 19.8 | 7.2 |

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Supriya Lifesciences (SUPRIYA)

BUY

Sector View: Positive

Target Price: INR 1,030



SUPRIYA LIFESCIENCE LTD.

[Q4FY26 Conference Call Audio](#)

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 9.9 | 9.4 | 5.2 | 12.4 | 11.8 | 5.2 |
| EBITDA | 3.5 | 3.2 | 8.3 | 4.4 | 4.1 | 6.7 |
| EBITDAM % | 35.0 | 34.0 | 100 bps | 35.5 | 35.0 | 50 bps |
| PAT | 2.4 | 2.3 | 4.9 | 3.1 | 3.0 | 4.1 |
| EPS (INR) | 29.9 | 28.5 | 4.9 | 38.8 | 37.3 | 4.1 |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|-----------|--------|-----------|
| Revenue | 2,765 | 1,841 | 50.2 | 2,064 | 34.0 |
| Cost of Goods Sold | 1,053 | 548 | 92.1 | 612 | 72.1 |
| Gross Margin (%) | 61.9 | 70.2 | (831) bps | 70.4 | (844) bps |
| Operating Expenses | 736 | 617 | 38.1 | 732 | 1.1 |
| EBITDA | 976 | 676 | 44.4 | 721 | 35.4 |
| EBITDA Margin (%) | 35.3 | 36.7 | (141) bps | 34.9 | 38 bps |
| Depreciation | 85 | 61 | 39.7 | 68 | 24.6 |
| Interest | 5 | 4 | 12.2 | 5 | (5.3) |
| PBT | 921 | 641 | 43.8 | 669 | 37.7 |
| Tax | 179 | 137 | 30.8 | 172 | 3.8 |
| PAT | 742 | 504 | 47.3 | 497 | 49.4 |
| EPS (INR) | 9.2 | 6.3 | 47.3 | 6.2 | 49.4 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 7.0 | 8.3 | 9.9 | 12.4 | 15.5 |
| YoY (%) | 22.1 | 18.9 | 20.0 | 25.0 | 25.0 |
| EBITDA | 2.6 | 2.9 | 3.5 | 4.4 | 5.6 |
| EBITDAM % | 37.4 | 35.5 | 35.0 | 35.5 | 36.0 |
| PAT | 1.9 | 2.1 | 2.4 | 3.1 | 4.0 |
| EPS (INR) | 23.4 | 26.0 | 29.9 | 38.8 | 49.6 |
| ROE % | 18.9 | 17.5 | 16.8 | 18.0 | 18.8 |
| ROCE % | 24.1 | 22.2 | 21.5 | 22.7 | 23.7 |
| PE (x) | 34.6 | 31.1 | 27.0 | 20.8 | 16.3 |
| EV/EBITDA (x) | 24.6 | 21.8 | 18.4 | 14.3 | 11.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 68.30 | 68.30 | 68.30 |
| FIIIs | 5.16 | 5.19 | 5.46 |
| DIIIs | 5.70 | 5.00 | 5.22 |
| Public | 20.83 | 21.49 | 21.02 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 101.7 | 33.9 | 11.3 |
| SUPRIYA | 214.5 | 123.8 | 10.6 |

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Key Conference Call Highlights

Segment/Product Mix

- **The management plans to launch 3–4 new products annually** and intends to strengthen the anesthetic and ADHD portfolios with two additional launches in FY27E.
- The cardiovascular advanced intermediate launched in Q3FY26 **started contributing meaningfully in Q4FY26** and the management expects the product to scale up steadily in the next 2–3 years.
- The **newly-launched ADHD product witnessed a strong demand** across Latin America and Europe, with the management expecting continued traction in FY27E.
- The **liquid anesthetic product was commercialised successfully** in FY26 and is currently **supported by stable monthly supplies** from the Lote facility.
- The **contrast media product launch has been deferred to H2FY27** as the company identified opportunities to improve process economics and enhance cost-efficiency.
- The company is also **working on a patent-protected Semaglutide tablet formulation** with improved absorption characteristics as compared to existing oral formulations.

Geography & Demand

- **Europe witnessed healthy growth** as the company added new customers for existing CEP-approved products and secured approvals for additional molecules.
- **Asian and semi-regulated markets saw a strong traction for newly-launched products**, as these markets serve as the first commercialisation phase before entry into regulated geographies.

Expansion & Capex

- Phase 1 of the Patalganga facility has received all necessary clearances; **INR 2000 Mn is earmarked over the next 2 years for two API/advanced intermediate blocks and two formulation blocks.**
- **An additional INR 400–500 Mn CapEx is planned for the Block F** at Lote, which will add 150–200 KL of capacity in the next 2 years along with a D block extension.
- **Maintenance shutdown and debottlenecking activities have been planned for the older A & D blocks** in Q2FY27.
- **An EU GMP audit for the Amernath facility is expected in H2FY27**, while the US FDA audit timeline is still awaited.

Middle East Crisis

- Industry-wide geopolitical challenges, supply chain disruption and elevated crude and solvent prices created headwinds in Q4FY26, **which the management quantified as an impact of approximately INR 100 Mn on the quarter's revenue.**
- The company was able to **pass on raw material price increases to its customers**, owing to its purchase-order-based working model.

Outlook

- The management **reaffirmed its FY27E guidance of ~20% revenue growth with a target to achieve INR 10,000 Mn revenue** and EBITDA margin of 33%–35%.
- The management **reiterated its “China plus one” strategy**, focusing on products which currently lack meaningful Indian manufacturing competition to protect margin and sustain growth.
- The DSM contract stabilised at INR 300–350 Mn in FY26, **with peak revenue of ~INR 600 Mn expected in FY27E.**
- The management projects normalised working capital days to remain at 180 days, going forward.

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Zydus Lifesciences (ZYDUSLIF)

ADD

Sector View: Positive

Target Price: INR 1,120



Dedicated To Life

Q4FY26 Conference Call Audio

| Change in CIE Estimates | | | | | | |
|-------------------------|-------|-------|-----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenue | 312.7 | 306.2 | 2.1 | 363.4 | 344.5 | 5.5 |
| EBITDA | 76.3 | 85.7 | (11.0) | 95.2 | 96.5 | (1.3) |
| EBITDAM % | 24.4 | 28.0 | (360) bps | 26.2 | 28.0 | (180) bps |
| PAT | 48.0 | 55.7 | (13.8) | 62.0 | 63.7 | (2.7) |
| EPS (INR) | 48.1 | 55.4 | (13.1) | 62.2 | 63.4 | (1.8) |

| Particulars (INR Mn) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|----------------------|--------|--------|---------|--------|---------|
| Revenue | 75,870 | 65,279 | 16.2 | 68,645 | 10.5 |
| Cost of Goods Sold | 19,763 | 16,971 | 16.5 | 18,363 | 7.6 |
| Gross Margin (%) | 74.0 | 74.0 | (5) bps | 73.2 | 70 bps |
| Operating Expenses | 30,563 | 27,053 | 32.3 | 32,118 | (3.6) |
| EBITDA | 25,544 | 21,255 | 20.2 | 18,164 | 40.6 |
| EBITDA Margin (%) | 33.7 | 32.6 | 111 bps | 26.5 | 721 bps |
| Depreciation | 5,084 | 2,379 | 113.7 | 3,596 | 41.4 |
| Interest | 1,230 | 766 | 60.6 | 1,299 | (5.3) |
| PBT | 16,597 | 16,720 | (0.7) | 13,534 | 22.6 |
| Tax | 3,184 | 4,232 | (24.8) | 3,883 | (18.0) |
| PAT | 12,725 | 11,709 | 8.7 | 10,421 | 22.1 |
| EPS (INR) | 12.6 | 11.6 | 8.7 | 10.4 | 22.1 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 232.4 | 271.5 | 312.7 | 363.4 | 424.9 |
| YoY (%) | 18.9 | 16.8 | 15.2 | 16.2 | 16.9 |
| EBITDA | 70.6 | 84.8 | 76.3 | 95.2 | 112.6 |
| EBITDAM % | 30.4 | 31.2 | 24.4 | 26.2 | 26.5 |
| PAT | 45.3 | 50.4 | 48.0 | 62.0 | 74.8 |
| EPS (INR) | 45.0 | 50.1 | 48.1 | 62.2 | 75.0 |
| ROE % | 18.9 | 18.6 | 15.6 | 16.9 | 16.9 |
| ROCE % | 23.6 | 19.5 | 16.3 | 18.2 | 18.8 |
| PE(x) | 22.7 | 20.3 | 21.2 | 16.4 | 13.6 |
| EV/EBITDA | 14.8 | 11.2 | 12.5 | 10.6 | 9.3 |

| Shareholding Pattern (%) | | | |
|--------------------------|----------|----------|----------|
| | Mar 2026 | Dec 2025 | Sep 2025 |
| Promoters | 75.00 | 75.00 | 75.00 |
| FIs | 6.95 | 7.06 | 7.34 |
| DIs | 11.20 | 11.08 | 10.86 |
| Public | 6.86 | 6.86 | 6.81 |

| Relative Performance (%) | | | |
|--------------------------|-------|-------|------|
| YTD | 3Y | 2Y | 1Y |
| BSE Healthcare | 108.7 | 33.4 | 11.4 |
| ZYDUSLIF | 106.1 | (7.7) | 11.8 |

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Key Conference Call Highlights

US Business

- Filed 3 ANDAs, received 9 approvals and launched 6 products in the quarter, **maintaining its top-3 position in the US generic space.**
- The management highlighted that its US specialty **strategy is increasingly focussed on 505(b)(2), oncology supportive care and rare disease therapies.**
- The proposed **acquisition of Assertio Holdings is expected to create a differentiated, high-margin oncology specialty platform in the US.**
- FY27E outlook: Single-digit growth anticipated** despite a high base, with Mirabegron competition factored in; specialty scale-up meaningful from FY28E.

India Formulations

- Launched the **world's first biosimilar of Nivolumab (Tishtha)** and **India's first indigenous biosimilar of Aflibercept (Anyra)** in the quarter.
- Growth is being driven by innovative portfolio, strong execution in growth booster brands and **increasing contribution from chronic therapies.**
- It is the **largest Indian oncology player** and continues gaining share through differentiated launches and patient support programs.
- Achieved the number two position in terms of market share in the Semaglutide market,** supported by its differentiated reusable pen device.
- The company adopted a co-marketing strategy for Semaglutide with Lupin and Torrent Pharma so as to increase its reach and market penetration in a highly competitive market.
- The management projects the India business to continue outperforming the IPM by 200–400 bps in FY27E.**

International Markets Formulations

- The management stated that **strong momentum is being supported by focussed execution, branded strategy, therapy-led expansion** and a strong pipeline.
- Europe has improved meaningfully in the last two years, while **launches in new countries have scaled up faster than expected.**

Consumer Wellness

- The Comfort Click acquisition has integrated well and is **already EPS-accretive.**
- FY27 outlook: Double-digit growth expected,** with the business continuing to benefit from premiumisation, digital-first strategy and the Comfort Click platform.

MedTech

- Established three strategic focus areas:** Cardiology, Nephrology and Orthopaedics.
- The management indicated that MedTech is currently in a platform-building phase and **meaningful scale-up could take 3–4 years.**

Outlook

- FY27E consolidated revenue growth is guided at high-teens, with EBITDA margin expected to remain above 24%** despite higher competition and launch investments.
- FY27E capex guidance stands at around INR 15 Bn,** driven by multiple expansion initiatives.
- R&D spend for FY27E **guided at 8% of revenue.**
- Future M&A focus** will be on bolt-on specialty and 505(b)(2) acquisitions, as well as international market opportunities.

[Click here to read Q4FY26 Result Update](#)

Allied Digital Services

BUY

Target Price: INR 180

Sector View: Positive



Q4FY26 Conference Call Audio

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|-----------|-------|------|-----------|-------|------|-----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 11.2 | 11.6 | 4.1 | 13.0 | 13.5 | 3.6 |
| GPM (%) | 19.5 | 19.5 | 0 bps | 19.0 | 19.6 | 59 bps |
| EBITDA | 1.2 | 1.0 | (15.1) | 1.4 | 1.2 | (11.6) |
| EBITDAM % | 10.9 | 8.9 | (201) bps | 10.5 | 9.0 | (154) bps |
| EPS | 11.4 | 10.7 | (6.1) | 12.4 | 12.1 | (2.9) |

| Particulars (INR Mn) | Q4 FY26 | Q4 FY25 | YoY (%) | Q3 FY26 | QoQ (%) |
|-----------------------|---------|---------|------------|---------|------------|
| Revenues (INR Mn) | 2,677.7 | 2,043.5 | 31.0 | 2,474.2 | 8.2 |
| Employee Cost | 501.6 | 545.1 | (8.0) | 499.3 | 0.5 |
| Gross Profit (INR Mn) | 492.3 | 662.1 | (25.6) | 575.9 | (14.5) |
| Gross Margin (%) | 18.4 | 32.4 | (1401) bps | 23.3 | (489) bps |
| Other Cost | 593.5 | 755.1 | (21.4) | 314.3 | 88.8 |
| Depreciation | 50.8 | 153.0 | (66.8) | 49.8 | 2.0 |
| EBIT (INR Mn) | -152.0 | -246.0 | (38.2) | 211.8 | (171.7) |
| EBIT Margin (%) | -5.7 | -12.0 | 636 bps | 8.6 | (1423) bps |
| Other Income | 60.8 | 375.3 | (83.8) | 46.8 | 29.9 |
| Interest | 34.5 | 19.5 | 76.9 | 31.2 | 10.6 |
| PBT | -125.7 | 108.3 | (216.0) | 214.4 | (158.6) |
| Tax | -91.8 | 184.4 | (149.8) | 75.4 | (221.8) |
| PAT (INR Mn) | -33.9 | -76.1 | (55.5) | 139.0 | (124.4) |
| Basic EPS (INR) | -0.6 | -1.4 | (57.7) | 2.2 | (127.3) |

Key Financials

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 8.1 | 9.7 | 11.6 | 13.5 | 15.7 |
| YoY (%) | 17.5 | 19.9 | 20.2 | 16.0 | 16.1 |
| EBITDA | 0.5 | 0.6 | 1.0 | 1.2 | 1.6 |
| EBITDAM % | 6.7 | 5.8 | 8.9 | 9.0 | 10.0 |
| Adj PAT | 0.3 | 0.4 | 0.6 | 0.7 | 0.9 |
| EPS (INR) | 5.0 | 6.3 | 10.7 | 12.1 | 15.9 |
| ROE % | 5.3 | 5.8 | 9.1 | 9.5 | 11.4 |
| ROCE % | 3.2 | 4.4 | 9.2 | 10.2 | 12.7 |
| PE(x) | 24.5 | 19.4 | 11.4 | 10.1 | 7.7 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 51.07 | 51.07 | 51.15 |
| FIIIs | 0.42 | 0.79 | 1.18 |
| DIIIs | 0.00 | 0.00 | 0.00 |
| Public | 48.51 | 48.15 | 47.69 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|-------|--------|--------|
| BSE IT | (2.7) | (18.2) | (23.4) |
| ALDS | 29.8 | (13.1) | (32.6) |

Key Conference Call Highlights

Financial and Growth Highlights

- Double-Digit Growth:** The company reported double-digit growth across both, its domestic (India) and international businesses
- Long-Term Targets:** Management is targeting ~25% growth in the long term and aims to scale the business 10x over the next 10 years
- Revenue Mix:** There is a strategic push to have the services business comprise 75% of the pipeline so as to ensure consistency and better margin management
- Operating Margin:** Management expressed confidence in maintaining margin of approximately **11-12%** for the coming year, once one-time cleaning of exception items is completed
- Protecting Margin via Re-tenders:** Management intentionally walked away from two major projects (totaling INR 2,500 Mn) because rising equipment costs threatened margin. They are now preparing to re-bid in July as prices have stabilised

AI Transformation Strategy

- Resource Efficiency:** AI implementation is expected to significantly impact Level 1 support. The company anticipates a 20-25% reduction in resource counts for certain customers within 6 to 12 months as AI agents handle more front-end issues
- Proprietary Solutions:** The company has developed its own AI-powered tools for managed services, aiming to improve reliability and information flow for large-scale clients
- Infrastructure Opportunities:** Management highlighted new opportunities in managing AI-based data centers, helping clients migrate and adopt AI locally

Challenges and Headwinds

- Geopolitical Delays:** A government tender was put on hold due to the conflict between Iran and Israel, which forced the company to exit a specific deal
- Administrative Delays:** Standard delays in government tenders, specifically the 2-3 month gap between technical and financial bid openings impacted the timing of contract recognitions
- Cost Increases:** Two specific projects (worth INR 1,650 Mn and INR 850 Mn) went for re-tender because rising equipment costs threatened to wipe out margin

Governance and Compliance

- Audit Resolution:** Management is working to resolve audit qualifications related to standardizing policies and internal systems. They expect to fully resolve these issues and receive a clean audit opinion within the next 2 to 3 months
- Global Delivery Model:** The company is consolidating its operations into a single market framework to make the organization more scalable and capable of supporting long-term growth

Governance and Global Operations

- Clarification on US Loans:** Management addressed audit qualifications regarding a loan to a US subsidiary, explaining it was a holding company arrangement that was later categorized as a loan for compliance reasons. They expect all such subsidiary issues to be resolved shortly
- International Managed Services:** Beyond domestic growth, the company is seeing strong momentum for onsite support and remote infrastructure management across North America, Latin America, and Africa
- Cybersecurity Integration:** Every AI conversation with customers now includes a significant security component to ensure private data remains protected and compliant

Aurionpro

BUY

Target Price: INR 1,250

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|-----------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 3.5 | 4.2 | -17.4 |
| EBITDA | 0.7 | 0.9 | -24.1 |
| EBITDAM % | 19.3 | 21.0 | (169) bps |
| Adj. PAT | 0.6 | 0.7 | -8.1 |

| AUPS | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|--------|--------|----------|--------|----------|
| Revenues (INR Mn) | 3,456 | 3,710 | (6.9) | 3,270 | 5.7 |
| EBITDA (INR Mn) | 668 | 754 | (11.4) | 659 | 1.3 |
| EBITDA Margin (%) | 19.3 | 20.3 | (99) bps | 20.2 | (83) bps |
| Depreciation | 103 | 98 | 5.1 | 96 | 7.6 |
| EBIT (INR Mn) | 565 | 656 | (13.8) | 564 | 0.3 |
| Interest | 51 | 20 | 149.5 | 16 | 210.1 |
| PBT | 676 | 574 | 17.8 | 590 | 14.7 |
| Tax | 54 | 126 | (57.3) | 85 | (36.6) |
| PAT (INR Mn) | 624 | 431 | 44.9 | 503 | 24.0 |
| EPS (INR) | 11.4 | 7.8 | 46.0 | 9.4 | 22.0 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 11.7 | 14.1 | 17.9 | 22.9 | 29.7 |
| YoY (%) | 32.2 | 20.3 | 26.5 | 28.0 | 30.0 |
| EBITDA | 2.4 | 2.8 | 3.5 | 4.6 | 6.3 |
| EBITDAM % | 20.6 | 20.0 | 19.4 | 20.0 | 21.0 |
| PAT | 1.9 | 2.1 | 2.8 | 3.4 | 4.6 |
| EPS (INR) | 34.7 | 38.9 | 51.5 | 61.9 | 84.3 |
| ROE % | 12.3 | 12.2 | 14.1 | 14.7 | 17.0 |
| ROCE % | 11.3 | 11.3 | 12.7 | 13.2 | 15.2 |
| PE(x) | 22.0 | 19.6 | 14.8 | 12.3 | 9.0 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 26.88 | 26.88 | 26.88 |
| FIs | 16.29 | 16.77 | 15.55 |
| DIs | 1.25 | 0.89 | 1.89 |
| Public | 55.58 | 55.47 | 55.67 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| AUPS | 150.8 | (29.6) | (41.3) |

