

# Apollo Hospitals

Estimate change 

TP change 

Rating change 

**CMP: INR6,530**

**TP: INR7,940 (+22%)**

**Buy**

## Superior execution across segments

### Work-in-progress to add beds/improve GMV

- Apollo Hospitals (APHS) delivered in-line 1QFY25 performance. The hospital business was largely driven by higher volume of in-patients/out-patients, while AHLL continued to post healthy sales/profitability across diagnostics, primary and secondary care segments. APHS continued to reduce operational costs at Healthco. However, GMV growth moderated.
- We raise our FY25 earnings estimate by 4%, factoring in better profitability in AHLL and reduced opex in Apollo 24/7. We value APHS on SOTP basis (30x 12M fwd EV/EBITDA hospital business, 12M fwd EV/EBITDA for AHLL, 22x 12M fwd EV/EBITDA for front end pharmacy) to arrive at a TP of INR7,940.
- The company is implementing efforts to commission acquired hospitals after refurbishing/adding medical equipment, get regulatory approval for its greenfield hospital project, and optimize Apollo 24/7 business. Accordingly, we estimate a 21% EBITDA CAGR and a 41% earnings CAGR over FY24-26. Maintain BUY.

### Better volume growth, reduced Healthco losses drive earnings

- Revenue grew 15% YoY to INR50.9b (est. INR50.1b).
- Healthcare services revenue rose 16.8% YoY to INR25.6b.
- Healthco revenue was up 15.3% YoY at INR20.8b.
- AHLL revenue increased 14.9% YoY to INR3.7b.
- EBITDA margin expanded by 180bp YoY to 13.3% (our est: 13.5%) due to lower employee/other expenses (down 50bp/150bp YoY as % sales).
- EBITDA margins for (i) Healthcare services stood at 23.6%, (ii) Diagnostic and retail health at 8.4% (+110bp YoY) and (iii) Digital health at 1.1% (vs EBITDA loss in 1QFY24)
- EBITDA grew 32.6% YoY to INR6.8b (in line).
- Adj. PAT rose 83% YoY to INR3.1b (our est: INR3b).

### Highlights from the management commentary

- Healthcare services growth would be in mid-teens, led by volume growth and improved occupancy.
- Cost optimization measures, along with better case mix/payor mix and focus on international patients, would drive a 100bp EBITDA margin expansion to 25% for the hospital segment in FY25. Beyond FY26, EBITDA margins are expected to fall ~100-150bp owing to capacity expansion.
- The revenue contribution from international patients is expected to rise to 8-10% in FY25, up from 6% in 1QFY25. Bangladesh accounts for ~30% of international revenue. While volumes have dropped, a rebound is anticipated via expansion in other markets.

Bloomberg	APHS IN
Equity Shares (m)	144
M.Cap.(INRb)/(USDb)	936.9 / 11.2
52-Week Range (INR)	6874 / 4726
1, 6, 12 Rel. Per (%)	4/-14/11
12M Avg Val (INR M)	2662

### Financials & Valuations (INR b)

Y/E March	FY24	FY25E	FY26E
Sales	190.6	212.9	248.0
EBITDA	23.9	28.5	34.7
Adj. PAT	9.0	13.3	17.8
EBIT Margin (%)	12.5	13.4	14.0
Cons. Adj. EPS (INR)	62.4	92.4	124.0
EPS Gr. (%)	29.6	48.0	34.2
BV/Sh. (INR)	498.5	588.0	710.0

### Ratios

Net D:E	0.2	0.0	-0.2
RoE (%)	13.7	17.6	19.7
RoCE (%)	12.8	15.6	17.8
Payout (%)	9.4	6.3	4.7

### Valuations

P/E (x)	109.4	73.9	55.1
EV/EBITDA (x)	42.0	34.7	27.9
Div. Yield (%)	0.1	0.1	0.1
FCF Yield (%)	0.8	2.0	2.4
EV/Sales (x)	5.3	4.6	3.9

### Shareholding pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	29.3	29.3	29.3
DII	21.4	19.8	17.2
FII	43.9	45.6	47.9
Others	5.4	5.3	5.5

