

KNR Constructions | REDUCE

Challenging times ahead

KNR Constructions reported dismal earnings in 2Q26 as adjusted PAT slumped 70% YoY to INR 279mn (JMF: INR 400mn, consensus: INR 539mn) due to lower margins/other income. Irrigation receivables from Telangana government inched up further to INR 13.5bn. With strong inflows of INR 40bn in 1H26, backlog improved to INR 82bn (3.2x TTM revenue) as of Sept-25. However, only 43% of backlog is currently under execution. Also, EBITDA margins have been impacted due to operating deleverage, lower share of high margin irrigation segment and cost incurred towards Kerala project on KNR's books. Due to softer execution in 1H26 and weak executable backlog, KNR has further lowered its FY26E revenue guidance to c.INR 20bn (from INR 20–25bn earlier). Margins in 2H26 will be further impacted by cost of c.INR 400mn to be incurred in Kerala project. Accordingly, we have cut EPS sharply by 45%/25%/12% in FY26/27/28E led by cut in execution/margins. Valuations at 18x/13x FY27/28E EPS does not provide material upside. We downgrade the stock to REDUCE with SoTP based revised price target of INR 165 (valuing EPC business at 13x FY27 EPS and assets at INR 45/share).

- **PAT sharply below JMF due to lower margins and other income:** KNR's revenue/EBITDA declined sharply by 42%/61% YoY to INR 4.9bn/INR 536mn (JMF: INR 4.3bn/INR 574mn) due to lower executable order backlog. Irrigation revenue stood at c.INR 1.7bn (+17% YoY), above JMF of INR 1bn. EBITDA margins contracted sharply by 520bps YoY to 10.9% (JMF: 13.5%) due to higher employee expenses (includes c.INR 100mn variable payout to promoters) and INR 100mn cost incurred towards Kerala project (on KNR's books). Other income declined sharply by 73% YoY to INR 39mn (JMF: INR 160mn). Adjusted PAT declined sharply by 70% YoY to INR 279mn (JMF: INR 400mn) due to lower margins and other income.
- **Backlog strengthens but executability weak; cuts FY26E revenue guidance sharply:** With strong inflows of INR 40bn in 1H26, KNR's order backlog has improved to INR 82bn (3.2x TTM revenue) as of Sept-25. However, execution of the recently awarded INR 36bn mining order has been deferred by 9–12 months, with meaningful revenue contribution now expected in FY28E. Due to softer execution in 1H26 and weak executable backlog, KNR has further lowered its FY26E revenue guidance to c.INR 20bn (from INR 20–25bn earlier). Margins in 2H26 will be further impacted by cost of c.INR 400mn to be incurred in Kerala project and we estimate it to be around 10–11% in 2H26. KNR expects order inflows of INR 120–140bn for FY26E.
- **Irrigation receivables rose further; asset monetization in sight:** Irrigation receivables from Telangana government rose further from INR 13bn in Aug-25 to INR 13.5bn currently. KNR received c.INR 744mn in 3Q26 so far and is hopeful of improved recoveries in 2H26. KNR has a pending equity requirement of INR 2.9bn for its HAM portfolio, to be infused in FY26/27E. KNR targets to complete monetization of 4 HAM assets in 2H26.
- **Downgrade to REDUCE with price target of INR 165:** While KNR derives intrinsic strengths from a proven track record, good governance and strong balance sheet we see uncertainties in its medium growth outlook caused by uncertain prospects for its irrigation segment weak executable backlog. We have cut EPS sharply by 45%/25%/12% in FY26/27/28E mainly led by cut in execution and margins. Valuations at 18x/13x FY27/28E EPS does not provide material upside. We downgrade the stock to REDUCE with SoTP based revised price target of INR 165 (valuing EPC business at 13x FY27 EPS and assets at INR 45/share).