Key Conference Call Highlights

Reflection on FY26 Performance & Execution Gaps

- **Q4FY26 Performance:** Q4FY26 performance was primarily impacted by the conflict in the Middle East, which delayed committed deal closures and project executions. The company was unable to go live on certain engagements, amid the ongoing regional disruption
- **Results below Par:** The management admitted that FY26 results were below par by its own standards. While they originally planned for 30% revenue growth, the actual result was 20.2%. After quadrupling the business in the last 5 years, the management noted the company had become stretched in places.
- **Major Deal Wins: The Data Centre business reached a clear inflection point during FY26,** driven by the company's largest-ever data centre order worth INR 3.5 Bn from a leading hyperscaler operator, alongside a significant brownfield facility design and execution mandate in Mumbai

Sector-Specific Strategic Updates

- **Data Centers:** The business reached a clear inflection in FY26, securing one of India's largest AI-focused mandates from a leading Hyperscaler
- **Transit: The focus is on owning the full stack** (software, systems, and hardware), which the management believes separates category leaders from average vendors. Global expansion in this segment is accelerating to compete at scale
- **Banking:** Management believes they have the most modern stack in the market and would invest aggressively over the next 2 quarters **to create a stack that can displace legacy vendors globally**

Financial Strategy & Risk Management

- **Balance Sheet Pressure:** The management expressed willingness to absorb temporary balance sheet pressure and higher working capital needs (estimated between INR 2,000 - 2,500 Mn) rather than underinvest in current opportunities
- **Geopolitical Resilience:** The war in the Middle East significantly impacted Q4 deal closures and project completion. In response, the management is diversifying geographically into Southeast Asia and Europe to reduce dependence on the MEA region
- **Efficiency and Productivity:** To manage the high R&D costs (estimated at INR 1,500-2,000 Mn for the next year), the company is using AI-based code generation to drive material productivity improvements in software development

Future Outlook

- **Strong Order Book:** The company would enter FY27 with an order book exceeding INR 18,000 Mn and a healthy pipeline across all segments
- **Vision 2030:** Despite near-term roadblocks, management's conviction in their Vision 2030 has strengthened. They expect to continue growing ahead of industry rates and aim to make the current decade count for shareholders
- **R&D Spends:** The management guided for total R&D spends of INR 1.5–2.0 Bn in the next year. The primary focus is rebuilding the entire product suite into "**Software 2.0**," utilizing agentic AI architectures where AI agents handle reasoning and workflows in real-time

Expanding the Product Surface Area

- **Targeting Wallet Share:** Historically, they averaged 1.5 products per Indian bank. They have now reached over 2 products per bank and aim to grow this to 5-7 products per relationship
- **Acquisition Rationale:** Recent acquisitions, such as Infrareads, Omnifin, Fintra, and Aria, were specifically chosen to expand this product "surface area" and enable better cross-selling and upselling
- **Strategic Pivot to AI and Data Centers**
- **Generational Opportunity:** The management is significantly stepping up both expensed and capitalized investments in AI and data centers, viewing this as a narrow window to capture a generational opportunity for shareholders
- **AI-Native Product Stack:** The company is rebuilding its banking stack to be AI-native, utilizing agentic architecture and proprietary research into foundation models tuned specifically for banking

Coforge

BUY

Target Price: INR 1,900

Sector View: Neutral

Coforge

Q4FY26 Conference Call Audio

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|----------|-------|-------|----------|-------|-------|----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 226.5 | 238.5 | (5.0) | 265.5 | 280.8 | (5.4) |
| EBIT | 35.3 | 33.4 | 5.5 | 41.3 | 41.7 | (1.0) |
| EBITM % | 15.6 | 14.0 | 156 bps | 15.6 | 14.9 | 69 bps |
| EPS | 51.0 | 45.3 | 12.6 | 67.8 | 69.0 | (1.8) |

| Coforge Ltd. | Q4 FY26 | Q3 FY26 | QoQ (%) | Q4 FY25 | YoY (%) |
|--------------------|---------|---------|---------|---------|---------|
| Revenues (USD Mn) | 489 | 481 | 1.7 | 395 | 23.8 |
| Revenues (INR Mn) | 44,504 | 42,315 | 5.2 | 34,222 | 30.0 |
| EBIT (INR Mn) | 7,368 | 6,028 | 22.2 | 4,195 | 75.6 |
| EBIT Margin (%) | 16.6 | 14.2 | 231 bps | 12.3 | 430 bps |
| Other income (net) | (182) | (295) | (38.3) | 145 | (225.5) |
| Interest | 400 | 415 | (3.6) | 397 | 0.8 |
| PBT | 6,250 | 3,842 | 62.7 | 3,933 | 58.9 |
| Tax | (412) | 875 | (147.1) | 874 | (147.1) |
| Adj. PAT (INR Mn) | 6,123 | 2,502 | 144.7 | 2,612 | 134.4 |
| Basic EPS (INR) | 18.1 | 7.4 | 145.3 | 7.7 | 134.2 |

Key Financials

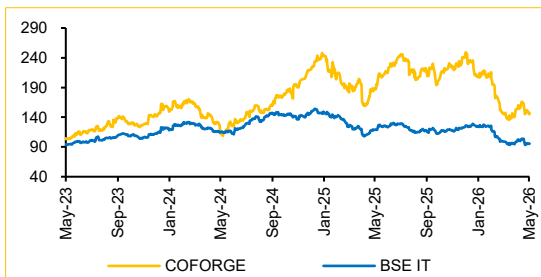
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------|-------|-------|-------|-------|-------|
| Revenue | 120.7 | 164.0 | 226.5 | 265.5 | 292.1 |
| YoY (%) | 29.4 | 29.2 | 28.9 | 14.7 | 10.0 |
| EBIT | 12.9 | 23.6 | 35.3 | 41.3 | 47.0 |
| EBITM % | 10.7 | 14.4 | 15.6 | 15.6 | 16.1 |
| Adj PAT | 8.1 | 15.6 | 22.1 | 29.3 | 34.1 |
| EPS | 24.4 | 45.9 | 51.0 | 67.8 | 78.9 |
| ROE % | 12.7 | 16.3 | 21.5 | 26.1 | 27.6 |
| ROCE % | 13.3 | 21.1 | 30.2 | 32.6 | 34.0 |
| PE(x) | 57.0 | 25.4 | 22.9 | 17.2 | 14.8 |

Shareholding Pattern (%)

| | Apr-26 | Mar-26 | Dec-25 |
|-----------|--------|--------|--------|
| Promoters | 0.00 | 0.00 | 0.00 |
| FIIIs | 23.32 | 30.66 | 34.53 |
| DIIIs | 44.42 | 56.18 | 53.67 |
| Public | 32.26 | 13.16 | 11.80 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|---------|-------|--------|--------|
| BSE IT | (2.8) | (19.1) | (23.4) |
| COFORGE | 61.2 | 36.8 | (16.1) |



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Key Conference Call Highlights

Segment Performance

- Healthcare and High-tech:** Growth was led by this segment at 15.5% QoQ in Q4.
- Travel, Transportation and Hospitality:** This segment grew 7.4% QoQ in Q4, benefiting from secular tailwinds such as "One Order" and airport reconstruction. The management noted that potential headwinds from Spirit Airlines are negligible, representing only 10 bps of FY27 budgeted revenue.
- BFSI:** Segment remained largely flat at 0.8% QoQ growth in Q4. Performance was tempered by a top-three banking client that did not grow during the year. Insurance grew 5% QoQ during the same time.
- Government (Outside India):** Grew 24.3% QoQ in Q4.

Geographical Performance

- UK:** The UK public sector is a major growth engine where the firm enjoys a high reputation. It recently secured a USD-150 Mn+ sole-award framework deal over five years.
- India:** The management is consciously discontinuing a USD-20 Mn low-margin portfolio within the India business. This is expected to create a USD 15 Mn to USD 20 Mn pass-through revenue reduction in Q1 FY27 but will structurally improve overall margin.

Margin Trajectory

- Q4 Results:** The exit EBIT margin stood at 16.6%, up from 12.3% in the same quarter last year.
- Efficiency Levers:** Key margin tailwinds included SG&A leverage (+100 bps), foreign exchange gains (+80 bps), and direct cost reductions in third-party spending (+50 bps).
- Strategic Reset:** The improvement is driven by the "quiet work" of automating the backend and the conviction that G&A cost will be held constant in absolute terms through AI-led interventions.

Outlook & Guidance

- Revenue Guidance:** The firm expects to continue its revenue growth leadership in the mid-cap segment. While Q1FY27 is expected to be flattish due to the India business discontinuation, a fast growth trajectory is anticipated from Q2 onwards.
- Profitability Guidance:**
 - EBITDA: 20.5% to 21% on a consolidated basis (including Encora).
 - EBIT (Standalone): 16.5% to 17%.
 - EBIT (Consolidated): 15.5%, with the gap primarily due to USD 40 Mn in annual amortisation costs.
- Order Book:** The 12-month forward executable order book stands at a record USD 1.75 Bn (up 16.4% YoY), this does not include material revenue expected from signed framework agreements.
- Cash Flow:** Free Cash Flow to PAT is expected to be maintained at 100%+ going forward.

AI Initiatives

- AI Architecture:** The firm uses a three-layer reference architecture, comprising Business Architecture, a Decisioning Engine (proprietary Atlas), and a Composable AI Backbone to move pilots into production
- Delivery Models:** Hybrid "AI ModSquads" (specialised delivery units of agents and specialists) are driving 40% to 50% faster time-to-market.
- Internal Productivity:** AI is being used internally as "customer zero" to drive 25% to 35% productivity uplift in development and up to 10 times faster modernisation timelines. It has also reduced financial analysis efforts by 40% to 60%.

[Click here to read Q4FY26 Result Update](#)

Cyient

BUY

Target Price: INR 1,250

Sector View: Neutral

CYIENT

Q4FY26 Conference Call Audio

Actual vs CIE Estimates (DET Business)

| INR Bn | Q4FY26A | CIE Est. | Dev. % |
|---------|---------|----------|--------|
| Revenue | 15.0 | 15.2 | (1.5) |
| EBIT | 1.8 | 1.8 | (1.8) |
| EBITM % | 12.4 | 12.4 | 4 bps |
| PAT | 1.2 | 1.4 | (11.4) |

| Particulars (DET) | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|--------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 14,996 | 13,967 | 7.4 | 14,883 | 0.8 |
| Employee Cost | 9,166 | 8,517 | 7.6 | 9,267 | (1.1) |
| Other costs | 3,431 | 3,131 | 9.6 | 3,201 | 7.2 |
| Depreciation | 544 | 555 | (2.0) | 568 | (4.2) |
| EBIT (INR Mn) | 1,855 | 1,764 | 5.2 | 1,847 | 0.4 |
| EBIT Margin (%) | 12.4 | 12.6 | (26)bps | 12.4 | (4)bps |
| Other income (net) | 188 | 391 | (51.9) | 302 | (37.7) |
| Interest | 79 | 120 | (34.2) | 75 | 5.3 |
| PBT | 1,964 | 2,035 | (3.5) | 2,074 | (5.3) |
| Tax | 580 | 517 | 12.2 | 577 | 0.5 |
| PAT (INR Mn) | 883 | 1,518 | (41.8) | 1,209 | (27.0) |
| Basic EPS (INR) | 12.5 | 13.7 | (9.1) | 11.0 | 13.7 |

Key Financials (DET Business)

| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|-----------|------|------|-------|-------|-------|
| Revenue | 55.2 | 58.2 | 63.5 | 69.9 | 78.3 |
| YoY (%) | -6.7 | 5.5 | 9.1 | 10.2 | 11.9 |
| EBIT | 7.1 | 7.1 | 8.5 | 9.9 | 11.5 |
| EBITM % | 12.9 | 12.2 | 13.3 | 14.1 | 14.7 |
| Adj PAT | 5.5 | 5.9 | 6.9 | 7.8 | 9.4 |
| EPS (INR) | 49.8 | 53.3 | 62.3 | 70.4 | 85.3 |
| ROE % | 11.6 | 7.5 | 12.0 | 12.6 | 13.7 |
| ROCE % | 15.2 | 10.7 | 14.4 | 15.6 | 16.7 |
| PE(x) | 18.8 | 17.5 | 15.0 | 13.3 | 11.0 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sep-25 |
|-----------|--------|--------|--------|
| Promoters | 23.28 | 23.28 | 23.28 |
| FIIIs | 15.33 | 15.28 | 17.56 |
| DIIIs | 40.98 | 39.51 | 38.42 |
| Public | 20.43 | 21.93 | 20.75 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|--------|--------|--------|
| BSE IT | (2.7) | (18.2) | (23.4) |
| CYL | (20.1) | (50.8) | (24.8) |

Key Conference Call Highlights

Growth and Margin Outlook

- **FY27 Guidance:** For the DET segment, management expects mid-to-high single-digit organic growth. They maintain an aspiration to reach a 15% EBITM by Q4FY27, supported by price hikes, automation and structural cost interventions

- **Strong Order Intake:** While Q4 revenue was softened by delayed budget deployments from 3 major customers, order intake grew 23% YoY. The pipeline for large deals is strengthening, particularly in connectivity and healthcare

Segment Performance

- **Transportation and Mobility:** This was a standout vertical, growing 13.2% YoY in CC for FY26. This growth was driven by aerospace volume surges and Cyient's ability to work across the entire product lifecycle

- **Network and Infrastructure:** This segment saw a 1.6% YoY decline. However, management is pivoting toward autonomous networks and expects sustained fiber build-out spending in North America and EMEA over the next 3 to 5 years

- **Energy Vertical:** This vertical faced headwinds due to the geopolitical situation in West Asia, leading to project delays. While direct exposure is not significant, the project-based nature of this business causes quarterly volatility

Semiconductor & Kinetic Technologies

- **Acquisition & Strategy:** Cyient successfully closed a 74% majority stake in Kinetic Technologies, which specialises in power products. The goal is to become a leading power silicon manufacturer

- **Operational Milestones:** With Kinetic, the company shipped over 250 Mn silicon chips last year

- **Fundraising Rationale:** Management is exploring a small fundraise (initially 10–12% dilution) for the standalone semiconductor business to establish an independent valuation and cover working capital as it scales toward a USD 100 Mn run rate in FY27

Strategic Transformation & AI

- **AI Strategy:** Management views AI as a major growth driver rather than a structural threat, noting it is already providing 20% to 30% productivity improvements in software development

- **Leadership Rejuvenation:** Significant leadership changes were finalised to drive the Next Orbit strategy, including a new CFO (Mr. Srinivas Kulkarni), COO (Mr. Prabhakar Atla) and Chief Growth Officer (Mr. Rajkumar Ravindranathan)

- **Project Astro Update:** This transformative acquisition was paused because management wanted to reassess its value in the context of rapid AI evolution. The resulting INR 710 Mn charge covers extensive financial, legal and commercial due diligence

- **Engineering Intelligence Platform:** Cyient is rolling out this platform to codify fragmented engineering data (CAD, PLM, ERP) into an agent-driven foundation. This allows them to target the USD 3 Tn lifecycle management market, which is significantly larger than the traditional USD 100 Bn ER&D outsourcing market

Capital Returns

- **Significant Share Buyback:** The Board approved a buyback of up to 6.4 Mn shares (~5.76% of capital) at INR 1,125 per share, totaling INR 7,200 Mn. Notably, promoters and key management will not participate, signaling their conviction in the company's intrinsic value

- **Dividend Policy:** The company remains committed to a 40% to 50% payout ratio, which will now be fulfilled through a combination of dividends and buybacks

Datamatics Solutions

ADD

Target Price: INR 920

Sector View: Positive

DATAMATICS

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 5.2 | 5.3 | (2.1) |
| EBIT | 0.9 | 0.9 | 3.4 |
| EBITM % | 16.9 | 16.0 | 90 bps |
| PAT | 0.4 | 0.7 | (37.9) |

| Datamatics Global | Q4 FY26 | Q3 FY26 | QoQ (%) | Q4 FY25 | YoY (%) |
|-------------------|---------|---------|---------|---------|---------|
| Revenues (INR Mn) | 5,193 | 5,101 | 1.8 | 4,972 | 4.4 |
| Employee Cost | 3,066 | 3,144 | (2.5) | 3,137 | (2.3) |
| SG&A | 1020 | 995 | 2.6 | 1089 | (6.3) |
| EBIT (INR Mn) | 880 | 742 | 18.5 | 546 | 61.2 |
| EBIT Margin (%) | 16.9 | 14.6 | 239 bps | 11.0 | 596 bps |
| Depreciation | 226 | 220 | 2.8 | 200 | 13.1 |
| Other income | 156 | 125 | 24.9 | 81 | 92.3 |
| Interest | 52 | 46 | 13.8 | 70 | (26.0) |
| PBT | 738 | 419 | 76.0 | 555 | 32.8 |
| Tax | 289 | 56 | 418.7 | 107 | 171.0 |
| PAT (INR Mn.) | 449 | 363 | 23.5 | 449 | (0.0) |
| Basic EPS (INR) | 7.5 | 6.2 | 21.4 | 7.6 | (1.6) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 17.2 | 19.9 | 21.1 | 23.1 | 25.6 |
| YoY (%) | 11.2 | 15.3 | 6.4 | 9.5 | 10.7 |
| EBIT | 1.8 | 2.9 | 3.0 | 3.4 | 3.8 |
| EBITM % | 10.5 | 14.5 | 14.3 | 14.5 | 15.0 |
| Adj PAT | 2.1 | 1.9 | 2.6 | 2.9 | 3.3 |
| EPS | 34.7 | 32.9 | 44.3 | 49.0 | 55.3 |
| ROE % | 15.1 | 12.6 | 14.8 | 14.3 | 14.2 |
| ROCE % | 13.9 | 19.2 | 17.8 | 16.8 | 16.4 |
| PE(x) | 17.5 | 24.3 | 18.0 | 16.3 | 14.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 66.33 | 66.33 | 66.33 |
| FIIIs | 0.48 | 0.53 | 0.78 |
| DIIIs | 0.11 | 0.13 | 0.25 |
| Public | 33.09 | 33.01 | 32.63 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| DATA | 73.6 | 35.0 | 28.7 |

Key Conference Call Highlights

Segment Performance

- Digital Operations:** This segment remained the key growth driver, delivering strong growth of 9.5% QoQ in Q4FY26 and 12.4% YoY for FY26, supported by automation and platform-led efficiency. The segment also reported the highest-margin segment with EBIT margin of 23.2% in Q4FY26 and 18.7% for FY26.
- Digital Technologies:** This segment witnessed a slight moderation due to project completions but maintained healthy double-digit margin.
- Digital Experiences:** This segment remained weak amid client captive centre transitions, although recent deal wins are expected to aid recovery.
- FY26 revenue grew 15.3% YoY to INR 19,872 Mn, while Q4FY26 revenue stood at INR 5,193 Mn, up 1.8% QoQ and 4.4% YoY.