FII Includes depository receipts

**Consolidated - Quarterly Earnings Model**

Y/E March	FY24				FY25E				FY24	FY25E	FY25E 1QE	vs Est (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
<b>Gross Sales</b>	<b>44,178</b>	<b>48,469</b>	<b>48,506</b>	<b>49,439</b>	<b>50,856</b>	<b>53,075</b>	<b>54,502</b>	<b>54,436</b>	<b>1,90,592</b>	<b>2,12,868</b>	<b>50,133</b>	<b>1.4%</b>
YoY Change (%)	16.4	14.0	13.8	14.9	15.1	9.5	12.4	10.1	14.7	11.7	13.5	
Total Expenditure	39,088	42,194	42,369	43,034	44,105	45,989	47,144	47,105	1,66,685	1,84,344	43,365	
<b>EBITDA</b>	<b>5,090</b>	<b>6,275</b>	<b>6,137</b>	<b>6,405</b>	<b>6,751</b>	<b>7,085</b>	<b>7,358</b>	<b>7,331</b>	<b>23,907</b>	<b>28,524</b>	<b>6,768</b>	<b>-0.3%</b>
YoY Change (%)	3.7	11.0	21.4	31.2	32.6	12.9	19.9	14.5	16.6	19.3	33.0	
Margins (%)	11.5	12.9	12.7	13.0	13.3	13.4	13.5	13.5	12.5	13.4	13.5	
Depreciation	1,669	1,634	1,670	1,897	1,774	1,785	1,795	1,769	6,870	7,123	1,750	
Interest	1,062	1,113	1,126	1,193	1,164	1,025	980	750	4,494	3,919	1,080	
Other Income	282	222	278	281	372	286	312	265	1,063	1,235	292	
<b>PBT before EO expense</b>	<b>2,641</b>	<b>3,750</b>	<b>3,619</b>	<b>3,596</b>	<b>4,185</b>	<b>4,561</b>	<b>4,895</b>	<b>5,077</b>	<b>13,606</b>	<b>18,717</b>	<b>4,230</b>	<b>-1.1%</b>
Extra-Ord expense/(Income)	0	-19	0	0	0	0	0	0	-19	0	0	
<b>PBT</b>	<b>2,641</b>	<b>3,769</b>	<b>3,619</b>	<b>3,596</b>	<b>4,185</b>	<b>4,561</b>	<b>4,895</b>	<b>5,077</b>	<b>13,625</b>	<b>18,717</b>	<b>4,230</b>	<b>-1.1%</b>
Tax	966	1,300	1,089	1,098	1,145	1,254	1,395	1,446	4,453	5,241	1,248	
Rate (%)	36.6	34.5	30.1	30.5	27.4	27.5	28.5	28.5	32.7	28.0	29.5	
MI & P/L of Asso. Cos.	9	140	77	-40	-12	50	68	87	186	193	0	
<b>Reported PAT</b>	<b>1,666</b>	<b>2,329</b>	<b>2,453</b>	<b>2,538</b>	<b>3,052</b>	<b>3,257</b>	<b>3,432</b>	<b>3,543</b>	<b>8,986</b>	<b>13,283</b>	<b>2,982</b>	<b>2.3%</b>
<b>Adj PAT</b>	<b>1,666</b>	<b>2,317</b>	<b>2,453</b>	<b>2,538</b>	<b>3,052</b>	<b>3,257</b>	<b>3,432</b>	<b>3,543</b>	<b>8,973</b>	<b>13,283</b>	<b>2,982</b>	<b>2.3%</b>
YoY Change (%)	2.6	3.0	59.8	47.1	83.2	3.0	39.9	39.6	29.6	48.0	79.0	
Margins (%)	3.8	4.8	5.1	5.1	6.0	6.1	6.3	6.5	4.7	6.2	5.9	

E: MOFSL Estimates

**Key performance Indicators (Consolidated)**

Y/E March	FY24				FY25E				FY24	FY25E	FY25E	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	vs Est
<b>Hospital Revenue (INRm)</b>	<b>22,937</b>	<b>25,472</b>	<b>24,636</b>	<b>25,591</b>	<b>26,373</b>	<b>27,664</b>	<b>27,804</b>	<b>27,368</b>	<b>98,636</b>	<b>1,09,209</b>	<b>25,623</b>	<b>2.9%</b>
YoY Growth (%)	13.4	12.5	12.3	16.6	15.0	8.6	12.9	6.9	13.7	10.7	10.0	
<b>Back end distribution (INRm)</b>	<b>18,054</b>	<b>19,454</b>	<b>20,493</b>	<b>20,267</b>	<b>20,821</b>	<b>21,594</b>	<b>22,850</b>	<b>23,066</b>	<b>78,269</b>	<b>88,331</b>	<b>20,220</b>	<b>3.0%</b>
YoY Growth (%)	22.1	16.6	16.6	12.6	15.3	11.0	11.5	13.8	16.7	12.9	12.0	
<b>AHLL Revenue (INRm)</b>	<b>3,187</b>	<b>3,542</b>	<b>3,377</b>	<b>3,547</b>	<b>3,661</b>	<b>3,817</b>	<b>3,849</b>	<b>4,002</b>	<b>13,653</b>	<b>15,328</b>	<b>3,498</b>	<b>4.7%</b>
YoY Growth (%)	8.8	11.3	8.4	15.0	14.9	7.8	14.0	12.8	10.9	12.3	9.8	
<b>Cost Break-up</b>												
Gross Margin (%)	48.7	49.3	47.8	48.5	48.4	48.8	48.7	49.3	48.6	48.8	48.8	
EBITDA Margin (%)	11.5	12.9	12.7	13.0	13.3	13.4	13.5	13.5	12.5	13.4	13.7	
PAT Margin (%)	3.8	4.8	5.1	5.1	6.0	6.1	6.3	6.5	4.7	6.2	5.9	

E: MOFSL Estimates



## Highlights from the management commentary

- GMV is expected to grow ~50% YoY in FY25 for Healthco, led by an increase in private labels and customer acquisitions. The company expects EBITDA breakeven for Apollo 24/7 in the next four to six quarters, driven by lower customer acquisition costs (INR800mn currently vs. INR1.5-1.7b marketing expenses earlier) and focus on the omni channel.
- Occupancy is likely to improve to ~68-70% in FY25, led by international patients, a change in the payor mix, partnerships with private insurance, and increased insurance penetration.
- APHS plans to operationalize 1,500 beds across four hospitals - Gurugram, Hyderabad, Kolkata, and Pune, in CY25-26. The company also plans a brownfield expansion of 140 beds in Mysore in FY26.
- Cash and insurance revenues grew by 17% YoY and contributed to 85% of hospital revenues.
- The company plans to launch its life insurance business in FY26/FY27 and is in the process of obtaining IRDAI approval by Oct'24.
- APHS expects online pharmacy distribution margins to grow to ~20% (vs. current 13.6%) in FY25.
- Online Pharmacy discounts stood at 13-13.5% (vs. industry standard of 15-15.5%), while offline discounts were ~11%.
- For 1QFY25, the contribution of cash/insurance/international/government stood at ~38%/47%/6%/10%.