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Recommendation and Price Target

| | |
|----------------------------|--------|
| Current Reco. | REDUCE |
| Previous Reco. | HOLD |
| Current Price Target (12M) | 165 |
| Upside/(Downside) | -4.2% |
| Previous Price Target | 205 |
| Change | -19.5% |

Key Data – KNRC IN

| | |
|--------------------------|------------------|
| Current Market Price | INR173 |
| Market cap (bn) | INR48.5/US\$0.5 |
| Free Float | 51% |
| Shares in issue (mn) | 281.2 |
| Diluted share (mn) | 281.2 |
| 3-mon avg daily val (mn) | INR474.1/US\$5.3 |
| 52-week range | 359/168 |
| Sensex/Nifty | 84,951/26,013 |
| INR/US\$ | 88.6 |

Price Performance

| % | 1M | 6M | 12M |
|-----------|------|-------|-------|
| Absolute | -8.2 | -26.5 | -42.9 |
| Relative* | -9.3 | -28.8 | -47.9 |

* To the BSE Sensex

Financial Summary

(INR mn)

| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
|------------------------|--------|--------|--------|--------|--------|
| Net Sales | 39,558 | 32,344 | 20,064 | 25,030 | 34,526 |
| Sales Growth (%) | 6.4 | -18.2 | -38.0 | 24.8 | 37.9 |
| EBITDA | 6,902 | 5,017 | 2,314 | 3,505 | 4,832 |
| EBITDA Margin (%) | 17.4 | 15.5 | 11.5 | 14.0 | 14.0 |
| Adjusted Net Profit | 4,410 | 3,393 | 1,442 | 2,612 | 3,556 |
| Diluted EPS (INR) | 15.7 | 12.1 | 5.1 | 9.3 | 12.6 |
| Diluted EPS Growth (%) | 8.7 | -23.1 | -57.5 | 81.1 | 36.1 |
| ROIC (%) | 15.0 | 8.7 | 3.6 | 6.5 | 8.4 |
| ROE (%) | 14.8 | 9.5 | 3.6 | 6.2 | 7.9 |
| P/E (x) | 16.6 | 25.5 | 33.7 | 18.6 | 13.7 |
| P/B (x) | 2.3 | 2.2 | 1.2 | 1.1 | 1.0 |
| EV/EBITDA (x) | 10.2 | 17.0 | 17.0 | 11.1 | 7.9 |
| Dividend Yield (%) | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 |

Source: Company data, JM Financial. Note: Valuations as of 17/Nov/2025

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ.

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

Exhibit 1. Standalone quarterly results

| INR mn | 2QFY25 | 3QFY25 | 4QFY25 | FY25 | 1QFY26 | 2QFY26 | 2QFY26E | Variance (%) | FY26E | FY27E | FY28E |
|-------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Net Sales | 8,560 | 7,079 | 8,512 | 32,344 | 4,792 | 4,930 | 4,250 | 16.0% | 20,064 | 25,030 | 34,526 |
| EBIDTA | 1,380 | 1,173 | 1,175 | 5,084 | 615 | 536 | 574 | -6.7% | 2,314 | 3,505 | 4,832 |
| <i>EBIDTA margin (%)</i> | 16.1 | 16.6 | 13.8 | 15.7 | 12.8 | 10.9 | 13.5 | | 11.5 | 14.0 | 14.0 |
| Other income | 145 | 130 | 185 | 657 | 150 | 39 | 160 | -75.7% | 361 | 744 | 822 |
| Depreciation | 226 | 229 | 223 | 903 | 150 | 147 | 170 | -13.7% | 614 | 623 | 764 |
| Interest | 20 | 31 | 38 | 130 | 34 | 46 | 30 | 54.8% | 134 | 135 | 138 |
| PBT | 1,279 | 1,044 | 1,099 | 4,708 | 580 | 382 | 534 | -28.6% | 1,927 | 3,491 | 4,752 |
| Tax | 344 | 253 | 281 | 1,248 | 150 | 103 | 134 | -23.8% | 485 | 879 | 1,196 |
| <i>Effective tax rate (%)</i> | 26.9 | 24.3 | 25.6 | 26.5 | 25.8 | 26.9 | 25.2 | | 25.2 | 25.2 | 25.2 |
| Adjusted PAT | 934 | 791 | 818 | 3,460 | 430 | 279 | 400 | -30.2% | 1,442 | 2,612 | 3,556 |
| Extra-ordinary items | 2,410 | 1,031 | (66) | 3,797 | 82 | - | - | | 82 | - | - |
| Reported PAT | 3,344 | 1,822 | 752 | 7,257 | 513 | 279 | 400 | -30.2% | 1,525 | 2,612 | 3,556 |
| YoY Growth (%) | | | | | | | | | | | |
| Net sales | (9.1) | (21.8) | (27.8) | (18.2) | (41.5) | (42.4) | | | (38.0) | 24.8 | 37.9 |
| EBITDA | (17.0) | (20.4) | (42.2) | (26.3) | (54.6) | (61.2) | | | (54.5) | 51.4 | 37.9 |
| Other income | 189.7 | 116.1 | 27.2 | 101.0 | (23.7) | (73.3) | | | (45.1) | 106.3 | 10.4 |
| Depreciation | (27.2) | (29.7) | (31.5) | (27.5) | (33.4) | (35.1) | | | (32.0) | 1.6 | 22.5 |
| Interest | (64.7) | (57.3) | (46.4) | (48.3) | (15.9) | 127.6 | | | 3.7 | 0.4 | 2.6 |
| PBT | (4.9) | (8.1) | (38.3) | (17.9) | (54.9) | (70.2) | | | (59.1) | 81.1 | 36.1 |
| PAT | (6.4) | (7.6) | (43.7) | (21.6) | (53.0) | (70.1) | | | (58.3) | 81.1 | 36.1 |
| Reported PAT | 234.9 | 113.0 | (62.1) | 46.9 | (61.7) | (91.7) | | | (79.0) | 71.3 | 36.1 |

