



**INITIATING COVERAGE REPORT**

## Jindal Saw Ltd

**Market Cap.**
**Rs. 10,440 Cr.**
**52 Week H/L**
**Rs.343/153**
**CMP**
**Rs.163**
**Target Price**
**Rs. 198**

### METL

#### STOCK DATA

**Recommendation** **BUY**
**Reuters Code** **JIND.BO**
**Bloomberg Code** **JS AW IN**
**BSE Code** **500378**
**NSE Symbol** **JINDALSAW**
**Face Value** **Rs.1**
**Shares Outstanding** **64.05 Cr**
**Avg. Daily** **1938708**
**Volume (6m)** **Shares**
**Price Performance (%)**

| 1M  | 3M   | 6M   |
|-----|------|------|
| (8) | (21) | (36) |

**200 Days EMA Rs. 213**

#### SHARE HOLDING (%)

**Promoters** **63.25**
**FII** **15.35**
**FI/MF** **4.15**
**Body Corporate** **1.31**
**Public & Others** **15.96**

#### RESEARCH ANALYST

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### DIVERSIFIED PRODUCT PORTFOLIO BACKED BY INTEGRATED MANUFACTURING SCALE

Jindal SAW Limited's (JSL) competitive strength lies in its diversified pipe portfolio—spanning SAW, spiral, seamless, welded, and DI pipes—supporting a wide range of end-use sectors and reducing cyclicity risk. A multi-location, technologically equipped manufacturing base enables efficient execution of large, high-specification pipeline orders. Its vertically integrated value chain, covering coating, bending, fabrication, and logistics, enhances execution reliability and cost efficiency. These capabilities position the company as a full-service pipe solutions provider, creating strong entry barriers and reinforcing its leadership across domestic and export markets. This integrated and scalable platform strengthens the company's ability to capitalize on expanding domestic and global infrastructure demand.

### STRONG ORDER BOOK POSITION DRIVING EXECUTION VISIBILITY AND GROWTH MOMENTUM

JSL enters FY26 with a record order book (for standalone) of USD 1,452 million, including USD 1,412 million in iron and steel pipes and USD 40 million in pellets, providing strong revenue visibility. The pipe backlog has reached an all-time high of ~1.93 million MT, supported by a 0.622 million MT export water-sector order to be executed over 15–18 months, ensuring steady plant loading. The order book is well diversified, with exports of ~0.8 million MT accounting for ~43% of pipe volumes and ~31% of order book value, reducing reliance on domestic cycles. In addition, the UAE subsidiary adds USD 240 million (~215,000 MT) of secured orders, strengthening consolidated execution visibility for the next 9–12 months. This broad, multi-geography demand base enhances utilisation, improves operating leverage, and supports sustained revenue and margin momentum. Overall, the depth and durability of the order pipeline reinforce the company's competitive positioning across both domestic and export markets.

### STRUCTURAL DEMAND TAILWINDS SUPPORTING MULTI-YEAR GROWTH

India's urban population is expected to reach 675 million by 2035, driving sustained demand for water supply, sewage systems, and urban infrastructure reliant on DI and welded pipes. Major government programs—including Jal Jeevan Mission, AMRUT 2.0, and Namami Gange 2.0—with commitments such as 3,722 MLD of new STP capacity and extensive wastewater network expansion, underpin strong multi-year demand for large-diameter pipelines. Simultaneously, long-distance oil & gas projects like the 1,700 km Mumbai–Nagpur–Jharsuguda line, the 2,800 km Kandla–Gorakhpur LPG corridor, and additional 844–1,480 km crude and gas pipelines reinforce sustained opportunities for SAW and spiral pipes. International markets, particularly in Saudi Arabia and the UAE, add sizable prospects with project values ranging from USD 293 million to USD 11 billion, strengthening the overall demand environment for Jindal SAW's diversified pipe portfolio.

| Y/E Mar      | Revenue<br>(Rs. Cr) | EBITDA<br>(Rs. Cr) | EBITDA Margin<br>(%) | PAT<br>(Rs. Cr) | NPM<br>(%)  | EPS<br>(Rs.) | P/E<br>(X) | P/BV<br>(X) | EV/EBITDA<br>(X) |
|--------------|---------------------|--------------------|----------------------|-----------------|-------------|--------------|------------|-------------|------------------|
| FY24         | 20,957.7            | 3,321.0            | 15.8%                | 1,592.9         | 7.6%        | 24.9         | 6.6        | 1.0         | 4.3              |
| FY25         | 20,828.9            | 3,429.3            | 16.5%                | 1,458.0         | 7.0%        | 22.8         | 7.2        | 0.9         | 4.2              |
| <b>FY26E</b> | <b>20,412.3</b>     | <b>2,874.4</b>     | <b>14.1%</b>         | <b>1,135.7</b>  | <b>5.6%</b> | <b>17.8</b>  | <b>9.3</b> | <b>0.8</b>  | <b>5.0</b>       |
| <b>FY27E</b> | <b>21,841.2</b>     | <b>3,188.8</b>     | <b>14.6%</b>         | <b>1,338.9</b>  | <b>6.1%</b> | <b>20.9</b>  | <b>7.9</b> | <b>0.8</b>  | <b>4.5</b>       |
| <b>FY28E</b> | <b>24,025.3</b>     | <b>3,663.9</b>     | <b>15.3%</b>         | <b>1,563.9</b>  | <b>6.5%</b> | <b>24.5</b>  | <b>6.7</b> | <b>0.7</b>  | <b>3.9</b>       |