## Other operational highlights

### Hospitals segment (52% of sales)

- Hospital EBITDA grew 15% YoY to INR6.2b. EBITDA margin was flat YoY at 23.6%.
- ARPOB grew by 2% YoY to INR59,073. Effectively, volume of patients treated grew ~11% YoY.
- Occupancy was 68% vs. 62% in 1QFY24.
- ALOS stood flat at 3.3 days.

### Healthco (offline/online pharmacy and Apollo 24/7; 41% of sales)

- Healthco posted EBITDA of INR225m vs. INR566m loss in 1QFY24.
- Platform GMV grew 9% YoY to INR7b.
- Pharma average order value (AOV) increased 15% YoY to INR1,072.
- Opened net 44 stores during the quarter, taking total stores to 6,074.

### AHLL (7% of sales)

- Non-Covid diagnostics revenue (excluding Covid Testing) grew by 10% YoY to INR1.2b.
- Revenues of primary care grew 14% YoY to INR964m.
- Revenues of specialty care rose 21% YoY to INR1.7b.
- Network collection centers increased by 420 centers YoY to 2,330 centers.

Key exhibits

Exhibit 1: Revenue for Hospitals grew 15% YoY in 1QFY25

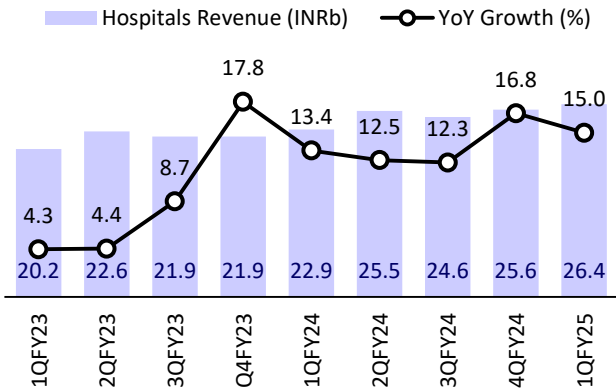


Exhibit 2: Hospitals' EBITDA margin remained flat YoY

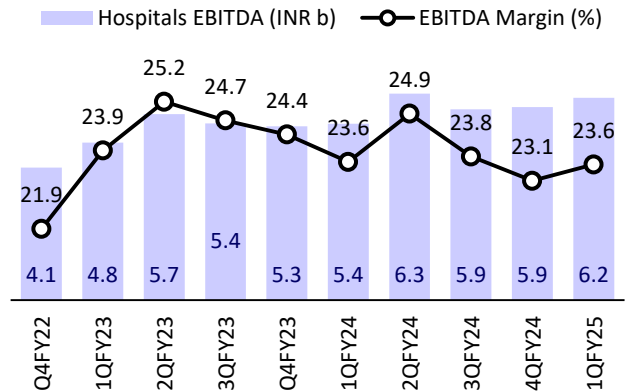


Exhibit 3: AHLL – revenue grew 15% YoY in 1QFY25

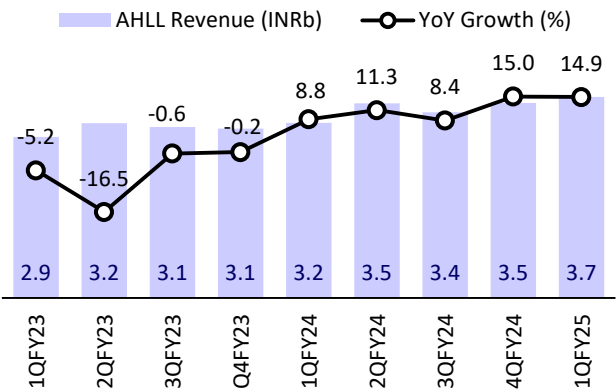
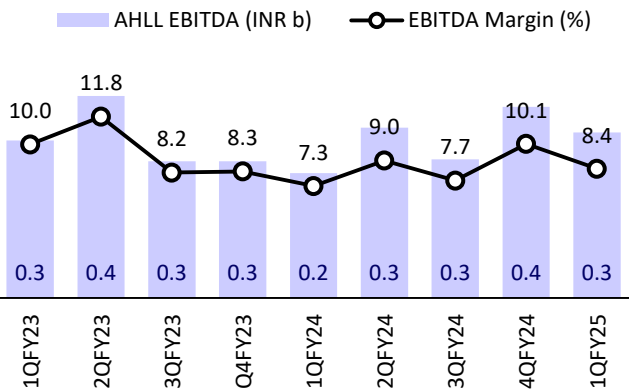


Exhibit 4: AHLL – EBITDA margin expanded 110bp YoY



Source: MOFSL, Company

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Exhibit 5: APHS – overall revenue grew 15% YoY in 1QFY25

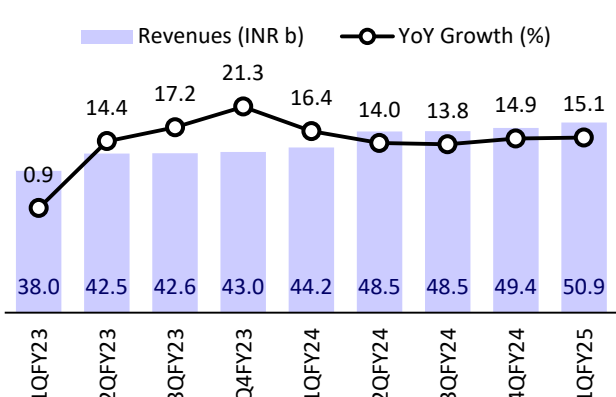
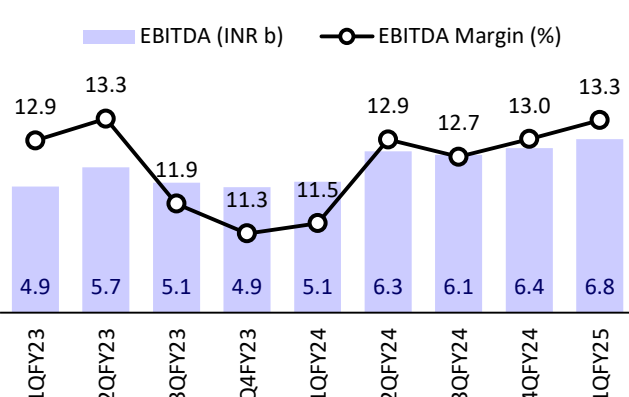