Margin Trajectory

- Performance:** EBIT for Q4FY26 stood at INR 880 Mn, up 18.5% QoQ and 61.3% YoY, while EBIT margin expanded 240 bps QoQ to 16.9%. FY26 EBIT stood at INR 2,876 Mn, up 58.7% YoY, with EBIT margin at 14.5%.
- Margin Levers:** Margin expansion was driven by operational efficiency, disciplined cost management, automation benefits, and acquisition synergies from TNQ Tech. Clients witnessed productivity gains of 30–60%, alongside improvement in turnaround time, accuracy, and operating costs.

Outlook & Guidance

- Margin Guidance:** Management expects margins to remain broadly stable with 50–100 bps improvement potential, partially reinvested into AI capabilities.
- Revenue Guidance:** Management guided for high single-digit organic growth (~8–9%) in FY27E.
- Segmental Outlook:** Growth is expected to remain stable despite near-term softness in the Digital Experiences segment.
- Dividend:** The Board recommended a final dividend of INR 5/share (100% payout on face value).

AI Initiatives

- AI remains a key strategic focus through Agentic AI platforms, such as TruAI and Finato.**
- TruAI is designed for enterprise agentic automation, with TruAI Underwriting already securing initial customers in the insurance space.
- The company plans to expand TruAI into Life and Property & Casualty (P&C) insurance segments.
- Finato is being upgraded into an Agentic AI-led finance transformation platform with strong enterprise traction.
- DATAMATICS is increasingly adopting outcome-based and transaction-based pricing models for AI-led platforms.
- The company leverages hyperscaler ecosystems, particularly Google Cloud technologies, to power its AI offering.**

Fractal Analytics

BUY

Target Price: INR 1,250

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 8.9 | 8.9 | (0.9) |
| EBIT | 1.4 | 1.1 | 26.1 |
| EBITM % | 16.2 | 12.7 | 347 bps |
| PAT | 1.2 | 0.7 | 57.7 |

| FRACTAL Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|--------|--------|---------|--------|---------|
| Revenues (USD Mn) | 97 | 96 | 1.5 | 88 | 10.7 |
| Revenues (INR Mn) | 8,863 | 8,544 | 3.7 | 7,575 | 17.0 |
| EBIT (INR Mn) | 1,436 | 928 | 54.7 | 941 | 52.6 |
| EBIT Margin (%) | 16.2 | 10.9 | 534 bps | 12.4 | 378 bps |
| Other income | 259 | 17 | 1,423.5 | 52 | 398.1 |
| Interest | 129 | 112 | 15.2 | 112 | 15.2 |
| PBT | 1,431 | 648 | 120.8 | 859 | 66.6 |
| Tax | 273 | (353) | - | 304 | (10.2) |
| Adj. PAT (INR Mn) | 1,158 | 1,001 | 15.7 | 555 | 108.6 |
| FDEPS (INR) | 6.7 | 5.8 | 16.6 | 3.3 | 106.4 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 27.6 | 32.9 | 40.7 | 49.2 | 59.1 |
| YoY (%) | 25.9 | 19.3 | 23.4 | 21.0 | 19.9 |
| EBIT | 2.5 | 3.7 | 6.0 | 8.6 | 11.3 |
| EBIT% | 9.0 | 11.3 | 14.8 | 17.5 | 19.1 |
| Adj. PAT | 2.2 | 2.9 | 4.7 | 7.0 | 9.0 |
| FDEPS | 13.4 | 17.2 | 27.2 | 40.4 | 52.3 |
| ROE % | 12.5 | 9.0 | 12.8 | 16.0 | 17.2 |
| ROCE % | 14.0 | 13.3 | 18.5 | 22.2 | 23.7 |
| PE(x) | NA | 61.6 | 38.9 | 26.2 | 20.2 |

| Shareholding Pattern (%) | | |
|--------------------------|--------|--------|
| | Mar-26 | Dec-25 |
| Promoters | 16.97 | 16.97 |
| FIs | 40.48 | 40.62 |
| DIs | 13.25 | 12.84 |
| Public | 29.30 | 29.57 |

| Relative Performance (%) | | | |
|--------------------------|----|----|----|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | NA | NA | NA |
| FRACTAL | NA | NA | NA |

Key Conference Call Highlights

Segment Performance

- HLS:** This was the standout leader, delivering an exceptional 13% QoQ growth in Q4. It has now become the company's second-largest vertical on a quarterly run rate basis.
- BFSI:** This segment grew by 14.5% QoQ in Q4.
- CPGR:** Remained the company's largest vertical, contributing 37% of total revenue, though it grew at a more modest 6.2% QoQ in Q4, due to weakness in the first half of the year.
- TMT:** This vertical declined 13.2% QoQ in Q4 due to two specific client issues: one client entering a joint venture that reduced work with Fractal to near zero, and another facing massive internal restructuring.

Business Segment:

- Fractal Alpha (IP-led businesses):** This segment, which includes Asper.ai and Analytics Vidhya, grew 41% in the year. The latter specifically grew by 49%, while Asper grew by 31%. Segment losses narrowed down significantly from INR 26 Cr in FY25 to INR 15 Cr in FY26.

Geographical Performance

- Europe:** Led geographical growth with a 34% increase for the full year.
- Americas:** Grew by 20% over the fiscal year.
- APAC:** Declined 3% for the year due to the same client-specific issues affecting the TMT vertical, though growth turned positive in Q4 at 7%.

Margin Trajectory

- Adjusted EBITDA:** The Q4 adjusted EBITDA margin reached 22%, up 189 bps YoY. For the full year, the adjusted EBITDA margin was 17.6%.
- Gross Margin:** Expanded by 93 bps for the full year to reach 46.8% supported by higher contribution from output-based contracts, pricing improvements and FX tailwinds.
- Efficiency Levers & Headwinds:** Margin expansion was driven by a shift toward output-based contracts, price increases, and productivity improvements, which contributed 218 bps to the full-year gross margin. These gains were partially offset by annual merit increases, which had a negative impact of 304 bps on the full-year gross margin.
- R&D Investment:** The company invested INR 212 crore in R&D during FY26, representing 48% growth over the prior year.

Outlook & Guidance

- Engagement Model Target:** The company aims for 60% of its revenue to come from output, outcome, or license-based models in the medium term.
- License Revenue Goal:** Management plans to increase license-driven revenue from the current 3% to 20% by 2030.

AI Initiatives

- Strategic Framework:** The company operates through three pillars: i) **AI-led transformation (process redesign)**, ii) **AI foundations (data and agents)**, and iii) **AI for work and workforce transformation (people dimension)**.
- Cogentiq Platform:** All strategic pillars run on Cogentiq, an agentic AI platform that allows agents to plan, coordinate, and execute work reliably within enterprise systems.

Product Innovations:

- Flyfish.ai:** An agentic sales platform featuring 35 coordinated agents to manage the sales pipeline.
- Vaidya 2.0:** A healthcare foundation model that achieved record scores for clinical reasoning.
- Pi Evolve:** An agentic engine for autonomous machine learning.

HCL Tech

ADD

Target Price: INR 1,500

Sector View: Neutral

HCLTech

 **Q4FY26 Conference Call Audio**

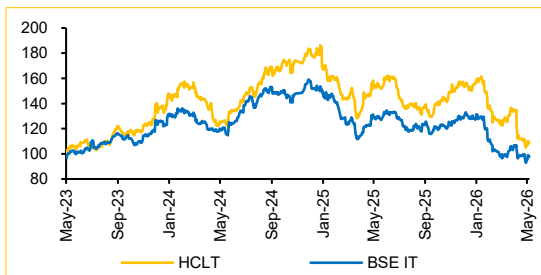
| Change in Estimates | | | | | | |
|---------------------|---------|---------|----------|---------|---------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 1,434.7 | 1,482.8 | (3.2) | 1,565.7 | 1,651.0 | (5.2) |
| EBIT | 252.5 | 267.5 | (5.6) | 285.0 | 314.7 | (9.4) |
| EBITM % | 17.6 | 18.0 | (44 bps) | 18.2 | 19.1 | (86 bps) |
| EPS | 73.1 | 77.1 | (5.2) | 83.1 | 91.3 | (9.0) |

| HCLT Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|----------|----------|-----------|----------|-----------|
| Revenues (USD Mn) | 3,682 | 3,793 | (2.9) | 3,498 | 5.3 |
| Revenues (INR Mn) | 3,39,810 | 3,38,720 | 0.3 | 3,02,460 | 12.3 |
| Employee Cost | 2,25,370 | 2,21,020 | 2.0 | 1,97,420 | 14.2 |
| SG&A | 47,320 | 43,580 | 8.6 | 40,220 | 17.7 |
| Depreciation | 10,920 | 11,270 | (3.1) | 10,400 | 5.0 |
| EBIT (INR Mn) | 56,200 | 62,850 | (10.6) | 54,420 | 3.3 |
| EBIT Margin (%) | 16.5 | 18.6 | (202 bps) | 18.0 | (145) bps |
| PBT | 820.0 | 1,800.0 | (54.4) | 2,930.0 | (72.0) |
| Tax | 57,020 | 64,650 | (11.8) | 57,350 | (0.6) |
| Adj. PAT (INR Mn) | 12,120 | 14,270 | (15.1) | 14,260 | (15.0) |
| Basic EPS (INR) | 44,880 | 40,760 | 10.1 | 43,070 | 4.2 |

| Key Financials | | | | | |
|----------------|---------|---------|---------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 1,170.6 | 1,301.4 | 1,434.8 | 1,565.8 | 1,691.2 |
| YoY (%) | 6.5 | 11.2 | 10.2 | 9.1 | 8.0 |
| EBIT | 214.2 | 224.0 | 252.6 | 285.0 | 317.9 |
| EBITM % | 18.3 | 17.2 | 17.6 | 18.2 | 18.8 |
| Adj. PAT | 173.9 | 166.4 | 198.2 | 225.1 | 247.8 |
| EPS | 64.1 | 61.4 | 73.1 | 83.1 | 91.4 |
| ROE % | 25.0 | 22.1 | 25.6 | 28.1 | 29.8 |
| ROCE % | 26.9 | 26.5 | 33.4 | 35.6 | 37.1 |
| PE(x) | 26.0 | 23.5 | 19.7 | 17.4 | 15.8 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 60.86 | 60.82 | 60.82 |
| FIIIs | 15.51 | 16.21 | 16.64 |
| DIIIs | 18.95 | 18.37 | 17.80 |
| Public | 4.36 | 4.26 | 4.41 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.4) | (18.2) | (23.4) |
| HCLT | 5.1 | (13.4) | (28.8) |



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Key Conference Call Highlights

Segment Performance

- Services Business:** For the full year, the services business achieved a growth of 4.8%. This was driven by ER&D Services, which grew 9.8%, and IT and Business Services (ITBS), which increased 3.7%. In Q4, Technology (+17.8% YoY) and Public Services (+10.7% YoY) were the leading growth verticals.
- HCL Software:** Revenue for the fiscal year stood at USD 1.4 Bn, a decline of 4.1%. Q4 revenue saw a sharp 28.1% sequential drop, attributed to typical seasonality and delays in procurement decisions in March, particularly within the US government and due to volatility in West Asia.
- Vertical Headwinds:** The Telecom vertical faced substantial pressure as two large US clients significantly cut discretionary spending in digital and engineering services towards the end of Q4. Additionally, two large SAP modernisation programs were discontinued due to client budget re-prioritisations.

Geographical Performance

- Americas:** Grew 4.9% YoY in Q4. Despite this, the management noted that two specific clients in North America would present a 50 bps growth headwind in FY27 due to internal business challenges unrelated to the broader macroeconomy.
- Europe:** Recorded a decline of 2.9% YoY in Q4. The management highlighted visible softness in the European market compared to a more robust North American environment.
- ROW and India:** These geographies showed the strongest momentum, with ROW growing 16.6% YoY and India reporting a 5.3% YoY increase.

Margin Trajectory

- HCLT reported a full-year operating margin of 17.2%, representing a decline of 107 bps YoY. Excluding one-time restructuring costs, the margin was 17.9%.
- Q4 Margin Walk:** The Q4 EBIT margin was 16.5% (17.7% excluding restructuring). The margin was negatively impacted by software seasonality (-181 bps), employee increments (-45 bps), and bad debt provisions (-19 bps).
- Efficiency Offsets:** These headwinds were partially offset by forex gains (+65 bps) and the company's internal efficiency program, Project Ascend (+13 bps).

Outlook & Guidance

- Revenue Growth:** Projected between 1% to 4% in CC terms, with Services revenue expected to grow 1.5% to 4.5%.
- Operating Margin:** EBIT margin guidance is set between 17.5% to 18.5%.
- Key Assumptions:** The guidance accounts for the expected 50 bps drag from two specific American clients and assumes a continued soft discretionary spend environment at the lower end. It excludes pending acquisitions like the HPE Telecom Solutions Group and Jaspersoft.

AI Initiatives

- Financial Impact:** Annualised Advanced AI revenue reached 155.1 Mn (+6.1% QoQ).
- AI Market Categorisation:** Management views the industry in three segments:
 - AI Disrupted (40%):** Traditional services facing a 3% to 5% deflationary impact on pricing.
 - AI Augmented (55%):** Services like cloud and cybersecurity growing at 10%+.
 - AI Native/Advanced (5%):** High-growth areas like AI Factories and Custom Silicon Engineering, expected to grow at 30%.
- Strategic Wins:** The company secured a major USD-100 Mn+ AI Factory deal to design and operate a next-generation AI data center using latest GPU technologies.
- Platforms and Partnerships:** The AI Force platform is now deployed across 75 accounts. Strategic collaborations have been expanded with Google Gemini, AWS, NVIDIA, CrowdStrike and OpenAI.

[Click here to read Q4FY26 Result Update](#)

Happiest Minds

BUY

Target Price: INR 560

Sector View: Neutral


 Q4FY26 Conference Call Audio

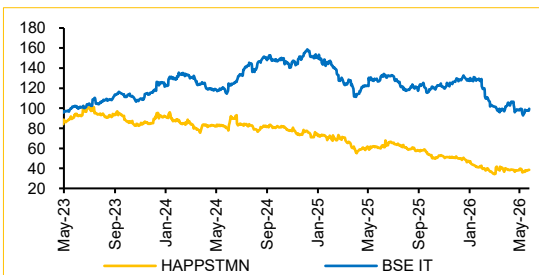
| Change in Estimates | | | | | | |
|---------------------|-------|------|----------|-------|------|-----------|
| | FY27E | | | FY28E | | |
| INR Bn | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 27.7 | 28.0 | (1.1) | 32 | 33 | (2.6) |
| EBIT | 4.1 | 4.3 | (5.4) | 5 | 5 | (9.8) |
| EBITM % | 14.7 | 15.3 | (67) bps | 15.2 | 16 | (122) bps |
| EPS | 18.9 | 20.1 | (5.7) | 23.3 | 25.9 | (10.1) |

| HAPPSTMN Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|--------|--------|----------|--------|---------|
| Revenue (USD Mn) | 65 | 66 | (1.1) | 63 | 3.3 |
| Revenue (INR Mn) | 6,041 | 5,876 | 2.8 | 5,446 | 10.9 |
| Employee Cost | 4,044 | 3,921 | 3.2 | 3,592 | 12.6 |
| EBIT (INR Mn) | 820 | 850 | (3.5) | 613 | 33.8 |
| EBIT Margin (%) | 13.6 | 14.5 | (89) bps | 11.3 | 232 bps |
| Other income | 176 | 157 | 12.0 | 260 | (32.1) |
| Interest | 226 | 245 | (7.8) | 247 | (8.6) |
| Adj. PAT (INR Mn) | 577 | 403 | 43.3 | 340 | 69.8 |
| EPS (INR) | 4.1 | 2.7 | 52.1 | 2.3 | 79.6 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 20.6 | 23.2 | 27.7 | 31.9 | 36.6 |
| YoY (%) | 24.2 | 9.1 | 11.0 | 12.5 | 12.7 |
| EBIT | 2.7 | 3.2 | 4.1 | 4.9 | 5.6 |
| EBITM% | 12.9 | 13.6 | 14.7 | 15.2 | 15.3 |
| Adj PAT | 1.8 | 2.1 | 2.9 | 3.5 | 4.1 |
| FDEPS | 12.3 | 13.9 | 18.9 | 23.3 | 27.5 |
| ROE % | 11.7 | 12.4 | 15.6 | 17.6 | 18.6 |
| ROCE % | 12.4 | 14.2 | 17.3 | 20.1 | 21.5 |
| PE(x) | 62.8 | 28.1 | 20.6 | 16.8 | 14.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 44.21 | 44.21 | 44.21 |
| FIIIs | 5.94 | 5.89 | 5.39 |
| DIIIs | 8.99 | 9.62 | 10.20 |
| Public | 39.53 | 38.94 | 38.83 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.0) | (13.7) | (21.9) |
| HAPPSTMN | (57.8) | (52.8) | (37.0) |



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Key Conference Call Highlights

Segment Performance

- EdTech & BFSI:** These were the primary growth drivers, benefiting from GenAI adoption and interest in the proprietary EduWeave platform. EdTech grew 8.2% sequentially, while BFSI remained resilient (+1.9% QoQ).
- HLS:** Healthcare de-grew 5.4% QoQ caused by the completion of a license-heavy pharma engagement.
- HiTech:** Experienced a revenue drop by 10.8% QoQ in Q4, primarily due to the completion of a major project for a Canadian client involving an automated cooking system.
- Retail, CPG, Media, and Entertainment:** These sectors delivered steady growth, with Retail and CPG seeing particularly good traction.