## OUTLOOK & VALUATION

We expect Jindal SAW Ltd. to deliver topline growth of ~15% by FY28E over FY25, driven by healthy order book position, and strong domestic and international demand backed by Infrastructure growth. Furthermore, we estimate the company to sustain healthy profitability, with EBITDA and PAT margins at ~15.3% and ~6.5%, respectively, in FY28E. **Our EPS estimates stand at Rs.17.8, Rs. 20.9 and Rs. 24.5 for FY26E, FY27E and FY28E, respectively. Assigning a P/E of 8X and EV/EBITDA of 3.5X we have arrived at a target price of 198 which gives an upside of 21% from CMP of Rs.163, within an investment horizon of 24-30 months, we initiate coverage on Jindal SAW Ltd. with a BUY rating.**

## KEY RISK

- **Raw Material Fluctuation Risk:** High exposure to steel and raw material price volatility can impact margins despite strong order visibility.
- **Delay in Order Execution:** Execution delays or liquidity constraints in the domestic water infrastructure segment may affect volumes and working capital.
- **Competition Risk:** Intensifying competition from domestic and global pipe manufacturers poses pricing pressure and may limit margin expansion.

## COMPANY OVERVIEW



Jindal SAW Limited (JSL), part of the **O.P. Jindal Group**, is one of India's **leading manufacturers of iron and steel pipes**, supplying critical products to the **energy, water, wastewater, and industrial sectors**. Incorporated in **1984**, the company began as a **Submerged Arc Welding (SAW) pipe manufacturer** and was among the first in India to adopt **U-O-E technology** for large-diameter welded pipes. Over four decades, JSL has transformed into a **diversified pipe and tubular solutions provider** with a comprehensive portfolio including **SAW and spiral welded pipes, seamless and welded tubes (carbon, alloy, stainless steel), ductile iron (DI) pipes, anti-corrosion coatings**, and other value-added steel products. This broad mix enables JSL to serve **multiple end-markets** such as **oil and gas transmission, water distribution, sewage networks, power, automotive, engineering, and general industrial applications**.

The company operates **manufacturing facilities across Uttar Pradesh, Gujarat, and Maharashtra**, providing scale and flexibility to execute **large and complex pipeline orders** for both domestic and international clients. Its **strong export presence** and **diversified order book** reduce reliance on any single geography or sector. Backed by the **brand strength and industry experience** of the O.P. Jindal Group, the company maintains a strong emphasis on **quality, certifications, and technology leadership**—attributes essential for securing contracts in **regulated sectors** such as energy and water infrastructure.

Strategically, JSL has strengthened its offering through **downstream capabilities** including **pipe coating, fittings, fabrication, and dedicated logistics solutions** such as shipping and trans-shipment for large projects. These capabilities elevate customer value and reinforce its positioning as a **full-service pipe solutions provider**. JSL is well placed to benefit from **structural demand drivers**, including rising investments in **water infrastructure, urban development, oil and gas transportation, and industrial capex**. However, the business remains exposed to **global steel cycles, raw material price volatility**, competitive pressures from domestic and international manufacturers, and fluctuations in infrastructure and energy-sector investment.

Overall, Jindal SAW Limited is a **scaled, diversified, and globally active** player in the steel pipe and tubular solutions industry, supported by a **strong manufacturing footprint, an extensive product portfolio, and established market credibility**. Its evolution from a SAW pipe manufacturer to a **multi-segment solutions provider** offers a robust platform to capture **long-term demand across infrastructure, industrial, and energy sectors**.



## KEY PRODUCTS

| Product Category                          | Product Type                               | Specifications / Size Range                         | End-Use Sectors   | Key Notes   |
|---|--|---|---|---|
| <b>LSAW Pipes</b>                         | Longitudinal Submerged Arc Welded Pipes    | Large diameter, heavy wall thickness, API standards | Oil & Gas pipelines (onshore/offshore), long-distance transmission    | Highest strength pipes; major export product      |
| <b>HSAW / Spiral Pipes</b>                | Helical Submerged Arc Welded Pipes         | Large diameter spiral-welded pipes                  | Water transmission, slurry pipelines, infrastructure                  | Cost-effective for water/sewage projects          |
| <b>Seamless Pipes &amp; Tubes</b>         | Carbon & alloy steel seamless pipes        | Small/medium diameter, high-pressure applications   | Oil & gas drilling, boilers, heat exchangers, automotive, engineering | Higher margin; manufactured at Nashik             |
| <b>DI Pipes (Ductile Iron Pipes)</b>      | DI Pipes & DI Fittings (K7, K9 classes)    | Pressure-rated pipes for water/sewage               | Municipal water supply, sewage networks, irrigation                   | Strong domestic demand; stable margin business    |
| <b>Coated Pipes</b>                       | 3LPE/3LPP, FBE, Cement Mortar Lining (CML) | Internal/external coated variants                   | Oil & Gas, corrosive environments, long-distance pipelines            | Value-added product; essential for export tenders |
| <b>Hot Induction Bends</b>                | Pipeline bends & fittings                  | Various angle/diameter customizations               | O&G pipeline networks, refineries, petrochemicals                     | Used for routing pipelines in complex terrain     |
| <b>Pipe Accessories</b>                   | Connectors, joints, flanges, collars       | Project-specific accessories                        | O&G, water utilities  | Complements pipe supply packages                  |
| <b>Iron Ore Pellets</b>                   | High-grade pellets (~65% Fe)               | For DRI/BF steelmaking                              | Steel plants (India & export markets)                                 | Non-pipe segment; meaningful EBITDA contributor   |
| <b>Precision Pipes / Speciality Tubes</b> | Precision steel tubes (limited portfolio)  | Thin wall tubes, small diameters                    | Automotive, general engineering                                       | Niche, low-volume products                        |