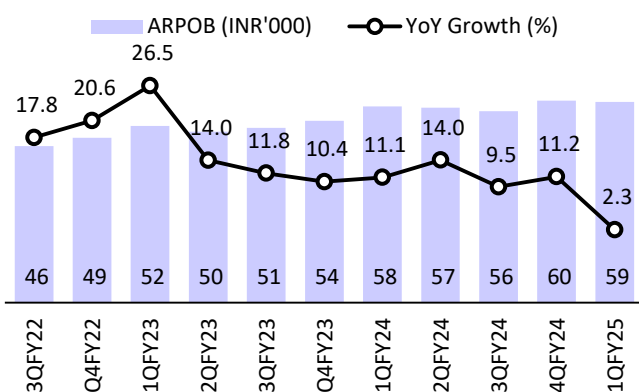
Exhibit 6: APHS – overall EBITDA margin up 180bp YoY



Source: MOFSL, Company

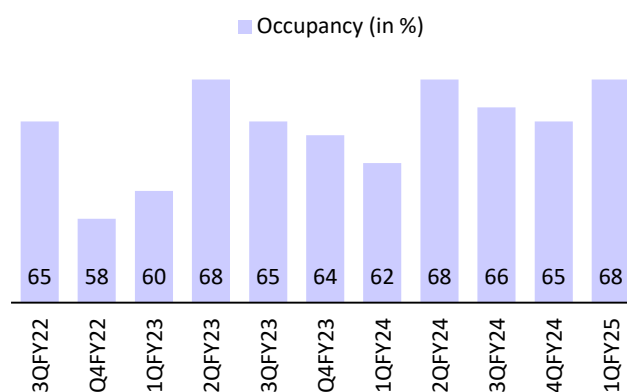
Source: MOFSL, Company

**Exhibit 7: ARPOB grew 2% YoY in 1QFY25**



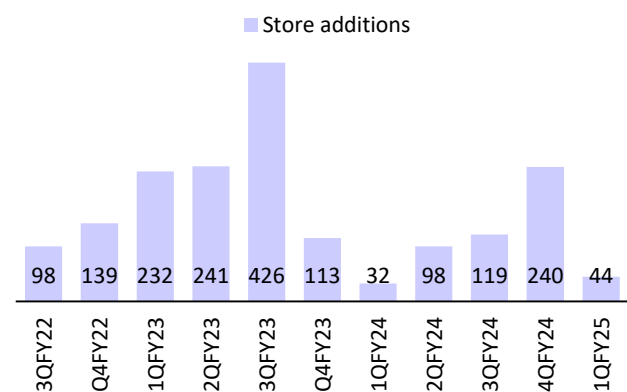
Source: MOFSL, Company

**Exhibit 8: Occupancy increased 600bp YoY in 1QFY25**



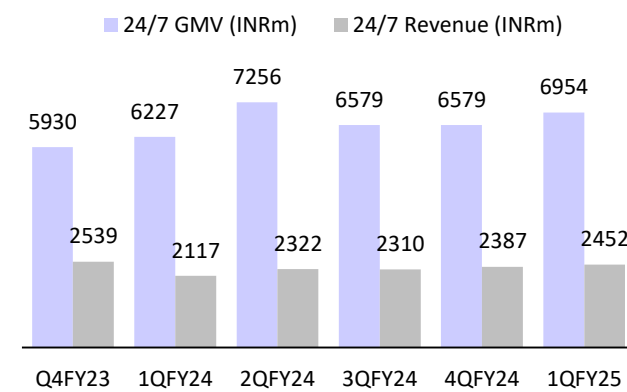
Source: MOFSL, Company

**Exhibit 9: Growth in store additions in 1QFY25**



Source: MOFSL, Company

**Exhibit 10: Revenue to GMV ratio increased YoY in 1QFY25**



Source: MOFSL, Company

## Expanding pan-India reach in all segments to drive growth

### HOSPITALS: Efforts underway to improve occupancy

- In 1QFY25, the hospital segment’s revenue grew 15% YoY to INR98.7b. This growth was led by 600bp YoY growth in occupancy to 68%, coupled with 3% YoY growth in ARPP to ~INR158k.
- ARPOB rose 2% YoY to INR59k, led by a higher share of self-pay/insurance and strong contribution from chronic therapy treatment.
- CONGO – Cardiac, Onco, Neuro, Nephro, Gastro and Ortho contributed ~62% to the total IP revenue.
- Additionally, over FY24-27, APHS has planned a total capital outlay of ~INR34b to add 2,860 beds, which is progressing as per the timeline.
- We expect a 13% sales CAGR in the hospitals segment to INR125b over FY24-26.