Source: JM Financial

Exhibit 2. Key assumptions

| INR mn | FY24 | FY25 | FY26E | FY27E | FY28E |
|---------------------|--------|-------|--------|--------|--------|
| Order inflows | 11,049 | 4,290 | 85,000 | 50,000 | 50,000 |
| EBITDA Margins | 17.4% | 15.5% | 11.5% | 14.0% | 14.0% |
| Equity investments# | 1,930 | 1,625 | 1,700 | 1,720 | - |
| Capex | 728 | 181 | 350 | 1,000 | 2,000 |
| NWC days* | 163 | 285 | 320 | 250 | 175 |

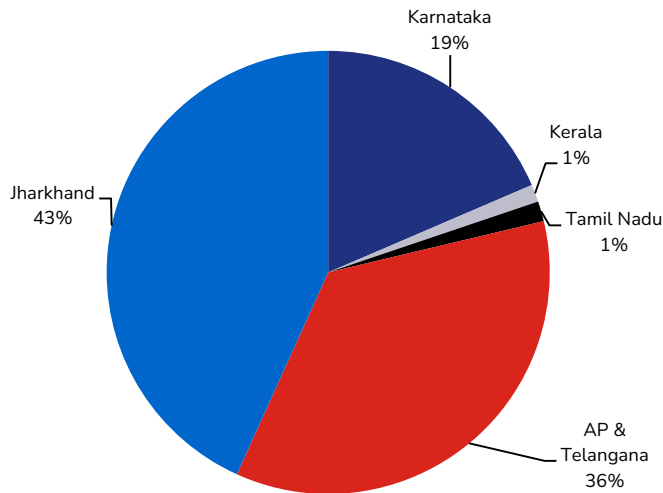
Source: Company, JM Financial *: ex of free cash and L&A to subsidiaries/JVs; #: gross investments for existing HAM portfolio