Geographical Performance

- US:** Remains the company's largest market, characterised by healthy momentum in AI-led transformation and modernisation.
- Global Growth:** India, Europe, and the Rest of the world all demonstrated good growth throughout the year.
- Strategic Regional Wins:** Notable engagements included a European healthcare software modernisation project, a USD-10 Mn+ insurance account expansion in Southeast Asia, and an IoT-enabled AI asset performance project for a bottling company in Africa.

Margin Trajectory

- EBITDA Margin:** Remained within the 20%–22% guided range.
- Operating Margins:** Stood at 17.4% for the full year (compared to 17.3% in the previous year) and 17.5% for Q4.
- Utilisation:** Improved significantly to 81% from 77.4% in the prior year.

Outlook & Guidance

- Revenue Guidance:** The board reconfirmed a 12.5% CC growth guidance for FY27E.
- Aspirational Target:** While formal guidance is 12.5%, the company remains aspirational about reaching a 15% growth trajectory.
- Future Goal:** The management is seeking to improve operating margin by 100 bps in FY27, targeting a range of 17.5%–18.5% through improved execution discipline and efficiency from integrated acquisitions.

AI Initiatives

- Enterprise AI Platform:** Recently launched to help clients integrate intelligent agents and governance guardrails into enterprise workflows while reducing implementation risk.
- Generative AI Business Unit (GBS):** This unit, which acts as the company's AI innovation engine, currently contributes 3.3% of revenue.

Platform Adoption:

- Rel(AI)Build:** An agentic software development tool that has achieved 40% adoption across internal and customer projects.
- EduWeave:** A vertical-specific solution for education featuring 12 AI use cases, such as student engagement analytics.
- Strategic Partnerships:** New collaborations were established with Anthropic and UnifyApps to bolster AI-led capabilities.
- Workforce Readiness:** The company aims to have 90% of all engineers and service delivery personnel trained in and effectively using AI productivity tools by the end of FY27.

[Click here to read Q4FY26 Result Update](#)

Intellect Design Arena

BUY

Target Price: INR 1,250

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 8.5 | 7.9 | 6.9 |
| EBITDA | 1.8 | 1.5 | 23.1 |
| EBITDAM % | 21.6 | 18.8 | 285 bps |
| PAT | 1.2 | 1.0 | 18.3 |

| INDA | Q4 FY26 | Q3 FY26 | QoQ (%) | Q4 FY25 | YoY (%) |
|-------------------|---------|---------|---------|---------|-----------|
| Revenues (INR Mn) | 8,470 | 7,314 | 15.8 | 7,259 | 16.7 |
| EBITDA (INR Mn) | 1,834 | 1,003 | 82.9 | 2,042 | (10.2) |
| EBITDA Margin (%) | 21.6 | 13.7 | 794 bps | 28.1 | (648) bps |
| Other Income | 375 | 216 | 73.4 | 226 | 65.4 |
| PBT | 1,621 | 284 | 469.8 | 1,821 | (11.0) |
| Tax | 419 | 96 | 338.3 | 457 | (8.5) |
| PAT (INR Mn) | 1,202 | 284 | 322.6 | 1,353 | (11.2) |
| Basic EPS (INR) | 8.7 | 2.1 | 321.4 | 9.8 | (11.6) |

| Key Financials | | | | | |
|----------------|-------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 25.0 | 30.4 | 35.8 | 42.0 | 49.5 |
| YoY (%) | (0.3) | 21.5 | 17.8 | 17.4 | 17.7 |
| EBITDA | 5.2 | 5.8 | 7.6 | 10.1 | 12.3 |
| EBITDAM % | 21.0 | 19.1 | 21.2 | 24.1 | 25.0 |
| PAT | 3.3 | 3.5 | 5.4 | 7.2 | 8.8 |
| EPS (INR) | 24.3 | 25.0 | 39.0 | 52.0 | 63.9 |
| ROE % | 11.8 | 10.8 | 14.7 | 16.7 | 17.4 |
| ROCE % | 9.5 | 8.1 | 10.9 | 13.0 | 13.6 |
| PE(x) | 37.0 | 32.3 | 20.7 | 15.5 | 12.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 29.73 | 29.81 | 29.84 |
| FIIIs | 25.57 | 26.60 | 27.53 |
| DIIIs | 7.10 | 7.11 | 7.19 |
| Public | 37.61 | 36.48 | 35.45 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| INTELLECT | 24.1 | (22.2) | (36.2) |

Key Conference Call Highlights

- Deep Global BFSI Expertise:** With 30 years of expertise across 62 countries and 500+ clients, the company possesses a specialised domain depth which, it believes competitors cannot easily replicate
- Enterprise-Grade AI Accuracy:** Management emphasised that standard LLMs often yield only ~76% accuracy, which is insufficient for core banking processes. Through its research, INDA claims to achieve 94-95% accuracy for production-grade enterprise AI
- Focus on eMACH.ai Monetisation:** After a three-year phase of infrastructure creation, the company is entering a three-year monetisation phase for its eMACH.ai platform, which now features 700 microservices
- Deal Wins:** Overall deal momentum remained steady, with 15 new deals signed, including **2 Destiny deals**. For FY26, the company signed **59** new deals, including **21 Destiny deals**. **ARR crossed INR 12,470 Mn, up 11.5% QoQ and 43.3% YoY**. The deal pipeline increased **18.2% YoY to INR 121 Bn**
- Pricing:** For AI platform deals (primarily Purple Fabric), pricing currently starts at **USD 0.25-0.5 Mn**, with a strategic goal to scale to up **USD 3-5 Mn**, similar to Salesforce's platform sales model
- Purple Fabric Emerging as a Differentiator:** The Purple Fabric AI platform is now competing with Palantir Technologies in financial services, with AI revenue reaching INR 160 Cr and an order book exceeding USD 50 Mn
- Strong Leadership Across Banking Segments:** The company holds leadership positions in wholesale banking (over INR1,500 Cr revenue), consumer banking (over INR 1,000 Cr) and wealth, capital markets, and insurance (over INR 500 Cr)
- Americas Becoming a Key Growth Driver:** Following the Central 1 acquisition, the Americas now contribute 27% of revenue, reflecting successful geographic diversification
- AI-First Transformation Across Portfolio:** Core banking, lending, and wealth management products are now positioned as AI-first offering, combining eMACH composability with Purple Fabric intelligence to drive scalable platform-led growth
- Strategic Shift Toward Subscription Revenue:** The management's focus is on increasing subscription revenue due to its long-term nature, though it will not forgo license revenue from large customers
- Building a Strong IP Moat:** The company is building an IP moat and has filed numerous patents (**100 last year, 125 overall with 9 granted**) to differentiate its innovation and prevent competitors from leveraging disruptive technology
- Opportunistic Acquisition Strategy:** The company is open to low-cost acquisitions of companies with 30-year-old product sets so as to gain market access in Europe, the US or Australia, replacing its offering with the eMACH stack, similar to the Central 1 acquisition, rather than competing with the latest technologies
- Healthy Shareholder Returns:** The board recommended a final dividend of INR 4 per share along with a special dividend of INR 3 per share
- Outlook on Margin:** The management aims to maintain **EBITDA margin (incl. other income) between 20% and 25%**, noting that investments in sales or R&D capacity can cause temporary margin drops that typically recover in two quarters

Infosys

BUY

Sector View: Neutral

Target Price: INR 1,500



Q4FY26 Conference Call Audio

| Change in Estimates | | | | | | |
|---------------------|---------|---------|----------|---------|---------|----------|
| | FY27E | | | FY28E | | |
| INR Bn | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 1,988.2 | 2,030.5 | (2.1) | 2,125.9 | 2,212.9 | (3.9) |
| EBIT | 423.3 | 436.9 | (3.1) | 457.5 | 486.7 | (6.0) |
| EBITM % | 21.3 | 21.5 | (23) bps | 21.5 | 22.0 | (47) bps |
| EPS | 76.9 | 82.3 | (6.5) | 83.0 | 91.4 | (9.1) |

| INFO Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|----------|----------|---------|----------|----------|
| Revenues (USD Mn) | 5,040 | 5,099 | (1.2) | 4,730 | 6.6 |
| Revenues (INR Mn) | 4,64,020 | 4,54,790 | 2.0 | 4,09,250 | 13.4 |
| EBIT (INR Mn) | 97,430 | 96,440 | 1.0 | 85,750 | 13.6 |
| EBIT Margin (%) | 21.0 | 20.8 | 15 bps | 20.9 | (20 bps) |
| Other income | 11,590 | 9,740 | 19.0 | 11,900 | (2.6) |
| Interest | 1,050 | 1,000 | 5.0 | 1,020 | 2.9 |
| PBT | 1,07,970 | 1,05,180 | 2.7 | 96,630 | 11.7 |
| Tax | 22,880 | 25,630 | (10.7) | 26,250 | (12.8) |
| Adj. PAT (INR Mn) | 85,010 | 66,540 | 27.8 | 70,330 | 20.9 |
| Basic EPS (INR) | 21.0 | 16.1 | 30.0 | 16.9 | 23.8 |

Key Financials

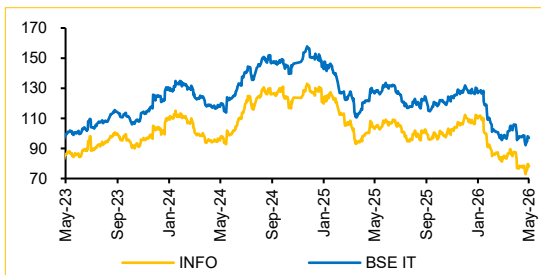
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------|---------|---------|---------|---------|---------|
| Revenue | 1,629.9 | 1,786.5 | 1,988.2 | 2,125.9 | 2,220.0 |
| YoY (%) | 3.9 | 4.6 | 5.0 | 4.7 | 4.4 |
| EBIT | 344.2 | 375.4 | 423.3 | 457.5 | 485.8 |
| EBITM % | 21.1 | 21.0 | 21.3 | 21.5 | 21.9 |
| Adj PAT | 267.1 | 294.4 | 311.7 | 336.4 | 360.2 |
| EPS | 64.3 | 71.5 | 76.9 | 83.0 | 88.9 |
| ROE % | 27.8 | 31.6 | 33.6 | 36.1 | 38.2 |
| ROCE % | 24.8 | 26.1 | 28.9 | 30.5 | 31.8 |
| PE(x) | 27.2 | 17.4 | 16.2 | 15.0 | 14.0 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 14.38 | 14.55 | 14.30 |
| FIs | 28.45 | 29.58 | 30.08 |
| DIs | 43.19 | 41.50 | 41.46 |
| Public | 13.54 | 13.92 | 13.70 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|-------|--------|--------|
| BSE IT | (2.4) | (18.2) | (23.4) |
| INFY | (9.6) | (19.3) | (24.2) |



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Key Conference Call Highlights

Segment Performance

- Financial Services:** This segment grew at 4.4% for the full year, exceeding the company's average. Growth was driven by large deal ramp-ups and continued momentum in legacy modernisation and vendor consolidation.
- Communications, Manufacturing and EURs:** These sectors grew at more than double the company's average growth rate for the full year, primarily led by the ramp-up of large deal wins.
- Life Sciences (LS):** Along with Communications and EURs, the Life Sciences vertical performed well above the company's average growth rate in Q4 on a YoY basis.
- In Manufacturing, clients remain cautious due to softer demand in automotive and ongoing geopolitical uncertainty in the Middle East. In Retail, consumer demand remains muted, leading to tightly-controlled budgets and pressure on discretionary spending.

Geography Performance

- Europe:** This was a standout geography for the full year, delivering a strong growth that was more than double the company's average growth rate.
- Deal Distribution:** In Q4, the company signed 19 large deals; 11 are located in Europe, 5 in the Americas and the remainder 3 in the Rest of the world.
- Onsite-Offshore Mix:** There was a notable trend towards delivering more services from offshore locations; the onsite mix reduced to 22.8% in Q4, down from 23.1% in the previous quarter.

Margin Trajectory

- Q4 Margin:** The operating margin for the fourth quarter was 20.9%, a slight sequential decline of 0.3% when adjusted for one-time factors.
- Tailwinds:** Margin benefits were derived from currency gains (40 bps) and the company's internal efficiency program, Project Maximus (30 bps), which focuses on lean automation and value-based selling.
- Headwinds and Reinvestments:** These gains were offset by the amortisation of intangibles from past acquisitions (50 bps) and increased compensation costs (20 bps). The company also reinvested benefits back into the business through sales and marketing (40 bps) and AI-related talent and partnerships.

Outlook & Guidance

- Revenue Guidance:** The revenue growth guidance for FY27E is set between 1.5% to 3.5% in constant currency terms.
- Guidance Adjustments:** This forecast includes a reduction of 0.75% to 1% due to lower revenue from a large European manufacturing client and another 0.75% to 1% reduction due to the continued shift in the onsite-offshore delivery mix.
- Margin Guidance:** The operating margin guidance for FY27E remains in the range of 20% to 22%.

AI Initiatives

- Key Platforms:** The company leverages its Topaz fabric platform for AI and its Cobalt platform for cloud services to deliver differentiated capabilities.
- Partnerships and Talent:** Strategic collaborations have been established with major AI players, including Anthropic, OpenAI, Nvidia, Google Gemini and Microsoft. Internally, over 30,000 developers have been deployed on GitHub Copilot so as to drive efficiency.

[Click here to read Q4FY26 Result Update](#)

Indiamart Intermesh

ADD

Target Price: INR 2,340

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 4.0 | 3.9 | 1.6 |
| EBITDA | 1.3 | 1.2 | 4.0 |
| EBITDAM % | 32.8 | 31.9 | 90 bps |
| PAT | 0.5 | 1.2 | (59.8) |

| Particulars | Q4 FY26 | Q4 FY25 | YoY (%) | Q3 FY26 | QoQ (%) |
|-------------------|---------|---------|-----------|---------|----------|
| Revenues (INR Mn) | 4,043 | 3,551 | 13.9 | 4,016 | 0.7 |
| Employee Cost | 1,780 | 1,574 | 13.1 | 1,823 | (2.4) |
| Other Cost | 937 | 673 | 39.2 | 851 | 10.1 |
| Depreciation | 70 | 83 | (15.7) | 73 | (4.1) |
| EBITDA (INR Mn) | 1,326 | 1,304 | 1.7 | 1,342 | (1.2) |
| EBITDA Margin (%) | 32.8 | 36.7 | (392) bps | 33.4 | (62) bps |
| Other Income | -339 | 1088 | (131.2) | 1354 | (125.0) |
| Interest | 6 | 17 | (64.7) | 7 | (14.3) |
| PBT | 784 | 2181 | (64.1) | 2470 | (68.3) |
| Tax | 282 | 375 | (24.8) | 587 | (52.0) |
| PAT (INR Mn) | 502 | 1,806 | (72.2) | 1,883 | (73.3) |
| Basic EPS (INR) | 8.4 | 30.1 | (72.3) | 31.4 | (73.4) |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 13.9 | 15.7 | 17.1 | 19.4 | 21.6 |
| YoY (%) | 16.0 | 13.0 | 9.2 | 13.0 | 11.6 |
| EBIT | 5.2 | 5.3 | 5.7 | 6.5 | 7.3 |
| EBITM % | 37.7 | 33.8 | 33.0 | 33.5 | 33.7 |
| Adj PAT | 5.5 | 4.7 | 5.6 | 6.4 | 7.2 |
| EPS (INR) | 91.6 | 78.8 | 92.8 | 106.4 | 119.5 |
| ROE % | 25.2 | 19.8 | 21.5 | 22.7 | 23.4 |
| ROCE % | 16.3 | 15.2 | 14.9 | 15.8 | 16.3 |
| PE(x) | 23.0 | 26.7 | 22.7 | 19.8 | 17.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 49.12 | 49.17 | 49.17 |
| FIIIs | 19.17 | 18.28 | 21.53 |
| DIIIs | 13.54 | 16.41 | 12.99 |
| Public | 18.18 | 16.18 | 16.31 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| INMART | (27.0) | (22.3) | (15.0) |

Key Conference Call Highlights

Financial Resilience and Shareholder Returns

- Performance Metrics:** IndiaMart achieved consolidated revenue of INR 15,690 Mn for FY26 (up 13% YoY) and collections of INR 18,570 Mn (up 14% YoY). Consolidated EBITDAM were healthy at 34% for the full year and 33% for Q4FY26
- Capital Allocation:** The board recommended a total dividend of INR 60 per share, consisting of a final dividend of INR 30 and a special dividend of INR 30. This aligns with their historical practice of returning 40% to 60% of generated cash to shareholders

Market Saturation and the 'S-Curve' Strategy

- Plateauing Growth:** Management acknowledges hitting a 'saturation point' where the 'virtuous cycle' of automatic growth driven by increasing internet penetration has slowed down
- Market Penetration:** The company believes it has reached approximately 50% penetration of its Serviceable Obtainable Market (SAM) for free users, with 50 lakh (5 million) GST-identified businesses registered
- Growth Drivers:** Growth remains increasingly ARPU-led, with strong retention and upsell in premium cohorts (~75% of revenue) offsetting weak additions, whereas high platform penetration limits incremental supply-led growth
- The Next S-Curve:** To drive further growth, management is shifting focus from just increasing seller numbers to improving product-market fit through deeper specifications, photos, videos and higher trust levels

Pricing Architecture and Churn Dynamics

- Customer Decline:** Q4 saw a net decline of 1,200 paying suppliers. Management attributed this roughly equally to price increases in the silver tier and market pain caused by the geopolitical war that broke out in February/March
- Tiered Retention:** While monthly silver tier churn is elevated at 7%, retention in the premium segments remains strong, with platinum churn below 1% and gold churn between 1% and 1.5%
- Differential Pricing:** A new three-tier pricing architecture has been implemented: Standard pricing for 95% of categories, premium pricing for 5%, and super-premium pricing for the top 1,000 categories

Trust, Verification, and AI Integration

- Prioritizing Quality over Volume:** The company is implementing buyer-side verification (OTP and email) for multiple inquiries to increase platform trust, even though this is expected to cause a 1% drop in inquiry conversion in the medium term
- AI Adoption:** AI is being embedded across platforms to make discovery more precise by combining three decades of proprietary data with next-generation intelligence. AI is also being integrated into Busy Infotech so as to drive future sales growth

Growth Engines: Busy Infotech and M&A

- Busy Infotech:** The subsidiary achieved INR 1,700 Mn in billing for the year with a normalized growth of 43%. It now has 2.25 lakh net paying customers, and management is exploring synergetic bundling with IndiaMart
- Investee Success:** Since 2020, IndiaMart has invested INR 7,500 Mn across 13 companies. Six of these have already surpassed INR 1,000 Mn in turnover, and management anticipates some may pursue IPOs in the next 2-3 years.