Source: Sushil Finance Research, Company Research

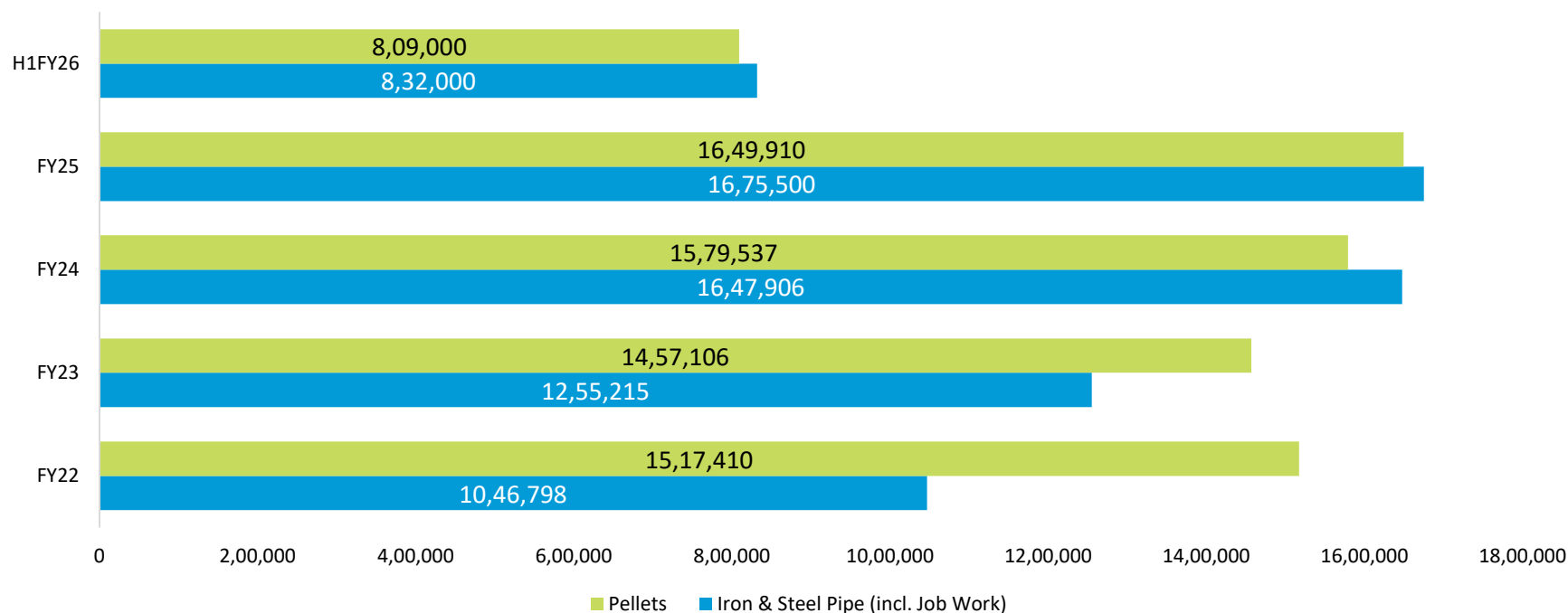
## KEY PRODUCTS



Source: Sushil Finance Research, Company Research

## VOLUME DATA – STANDALONE (MT)

|                                    | FY22             | FY23             | FY24             | FY25             | H1FY26           |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|
| Iron & Steel Pipe (incl. Job Work) | 10,46,798        | 12,55,215        | 16,47,906        | 16,75,500        | 8,32,000         |
| Pellets                            | 15,17,410        | 14,57,106        | 15,79,537        | 16,49,910        | 8,09,000         |
| <b>Total</b>                       | <b>25,64,208</b> | <b>27,12,321</b> | <b>32,27,443</b> | <b>33,25,410</b> | <b>16,41,000</b> |



Source: Sushil Finance Research, Company Research

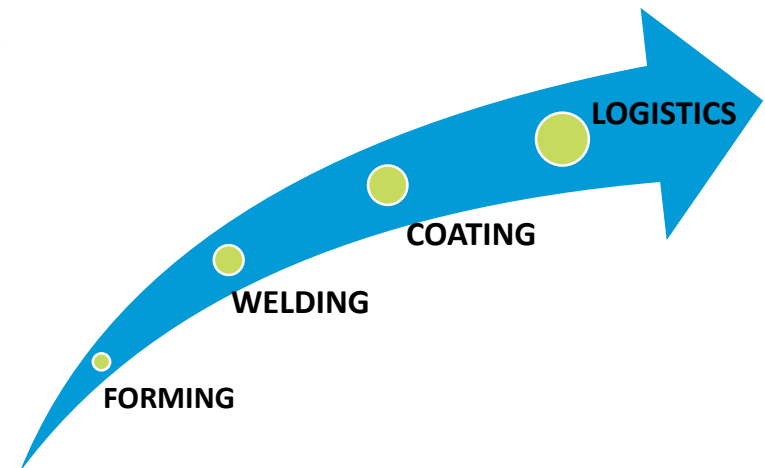
## INVESTMENT RATIONALE – DIVERSIFIED PRODUCT PORTFOLIO BACKED BY INTEGRATED MANUFACTURING SCALE

Jindal SAW Limited's competitive positioning is underpinned by a **broad and well-diversified product portfolio** that spans SAW and spiral-welded pipes, seamless and welded tubes, and ductile iron (DI) pipes. This comprehensive product mix allows the company to service a **wide range of end-use sectors** including oil and gas transmission, water and wastewater infrastructure, petrochemicals, power, and general industrial manufacturing. The **diversity of applications mitigates cyclical risk** inherent in any single sector and supports more stable order inflows across macro and sectoral cycles. JSL's ability to meet **varying technical specifications**—ranging from high-pressure transmission lines to municipal water distribution—enhances its relevance across both public and private sector capex.