Exhibit 3. Change in estimates

| INR mn | FY26E | | | FY27E | | | FY28E | | |
|-----------------|--------|--------|---------|--------|--------|---------|--------|--------|---------|
| | New | Old | YoY (%) | New | Old | YoY (%) | New | Old | YoY (%) |
| Net Sales | 20,064 | 25,064 | (19.9) | 25,030 | 32,975 | (24.1) | 34,526 | 39,398 | (12.4) |
| EBITDA | 2,314 | 3,634 | (36.3) | 3,505 | 4,948 | (29.2) | 4,832 | 5,911 | (18.2) |
| EBITDA margin % | 11.5 | 14.5 | | 14.0 | 15.0 | | 14.0 | 15.0 | |
| Adj. PAT | 1,442 | 2,640 | (45.4) | 2,612 | 3,479 | (24.9) | 3,556 | 4,059 | (12.4) |
| Diluted EPS | 5.1 | 9.4 | (45.4) | 9.3 | 12.4 | (24.9) | 12.6 | 14.4 | (12.4) |

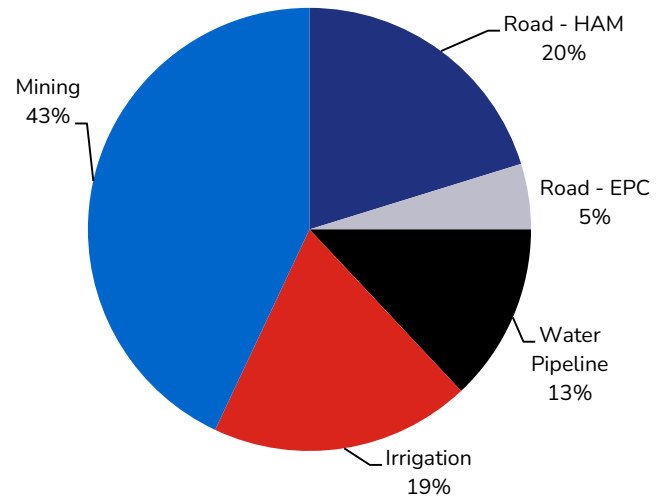
Source: Company, JM Financial

Exhibit 4. Backlog of INR 82bn* focused in five southern states



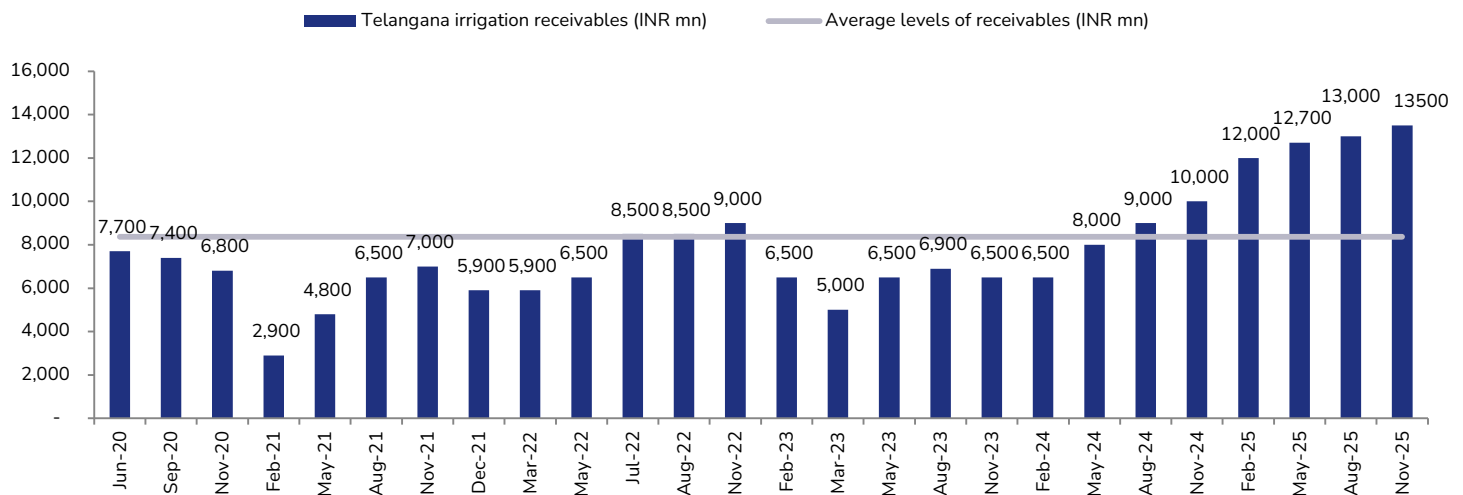
Source: Company, JM Financial; *: as on Sept-25