Operational Discipline

- Employee Expenses:** A decline in employee expenses in Q4 was not due to rationalisation but was a normalisation after an INR 850 Mn labor code impact recorded in the previous quarter. The current headcount of 6,200 is deemed sufficient for current needs

KPIT Technologies

BUY

Target Price: INR 1,030

Sector View: Neutral

KPIT

Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 17.1 | 16.7 | 2.1 |
| EBITDA | 3.5 | 3.4 | 1.9 |
| EBITDAM % | 20.6 | 20.7 | (3) bps |
| PAT | 1.6 | 1.9 | (18.2) |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 17,110 | 15,283 | 12.0 | 16,175 | 5.8 |
| Employee Cost | 10,716 | 9,763 | 9.8 | 10,226 | 4.8 |
| EBITDA (INR Mn) | 3,533 | 3,230 | 9.4 | 3,334 | 6.0 |
| EBITDA Margin (%) | 20.6 | 21.1 | (48.7) | 20.6 | 3.4 |
| Depreciation | 820 | 579 | 41.5 | 810 | 1.2 |
| EBIT (INR Mn) | 2,713 | 2,651 | 2.4 | 2,524 | 7.5 |
| Interest | 220 | 92 | 139.9 | 233 | (5.6) |
| PBT | 2,613 | 3,020 | (13.5) | 2,632 | (0.7) |
| Tax | 617 | 715 | (13.7) | 476 | 29.5 |
| Adj. PAT (INR Mn) | 1,630 | 2,447 | (33.4) | 1,334 | 22.2 |
| EPS (INR) | 6.0 | 8.9 | (33.4) | 4.9 | 22.2 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 58.4 | 64.5 | 72.2 | 81.5 | 92.5 |
| YoY (%) | 19.9 | 10.5 | 11.9 | 12.9 | 13.5 |
| EBITDA | 12.3 | 12.6 | 15.1 | 18.0 | 21.1 |
| EBITDAM % | 21.0 | 19.5 | 20.9 | 22.1 | 22.8 |
| Adj. PAT | 8.4 | 6.4 | 8.7 | 11.3 | 14.0 |
| EPS (INR) | 30.7 | 23.3 | 31.9 | 41.1 | 51.2 |
| ROE % | 28.8 | 19.7 | 21.1 | 23.0 | 23.9 |
| ROCE % | 26.1 | 19.0 | 19.6 | 22.0 | 23.7 |
| PE(x) | 23.5 | 31.0 | 22.7 | 17.6 | 14.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 39.41 | 39.41 | 39.44 |
| FIIIs | 13.25 | 13.57 | 14.31 |
| DIIIs | 24.65 | 25.35 | 23.89 |
| Public | 22.68 | 21.67 | 22.36 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| KPITTECH | (18.2) | (52.1) | (43.6) |

Key Conference Call Highlights

Strategic Pivot Towards Products and Solutions

- **Targeted Growth:** Management expects 30% growth YoY in Solutions and Products, with a goal to have these account for 50-60% of total revenue within 3 years
- **Profitability Drivers:** This shift is expected to significantly improve margin, with a medium-term EBITDAM target of 22% to 24%, up from the current 20-21% range
- **Business Model Change:** There is a concerted effort to move away from Time and Material (T&M) contracts towards fixed-price and outcome-based models, which now represent over 80% of new contracts

Segmental Performance

- **Passenger Cars:** The largest segment, contributing over 75% of revenue, grew 3% YoY to USD 572.2 Mn. Growth was impacted by program delays and Honda EV cancellations, though 3 new OEM wins are expected to support recovery
- **Trucks & Off-Highway:** A key growth driver, this segment grew 18.7% YoY, including 11.6% QoQ growth in Q4FY26. KPIT expanded its SDM focus, adding 4 truck and 6 off-highway OEMs globally
- **Micromobility:** KPIT re-entered the two and three-wheeler segment after 6 years, partnering with Hero Motors in India on propulsion and vehicle engineering, positioning the business as a long-term growth opportunity in Asia
- **Others:** Cloud-Based Connected Services delivered the strongest growth at 31% YoY. Architecture & Middleware Consulting declined 13.7% due to delays in next-generation vehicle architecture programs at major OEMs

Geographical Performance

- **USA:** Revenue grew 4.9% YoY to USD 198.8 Mn. Management sees strong opportunities as OEMs like GM and Ford accelerate investments in SDV programs, SUVs, and hybrids within the relatively protected US market
- **Europe:** Revenue increased 5.6% YoY to USD 348 Mn, though Q4 declined 7.1% QoQ. Rising Chinese competition and cost pressures are driving OEMs to optimize spending, creating opportunities for KPIT's cost-efficiency solutions
- **Asia (including India & China):** Revenue grew 3.3% YoY, with a strong 25.1% QoQ rise in Q4, reflecting improving momentum across key markets
 - **India:** Contributing nearly 4% of revenue, India is a strategic focus area. KPIT aims to double revenue in FY27 by supporting domestic OEMs developing globally competitive India-focused products
 - **China:** Also contributing around 4% of revenue, China remains strategically important. KPIT is strengthening its presence to learn from the rapid local ecosystem and support global OEMs defending market share

AI and Technological Leadership

- **Beacon Platform:** KPIT launched Beacon, a next-generation Mobility Intelligence Product designed for AI-first development, integration and validation to help OEMs reduce software cost and time to market.
- **Investment in R&D:** The company continues to invest 5% of its revenue into R&D, which is significantly higher than the industry average
- **Cybersecurity Expansion:** KPIT is acquiring a strategic stake in Cymotive to strengthen its automotive cybersecurity capabilities, which management views as a core enabler for software-defined vehicles (SDVs)

Resilience and Client Relationships

- **Wallet Share Expansion:** The strategy focuses on going deep and wide with the Top 25 clients, aiming to increase wallet share from nearly 10% to over 20% in the immediate future
- **New Client Wins:** Despite being selective, KPIT added 13 new clients in FY26, including breakthroughs with major passenger car and truck OEMs

L&T Technology Services

BUY

Target Price: INR 4,350

Sector View: Neutral



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 28.5 | 29.1 | (1.9) |
| EBIT | 4.3 | 4.1 | 5.3 |
| EBITM % | 15.2 | 14.2 | 106 bps |
| PAT | 3.3 | 3.2 | 1.8 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-----------------------|--------|--------|----------|--------|----------|
| Revenues (INR Mn) | 28,579 | 26,378 | 8.3 | 27,872 | 2.5 |
| Employee Cost | 16,817 | 15,485 | 8.6 | 16,243 | 3.5 |
| Gross Profit (INR Mn) | 11,762 | 10,893 | 8.0 | 11,629 | 1.1 |
| Gross Margin (%) | 41.2 | 41.3 | (14) bps | 41.7 | (57) bps |
| Other Cost | 6,548 | 6,566 | (0.3) | 6,644 | (1.4) |
| Depreciation | 865 | 809 | 6.9 | 861 | 0.5 |
| EBIT (INR Mn) | 4,349 | 3,518 | 23.6 | 4,124 | 5.5 |
| EBIT Margin (%) | 15.2 | 13.3 | 188 bps | 14.8 | 42 bps |
| Other Income | 553 | 491 | 12.6 | 333 | 66.1 |
| Interest | 170 | 159 | 6.9 | 149 | 14.1 |
| PBT | 4,362 | 3,850 | 13.3 | 3,954 | 10.3 |
| Tax | 1,162 | 1,055 | 10.1 | 1,031 | 12.7 |
| PAT (INR Mn) | 3,200 | 2,795 | 14.5 | 2,923 | 9.5 |
| Basic EPS (INR) | 30.1 | 26.4 | 13.9 | 27.5 | 9.5 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 96.4 | 110.0 | 122.6 | 141.8 | 165.8 |
| YoY (%) | -0.1 | 14.0 | 11.5 | 15.7 | 16.9 |
| EBIT | 14.9 | 15.9 | 19.9 | 23.6 | 28.4 |
| EBITM % | 15.4 | 14.5 | 16.2 | 16.7 | 17.2 |
| Adj PAT | 11.9 | 12.3 | 16.3 | 19.2 | 22.4 |
| EPS (INR) | 112.5 | 115.9 | 147.3 | 174.0 | 203.1 |
| ROE % | 20.8 | 19.8 | 22.5 | 23.3 | 23.3 |
| ROCE % | 23.6 | 21.8 | 24.9 | 27.5 | 29.0 |
| PE(x) | 31.6 | 30.6 | 24.1 | 20.4 | 17.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 73.57 | 73.58 | 73.58 |
| FIIIs | 3.86 | 4.22 | 4.67 |
| DIIIs | 14.64 | 14.57 | 14.13 |
| Public | 7.93 | 7.62 | 7.63 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| LTTS | 4.9 | (31.5) | (19.3) |

Key Conference Call Highlights

Financial Performance and Quality of Revenue

- Margin Expansion:** EBITM for Q4FY26 expanded to 15.2%, representing a 40 bps sequential improvement. Management attributes this to improving the quality of revenue through strategic rationalization
- Large Deals:** The company secured USD 855 Mn in large deal wins for FY26, a 40% increase over the previous year. Q4 alone contributed USD 182 Mn in TCv
- Dividend:** The board recommended a final dividend of INR 40 per share, bringing the total FY26 dividend to INR 58 per share

Strategic Portfolio Realignment

- SWC Divestment:** LTTS completed the divestment of the Smart World and Communication (SWC) business. While the telco infra and cyber portions were successfully internationalised, the Smart Cities portion was divested because it relied on local government and local jobs, making it difficult to scale globally
- Non-Strategic Exits:** Beyond SWC, the company exited low-margin or non-strategic businesses worth USD 19 Mn in annualized revenue. This restructuring is considered complete as of Q4, providing a clean baseline for FY27

Lakshya 31: The 5-Year Plan

- Growth Targets:** LTTS aspires to a 13% to 15% revenue CAGR in USD terms with EBITM ranging between 16% and 17%
- 6 Strategic Bets:** The company is focusing on software-defined mobility, plant build-out/modernisation, energy/industrial automation, next-gen compute/AI infra, software platforms in AI and medtech
- Revenue Mix Shift:** Currently, these bets contribute less than 50% of revenue, but management expects them to represent over 70% of business within 5 years

Segment-wise Outlook

- Mobility:** Stabilized in Q4 and is expected to grow starting Q1FY27, driven by North American investments in SDV and hybrid technology
- Sustainability:** Grew 11% YoY and contributed over 50% of Q4 large deal wins. It reached a milestone with its first USD 50 Mn+ account
- Tech:** Experienced subdued Q4 revenue due to conscious exits from non-strategic business but is expected to resume growth in Q1FY27

Operational Metrics

- Headcount:** Total headcount reached 23,830 after adding 522 people in Q4. This growth was driven by onboarding freshers in anticipation of deal ramp-ups already won
- DSO Improvement:** Days Sales Outstanding (DSO) improved significantly to 83 days (down from 93 in Q3), largely due to the SWC divestment and improved collection

AI and Technology Leadership

- Engineering Intelligence (EI):** This is the core approach to embedding AI across products and processes to drive high-value outcomes
- Three AI Pivots:** Management is integrating AI in three areas: internal productivity (targeting 10-40% gains), client processes (e.g., supply chain optimisation) and customer products (embedding AI directly into end-user devices)
- Intellectual Property:** LTTS filed over 1,700 patents in FY26, with 237 specifically focused on AI and GenAI

LTM

BUY

Target Price: INR 4,700

Sector View: Neutral



Q4FY26 Conference Call Audio

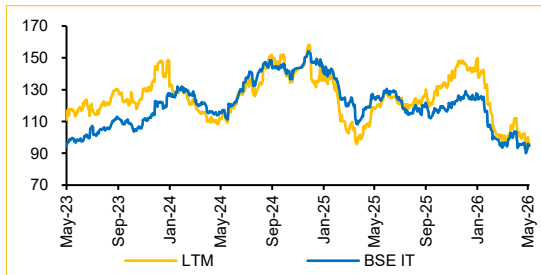
| Change in Estimates | | | | | | |
|---------------------|-------|-------|----------|-------|-------|-----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 477 | 483 | (1.3) | 519 | 546 | (5.0) |
| EBIT | 75 | 80 | (5.9) | 84 | 95 | (12.2) |
| EBITM % | 15.7 | 16.5 | (78) bps | 16.1 | 17.5 | (133) bps |
| EPS | 203.2 | 220.9 | (8.0) | 235.0 | 272.4 | (13.7) |

| LTM Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|----------|----------|---------|----------|---------|
| Revenues (USD Mn) | 1,222 | 1,208 | 1.2 | 1,131.0 | 8.1 |
| Revenues (INR Mn) | 1,12,917 | 1,07,810 | 4.7 | 97,717.0 | 15.6 |
| EBIT (INR Mn) | 17,094.0 | 17,371.0 | (1.6) | 13,454.0 | 27.1 |
| EBIT Margin (%) | 15.1 | 16.1 | (6.0) | 13.8 | 10.0 |
| Other income | 1,747.0 | 2,272.0 | (23.1) | 2,512.0 | (30.5) |
| Interest | 653.0 | 693.0 | (5.8) | 673.0 | (3.0) |
| PBT | 18,810 | 13,047 | 44.2 | 15,293 | 23.0 |
| Tax | 4,937 | 3,451 | 43.1 | 4,007 | 23.2 |
| Adj. PAT (INR Mn) | 13,923 | 9,706 | 43.4 | 11,285 | 23.4 |
| Basic EPS (INR) | 46.9 | 32.7 | 43.5 | 38.0 | 23.4 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 380.1 | 423.1 | 476.7 | 518.9 | 551.2 |
| YoY (%) | 7.0 | 11.3 | 12.7 | 8.9 | 6.2 |
| EBIT | 55.0 | 65.0 | 74.8 | 83.7 | 90.3 |
| EBITM % | 14.5 | 15.4 | 15.7 | 16.1 | 16.4 |
| Adj PAT | 46.0 | 50.2 | 60.3 | 69.7 | 75.9 |
| EPS | 155.0 | 169.1 | 203.2 | 235.0 | 255.9 |
| ROE % | 20.3 | 20.9 | 21.8 | 21.6 | 20.3 |
| ROCE % | 22.3 | 23.7 | 24.1 | 23.5 | 22.1 |
| PE(x) | 35.7 | 26.7 | 22.2 | 19.2 | 17.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 68.52 | 68.53 | 68.54 |
| FIs | 6.63 | 6.51 | 6.40 |
| DIs | 16.90 | 16.80 | 16.57 |
| Public | 7.82 | 8.02 | 8.35 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.4) | (18.2) | (23.4) |
| LTM | (17.5) | (16.1) | (20.2) |



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Key Conference Call Highlights

Segment Performance

- Manufacturing and Resources (to be renamed "Production"):** Witnessed flattish growth of 0.5% QoQ in Q4. The management is consolidating manufacturing, energy, and utilities under the "Production" segment starting Q1FY27.
- HLS, Public Services and Consumer Business:** HLS & PS grew 8.9% QoQ and will be merged into the Consumer business reporting for FY27 Consumer Business grew 2.5% QoQ in Q4.
- BFSI:** Recorded modest growth of 4.9% QoQ in Q4. While the vertical outside of the top client grew double digits; the top BFSI client saw a sharp decline as management pushed for a "productivity benefit accelerator" to bottom out that account's specific AI-led journey.
- Tech, Media and Communication (TMC):** Grew 8.3% QoQ in Q4. However, the segment saw a faster-than-expected recovery in Q4 due to the rapid ramp-up of cloud acceleration programs.

Geographical Performance

- Europe:** The management aims to continue growing Europe faster than the Americas by focusing on "white spaces" like sovereign solutions.
- ROW:** Delivered strong growth of 11.6%.
- Americas:** Grew 4% for the year. While it remains the company's largest market, management is looking to double down on the consumer market segment within the region.

Margin Trajectory

- Margin Performance:** LTM reported an operating EBIT margin of 15.4% for FY26, up 90 bps YoY. The operating EBIT margin for the fourth quarter was 15.1%, down 100 bps. This contraction was primarily driven by partial wage hike effective January 1st and productivity commitments made in key accounts, which were partially offset by forex benefits.
- Efficiency Programs:** Margin was supported by the "Fit-for-Future" program, which focused on cost optimisation. Under the "Lakshya '31" strategy, the company intends to expand its margin further through the "New Horizons" track focussed on operating efficiency.

Outlook & Guidance

- Lakshya '31 Strategy:** The company launched its five-year strategic framework with the ambitious goal of doubling revenue in five years. This implies an approximate 15% CAGR.
- FY27 Expectation:** The management expects to deliver industry-leading growth for the full year.
- Order Inflow:** Total order inflow for FY26 stood at USD 6.6 Bn (up 10.3% YoY), with six deals exceeding USD-100 Mn in contract value. Inflow has exceeded USD 1.5 Bn for six consecutive quarters.
- Inorganic Growth:** The five-year plan includes an inorganic component, with management evaluating acquisitions which provide jumpstarts into newer competencies (like sovereign AI) or white-space client segments like aerospace and defense in Europe.

AI Initiatives

- BlueVerse Ecosystem:** This is the company's foundation for AI-centric capabilities, featuring the BlueVerse Foundry and specialised platforms like AgentIQ and AppIQ for AI orchestration.
- Service Realignment:** Traditional service lines have been realigned into three new AI-led categories: I-Run (AI-enabled technology operations), I-Transform (modernisation to make clients "AI-ready"), and Business AI (applying domain-led AI to reimagine processes).
- Talent and Partnerships:** Approximately 70% of developers are already on GitHub Copilot. The company has forged strategic AI partnerships with NVIDIA, Salesforce, and ServiceNow and it was named NVIDIA's Rising Star Consulting Partner of the Year.