The company's **multi-location manufacturing footprint** across India provides meaningful scale advantages, operational redundancy, and logistical efficiency. Facilities are equipped with **advanced forming, welding, coating, and finishing capabilities** that enable JSL to undertake **complex, large-diameter, and high-specification pipe orders** required in long-distance transmission projects. **Vertical integration** across key value chain activities—including pipe coating, bending, fabrication, and dedicated logistics infrastructure—**improves execution reliability** and reduces dependence on external contractors, which is a critical differentiator in projects with stringent timelines and technical requirements.

These integrated capabilities not only **enhance margin resilience** but also strengthen JSL's ability to participate in **large turnkey pipeline contracts** where product quality, technical compliance, and delivery reliability are essential selection criteria. As a result, the company occupies a strong position as a **full-service solutions provider** rather than a standalone pipe manufacturer, improving its strategic relevance to EPC contractors, oil and gas majors, and government utilities. This combination of **product breadth and execution capability** creates meaningful **entry barriers for competition** and consolidates JSL's leadership in both domestic and export markets.

- **Wide-ranging product portfolio enables multi-sector exposure**
- **Integrated, multi-location manufacturing enhances execution reliability and creates high entry barriers.**



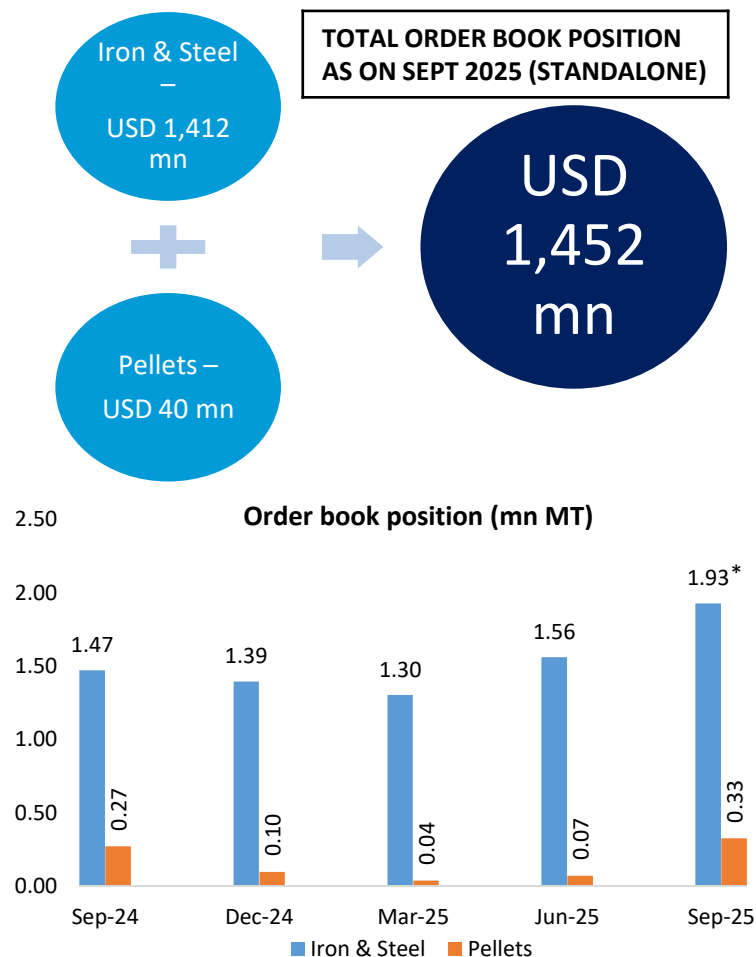


## INVESTMENT RATIONALE- STRONG ORDER BOOK POSITION DRIVING EXECUTION VISIBILITY AND GROWTH MOMENTUM

Jindal SAW Limited enters FY26 with one of its strongest order book positions to date, providing robust revenue visibility and reinforcing the company's execution momentum. As per the latest investor presentation, the standalone order book stands at **USD 1,452 mn** (pipes + pellets), with iron & steel pipes accounting for ~USD 1,412 million and pellets for ~USD 40 million. Importantly, the pipe division has reached an **all-time high volume backlog of ~1.93 million MT**, marking a significant expansion from previous quarter (1.56 mn MT in Q1FY26). This includes a large **0.622 million MT export order for the water sector on a job-work basis**, which will be executed over the next 15–18 months, providing continuity in plant loading and operational scheduling.

The order book exhibits strong diversification across products, geographies, and customer segments. Export orders (~0.8 mn MT) constitute ~43% of total pipe volumes and ~31% of total order book value, underscoring the company's strengthening global footprint and reducing reliance on domestic demand cycles. Additionally, Jindal SAW's UAE subsidiary holds an **independent order book of ~USD 240 million (~215,000 MT)**, further augmenting consolidated visibility for the next 9–12 months. This layered visibility helps stabilise operations even in periods where domestic water sector liquidity has constrained near-term production and dispatches.

Collectively, the strong and well-diversified order book, multi-geography demand pipeline, and reinforced execution capabilities position Jindal SAW to sustain higher utilisation levels, improve operating leverage, and maintain momentum in revenue and margin delivery over the medium term. The breadth and longevity of the order flow also solidify the company's competitive standing across both domestic and export markets, underpinning a favourable growth outlook.



## INVESTMENT RATIONALE- STRUCTURAL DEMAND TAILWINDS SUPPORTING MULTI-YEAR GROWTH

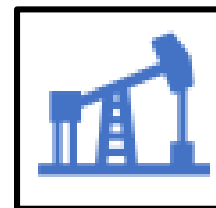
India's urban population is projected to reach **675 million by 2035**, driving consistent demand for municipal water supply, sewage systems, and urban infrastructure—segments that rely heavily on DI and welded pipes. Government-backed programs such as **Jal Jeevan Mission, AMRUT 2.0, and Namami Gange 2.0** represent substantial multi-year investment commitments, including **3,722 MLD** (million Liters per Day) of new STP (Sewage Treatment Plant) capacity, significant allocations under AMRUT, and major wastewater and greywater management initiatives across states like Maharashtra, Delhi, and Puducherry. These projects directly translate into demand for large-diameter water and wastewater pipelines.