Exhibit 5. Mining accounts for 43% of Sept-25 order backlog



Source: Company, JM Financial

Exhibit 6. Telangana irrigation receivables stood at INR 13.5bn as on Nov'25 (TTM irrigation revenue: INR 4.7bn)



Source: Company, JM Financial

Exhibit 7. SoTP based target price of INR 165

| Business | Rationale | Value | Multiple (x) | Value | Value per share (INR) |
|--------------------------------------------------|--------------------|--------|--------------|--------|-----------------------|
| KNR Standalone | PEx Mar-27E EPS | 2,612 | 13.0 | 33,960 | 121 |
| Equity investment in BOT/annuity/HAM road assets | | | | | |
| Equity investment in HAMs | | 10,355 | 1.2 | 12,557 | 45 |
| - 5 old HAMs | P/Bv (x) - Mar-27E | 7,340 | 1.3 | 9,542 | |
| - 3 new HAMs | P/Bv (x) - Mar-27E | 2,587 | 1.0 | 2,587 | |
| - HAMs yet to be won | P/Bv (x) - Mar-27E | 428 | 1.0 | 428 | |
| Sub-Total | | 10,355 | | 12,557 | 45 |
| Target price | | | | 46,517 | 165 |

Source: Company, JM Financial

Key conference call takeaways

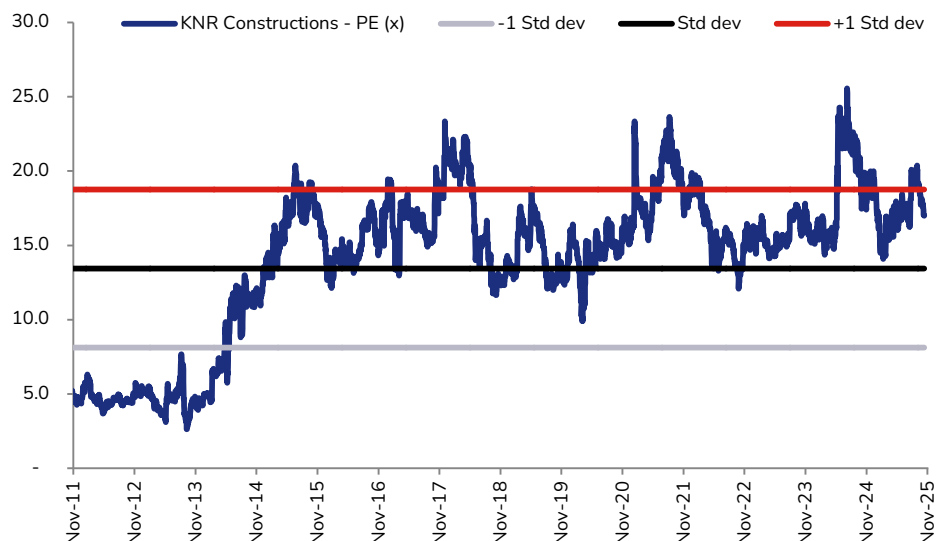
- **FY26 Guidance:** Revenue: INR 20bn (earlier: INR 20-25bn); EBITDA margins: 13-14%; Order Inflow: INR 120-140bn; Capex: c.INR 300-400mn
- **Irrigation receivables** rise further from INR 13bn in Aug-25 to INR 13.5bn currently.
- **Water pipeline backlog** stands at INR 10.5bn. Expects rev of INR 3.5bn in FY26E and remainder in FY27E.
- **Mining project execution delayed** by 9-12 months. KNR expects major revenue booking in FY28E.
- **HAM updates:** Pending equity of INR 2.9bn to be invested by Mar-27. KNR targets monetization of 4 HAM assets in 2H26.
- **Project updates:** KNR expects LoA for Bhandara-Gadchiroli MSRDC project in 4Q26 and does not expect cancellation of the project. This project currently is not included in backlog as LoA is awaited.