[Click here to read Q4FY26 Result Update](#)

Mphasis

BUY

Target Price: INR 2,625

Sector View: Neutral



Q4FY26 Conference Call Audio

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|----------|-------|-------|----------|-------|-------|----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 182.5 | 184.7 | (1.2) | 205.2 | 208.1 | (1.4) |
| EBIT | 28.4 | 30.2 | (5.9) | 32.9 | 35.3 | (6.7) |
| EBITM % | 15.6 | 16.3 | (79) bps | 16.0 | 17.0 | (91) bps |
| EPS | 111.1 | 120.5 | (7.8) | 131.3 | 142.0 | (7.6) |

| MPHL Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|--------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 42,427 | 40,026 | 6.0 | 37,100 | 14.4 |
| EBIT (INR Mn) | 6,525 | 6,089 | 7.2 | 5,672 | 15.0 |
| EBIT Margin (%) | 15.4 | 15.2 | 17 bps | 15.3 | 9 bps |
| Other income (net) | 1,062 | 609 | 74.4 | 600 | 77.0 |
| Interest | 773 | 411 | 88.1 | 361 | 114.4 |
| PBT | 6,813 | 5,932 | 14.9 | 5,911 | 15.3 |
| Tax | 1,717 | 1,557 | 10.3 | 1,446 | 18.7 |
| PAT (INR Mn) | 5,096 | 4,422 | 15.3 | 4,465 | 14.1 |
| Diluted EPS (INR) | 26.7 | 23.1 | 15.3 | 23.4 | 14.0 |

Key Financials

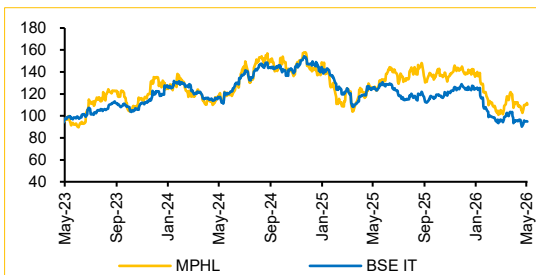
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------|-------|-------|-------|-------|-------|
| Revenue | 142.3 | 158.8 | 182.5 | 205.2 | 224.0 |
| YoY (%) | 7.2 | 11.6 | 14.9 | 12.4 | 9.2 |
| EBIT | 21.7 | 24.3 | 28.4 | 32.9 | 36.3 |
| EBITM % | 15.3 | 15.3 | 15.6 | 16.0 | 16.2 |
| Adj PAT | 17.0 | 18.6 | 21.2 | 25.1 | 27.8 |
| EPS | 89.4 | 97.5 | 111.1 | 131.3 | 145.3 |
| ROE % | 17.7 | 17.7 | 17.6 | 18.2 | 19.6 |
| ROCE % | 29.8 | 28.5 | 30.7 | 32.9 | 33.4 |
| PE(x) | 25.2 | 22.7 | 20.2 | 17.1 | 15.5 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 30.55 | 30.59 | 40.10 |
| Flls | 19.51 | 19.79 | 18.52 |
| Dlls | 45.65 | 45.26 | 37.08 |
| Public | 4.28 | 4.36 | 4.31 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|-------|--------|--------|
| BSE IT | (0.6) | (18.2) | (23.4) |
| MPHL | 14.5 | (6.1) | (12.7) |



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Key Conference Call Highlights

Segment Performance

- **Direct Business:** This remains the primary growth engine, contributing 98.6% of revenue and crossing an annualised run rate of USD 1.8 Bn.
- **BFSI:** These verticals led the growth at 13.4% QoQ in Q4. Direct BFS grew 18.6% for the full year, while Insurance saw massive momentum with 46.5% YoY growth in Direct revenues.
- **Enterprise Applications:** Now the core growth segment, it contributes 76.5% of total revenue and grew 14.8% YoY in CC terms.
- **ITO:** This segment declined 21.6% YoY, reflecting a strategic decision to scale down the non-core ATM business in favour of higher-value AI opportunities.

Geographical Performance

- **United States:** As the anchor market, it delivered a strong 10.7% YoY growth in Direct revenue, supported by the ramp-up of large deal wins.
- **EMEA:** Grew 6.9% sequentially, though YoY growth was flat at 0.8% due to revenue structuring for a large Logistics client.
- **ROW:** Direct revenues grew 2.6% YoY, with increased participation in globally structured deals.

Margin Trajectory

- Mphasis maintained its profitability within its stated target band of 14.75% to 15.75%. Q4 EBIT margin stood at 15.4%, a sequential expansion of 20 bps.
- Hedge Losses: These remain a headwind, with hedge losses expected to continue impacting the P&L through the first half of FY27E.

Outlook & Guidance

- **Revenue Growth:** The management expects high single-digit to low double-digit growth in FY27E.
- **Record TCV:** The company achieved its highest-ever annual net new TCV of USD 2.1 Bn (a 68% increase YoY).
- **Order Book:** Pipeline is at an all-time high, having expanded 2.6 times since the launch of the AI-first strategy

AI Initiatives

- **Agentic AI:** Mphasis is focusing on systems that go beyond prediction to drive governed, autonomous actions across end-to-end workflows
- **Continuum AI Acquisition:** The acquisition of Theory and Practice integrates a modular decision intelligence platform into the Mphasis stack, moving from simple modernisation to enterprise decision transformation.
- **Value Creation:** The management notes that 80% of AI-driven transformation will occur outside the IT function, focussed on upgrading work rather than just systems.

[Click here to read Q4FY26 Result Update](#)

Meesho

ADD

Target Price: INR 210

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev.% |
| Revenue | 35.3 | 36.1 | (2.3) |
| EBITDA | (2.5) | (2.8) | (7.4) |
| EBITDAM % | (7.2) | (7.6) | 40 bps |
| PAT | (1.7) | (1.5) | 12.4 |

| Meesho Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|---------|---------|---------|----------|----------|
| Revenues (INR Mn) | 35,312 | 35,176 | 0.4 | 24,000 | 47.1 |
| EBITDA (INR Mn) | (2,548) | (5,389) | (52.7) | (2,308) | 10.4 |
| EBITDA Margin (%) | (7.2) | (15.3) | 810 bps | (9.6) | (25) bps |
| Depreciation | 186 | 109 | 70.7 | 45 | 312.4 |
| Other income | 1,158 | 788 | 46.9 | 1,266 | (8.6) |
| Interest | (24) | (39) | (38.9) | (15) | 59.3 |
| PBT | (1,601) | (4,786) | (66.6) | (13,949) | (88.5) |
| Tax | 63 | 120 | (48.0) | (35) | (276.4) |
| PAT (INR Mn) | (1,663) | (4,906) | (66.1) | (13,914) | (88.0) |
| EPS (INR) | (0.4) | (1.1) | (68.4) | (3.4) | (89.4) |

| Key Financials | | | | | |
|----------------|--------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 93.9 | 126.3 | 171.1 | 224.0 | 299.4 |
| YoY (%) | 23.3 | 34.5 | 35.5 | 30.9 | 33.7 |
| EBITDA | -5.8 | -14.9 | -3.5 | 1.3 | 12.0 |
| EBITDAM % | -6.2 | -11.8 | -2.1 | 0.6 | 4.0 |
| Adj PAT | -39.4 | -13.6 | 0.1 | 5.5 | 16.0 |
| EPS (INR) | -10.0 | -3.1 | 0.0 | 1.3 | 3.7 |
| ROE % | -272.7 | -31.0 | 0.2 | 8.9 | 18.9 |
| ROCE % | -110.0 | -38.7 | -9.3 | -1.9 | 7.6 |

| Shareholding Pattern (%) | | | |
|--------------------------|--|--------|--------|
| | | Dec-25 | Mar-26 |
| Promoters | | 16.76 | 16.57 |
| FIIIs | | 4.31 | 4.17 |
| DIIIs | | 5.28 | 5.56 |
| Public | | 73.66 | 73.70 |

| Relative Performance (%) | |
|--------------------------|-------|
| YTD | 5M |
| BSE 200 | (5.1) |
| MEESHO | 13.0 |

Key Conference Call Highlights

Q4FY26 Operating Metrics

- Annual Transacting Users increased to **264 Mn (+33% YoY)**. Placed orders grew **43.1% YoY**, while order frequency improved to **10.1x** in this quarter, indicating rising user engagement. NMV increased **~43% YoY to INR 113.7 Bn**, while the **GMV-to-NMV conversion ratio** improved to **60.0% (vs. 58.0% last year)**.

Logistics and Valmo Strategy

- Neutral Sourcing:** Management does not have a fixed goal for the mix between internal (Valmo) and third-party logistics. Instead, it prioritises the most cost-efficient provider for every specific lane to keep products affordable for customers
- Operational Recovery:** The company has moved past transient logistics headwinds experienced in Q2 and Q3 of FY26, which were caused by capacity disruption and CPL consolidation
- Future Automation:** Meesho plans to introduce state-of-the-art automation at its sorting centers in the next few years to further drive middle-mile efficiency

User Acquisition and Engagement

- ROI-driven Marketing:** Advertising spend is decided on the basis of return on investment (ROI) threshold rather than a fixed budget
- Rural Success:** Investments in technology and AI (such as, the Vani voice agent) have helped lower the Customer Acquisition Cost (CAC) and successfully convert more rural customers
- Increased Frequency:** Counterintuitively, even as Meesho expands into deeper parts of India, first-year user frequency has doubled in the last 3 years owing to better pricing and relevance algorithms

Meesho Mall and Brand Strategy

- Focus on 'Mass India':** Unlike traditional premium-focussed malls, Meesho Mall targets anyone seeking value, focussing on national and regional brands for the billion people who lack access through traditional distribution networks
- Investment Phase:** At present, Meesho Mall is at an investment stage, meaning, its contribution margin is lower than the main marketplace as the company focusses on onboarding brands and selection

Financial Trajectory and Monetisation

- Margin Improvement:** Contribution margin recovered to **4.0% of NMV in Q4FY26 (vs. 2.3% in Q3FY26)**, as logistics headwinds from earlier in the year, primarily driven by third-party consolidation have largely been resolved.
- Shift to Prepaid:** Management is actively pushing a move **from Cash on Delivery (COD) to prepaid transactions**, which improves the cost structure by reducing handling charges and improving delivery rates
- Ad Revenue Growth: Ad revenue is on an upward trajectory with high Return on Ad Spend (ROAS).** The current focus is on activating more sellers as advertisers rather than aggressive price increases
- Profitability Outlook:** While specific EBITDA guidance was not provided, the management noted that Free Cash Flow (FCF) is expected to continue improving on a quarterly basis
- Investment in Meesho Payments:** Meesho Limited will invest **INR 1 Bn** in its subsidiary, Meesho Payments Private Limited (MPPL), a Lending Service Provider (LSP), to strengthen its operational and regulatory capabilities and support future growth.

Nazara Technologies

BUY

Target Price: INR 400

Sector View: Positive



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|---------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 3.9 | 4.4 | (10.1) |
| EBITDA | 0.7 | 0.8 | (2.5) |
| EBITDAM % | 19.5 | 18.0 | 151 bps |
| PAT | 0.5 | 0.3 | 50.7 |

| Particulars | Q4 FY26 | Q4 FY25 | YoY (%) | Q3 FY26 | QoQ (%) |
|-------------------|---------|---------|---------|---------|---------|
| Revenues (INR Mn) | 3,977.8 | 5,202.0 | (23.5) | 4,059.7 | (2.0) |
| EBITDA (INR Mn) | 776.2 | 510.3 | 52.1 | 677.5 | 14.6 |
| EBITDA Margin (%) | 19.5 | 9.8 | 970 bps | 16.7 | 282 bps |
| PAT (INR Mn) | 469.6 | 158.6 | 196.1 | 98.6 | 376.3 |
| Basic EPS (INR) | 1.3 | 0.4 | 196.1 | 0.3 | 370.4 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 16.2 | 18.3 | 42.2 | 52.4 | 61.8 |
| YoY (%) | 42.7 | 12.6 | 130.8 | 24.1 | 18.0 |
| EBITDA | 1.5 | 2.5 | 7.2 | 9.5 | 11.5 |
| EBITDAM % | 9.4 | 13.9 | 17.1 | 18.1 | 18.6 |
| Adj PAT | 0.9 | 0.8 | 1.6 | 2.9 | 5.2 |
| EPS (INR) | 2.3 | 2.2 | 4.4 | 7.5 | 13.4 |
| ROE % | 3.0 | 2.3 | 4.3 | 6.7 | 10.6 |
| ROCE % | 0.1 | 0.7 | 6.8 | 7.9 | 12.1 |
| PE(x) | 117.5 | 124.9 | 62.3 | 36.8 | 20.7 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Mar-26 | Dec-25 | Sep-25 |
| Promoters | 35.45 | 35.45 | 35.45 |
| FIIIs | 13.30 | 11.98 | 12.63 |
| DIIIs | 2.16 | 3.62 | 7.18 |
| Public | 49.08 | 48.95 | 44.73 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.7) | (18.2) | (23.4) |
| NAZARA | 88.4 | 83.9 | (13.0) |

Key Conference Call Highlights

Financial Performance and Scale

- **Record Revenue and Profitability:** FY26 consolidated revenue reached INR 18,290 Mn (up 13% YoY), with EBITDA growing 66% YoY to INR 2550 Mn
- **Margin Expansion:** Consolidated EBITDAM expanded to 13.9% for the full year, reaching a peak of 19.5% in Q4FY26
- **Strong Cash Generation:** Cash flow from operations grew 81% YoY to INR 1,486 Mn
- **Dominance of Gaming:** The contribution of the gaming segment to total revenue increased significantly, from 56% in FY25 to 90% in FY26

Strategic Growth Pillars

- **Center of Excellence (COE):** The management emphasised the COE as the company's operating system, centralising user acquisition, data analytics, and product development across all IPs so as to drive efficiency and compounding growth
- **AI Integration:** AI is being aggressively implemented across the portfolio, from AI-native development at BlueTile to automated marketing operations and chat moderation in games, such as Animal Jam
- **M&A and Portfolio Optimization:** The acquisition of BlueTile and BestPlay significantly expanded Nazara's casual gaming scale. Management is also evaluating the monetization of non-core assets (such as sports media or ad-tech) to redeploy capital into higher-margin core gaming opportunities

Outlook

- **Strong FY27E Growth Expectation:** The management expressed high confidence in FY27E performance, expecting both, organic revenue growth and continued margin expansion, driven by the COE and AI initiatives
- **Large Acquisitions in Pipeline:** Having built strong M&A and integration capabilities, Nazara is now prepared to take step changes through potentially larger acquisitions to further scale up
- **Monetising Non-Core Assets:** Management is actively evaluating the potential monetisation or divestment of non-core businesses, such as Sportskeeda and the Ad-tech segment. The goal is to extract value and redeploy capital into high-growth and high-margin core gaming opportunities

Key Portfolio Progress Overview

▪ Kiddopia (13% of revenue)

Kiddopia recorded a revenue of INR 499 Mn, up 4.6% QoQ and up 7.7% YoY in Q4FY26. **The platform successfully returned to subscriber growth in the latter half of the year with improved unit economics and margin expansion**

▪ Fusebox (19% of revenue)

Fusebox posted a revenue of INR 775 Mn, up 37.6% QoQ and down 2.0% YoY in Q4FY26. Fusebox expanded its Love Island franchise, launched Big Brother and Big Boss titles, and strengthened its content calendar so as to reduce volatility. **Management expects new IPs, including The Traitors, to scale up meaningfully and support sustained growth in the next 2 years**

▪ Ad Tech (22% of revenue)

The segment recorded revenue of INR 871 Mn, recording a de-growth of 24.7% QoQ and 41.1% YoY in Q4FY26. **Revenue decline reflected an intentional shift away from low-margin services towards higher-margin tech verticals**, improving profitability and supporting a bullish FY27 outlook driven by AI-led expansion and potential monetization of non-core assets so as to fund higher-growth gaming opportunities

▪ Nodwin (Reported as an Associate)

Nodwin recorded a revenue of INR 1,280 Mn, down 51.0% QoQ and 15.7% YoY in Q4FY26. **This segment is preparing for an independent IPO and aims to raise approximately USD 100 Mn to fund its global expansion**, particularly in the global south. The outlook includes 5-10% organic growth driven by a dual focus on grassroots content discovery and high-margin live events such as, music and esports festivals.

Persistent Systems

BUY

Sector View: Neutral

Target Price: INR 6,200



Q4FY26 Conference Call Audio

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|----------|-------|-------|----------|-------|-------|-----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 179.0 | 182.4 | (1.7) | 214.7 | 217.6 | (1.3) |
| EBIT | 29.8 | 32.0 | (6.9) | 36.6 | 41.9 | (12.6) |
| EBITM % | 16.6 | 17.5 | (93 bps) | 17.1 | 19.2 | (220 bps) |
| EPS | 144.4 | 161.2 | (10.4) | 177.1 | 211.1 | (16.1) |

| PSYS Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|--------|--------|----------|--------|---------|
| Revenues (USD Mn) | 436 | 423 | 3.2 | 375 | 16.2 |
| Revenues (INR Mn) | 40,559 | 37,782 | 7.4 | 32,421 | 25.1 |
| EBIT (INR Mn) | 6,592 | 6,325 | 4.2 | 5,053 | 30.4 |
| EBIT Margin (%) | 16.3 | 16.7 | (49 bps) | 15.6 | 67 bps |
| Other income | 335 | 405 | (17.3) | 184 | 82.4 |
| Interest | 187 | 190 | (1.5) | 185 | 1.2 |
| PBT | 6,740 | 5,650 | 19.3 | 5,052 | 33.4 |
| Tax | 1,447 | 1,255 | 15.3 | 1,094 | 32.2 |
| PAT (INR Mn) | 5,293 | 4,395 | 20.4 | 3,958 | 33.7 |
| FD EPS (INR) | 33.6 | 27.9 | 20.1 | 25.4 | 32.1 |

Key Financials

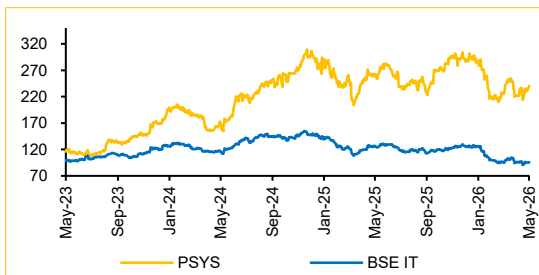
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------|-------|-------|-------|-------|-------|
| Revenue | 119.4 | 147.5 | 179.4 | 214.7 | 254.9 |
| YoY (%) | 21.6 | 23.5 | 21.6 | 19.7 | 18.7 |
| EBIT | 17.5 | 23.9 | 29.8 | 36.6 | 45.3 |
| EBITM % | 14.7 | 16.2 | 16.6 | 17.1 | 17.8 |
| Adj PAT | 14.0 | 18.7 | 22.8 | 27.9 | 35.1 |
| EPS | 90.2 | 118.9 | 144.4 | 177.1 | 222.4 |
| ROE % | 22.2 | 23.8 | 24.1 | 24.4 | 25.0 |
| ROCE % | 27.4 | 28.3 | 29.6 | 30.3 | 30.9 |
| PE(x) | 56.1 | 44.7 | 36.8 | 30.0 | 23.9 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 30.29 | 30.29 | 30.56 |
| FIs | 22.11 | 22.79 | 21.24 |
| DIs | 30.47 | 29.80 | 30.60 |
| Public | 16.14 | 16.21 | 17.14 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|-------|--------|--------|
| BSE IT | (2.4) | (18.2) | (23.4) |
| PSYS | 100.7 | 42.0 | (11.0) |



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Key Conference Call Highlights

Segment Performance

- BFSI:** This vertical is the standout performer, growing 24.3% YoY in Q4. It has an annualised run rate of USD 600 Mn and serves 4 out of the top 5 banks in the US and India. Demand is focussed on core modernisation, payments (e.g., FedNow), and digital assets.
- HLS:** This segment grew 14.1% YoY in Q4. Key drivers include AI-driven drug discovery and clinical data unification.
- Software, Hi-Tech, and Emerging Verticals:** This group expanded 11.2% YoY in Q4. The management noted a landmark USD 50 Mn+ TCV deal with a global industrial technology leader to shift from hardware-centric to software-led platforms.