In parallel, the oil & gas sector provides a strong, sustained opportunity set with multiple long-distance pipelines under execution. Key projects include the **1,700 km** Mumbai–Nagpur–Jharsuguda pipeline, the **2,800 km** Kandla–Gorakhpur LPG pipeline (the world's longest), and additional corridors ranging from **844 km to 1,480 km**, covering crude oil, natural gas, and petroleum product transportation. These infrastructure programs require high-specification SAW and spiral pipes, aligning well with the company's core manufacturing competencies.

International markets further enhance the opportunity landscape, with Saudi Arabia and the UAE undertaking large-scale investments in water transmission, wastewater networks, LNG infrastructure, and hydrocarbon pipelines—several of which are valued between **USD 293 million and USD 11 billion**. These projects support strong structural demand for high-grade steel pipes across export markets.

Supported by government policy initiatives such as **Make in India, Aatmanirbhar Bharat**, and sustained national manufacturing thrust, these macro drivers create a favourable multi-year capex environment. The convergence of **rapid urbanization, sizable water and wastewater spending, and large hydrocarbon transmission projects** builds a strong, quantifiable demand outlook for Jindal SAW's diversified pipe portfolio and reinforces the long-term investment case.

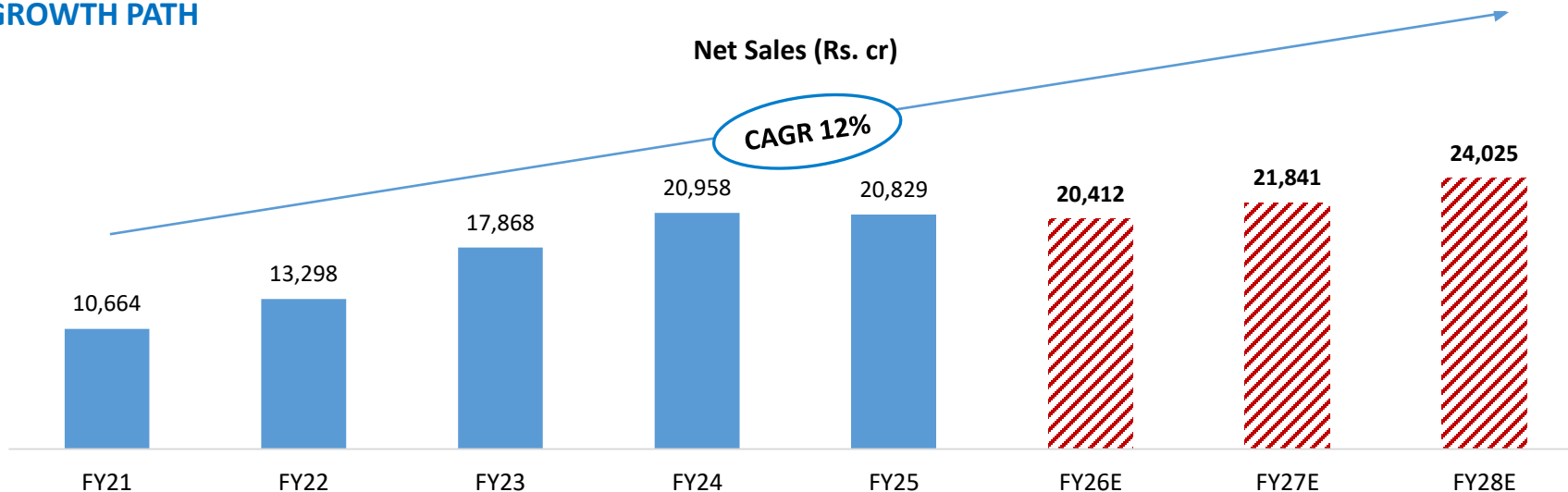
- **India's expanding infrastructure pipeline—driven by rapid urbanisation, major water programs, and 3,722 MLD of new STP capacity—supports strong multi-year demand for DI and welded pipes.**
- **Large cross-country oil & gas pipelines (up to 2,800 km) and multi-billion-dollar Middle East transmission projects create a sustained long-term opportunity for SAW and spiral pipes.**



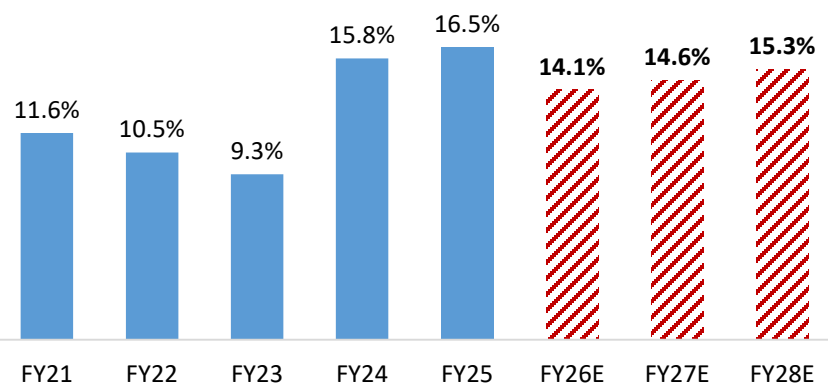
## INVESTMENT RATIONALE- STRONG FUNDAMENTALS, HEALTHY PROFITABILITY AND HEALTHY GEARING TO DRIVE GROWTH PATH