Exhibit 8. KNR's portfolio of eight HAM assets

| Project (INR mn) | Awarding authority | State | Length (km) | FC/ AD Status | BPC | Total Debt | Total Equity | Invested equity* | Debt drawn* |
|-----------------------------|--------------------|------------|-------------|---------------|---------------|---------------|--------------|------------------|---------------|
| Magadi Somwarpet | KSHIP | Karnataka | 166 | Received | 11,445 | 2,570 | 1,233 | 1,233 | 2,187 |
| Oddanchatram - Madathukulam | NHAI | Tamil Nadu | 45 | Received | 9,200 | 3,170 | 805 | 644 | 2,450 |
| Ramanattukara to Valanchery | NHAI | Kerala | 40 | Received | 23,675 | 8,641 | 2,250 | 1,876 | 6,500 |
| Valanchery to Kappirikad | NHAI | Kerala | 37 | Received | 21,400 | 7,753 | 2,092 | 1,734 | 6,250 |
| Chittor Thatchur | NHAI | AP & TN | 35 | Received | 10,415 | 3,858 | 962 | 836 | 3,000 |
| Marripudi to Somavarappadu | NHAI | AP | 29 | Received | 6,650 | 3,470 | 875 | 438 | - |
| Ramnathapura Terakanambi | NHAI | Karnataka | 27 | Received | 6,500 | 3,269 | 817 | 0 | - |
| Yalachahalli to KR Nagara | NHAI | Karnataka | 19 | Received | 6,903 | 3,506 | 895 | 0 | - |
| Total of above | | | 398 | | 96,188 | 36,237 | 9,929 | 6,978 | 23,137 |

Source: Company, JM Financial; *: as on Sept-25

Exhibit 9. 1 year forward P/E chart



Source: Company, JM Financial, Bloomberg

Financial Tables (Standalone)

| Income Statement (INR mn) | | | | | |
|----------------------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
| Net Sales | 39,558 | 32,344 | 20,064 | 25,030 | 34,526 |
| Sales Growth | 6.4% | -18.2% | -38.0% | 24.8% | 37.9% |
| Other Operating Income | 0 | 0 | 0 | 0 | 0 |
| Total Revenue | 39,558 | 32,344 | 20,064 | 25,030 | 34,526 |
| Cost of Goods Sold/Op. Exp | 30,012 | 24,647 | 15,710 | 19,061 | 26,755 |
| Personnel Cost | 1,735 | 1,769 | 1,672 | 2,006 | 2,307 |
| Other Expenses | 909 | 911 | 368 | 459 | 633 |
| EBITDA | 6,902 | 5,017 | 2,314 | 3,505 | 4,832 |
| EBITDA Margin | 17.4% | 15.5% | 11.5% | 14.0% | 14.0% |
| EBITDA Growth | -1.0% | -27.3% | -53.9% | 51.4% | 37.9% |
| Depn. & Amort. | 1,245 | 903 | 614 | 623 | 764 |
| EBIT | 5,657 | 4,114 | 1,701 | 2,882 | 4,069 |
| Other Income | 327 | 657 | 361 | 744 | 822 |
| Finance Cost | 251 | 130 | 134 | 135 | 138 |
| PBT before Excep. & Forex | 5,733 | 4,641 | 1,927 | 3,491 | 4,752 |
| Excep. & Forex Inc/Loss(-) | 528 | 3,797 | 82 | 0 | 0 |
| PBT | 6,261 | 8,438 | 2,010 | 3,491 | 4,752 |
| Taxes | 1,322 | 1,248 | 485 | 879 | 1,196 |
| Extraordinary Inc./Loss(-) | 0 | 0 | 0 | 0 | 0 |
| Assoc. Profit/Min. Int.(-) | 0 | 0 | 0 | 0 | 0 |
| Reported Net Profit | 4,938 | 7,190 | 1,525 | 2,612 | 3,556 |
| Adjusted Net Profit | 4,410 | 3,393 | 1,442 | 2,612 | 3,556 |
| Net Margin | 11.1% | 10.5% | 7.2% | 10.4% | 10.3% |
| Diluted Share Cap. (mn) | 281.2 | 281.2 | 281.2 | 281.2 | 281.2 |
| Diluted EPS (INR) | 15.7 | 12.1 | 5.1 | 9.3 | 12.6 |
| Diluted EPS Growth | 8.7% | -23.1% | -57.5% | 81.1% | 36.1% |
| Total Dividend + Tax | 70 | 70 | 30 | 54 | 74 |
| Dividend Per Share (INR) | 0.3 | 0.3 | 0.1 | 0.2 | 0.3 |