Geographical Performance

- North America:** Growth was broad-based across international markets, though North America remains the primary revenue driver. Revenue grew 17.4% YoY in Q4 and 17.2% for the full year.
- Europe:** For the full year, Europe was a high-growth geography at 26.7% YoY, despite a 12.3% YoY growth in Q4. The management plans to "double down" on this region despite some sequential "puts and takes".
- India:** Grew 4.2% YoY in Q4 and 9.5% for the full year. The Q4 growth included an aberration where a tech customer's renewal was classified as India revenue because it was billed in INR.
- ROW:** Grew 41.4% YoY in Q4 on a smaller base.

Margin Trajectory

- Margin Performance:** Persistent achieved a structural improvement in profitability, with the Q4 EBIT margin reaching 16.3%, a 70 bps increase YoY. FY26 EBIT margin was 15.6%, up 90 bps from the previous year.
- Q4 Tailwinds & Headwinds:** Margin benefited from the absence of one-time wage code cost (220 bps), operational efficiency (40 bps), and favorable currency (60 bps). These were partially offset by corporate development consulting (60 bps) and increased sub-contractor and travel cost (70 bps).

Outlook & Guidance

- Revenue Target:** The company is steadily marching towards a USD 2 Bn annual run rate (approximately USD 500 Mn per quarter) by the exit of FY27E.
- Strategy:** The company aspires to move margins into the 16% to 17% range but prioritises reinvesting in growth and AI capabilities over immediate expansion.
- Order Book:** TCV for the year reached USD 1.8 Bn. Q4 TCV was USD 600.8 Mn.
- Future Growth:** For FY27E, the management expects the pecking order of growth to be led by HLS and BFSI, followed by the Tech sector.

AI Initiatives

- Three Pillars:** The strategy is built on engineering hyperproductivity (software lifecycle), business hyperproductivity (workflow automation) and enterprise data readiness (foundation for AI).
- Core Platforms:** Key intellectual property includes SASVA (AI-led engineering), iAURA (data management/lineage) and GenAI Hub.
- Innovation:** The company has filed over 120 patents related to AI and has trained over 1,700 leaders and architects through internal AI Huddles.
- Agentic AI:** Persistent has developed a portfolio of over 500 AI agents. Notable projects include a biopharma molecular simulation system co-innovated with NVIDIA and a merchant risk solution with Databricks.
- Partnerships:** Strategic alliances have been expanded with Anthropic, OpenAI, NVIDIA, Microsoft, Google and Snowflake.

[Click here to read Q4FY26 Result Update](#)

Tata Consultancy Services (TCS)

BUY

Target Price: INR 3,350

Sector View: Neutral



Q4FY26 Conference Call Audio

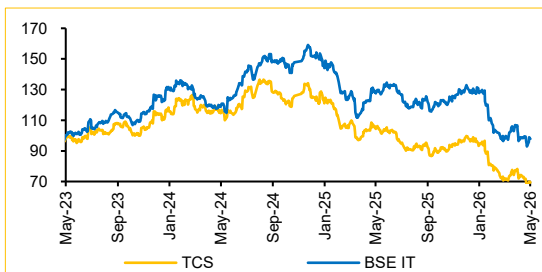
| Change in Estimates | | | | | | |
|---------------------|---------|---------|----------|---------|---------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 2,945.4 | 2,892.8 | 1.8 | 3,191.8 | 3,111.6 | 2.6 |
| EBIT | 746.6 | 744.3 | 0.3 | 818.9 | 826.5 | (0.9) |
| EBITM % | 25.3 | 25.7 | (38 bps) | 25.7 | 26.6 | (91 bps) |
| EPS | 159.4 | 158.4 | 0.7 | 176.2 | 176.8 | (0.3) |

| TCS Ltd. | Q4 FY26 | Q3 FY26 | QoQ (%) | Q4 FY25 | YoY (%) |
|-------------------|----------|----------|---------|----------|---------|
| Revenues (USD Mn) | 7,621 | 7,509 | 1.5 | 7,465 | 2.1 |
| Revenues (INR Mn) | 7,06,980 | 6,70,870 | 5.4 | 6,44,790 | 9.6 |
| Employee Cost | 4,08,080 | 3,86,230 | 5.7 | 3,83,890 | 6.3 |
| Other costs | 1,06,140 | 1,01,950 | 4.1 | 91,100 | 16.5 |
| Depreciation | 14,060 | 13,800 | 1.9 | 13,790 | 2.0 |
| EBIT (INR Mn) | 1,78,700 | 1,68,890 | 5.8 | 1,56,010 | 14.5 |
| EBIT Margin (%) | 25.3 | 25.2 | 10 bps | 24.2 | 108 bps |
| Other income | 7,570 | 11,180 | (32.3) | 10,280 | (26.4) |
| Interest | 2,650 | 5,380 | (50.7) | 2,270 | 16.7 |
| PBT | 1,83,620 | 1,74,690 | 5.1 | 1,64,020 | 11.9 |
| Adj. PAT (INR Mn) | 1,37,180 | 1,06,570 | 28.7 | 1,22,240 | 12.2 |
| Basic EPS (INR) | 37.92 | 29.45 | 28.8 | 33.79 | 12.2 |

| Key Financials | | | | | |
|----------------|---------|---------|---------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 2,553.2 | 2,670.2 | 2,945.4 | 3,191.8 | 3,418.1 |
| YoY (%) | 6.0 | 4.6 | 10.3 | 8.4 | 7.1 |
| EBIT | 621.7 | 668.4 | 746.6 | 818.9 | 889.0 |
| EBITM % | 24.3 | 25.0 | 25.3 | 25.7 | 26.0 |
| Adj PAT | 485.5 | 492.1 | 576.7 | 637.3 | 697.0 |
| EPS | 134.2 | 136.0 | 159.4 | 176.2 | 192.7 |
| ROE % | 50.7 | 45.4 | 47.6 | 47.4 | 45.3 |
| ROCE % | 53.9 | 52.1 | 52.8 | 52.8 | 50.9 |
| PE(x) | 30.3 | 19.0 | 16.2 | 14.7 | 13.4 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 71.77 | 71.77 | 71.77 |
| FIIs | 9.66 | 10.37 | 10.33 |
| DIIIs | 13.34 | 12.81 | 12.64 |
| Public | 5.16 | 4.98 | 5.21 |

| Relative Performance (%) | | | |
|--------------------------|--------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.4) | (18.2) | (23.4) |
| TCS | (29.7) | (39.5) | (33.4) |



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Key Conference Call Highlights

Segment Performance

- **BFSI:** This vertical grew marginally (0.1% QoQ CC), with clients shifting from experimentation to industrialised, business-driven transformation. Demand is focussed on core modernisation, cloud migration and productivity-led operating model transformation.
- **Consumer Business Group (CBG):** Achieved good growth (2.8% QoQ CC) and recorded an all-time high TCv, propelled by two mega deal wins from Marks & Spencer and a leading American healthcare retailer.
- **Manufacturing:** Showed good growth (1.2% QoQ CC) despite supply chain impacts. Clients prioritised cost-optimisation and AI-led productivity for predictive maintenance and quality automation.
- **Energy, Resources and Utilities (ERU):** Demonstrated robust growth (6.1% QoQ CC), led by supply chain modernisation in the Energy & Resources segment, though the Utilities segment remains under stress.
- **Communication, Media and Information Services (CMI):** While seeing a modest decline (0.4% QoQ CC), there are signs of an IT spending rebound. The company signed its first mega deal in this segment with a UK-based telecom operator.
- **Life Sciences and Healthcare:** Experienced a marginal growth (0.4% QoQ CC), focusing on data marketplaces and AI for productivity.

Geography Performance

- **North America:** North America posted a steady 1.4% QoQ CC growth, supported by large transformation deals and improving client addition, although weakness persisted in select consumer segments, such as CPG and TTH.
- **Europe:** Continental Europe delivered 1.0% QoQ CC growth, supported by vendor consolidation, technology modernisation and rising adoption of GenAI-led transformation initiatives across enterprises.
- **MEA:** Middle East and West Asia (+0.4% QoQ CC growth) continued to face geopolitical volatility, although the management indicated that the direct impact remains largely confined to the region and the travel sector.

Margin Trajectory

- **Margin Strength Provides Room for Strategic Investments:** EBIT margin stood at a four-year high of 25% and Q4 margin improved sequentially to 25.3%. Margin gains were supported by better realisation and currency tailwinds, partly reinvested into AI capability building, partnerships and strategic growth initiatives.
- **Wage Hike:** While annual wage hike from April pose a near-term headwind of 150–200 bps, it is expected to offset through operational efficiency and pyramid optimisation.
- **Long-term Goal:** The management aspires a 26% margin aspiration.

Outlook & Guidance

- **Order Book:** The company delivered a strong USD 12 Bn for Q4 and USD 40.7 Bn for the full year, propelled by five mega deals and a strategic shift towards vendor consolidation and AI-led transformation.
- **FY27 Expectation:** The management is positive about international growth and expects a strong H1FY27 so as to be in line with typical seasonality.

AI Initiatives

- **AI Revenue & Scenario:** Annualised AI revenues surpassed USD 2.3 Bn in Q4.
- **HyperVault Business:** This new business line is building out 1 GW of capacity for large AI workloads, engaging with hyperscalers and semiconductor companies to provide integrated infrastructure and engineering.
- **Talent, Internal Use & Partnership:** Over 270,000 associates are proficient in AI and machine learning. Strategic AI partnerships have been forged or expanded with OpenAI, AMD, ServiceNow and Google Cloud.

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Tech Mahindra

Target Price: INR 1,700

Sector View: Neutral

Tech
Mahindra

Q4FY26 Conference Call Audio

Change in Estimates

| INR Bn | FY27E | | | FY28E | | |
|----------|-------|-------|----------|-------|-------|----------|
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 624.3 | 624.4 | 0.0 | 675.3 | 679.8 | (0.7) |
| EBIT | 93.6 | 94.5 | (0.9) | 108.6 | 110.5 | (1.7) |
| EBITM % | 15.0 | 15.1 | (13 bps) | 16.1 | 16.2 | (16 bps) |
| EPS | 72.3 | 77.9 | (7.2) | 87.8 | 92.2 | (4.8) |

| TECHM Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|-----------|----------|---------|----------|---------|
| Revenues (USD Mn) | 1,625 | 1,610 | 0.9 | 1,549 | 4.9 |
| Revenues (INR Mn) | 1,50,761 | 1,43,932 | 4.7 | 1,33,840 | 12.6 |
| EBIT (INR Mn) | 20,842.0 | 18,919.0 | 10.2 | 13,780.0 | 51.2 |
| EBIT Margin (%) | 13.8 | 13.1 | 5.2 | 10.3 | 34.3 |
| Other income | (2,047.0) | (217.0) | 843.3 | 1,727.0 | (218.5) |
| Interest | 888.0 | 936.0 | (5.1) | 853.0 | 4.1 |
| PBT | 17,907 | 15,042 | 19.0 | 14,654 | 22.2 |
| Tax | 4,342 | 3,865 | 12.3 | 3,223 | 34.7 |
| Adj. PAT (INR Mn) | 13,538 | 11,220 | 20.7 | 11,667 | 16.0 |
| Basic EPS (INR) | 15.3 | 12.7 | 20.6 | 13.2 | 15.9 |

Key Financials

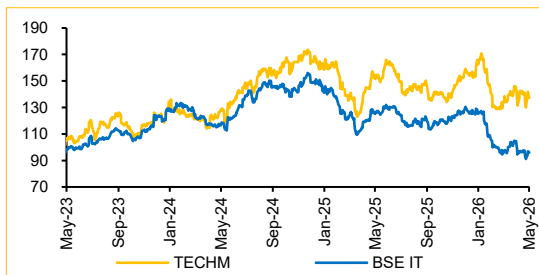
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
|---------|-------|-------|-------|-------|-------|
| Revenue | 529.9 | 568.2 | 624.3 | 675.2 | 716.0 |
| YoY (%) | 1.9 | 7.2 | 9.9 | 8.2 | 6.0 |
| EBIT | 51.1 | 71.5 | 93.7 | 108.6 | 120.4 |
| EBITM % | 9.6 | 12.6 | 15.0 | 16.1 | 16.8 |
| Adj PAT | 42.5 | 50.8 | 64.2 | 78.0 | 89.1 |
| EPS | 47.9 | 57.3 | 72.3 | 87.8 | 100.3 |
| ROE % | 15.5 | 17.2 | 20.7 | 23.6 | 25.1 |
| ROCE % | 12.1 | 15.2 | 19.0 | 20.9 | 21.9 |
| PE(x) | 32.1 | 25.6 | 20.2 | 16.7 | 14.6 |

Shareholding Pattern (%)

| | Mar-26 | Dec-25 | Sept-25 |
|-----------|--------|--------|---------|
| Promoters | 34.97 | 34.97 | 34.98 |
| FIs | 18.59 | 17.94 | 20.60 |
| DIs | 37.34 | 37.79 | 34.64 |
| Public | 8.94 | 9.14 | 9.61 |

Relative Performance (%)

| YTD | 3Y | 2Y | 1Y |
|--------|-------|--------|--------|
| BSE IT | (2.4) | (18.2) | (23.4) |
| LTM | 30.3 | 6.9 | (9.3) |



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Key Conference Call Highlights

Segment Performance

- **BFSI & Tech:** The fastest-growing vertical witnessed 8% QoQ growth where focus remains on sub-segments like payments, asset and wealth management and core platforms. Technology vertical grew by 2.6% QoQ.
- **Communications-Media:** Grew by 1.9%, supported by stabilisation in large US clients and double-digit growth in the Comviva product business.
- **Retail-Logistics-Transport, HLS & Manufacturing:** De-grew by 5.3%, 0.8% and 0.1%, QoQ, respectively.

Geographical Performance

- **Europe:** Delivered robust growth of 8.9% YoY for the full year, aided by currency tailwinds and strong traction in aerospace and industrial manufacturing.
- **Americas:** Remained broadly flat. While the communications sector in the Americas grew, it was offset by softness in the US automotive sector.
- **APJ:** Continued to be a significant contributor to the company's turnaround and growth strategy.

Margin Trajectory

- **Full-Year Expansion:** The operating margin expanded by 290 bps to 12.6% for FY26, up from 9.7% in the prior year.
- **Q4 Results:** The operating margin for the quarter stood at 13.8%, a 70 bps sequential improvement.
- **Efficiency Levers:** Improvements were driven by optimised pricing, better utilisation, sub-contractor reduction, G&A optimisation, and productivity gains on fixed-price projects.

Outlook & Guidance

- **Revenue Growth:** The company reiterated its target to achieve organic CC revenue growth above the peer group's average.
- **Operating Margin:** The target for the EBIT margin is 15% for FY27.
- **Deal Momentum:** The company closed FY26 with its highest-ever deal wins in several years, totaling USD 3.79 Bn TCV (a 42% YoY increase).
- **Return on Capital:** The goal is to reach a 30% ROCE in FY27, up from the current 26%.

AI Initiatives

- **TechM Helix:** A new strategic framework that combines human capabilities with agentic AI across industry use cases, platforms and commercial models.
- **Agentic AI Focus:** The company is re-purposing its application development services into "agentic development and modernisation services". It has launched TechM Orion, an agentic AI orchestration platform, and currently manages 350 industry-specific agents in client environments.
- **Internal Progress:** Approximately 80% of associates have been trained in AI, and the company has implemented a four-tiered AI certification process.
- **Productivity and Infusion:** The management reported an AI-led productivity improvement of 7% in its programs, with 95% of top accounts now having GenAI components infused into their projects.
- **Strategic Projects:** Notable work includes building the "Indus" LLM (a sovereign AI model) and partnering with NVIDIA for specialised telco network reasoning agents

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Tata Elxsi

ADD

Target Price: INR 5,070

Sector View: Neutral



Q4FY26 Conference Call Audio

| Actual vs CIE Estimates | | | |
|-------------------------|---------|----------|--------|
| INR Bn | Q4FY26A | CIE Est. | Dev. % |
| Revenue | 9.9 | 9.8 | 1.7 |
| EBIT | 2.2 | 2.1 | 6.2 |
| EBITM % | 22.3 | 21.3 | 94 bps |
| PAT | 2.2 | 1.9 | 17.7 |

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) |
|-----------------------|--------|--------|---------|--------|---------|
| Revenues (INR Mn) | 9,938 | 9,083 | 9.4 | 9,535 | 4.2 |
| Employee Cost | 6377 | 5,917 | 7.8 | 6,154 | 3.6 |
| Gross Profit (INR Mn) | 3,561 | 3,166 | 12.5 | 3,381 | 5.3 |
| Gross Margin (%) | 35.8 | 34.9 | 97 bps | 35.5 | 37 bps |
| Other Cost | 1115 | 1089 | 2.3 | 1158 | (3.7) |
| Depreciation | 233 | 247 | (5.7) | 228 | 2.1 |
| EBIT (INR Mn) | 2,213 | 1,830 | 20.9 | 1,995 | 10.9 |
| EBIT Margin (%) | 22.3 | 20.1 | 213 bps | 20.9 | 135 bps |
| Other Income | 506 | 431 | 17.5 | 460 | 10.0 |
| Interest Expense | 41 | 46 | (10.5) | 35 | 17.4 |
| PBT | 2678 | 2214 | 20.9 | 2420 | 10.6 |
| Tax | 474 | 490 | (3.3) | 373 | 27.1 |
| PAT (INR Mn) | 2,204 | 1,724 | 27.8 | 1,090 | 102.1 |
| Basic EPS (INR) | 35.4 | 27.7 | 27.8 | 17.5 | 102.1 |

Source: TELX, Choice Institutional Equities

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 37.3 | 37.6 | 43.6 | 50.8 | 59.2 |
| YoY (%) | 5.0 | 0.8 | 16.1 | 16.5 | 16.6 |
| EBIT | 8.7 | 7.5 | 10.1 | 13.5 | 16.5 |
| EBITM % | 23.3 | 20.0 | 23.2 | 26.6 | 27.9 |
| Adj PAT | 7.8 | 7.0 | 8.9 | 11.3 | 13.7 |
| EPS (INR) | 126.0 | 100.9 | 143.7 | 181.1 | 220.5 |
| ROE % | 27.4 | 23.8 | 27.0 | 30.9 | 33.8 |
| ROCE % | 28.0 | 22.8 | 29.0 | 35.5 | 39.6 |
| PE(x) | 36.9 | 46.1 | 32.4 | 25.7 | 21.1 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|--------|
| | Dec-25 | Sep-25 | Jun-25 |
| Promoters | 43.90 | 43.90 | 43.91 |
| FIIIs | 8.56 | 12.53 | 12.74 |
| DIIIs | 12.28 | 10.37 | 9.79 |
| Public | 35.24 | 33.18 | 33.54 |

| YTD | 3Y | 2Y | 1Y |
|--------|--------|--------|--------|
| BSE IT | (2.7) | (18.2) | (23.4) |
| TELX | (37.8) | (40.2) | (30.5) |

Key Conference Call Highlights

Segment Performance

- Transportation growth muted; deal momentum strong with ramp-up visibility:** Transportation remained largely flat QoQ (+0.2% CC), affected by slower ramp-ups; however, strong multi-million-dollar deal wins across APAC (new-age OEM) and US mobility players provide medium-term growth visibility, with OEM mix rising to ~77%. Management expects 6–12-month ramp-up cycle, supporting gradual recovery
- Shift towards OEM-led strengthen revenue quality:** Increasing OEM contribution (~77% of Transportation revenues) is driving better visibility, scale up and margin profile, with continued focus on deepening strategic relationships
- Healthcare & Life Sciences impacted by deal delays; recovery underway:** Revenue declined 13.1% QoQ CC due to delay in expected deal closures, though a couple of deals have closed in early Q1FY27. Management indicated Q4FY26 as the bottom, with recovery expected from Q1 and acceleration through FY27E
- Media & Communications growth driven by deal ramp-ups amid weak industry backdrop:** Segment grew 5.6% QoQ CC, supported by AdTech and Tier-1 US telco wins and a large deal from a global device OEM. However, industry remains under pressure due to cost-optimisation, consolidation and M&A-led redundancy

Geography Performance

- US:** US performance remained mixed, with strong growth in Media and Comm. driven by Tier 1 telecom and AdTech deals, while Healthcare weakened due to delayed deal awards despite a mobility services win.
- APAC and Japan:** APAC emerged as a growth driver with a strategic OEM win, while Japan expanded through a Terumo offshore development center and contributed to transportation engineering recovery.
- India:** India gained momentum in Aerospace and Defense through engagements with HAL and the Aeronautical Development Agency, while also supporting the broader recovery in the transportation segment.
- Europe and Other Regions:** Transportation recovery remained broad-based across Europe and other markets, with the company also initiating early-stage discussions with Chinese OEMs for future opportunities.