Net Sales (Rs. cr)

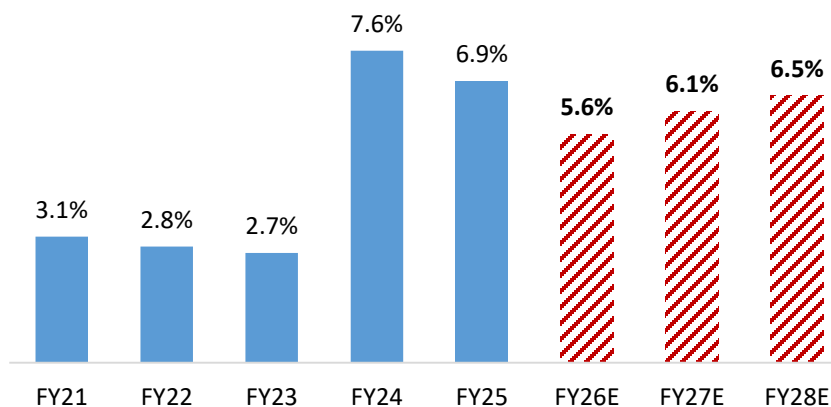
CAGR 12%



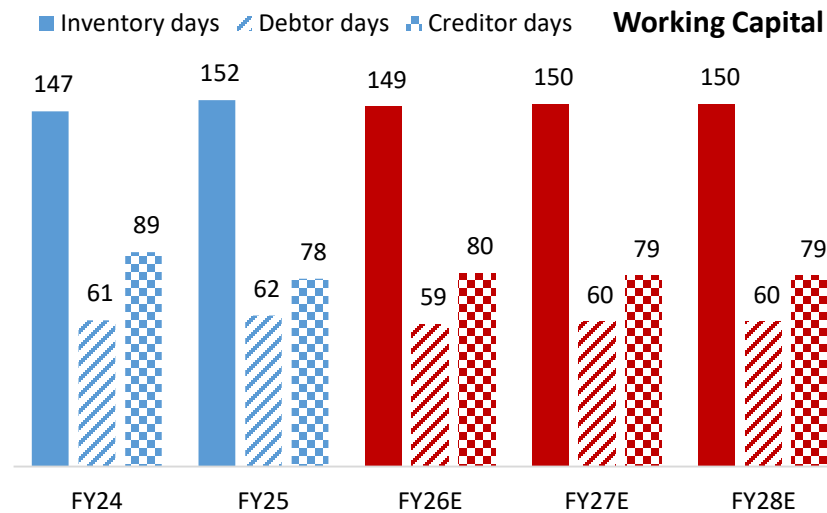
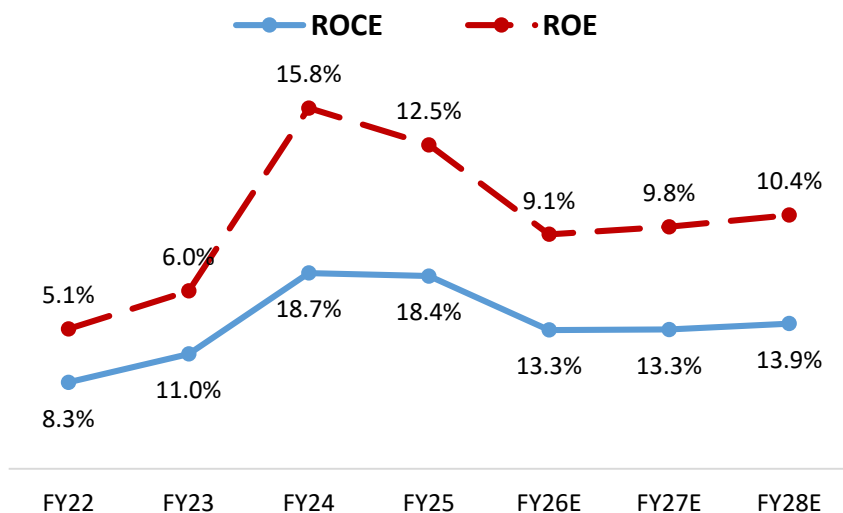
EBITDA Margins



PAT Margins



### Debt-Equity (x)





**PROFIT & LOSS STATEMENT**

(Rs. cr)

| Y/E Mar.                 | FY24          | FY25          | FY26E         | FY27E         | FY28E         |
|--------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Revenue</b>           | <b>20,958</b> | <b>20,829</b> | <b>20,412</b> | <b>21,841</b> | <b>24,025</b> |
| Raw Material Cost        | 12,151        | 11,845        | 12,043        | 12,559        | 13,694        |
| Employee Cost            | 1,492         | 1,527         | 1,514         | 1,638         | 1,802         |
| Other Expenses           | 3,993         | 4,028         | 3,980         | 4,456         | 4,865         |
| <b>EBITDA</b>            | <b>3,321</b>  | <b>3,429</b>  | <b>2,874</b>  | <b>3,189</b>  | <b>3,664</b>  |
| <i>EBITDA Margin (%)</i> | <i>15.8%</i>  | <i>16.5%</i>  | <i>14.1%</i>  | <i>14.6%</i>  | <i>15.3%</i>  |
| Depreciation             | 568           | 602           | 752           | 769           | 883           |
| <b>EBIT</b>              | <b>2,753</b>  | <b>2,827</b>  | <b>2,122</b>  | <b>2,420</b>  | <b>2,780</b>  |
| <i>EBIT Margin (%)</i>   | <i>13.1%</i>  | <i>13.6%</i>  | <i>10.4%</i>  | <i>11.1%</i>  | <i>11.6%</i>  |
| Finance Costs            | 705           | 623           | 620           | 630           | 671           |
| Other Income             | 168           | 119           | 121           | 123           | 124           |
| <b>Profit before Tax</b> | <b>2,216</b>  | <b>2,323</b>  | <b>1,622</b>  | <b>1,913</b>  | <b>2,234</b>  |
| Tax Expense              | 227           | 649           | 487           | 574           | 670           |
| <b>Net Profit</b>        | <b>1,594</b>  | <b>1,432</b>  | <b>1,136</b>  | <b>1,339</b>  | <b>1,564</b>  |
| <i>Net Margin (%)</i>    | <i>7.6%</i>   | <i>6.9%</i>   | <i>5.6%</i>   | <i>6.1%</i>   | <i>6.5%</i>   |
| <b>EPS</b>               | <b>24.9</b>   | <b>22.8</b>   | <b>17.8</b>   | <b>20.9</b>   | <b>24.5</b>   |