Source: Company, JM Financial

| Cash Flow Statement (INR mn) | | | | | |
|------------------------------|---------------|-------------|---------------|---------------|---------------|
| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
| Profit before Tax | 6,261 | 8,438 | 2,010 | 3,491 | 4,752 |
| Depn. & Amort. | 1,245 | 903 | 614 | 623 | 764 |
| Net Interest Exp. / Inc. (-) | 251 | 130 | 134 | 135 | 138 |
| Inc (-) / Dec in WCap. | -3,477 | -7,651 | 7,668 | 503 | 646 |
| Others | -4 | -557 | 0 | 0 | 0 |
| Taxes Paid | -1,481 | -1,186 | -485 | -879 | -1,196 |
| Operating Cash Flow | 2,794 | 76 | 9,940 | 3,874 | 5,104 |
| Capex | -728 | -181 | -350 | -1,000 | -2,000 |
| Free Cash Flow | 2,066 | -105 | 9,590 | 2,874 | 3,104 |
| Inc (-) / Dec in Investments | -1,376 | -673 | -1,700 | -2,147 | -2,395 |
| Others | -19 | 1 | 0 | 0 | 0 |
| Investing Cash Flow | -2,123 | -853 | -2,050 | -3,147 | -4,395 |
| Inc / Dec (-) in Capital | 0 | 0 | 0 | 0 | 0 |
| Dividend + Tax thereon | -70 | -70 | -30 | -54 | -74 |
| Inc / Dec (-) in Loans | -3 | 0 | 0 | 0 | 0 |
| Others | -251 | -130 | -134 | -135 | -138 |
| Financing Cash Flow | -323 | -200 | -164 | -189 | -212 |
| Inc / Dec (-) in Cash | 348 | -976 | 7,726 | 537 | 497 |
| Opening Cash Balance | 1,998 | 2,346 | 1,370 | 9,096 | 9,633 |
| Closing Cash Balance | 2,346 | 1,370 | 9,096 | 9,633 | 10,130 |

Source: Company, JM Financial

| Balance Sheet (INR mn) | | | | | |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
| Shareholders' Fund | 32,257 | 39,450 | 40,945 | 43,503 | 46,985 |
| Share Capital | 562 | 562 | 562 | 562 | 562 |
| Reserves & Surplus | 31,694 | 38,887 | 40,382 | 42,940 | 46,422 |
| Preference Share Capital | 0 | 0 | 0 | 0 | 0 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 |
| Total Loans | 0 | 0 | 0 | 0 | 0 |
| Def. Tax Liab. / Assets (-) | -1,367 | -1,276 | -1,276 | -1,276 | -1,276 |
| Total - Equity & Liab. | 30,889 | 38,174 | 39,669 | 42,227 | 45,709 |
| Net Fixed Assets | 4,391 | 3,693 | 3,430 | 3,806 | 5,042 |
| Gross Fixed Assets | 16,967 | 15,384 | 15,734 | 16,734 | 18,734 |
| Intangible Assets | 0 | 0 | 0 | 0 | 0 |
| Less: Depn. & Amort. | 12,597 | 11,695 | 12,308 | 12,932 | 13,695 |
| Capital WIP | 22 | 4 | 4 | 4 | 4 |
| Investments | 6,620 | 7,862 | 9,562 | 11,709 | 14,104 |
| Current Assets | 29,999 | 33,667 | 31,701 | 33,518 | 35,952 |
| Inventories | 2,207 | 1,603 | 1,048 | 1,616 | 2,150 |
| Sundry Debtors | 14,059 | 12,762 | 10,444 | 10,286 | 9,648 |
| Cash & Bank Balances | 2,346 | 1,436 | 9,162 | 9,700 | 10,196 |
| Loans & Advances | 53 | 53 | 53 | 53 | 53 |
| Other Current Assets | 11,333 | 17,813 | 10,994 | 11,864 | 13,905 |
| Current Liab. & Prov. | 10,121 | 7,048 | 5,023 | 6,807 | 9,390 |
| Current Liabilities | 2,739 | 3,080 | 1,905 | 2,309 | 3,185 |
| Provisions & Others | 7,382 | 3,968 | 3,118 | 4,498 | 6,205 |
| Net Current Assets | 19,878 | 26,619 | 26,678 | 26,712 | 26,563 |
| Total - Assets | 30,889 | 38,174 | 39,669 | 42,227 | 45,709 |