Margin Trajectory

- Margin expand on operating leverage, FX and execution efficiencies:** EBITDA margin improved 130 bps QoQ to 24.6%, driven by FX tailwinds, utilisation gains and pyramid optimisation, partly offset by wage hike. Increased fixed-price mix and offshore delivery continue to support margin resilience
- Gradual recovery towards 27% EBITDAM by Q4FY27E:** Management targets progressive margin expansion, driven by utilization, operating efficiency and better contract mix, with exit margin ambition of ~27% by Q4FY27E
- Utilization-led margin lever; hiring remains calibrated:** Utilization at ~73% provides headroom to scale up to 80–82% before aggressive hiring, with demand-linked hiring strategy supporting operating leverage

AI & Growth Outlook

- GenAI-led transformation driving productivity gains:** Investments in DevStudio.ai, AI tool stacks, agent frameworks and secure sandbox environments are enabling enterprise-wide productivity improvements and execution efficiency
- Emerging verticals gaining traction; investments ongoing:** TELX is scaling up its capabilities in Aerospace & Defense (HAL, ADA engagements), Battery Energy Storage Systems (BESS) and manufacturing engineering, with small early wins and pipeline visibility
- Macro headwinds persist; decision cycles elongated:** Clients are delaying deal signings and extending decision timelines, driven by global macro uncertainty, potentially pushing recovery by 1–2 quarters
- FY27E outlook moderated; recovery remains execution-led:** Management revised growth outlook to high single digit for FY27E, with recovery dependent on deal ramp-ups, healthcare rebound and utilization-led leverage

Wipro

ADD

Target Price: INR 215

Sector View: Neutral



Q4FY26 Conference Call Audio

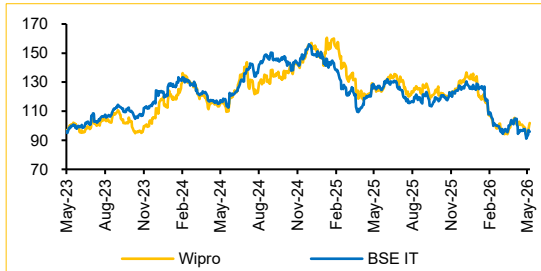
| Change in Estimates | | | | | | |
|---------------------|-------|------|----------|-------|-------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 1,012 | 996 | 1.7 | 1,092 | 1,076 | 1.5 |
| EBIT | 162 | 156 | 3.7 | 179 | 180 | (0.6) |
| EBITM % | 16.0 | 16.7 | (74)Bps | 16.4 | 17.3 | (93)Bps |
| EPS | 13.5 | 13.3 | 1.2 | 15.3 | 15.4 | (0.7) |

| Wipro Ltd. | Q4 FY26 | Q3 FY26 | QoQ (%) | Q4 FY25 | YoY (%) |
|-------------------|----------|----------|---------|----------|---------|
| Revenues (USD Mn) | 2,679 | 2,664 | 0.5 | 2,606 | 2.8 |
| Revenues (INR Mn) | 2,42,363 | 2,35,558 | 2.9 | 2,25,042 | 7.7 |
| Cost of Sales | 1,73,248 | 1,69,109 | 2.4 | 1,59,191 | 8.8 |
| Depreciation | 7,285.0 | 8,050.0 | (9.5) | 7,217.0 | 0.9 |
| EBIT (INR Mn) | 41,808 | 37,942 | 10.2 | 39,023 | 7.1 |
| EBIT Margin | 17.3 | 16.1 | 114 bps | 17.3 | (9)bps |
| Other Income | 8,542 | 10,053 | (15.0) | 11,883 | (28.1) |
| Interest | 3,701 | 3,656 | 1.2 | 3,767 | (1.8) |
| PBT | 46,676 | 41,339 | 12.9 | 47,430 | (1.6) |
| Tax | 11,460 | 9,889 | 15.9 | 11,549 | (0.8) |
| Adj. PAT (INR Mn) | 35,018 | 31,190 | 12.3 | 35,696 | (1.9) |
| Basic EPS (INR) | 3.3 | 3.0 | 12.5 | 3.4 | (1.5) |

| Key Financials | | | | | |
|----------------|-------|-------|---------|---------|---------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 890.9 | 926.2 | 1,012.4 | 1,092.2 | 1,159.8 |
| YoY (%) | (3.2) | 1.2 | 2.1 | 5.6 | 6.2 |
| EBIT | 150.6 | 152.0 | 161.8 | 179.2 | 196.1 |
| EBITM % | 16.9 | 16.4 | 16.0 | 16.4 | 16.9 |
| Adj. PAT | 131.4 | 132.0 | 133.5 | 151.7 | 166.2 |
| EPS | 12.5 | 12.6 | 13.5 | 15.3 | 16.8 |
| ROE % | 15.9 | 15.0 | 17.6 | 19.0 | 19.4 |
| ROCE % | 20.2 | 19.9 | 25.3 | 26.2 | 26.8 |
| PE(x) | 35.2 | 16.2 | 15.2 | 13.3 | 12.2 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 72.62 | 72.64 | 72.66 |
| FIIIs | 8.32 | 8.22 | 8.45 |
| DIIIs | 7.86 | 8.38 | 7.86 |
| Public | 11.08 | 10.63 | 10.89 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (2.4) | (18.2) | (23.4) |
| WPRO | 2.1 | (11.9) | (17.4) |



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Key Conference Call Highlights

Segment Performance

- **Technology and Communication:** This was the strongest performer, growing 5.3% sequentially and 10.4% YoY.
- **Consumer:** Showed resilience with 1.7% sequential growth, though it remained down 2.9% on a YoY basis.
- **BFSI:** Declined 1.3% sequentially, primarily due to delayed ramp-ups in large deals and client-specific issues in the Americas 2 market. However, the sector saw good traction in the UK and Southeast Asia.
- **Health:** Impacted by seasonality and policy changes, declining 4.4% QoQ.
- **Capco (Consulting):** A major highlight, Capco delivered its highest revenues in several quarters, acting as the "tip of the spear" for Wipro's AI advisory and consulting services.

Geographical Performance

- **APMEA:** Led growth with 3.1% QoQ, driven by Southeast Asia. A landmark deal with the Olam Group, expected to exceed USD 1 Bn in contract value, was a key driver in this region.
- **Europe:** Grew 2% sequentially, supported by a strong deal momentum in Germany and steady performance in the UK's BFSI sector.
- **Americas 1:** Recorded modest growth of 0.3% QoQ, bolstered by technology and communications, despite seasonal headwinds in healthcare.
- **Americas 2:** The weakest geography, declining 2.6% sequentially due to significant softness in the BFSI sector and specific client issues that are expected to conclude by Q1FY27.

Margin Trajectory

- **Q4 Operating Margin:** Stood at 17.3%, a slight sequential contraction of 30 bps.
- **Full Year FY26:** The operating margin was 17.2%, an expansion of 15 bps over the previous year.
- **Headwinds:** Margin was impacted by the full absorption of the DTS HARMAN acquisition, salary increases effective March 1st and the initial lower-margin phase of newly won large deals.
- **Future Goal:** The management intends to maintain margin in a narrow band over the medium term by driving productivity through AI and optimising overheads.

Outlook & Guidance

- **Q1 FY27 Revenue Guidance:** Wipro expects sequential growth between -2.0% and 0% in CC terms (USD 2.6 Bn to USD 2.7 Bn).
- **Buyback:** The Board approved a buyback of INR 15,000 Cr at INR 250 per share, marking the largest buyback in the company's history.
- **Order Booking:** Q4 order bookings reached USD 3.5 Bn, including 14 large deals totalling USD 1.4 Bn. Strategic wins from April are expected to begin contributing to revenue by mid-Q1.

AI Initiatives

- **AI-Native Business Unit:** Launched a dedicated unit to accelerate enterprise-grade agentic AI solutions, focusing on repeatable deployments and nonlinear growth.
- **Wipro Intelligence:** This platform fabric, launched earlier, is now being integrated into core delivery through tools like WINGS (for operations) and WEGA (for software development) to drive productivity for both Wipro and its clients.
- **Agentic AI:** The management noted a shift in client focus towards agentic operations, where AI agents take proactive roles in business workflows.

[Click here to read Q4FY26 Result Update](#)

Zensar

BUY

Target Price: INR 650

Sector View: Neutral

zensar

An **RPG** Company

Q4FY26 Conference Call Audio

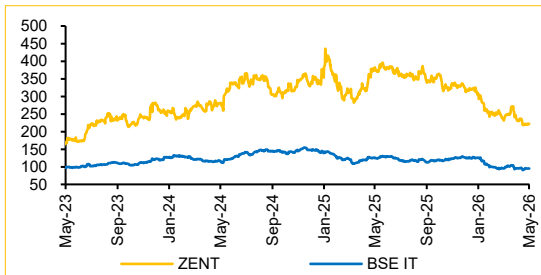
| Change in Estimates | | | | | | |
|---------------------|-------|------|----------|-------|------|----------|
| INR Bn | FY27E | | | FY28E | | |
| | New | Old | Dev. (%) | New | Old | Dev. (%) |
| Revenues | 63.9 | 63.3 | 0.9 | 69.1 | 69.8 | (0.9) |
| EBIT | 9.4 | 9.8 | (4.1) | 10.5 | 11.1 | (5.2) |
| EBITM % | 14.7 | 15.4 | (76) bps | 15.2 | 15.9 | (68) bps |
| EPS | 37.9 | 39.4 | (3.8) | 42.2 | 44.1 | (4.2) |

| ZENT Ltd. | Q4FY26 | Q3FY26 | QoQ (%) | Q4FY25 | YoY (%) |
|-------------------|--------|--------|-----------|--------|---------|
| Revenues (USD Mn) | 158 | 161 | (1.3) | 157 | 1.0 |
| Revenues (INR Mn) | 14,504 | 14,307 | 1.4 | 13,589 | 6.7 |
| EBIT (INR Mn) | 2,130 | 2,297 | (7.3) | 1,887 | 12.9 |
| EBIT Margin (%) | 14.7 | 16.1 | (137) bps | 13.9 | 80 bps |
| Other income | 650 | 631 | 3.0 | 460 | 41.3 |
| Interest | 25 | 23 | 8.7 | 49 | (49.0) |
| PBT | 2,760 | 2,651 | 4.1 | 2,298 | 20.1 |
| Tax | 653 | 652 | 0.2 | 534 | 22.3 |
| Adj. PAT (INR Mn) | 2,107 | 1,998 | 5.5 | 1,764 | 19.4 |
| FDEPS (INR) | 9.2 | 8.7 | 5.5 | 7.7 | 19.1 |

| Key Financials | | | | | |
|----------------|------|------|-------|-------|-------|
| INR Bn | FY25 | FY26 | FY27E | FY28E | FY29E |
| Revenue | 52.8 | 56.9 | 63.9 | 69.1 | 72.9 |
| YoY (%) | 7.7 | 7.7 | 12.3 | 8.3 | 5.5 |
| EBIT | 7.1 | 8.2 | 9.4 | 10.5 | 11.5 |
| EBIT% | 13.5 | 14.5 | 14.7 | 15.2 | 15.8 |
| Adj PAT | 6.5 | 7.7 | 8.7 | 9.7 | 10.7 |
| FDEPS | 28.4 | 33.7 | 37.9 | 42.2 | 46.5 |
| ROE % | 16.0 | 16.4 | 16.8 | 17.0 | 17.0 |
| ROCE % | 17.1 | 16.4 | 17.3 | 18.0 | 18.2 |
| PE(x) | 25.5 | 15.9 | 14.2 | 12.7 | 11.5 |

| Shareholding Pattern (%) | | | |
|--------------------------|--------|--------|---------|
| | Mar-26 | Dec-25 | Sept-25 |
| Promoters | 49.01 | 49.01 | 49.03 |
| FIIIs | 10.51 | 11.80 | 13.30 |
| DIIIs | 23.66 | 23.12 | 22.24 |
| Public | 16.48 | 15.71 | 15.43 |

| Relative Performance (%) | | | |
|--------------------------|-------|--------|--------|
| YTD | 3Y | 2Y | 1Y |
| BSE IT | (3.8) | (17.7) | (24.5) |
| ZENT | 33.3 | (21.1) | (41.9) |



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Key Conference Call Highlights

Segment Performance

- BFS:** This is the strongest performer, expanding 1.2% QoQ in Q4. The vertical is expected to continue growing in the near term.
- HLS:** The segment faced pressure in Q4 with a de-growth of 6.6% QoQ due to being consolidated out of a couple of accounts; the management expects this vertical to remain flat in FY27E.
- Manufacturing and Consumer Services:** Recorded a decline of 3.9% QoQ. The management expects some growth here in the coming year.
- TMT:** Faced significant stress, declining 9.7% for the full year. This decline was attributed to major tech clients cutting costs and adopting in-sourcing paradigms. The management projects continued pressure in TMT for the next few quarters.
- Service Line Highlights:** The share of revenue from specialised service lines increased to 71.6% in Q4. Leading growth areas included Cloud Infrastructure and Security (13%) and Data Engineering and Analytics (8%).

Geographical Performance

- Europe and South Africa:** The management stated it has righted the ship in these regions and expects to see good growth, going forward.
- Expansion:** The company opened a new delivery center in Belgrade, Serbia, to leverage high-quality talent and provide nearshore benefits to clients.

Margin Trajectory

- Q4 Margin:** EBITDA margin contracted by 130 bps sequentially due to lower working days (-0.3%), the reversal of a one-time leave utilisation benefit (-1.1%), and initial costs related to mega deal implementation and SG&A (-1.1%), which were partially offset by forex gains (+1.2%).
- Guidance:** The management intends to maintain margin in the mid-teens (14% to 16%) for FY27E. They noted that while transition costs for new large deals will create pressure in Q1 and Q2, they will prioritise growth over immediate margin expansion if necessary.

Outlook & Guidance

- The company entered FY27 with its strongest-ever order book, totalling USD 401.8 Mn in Q4, a sequential increase of 122.9%.
- Mega Deal Win:** The record order book was driven by a USD-210 Mn mega deal. Revenue from this deal is expected to start in Q1 FY27, with a full ramp-up anticipated by Q3 FY27.
- Growth Outlook:** The management does not foresee a de-growth scenario for Q1 FY27 and expects overall performance to be contingent on the successful execution of the new mega deal.

AI Initiatives

- Workforce Readiness:** 85% of the workforce is now AI-certified. AI learning hours per person increased by 136% in FY26 as compared to the previous year.
- AI-Native Offering:** The company launched several refined AI-led solutions, including an Agentic Foundry for BFSI clients and Quality Intelligence (QI), which focuses on testing against user intent rather than just functional specs.
- Internal Adoption:** The company acts as its own role model for AI adoption. Recruitment is now completely AI-enabled, and AI is used in finance for accounts receivable/payable and in legal for shortening contract processing times.
- Market Strategy:** The management is using AI to expand its addressable market, specifically targeting traditional BPO business by proposing models where AI agents perform high-volume work traditionally done by people.

[Click here to read Q4FY26 Result Update](#)

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| | |
|-----------------------------|---|
| Large Cap* | |
| BUY | The security is expected to generate upside of 15% or more over the next 12 months |
| ADD | The security is expected to show upside returns from 5% to less than 15% over the next 12 months |
| REDUCE | The security is expected to show upside or downside returns by 5% to -5% over the next 12 months |
| SELL | The security is expected to show downside of 5% or more over the next 12 months |
| Mid & Small Cap* | |
| BUY | The security is expected to generate upside of 20% or more over the next 12 months |
| ADD | The security is expected to show upside returns from 5% to less than 20% over the next 12 months |
| REDUCE | The security is expected to show upside or downside returns by 5% to -10% over the next 12 months |
| SELL | The security is expected to show downside of 10% or more over the next 12 months |
| Other Ratings | |
| NOT RATED (NR) | The stock has no recommendation from the Analyst |
| UNDER REVIEW (UR) | The stock is under review by the Analyst and rating may change |
| Sector View | |
| POSITIVE (P) | Fundamentals of the sector look attractive over the next 12 months |
| NEUTRAL (N) | Fundamentals of the sector are expected to be in stasis over the next 12 months |
| CAUTIOUS (C) | Fundamentals of the sector are expected to be challenging over the next 12 months |

*Large Cap: More Than INR 20,000 Cr Market Cap
 *Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

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