Source: Sushil Finance Research, Company Research

**BALANCE SHEET STATEMENT**

(Rs. cr)

| Y/E Mar.                                  | FY24          | FY25          | FY26E         | FY27E         | FY28E         |
|---|---------------|---------------|---------------|---------------|---------------|
| PP&E (incl. CWIP)                         | 9,244         | 9,708         | 10,255        | 12,186        | 13,603        |
| Right of Use Assets / Investment Property | 241           | 274           | 274           | 274           | 274           |
| Other Non-Current                         | 1,146         | 631           | 631           | 631           | 631           |
| Inventories                               | 4,895         | 4,921         | 4,916         | 5,161         | 5,628         |
| Trade Receivables                         | 3,475         | 3,566         | 3,300         | 3,590         | 3,949         |
| Cash and Bank Balances                    | 895           | 770           | 857           | 670           | 528           |
| Other Current Assets                      | 1,126         | 909           | 1,275         | 1,354         | 1,476         |
| <b>Total Assets</b>                       | <b>21,022</b> | <b>20,779</b> | <b>21,509</b> | <b>23,867</b> | <b>26,089</b> |
| Equity Share Capital                      | 64            | 64            | 64            | 64            | 64            |
| Reserves & Surplus                        | 10,029        | 11,347        | 12,355        | 13,567        | 15,003        |
| Borrowings (LT)                           | 2,108         | 1,583         | 1,483         | 2,033         | 2,333         |
| Other Non-Current Liabilities             | 1,221         | 1,258         | 972           | 973           | 974           |
| Trade Payables                            | 2,953         | 2,522         | 2,640         | 2,718         | 2,964         |
| Other Financial Liabilities               | 281           | 193           | 204           | 218           | 240           |
| Current Borrowings                        | 3,479         | 3,062         | 3,062         | 3,495         | 3,604         |
| Other Current Tax Liab & Provisions       | 1,613         | 1,206         | 1,185         | 1,256         | 1,363         |
| <b>Total Liabilities</b>                  | <b>21,748</b> | <b>21,236</b> | <b>21,966</b> | <b>24,324</b> | <b>26,546</b> |

Source: Sushil Finance Research, Company Research

**CASH FLOW STATEMENT**

(Rs. cr)

| Y/E Mar.                          | FY24           | FY25           | FY26E          | FY27E          | FY28E          |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>PBT</b>                        | 2,216          | 2,323          | 1,622          | 1,913          | 2,234          |
| Depreciation                      | 568            | 602            | 752            | 769            | 883            |
| Interest                          | 705            | 623            | 620            | 630            | 671            |
| <b>CFO before Working Cap chg</b> | <b>3,489</b>   | <b>3,548</b>   | <b>2,995</b>   | <b>3,311</b>   | <b>3,788</b>   |
| Chg in Inventories                | (790)          | (25)           | 4              | (245)          | (467)          |
| Chg in Trade Receivables          | 93             | (90)           | 266            | (291)          | (359)          |
| Chg in Trade Payables             | (51)           | (431)          | 117            | 79             | 246            |
| Income Taxes Paid                 | (227)          | (649)          | (487)          | (574)          | (670)          |
| <b>Cash Flow from Operations</b>  | <b>2,593</b>   | <b>2,335</b>   | <b>3,383</b>   | <b>2,854</b>   | <b>3,208</b>   |
| Interest Paid                     | (705)          | (623)          | (620)          | (630)          | (671)          |
| Dividend Paid                     | (100)          | (127)          | (127)          | (127)          | (127)          |
| Other Adjustments                 | 1,019          | (124)          | (772)          | 989            | 418            |
| <b>Cash Flow from Financing</b>   | <b>(12)</b>    | <b>(1,524)</b> | <b>(2,006)</b> | <b>(342)</b>   | <b>(1,050)</b> |
| Capital Expenditure               | (2,280)        | (1,066)        | (1,300)        | (2,700)        | (2,300)        |
| Other Adjustments                 | 363            | 167            | 10             | -              | -              |
| <b>Cash Flow from Investing</b>   | <b>(1,917)</b> | <b>(899)</b>   | <b>(1,290)</b> | <b>(2,700)</b> | <b>(2,300)</b> |
| <b>Opening Cash</b>               | <b>78</b>      | <b>895</b>     | <b>770</b>     | <b>857</b>     | <b>670</b>     |
| <b>Total Cash Flow</b>            | <b>663</b>     | <b>(87)</b>    | <b>87</b>      | <b>(187)</b>   | <b>(142)</b>   |
| <b>Closing Cash</b>               | <b>895</b>     | <b>770</b>     | <b>857</b>     | <b>670</b>     | <b>528</b>     |