Source: Company, JM Financial

| Dupont Analysis | | | | | |
|---------------------|-------|-------|-------|-------|-------|
| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
| Net Margin | 11.1% | 10.5% | 7.2% | 10.4% | 10.3% |
| Asset Turnover (x) | 1.3 | 0.9 | 0.5 | 0.6 | 0.8 |
| Leverage Factor (x) | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| RoE | 14.8% | 9.5% | 3.6% | 6.2% | 7.9% |

| Key Ratios | | | | | |
|---------------------|-------|-------|-------|-------|-------|
| Y/E March | FY24A | FY25A | FY26E | FY27E | FY28E |
| BV/Share (INR) | 114.7 | 140.3 | 145.6 | 154.7 | 167.1 |
| ROIC | 15.0% | 8.7% | 3.6% | 6.5% | 8.4% |
| ROE | 14.8% | 9.5% | 3.6% | 6.2% | 7.9% |
| Net Debt/Equity (x) | -0.1 | 0.0 | -0.2 | -0.2 | -0.2 |
| P/E (x) | 16.6 | 25.5 | 33.7 | 18.6 | 13.7 |
| P/B (x) | 2.3 | 2.2 | 1.2 | 1.1 | 1.0 |
| EV/EBITDA (x) | 10.2 | 17.0 | 17.0 | 11.1 | 7.9 |
| EV/Sales (x) | 1.8 | 2.6 | 2.0 | 1.6 | 1.1 |
| Debtor days | 130 | 144 | 190 | 150 | 102 |
| Inventory days | 20 | 18 | 19 | 24 | 23 |
| Creditor days | 31 | 41 | 39 | 39 | 39 |

Source: Company, JM Financial

| History of Recommendation and Target Price | | | |
|--------------------------------------------|----------------|--------------|--------|
| Date | Recommendation | Target Price | % Chg. |
| 20-Jul-23 | Buy | 300 | |
| 17-Aug-23 | Buy | 300 | 0.0 |
| 18-Nov-23 | Buy | 330 | 10.3 |
| 5-Dec-23 | Hold | 275 | -16.7 |
| 10-Feb-24 | Hold | 275 | -0.2 |
| 31-May-24 | Hold | 305 | 10.9 |
| 16-Aug-24 | Hold | 320 | 5.1 |
| 13-Nov-24 | Hold | 320 | 0.0 |
| 30-May-25 | Hold | 240 | -24.8 |
| 12-Aug-25 | Hold | 205 | -14.6 |



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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| New Rating System: Definition of ratings | |
|------------------------------------------|---------------------------------------------------------------------|
| Rating | Meaning |
| BUY | Expected return \geq 15% over the next twelve months. |
| ADD | Expected return \geq 5% and $<$ 15% over the next twelve months. |
| REDUCE | Expected return \geq -10% and $<$ 5% over the next twelve months. |
| SELL | Expected return $<$ -10% over the next twelve months. |

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

| Previous Rating System: Definition of ratings | |
|-----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Rating | Meaning |
| BUY | Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields. |
| HOLD | Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months. |
| SELL | Price expected to move downwards by more than 10% from the current market price over the next twelve months. |

* REITs refers to Real Estate Investment Trusts.

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