### Apollo Healthco: Aggressively expanding reach in online/offline pharmacy to improve profitability

- Offline pharmacy revenue grew 14.8% YoY to INR18b. Moreover, online pharmacy revenue jumped 19.4% YoY to INR2.4b.
- APHS added 44 stores in 1Q, taking the total count to 6,074.
- Interestingly, GMV of 24/7 increased by 9% YoY to INR7b in 1QFY25.
- We expect a 16% sales CAGR in the back-end pharmacy segment to INR105b over FY24-26.

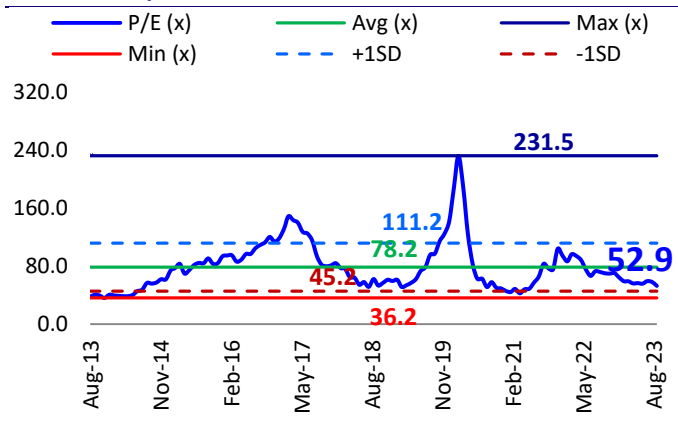
**AHLL: Strengthening pan-India presence in Diagnostics/Specialty Care to drive growth**

- In 1QFY25, AHLL sales grew 15% YoY to INR3.7b. The diagnostics segment grew 8% YoY, driven by spurt in wellness and digital channel. Primary/Specialty care segments witnessed 11%/21% YoY growth.
- Within diagnostics, the Wellness segment grew ~42% YoY in 1QFY25 and contributed ~18% to the Diagnostics revenue.
- The diagnostics margin profile improved from 7% in 1QFY24 to 9% in 1QFY25, driven by cost optimization initiatives, such as franchisee payout restructuring and logistics optimization.
- In Specialty care, the Cradle/Fertility segments grew 23%/24% YoY in 1QFY25. The growth in Cradle was led by improved footfalls, while fertility growth was driven by maturing centers and improved operating parameters.
- Spectra’s 18% YoY revenue growth was driven by operationalization of renovated centers (Chirag Enclave and PUSA road). Further, it plans a capacity expansion in Jaipur and Kanpur for volume accretion.
- Accordingly, we project a CAGR of 12%/27% in sales/EBITDA in this segment over FY24-26.

**Reiterate BUY**

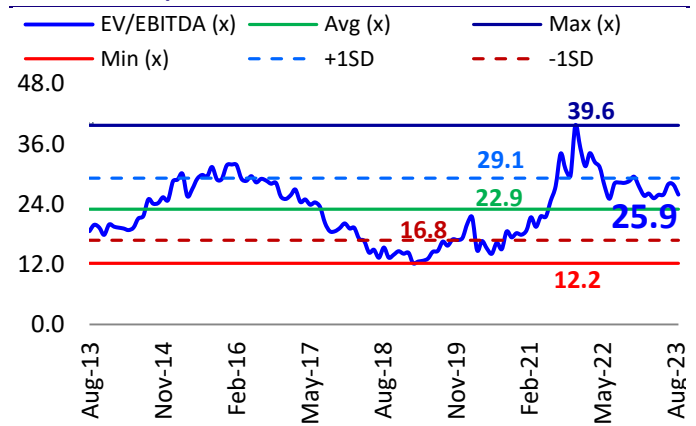
- We raise our FY25 earnings estimate by 4%, factoring in better profitability in AHLL and reduced opex in Apollo 24/7. We value APHS on SOTP basis (30x 12M fwd EV/EBITDA hospital business, 12M fwd EV/EBITDA for AHLL, 22x 12M fwd EV/EBITDA for front end pharmacy) to arrive at a TP of INR7940.
- The company is implementing efforts to commission acquired hospitals after refurbishing/adding medical equipment, get regulatory approval for a greenfield hospital project, and optimize Apollo 24/7 business. Accordingly, we estimate a 21% EBITDA CAGR and a 41% earnings CAGR over FY24-26. Maintain BUY.