Source: Sushil Finance Research, Company Research

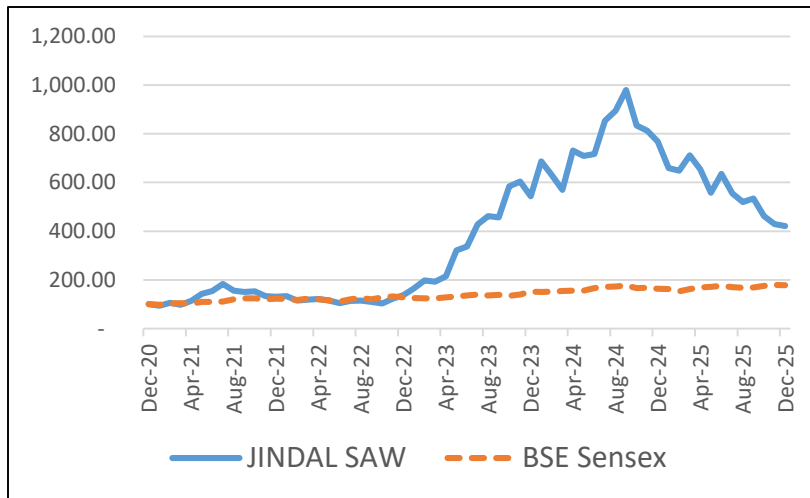
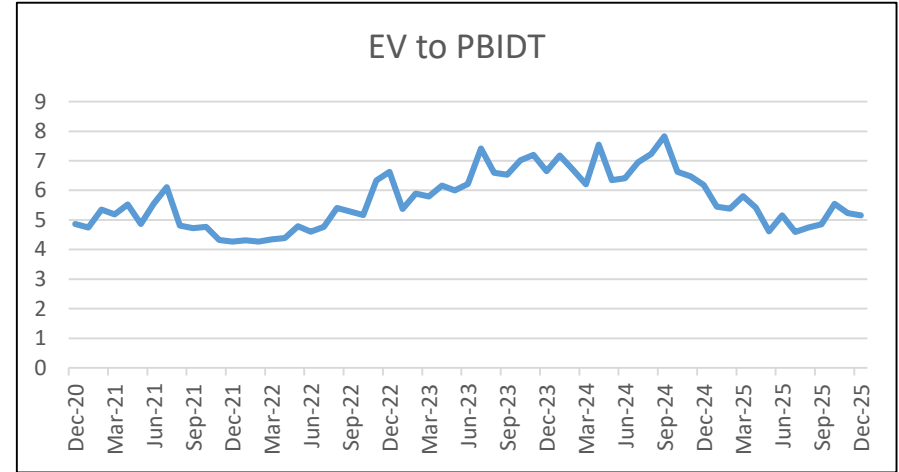
**FINANCIAL RATIOS STATEMENT**

| Y/E Mar.                           | FY24   | FY25   | FY26E  | FY27E | FY28E |
|------------------------------------|--------|--------|--------|-------|-------|
| <b><u>Growth (%)</u></b>           |        |        |        |       |       |
| Revenue                            | 17.3%  | -0.6%  | -2.0%  | 7.0%  | 10.0% |
| EBITDA                             | 99.5%  | 3.3%   | -16.2% | 10.9% | 14.9% |
| Net Profit                         | 233.9% | -10.2% | -20.7% | 17.9% | 16.8% |
| <b><u>Profitability (%)</u></b>    |        |        |        |       |       |
| EBITDA Margin                      | 15.8%  | 16.5%  | 14.1%  | 14.6% | 15.3% |
| Net Profit Margin                  | 7.6%   | 6.9%   | 5.6%   | 6.1%  | 6.5%  |
| ROCE                               | 18.7%  | 18.4%  | 13.3%  | 13.3% | 13.9% |
| ROE                                | 15.8%  | 12.5%  | 9.1%   | 9.8%  | 10.4% |
| <b><u>Per Share Data (Rs.)</u></b> |        |        |        |       |       |
| EPS                                | 24.9   | 22.8   | 17.8   | 20.9  | 24.5  |
| BVPS                               | 157.8  | 178.4  | 194.2  | 213.1 | 235.6 |
| CEPS                               | 33.8   | 32.2   | 29.5   | 33.0  | 38.3  |
| <b><u>Valuation (x)</u></b>        |        |        |        |       |       |
| P/E                                | 6.5    | 7.1    | 9.2    | 7.8   | 6.7   |
| P/BV                               | 1.0    | 0.9    | 0.8    | 0.8   | 0.7   |
| EV/EBITDA                          | 4.3    | 4.2    | 5.0    | 4.5   | 3.9   |
| P/Sales                            | 0.5    | 0.5    | 0.5    | 0.5   | 0.4   |
| <b><u>Turnover</u></b>             |        |        |        |       |       |
| Inventory days                     | 147    | 152    | 149    | 150   | 150   |
| Debtor days                        | 61     | 62     | 59     | 60    | 60    |
| Creditor days                      | 89     | 78     | 80     | 79    | 79    |
| <b><u>Gearing (x)</u></b>          |        |        |        |       |       |
| D/E                                | 0.6    | 0.4    | 0.4    | 0.4   | 0.4   |

Source: Sushil Finance Research, Company Research



## MARKET INFORMATION



**Rating Scale :** This is a guide to the rating system used by our Institutional Research Team. Our rating system comprises of three rating categories.

**Total Expected Return Matrix (Rating and Return)**

**BUY : Over 12%**

**HOLD : -12% to 12%**

**SELL : Below -12%**

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|--|-----|
| Analyst Stock Ownership  | No  |
| Stock Recommended to Clients                                   | Yes |
| Remuneration/Benefits received from company in 12 months       | No  |
| Merchant Banking Market Making activities / projects           | No  |
| Sushil Financial Services Pvt. Ltd and Group Companies Holding | No  |
| Sushil Financial Services Pvt. Ltd and Group Directors Holding | No  |
| Broking Relationship with the company covered                  | No  |