**Exhibit 11: P/E chart**



Source: MOFSL, Company, Bloomberg

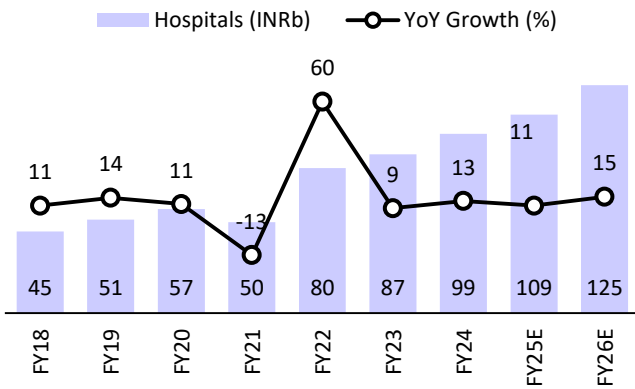
**Exhibit 12: EV/EBITDA chart**



Source: MOFSL, Company, Bloomberg

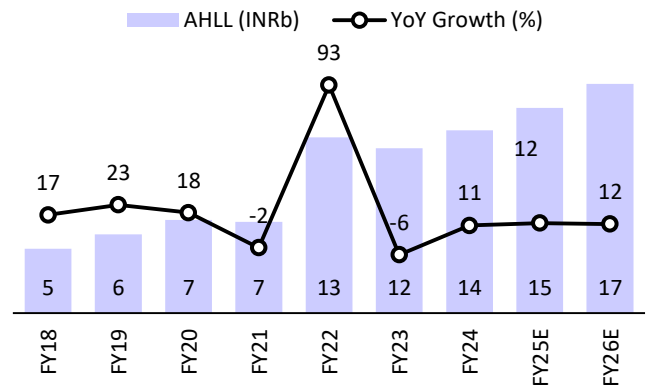
Story in charts

**Exhibit 13: We expect 13% sales CAGR over FY24-26 in the hospitals segment**



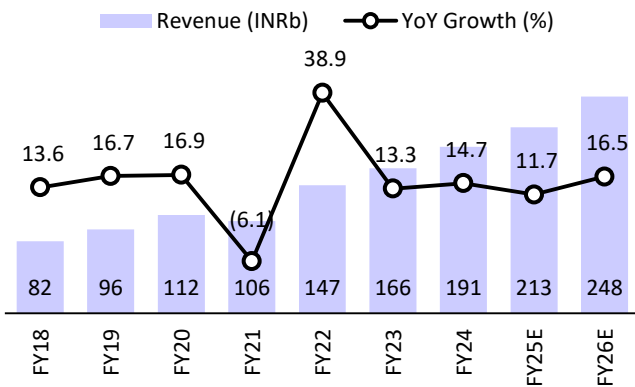
Source: Company, MOFSL

**Exhibit 14: We expect 12% sales CAGR over FY24-26 in the AHLL segment**



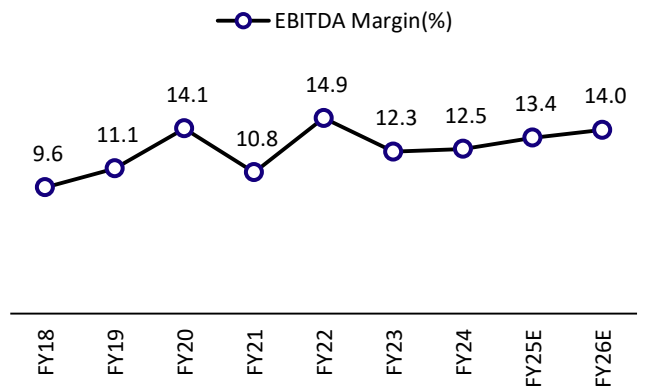
Source: Company, MOFSL

**Exhibit 15: Expect 14% overall revenue CAGR over FY24-26**



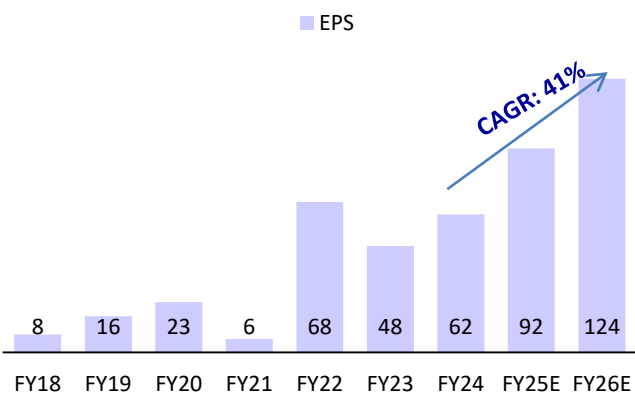
Source: Company, MOFSL

**Exhibit 16: Expect overall EBITDA margin to expand 150bp over FY24-26**



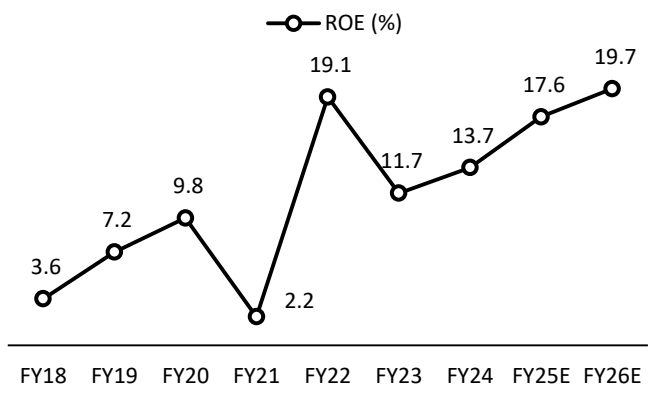
Source: Company, MOFSL

**Exhibit 17: Expect 41% EPS CAGR over FY24-26**



Source: Company, MOFSL

**Exhibit 18: Expect ROE to increase over FY24-26**



Source: Company, MOFSL

## Financials and valuation

### Consolidated - Income Statement

	(INRm)							
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
<b>Total Income from Operations</b>	<b>96,174</b>	<b>1,12,468</b>	<b>1,05,600</b>	<b>1,46,626</b>	<b>1,66,124</b>	<b>1,90,592</b>	<b>2,12,868</b>	<b>2,47,987</b>
Change (%)	16.7	16.9	-6.1	38.9	13.3	14.7	11.7	16.5
<b>Total Expenditure</b>	<b>85,538</b>	<b>96,596</b>	<b>94,226</b>	<b>1,24,775</b>	<b>1,45,628</b>	<b>1,66,685</b>	<b>1,84,344</b>	<b>2,13,269</b>
% of Sales	88.9	85.9	89.2	85.1	87.7	87.5	86.6	86.0
<b>EBITDA</b>	<b>10,637</b>	<b>15,872</b>	<b>11,374</b>	<b>21,851</b>	<b>20,496</b>	<b>23,907</b>	<b>28,524</b>	<b>34,718</b>
Margin (%)	11.1	14.1	10.8	14.9	12.3	12.5	13.4	14.0
Depreciation	3,955	6,197	5,731	6,007	6,152	6,870	7,123	7,440
<b>EBIT</b>	<b>6,681</b>	<b>9,675</b>	<b>5,643</b>	<b>15,844</b>	<b>14,343</b>	<b>17,037</b>	<b>21,401</b>	<b>27,278</b>
Int. and Finance Charges	3,270	5,328	4,492	3,786	3,808	4,494	3,919	3,306
Other Income	324	270	450	781	903	1,063	1,235	1,240
<b>PBT bef. EO Exp.</b>	<b>3,736</b>	<b>4,617</b>	<b>1,601</b>	<b>12,839</b>	<b>11,439</b>	<b>13,606</b>	<b>18,717</b>	<b>25,212</b>
EO Items	0	1,952	614	2,941	0	19	0	0
<b>PBT after EO Exp.</b>	<b>3,736</b>	<b>6,569</b>	<b>2,215</b>	<b>15,781</b>	<b>11,439</b>	<b>13,625</b>	<b>18,717</b>	<b>25,212</b>
Total Tax	1,734	2,252	847	4,770	2,562	4,455	5,241	7,185
Tax Rate (%)	46.4	34.3	38.2	30.2	22.4	32.7	28.0	28.5
Minority Interest	-359	-231	-8	454	687	184	193	203
<b>Reported PAT</b>	<b>2,361</b>	<b>4,548</b>	<b>1,368</b>	<b>10,557</b>	<b>8,190</b>	<b>8,986</b>	<b>13,283</b>	<b>17,823</b>
<b>Adjusted PAT</b>	<b>2,361</b>	<b>3,265</b>	<b>870</b>	<b>9,787</b>	<b>6,923</b>	<b>8,973</b>	<b>13,283</b>	<b>17,823</b>
Change (%)	101.5	38.3	-73.4	1,024.9	-29.3	29.6	48.0	34.2
Margin (%)	2.5	2.9	0.8	6.7	4.2	4.7	6.2	7.2

### Consolidated - Balance Sheet

	(INRm)							
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Equity Share Capital	696	696	719	719	719	719	719	719
Total Reserves	32,639	32,695	45,306	55,733	61,253	68,635	81,077	98,059
<b>Net Worth</b>	<b>33,335</b>	<b>33,390</b>	<b>46,025</b>	<b>56,452</b>	<b>61,971</b>	<b>69,354</b>	<b>81,796</b>	<b>98,778</b>
Minority Interest	1,355	1,307	1,999	2,543	3,341	3,851	3,851	3,851
Total Loans	41,534	38,567	30,846	26,357	27,103	31,619	26,719	21,819
Non-Current Lease Liabilities	0	18,676	12,301	13,333	14,983	19,814	19,814	19,814
Deferred Tax Liabilities	2,975	2,447	2,354	5,215	4,303	4,389	4,389	4,389
<b>Capital Employed</b>	<b>79,198</b>	<b>94,387</b>	<b>93,525</b>	<b>1,03,900</b>	<b>1,11,702</b>	<b>1,29,027</b>	<b>1,36,569</b>	<b>1,48,651</b>
Gross Block	62,594	98,760	92,371	1,07,815	1,15,853	1,34,187	1,42,445	1,46,497
Less: Accum. Deprn.	16,240	27,960	28,395	34,402	40,554	47,424	54,548	61,988
<b>Net Fixed Assets</b>	<b>46,354</b>	<b>70,800</b>	<b>63,976</b>	<b>73,413</b>	<b>75,298</b>	<b>86,763</b>	<b>87,897</b>	<b>84,509</b>
Goodwill on Consolidation	3,462	3,462	3,753	9,235	9,858	10,123	10,123	10,123
Capital WIP	8,218	2,356	2,339	455	6,098	8,447	3,189	2,138
<b>Total Investments</b>	<b>4,617</b>	<b>4,631</b>	<b>13,659</b>	<b>8,063</b>	<b>5,777</b>	<b>9,895</b>	<b>9,895</b>	<b>9,895</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>29,007</b>	<b>31,639</b>	<b>30,188</b>	<b>40,893</b>	<b>47,125</b>	<b>52,194</b>	<b>68,088</b>	<b>91,431</b>
Inventory	5,848	7,378	2,495	4,318	3,902	4,598	5,085	5,883
Account Receivables	10,232	10,272	13,311	17,676	22,342	25,149	28,088	32,722
Cash and Bank Balance	3,470	4,668	7,244	10,359	7,758	9,338	20,273	35,769
Loans and Advances	9,457	9,321	7,138	8,541	13,123	13,109	14,641	17,057
<b>Curr. Liability &amp; Prov.</b>	<b>12,459</b>	<b>18,501</b>	<b>20,390</b>	<b>28,159</b>	<b>32,454</b>	<b>38,395</b>	<b>42,624</b>	<b>49,444</b>
Account Payables	8,351	9,898	12,328	16,318	19,157	23,686	26,195	30,306
Other Current Liabilities	2,961	7,271	6,746	10,420	11,597	12,543	14,009	16,320
Provisions	1,147	1,331	1,316	1,421	1,701	2,166	2,419	2,818
<b>Net Current Assets</b>	<b>16,548</b>	<b>13,138</b>	<b>9,798</b>	<b>12,734</b>	<b>14,671</b>	<b>13,799</b>	<b>25,464</b>	<b>41,987</b>
<b>Appl. of Funds</b>	<b>79,198</b>	<b>94,387</b>	<b>93,525</b>	<b>1,03,900</b>	<b>1,11,702</b>	<b>1,29,027</b>	<b>1,36,569</b>	<b>1,48,651</b>

E: MOFSL Estimates



## Financials and valuation

### Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>16.4</b>	<b>22.7</b>	<b>6.1</b>	<b>68.1</b>	<b>48.2</b>	<b>62.4</b>	<b>92.4</b>	<b>124.0</b>
Cash EPS	45.4	68.0	47.4	113.5	94.0	113.9	146.7	181.6
BV/Share	239.6	240.0	330.8	405.8	445.5	498.5	588.0	710.0
DPS	6.0	6.7	3.0	5.0	5.0	5.0	5.0	5.0
Payout (%)	42.6	22.4	31.5	8.0	10.3	9.4	6.3	4.7
<b>Valuation (x)</b>								
P/E	416.0	300.7	1,128.7	100.3	141.8	109.4	73.9	55.1
Cash P/E	150.4	100.4	143.9	60.2	72.7	60.0	46.6	37.6
P/BV	28.5	28.5	20.6	16.8	15.3	13.7	11.6	9.6
EV/Sales	10.3	8.7	9.5	6.8	6.0	5.3	4.6	3.9
EV/EBITDA	92.9	62.0	88.4	45.7	48.9	42.0	34.7	27.9
Dividend Yield (%)	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1
FCF per share	16.7	56.2	69.1	67.0	17.3	54.6	136.0	163.5
<b>Return Ratios (%)</b>								
RoE	7.2	9.8	2.2	19.1	11.7	13.7	17.6	19.7
RoCE	5.1	8.9	5.1	14.5	13.8	12.8	15.6	17.8
RoIC	5.8	8.7	4.6	14.2	12.6	11.9	15.1	19.1
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.5	1.1	1.1	1.4	1.4	1.4	1.5	1.7
Inventory (Days)	22	24	9	11	9	9	9	9
Debtor (Days)	39	33	46	44	49	48	48	48
Creditor (Days)	32	32	43	41	42	45	45	45
<b>Leverage Ratio (x)</b>								
Current Ratio	2.3	1.7	1.5	1.5	1.5	1.4	1.6	1.8
Interest Cover Ratio	2.0	1.8	1.3	4.2	3.8	3.8	5.5	8.3
Net Debt/Equity	1.0	0.9	0.2	0.1	0.2	0.2	0.0	-0.2

### Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
OP/(Loss) before Tax	2,002	4,317	1,368	11,084	8,446	9,350	18,717	25,212
Depreciation	3,955	6,197	5,731	6,007	6,152	6,870	7,123	7,440
Interest & Finance Charges	3,125	5,155	4,274	3,786	3,808	8,949	2,684	2,066
Direct Taxes Paid	-1,924	-3,061	353	-2,043	-3,820	-4,667	-5,241	-7,185
(Inc)/Dec in WC	-458	-703	-721	-4,630	-4,500	-1,928	-730	-1,027
<b>CF from Operations</b>	<b>6,700</b>	<b>11,905</b>	<b>11,005</b>	<b>14,204</b>	<b>10,087</b>	<b>18,574</b>	<b>22,553</b>	<b>26,506</b>
Others	2,350	1,024	1,729	1,953	3,684	628	0	0
<b>CF from Operating incl EO</b>	<b>9,050</b>	<b>12,929</b>	<b>12,734</b>	<b>16,156</b>	<b>13,771</b>	<b>19,202</b>	<b>22,553</b>	<b>26,506</b>
(Inc)/Dec in FA	-6,720	-5,106	-2,804	-6,518	-11,285	-11,349	-3,000	-3,000
<b>Free Cash Flow</b>	<b>2,329</b>	<b>7,823</b>	<b>9,930</b>	<b>9,639</b>	<b>2,485</b>	<b>7,853</b>	<b>19,553</b>	<b>23,506</b>
(Pur)/Sale of Investments	376	2,043	-6,207	-1,859	2,065	-4,416	0	0
Others	-761	175	288	469	515	393	1,235	1,240
<b>CF from Investments</b>	<b>-7,106</b>	<b>-2,888</b>	<b>-8,723</b>	<b>-7,907</b>	<b>-8,706</b>	<b>-15,372</b>	<b>-1,765</b>	<b>-1,760</b>
Issue of Shares	0	0	11,520	0	45	25	0	0
Inc/(Dec) in Debt	0	-571	-8,985	-2,866	688	2,246	-4,900	-4,900
Interest Paid	-3,620	-5,645	-4,676	-3,764	-2,514	-3,029	-3,919	-3,306
Dividend Paid	-837	-1,551	-383	-433	-2,579	-2,209	-841	-841
<b>CF from Fin. Activity</b>	<b>-2,145</b>	<b>-9,095</b>	<b>-3,567</b>	<b>-7,677</b>	<b>-5,582</b>	<b>-3,081</b>	<b>-9,853</b>	<b>-9,250</b>
<b>Inc/Dec of Cash</b>	<b>-201</b>	<b>946</b>	<b>444</b>	<b>572</b>	<b>-518</b>	<b>749</b>	<b>10,935</b>	<b>15,496</b>
Opening Balance	3,064	2,862	3,808	4,252	4,824	4,306	5,055	15,990
Closing Balance	2,863	3,808	4,252	4,824	4,306	5,055	15,990	31,486
Bank Balance	606	860	2,992	5,535	3,452	4,283	4,283	4,283
<b>Total Cash and Cash Equivalent</b>	<b>3,470</b>	<b>4,668</b>	<b>7,244</b>	<b>10,359</b>	<b>7,758</b>	<b>9,338</b>	<b>20,273</b>	<b>35,769</b>

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Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal,

Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.