

# **Phoenix Mills**

**Estimate change** TP change **Rating change** 

Bloomberg	PHNX IN
Equity Shares (m)	358
M.Cap.(INRb)/(USDb)	517.7 / 6
52-Week Range (INR)	1968 / 1338
1, 6, 12 Rel. Per (%)	-10/-13/-21
12M Avg Val (INR M)	1275

#### Financials & Valuations (INR b)

Tillalicials & Vale	Tillaticials & Valuacions (IIVIX b)								
Y/E Mar	FY25	FY26E	FY27E						
Sales	38.1	46.7	52.1						
EBITDA	21.6	28.9	35.0						
EBITDA (%)	56.7	61.8	67.2						
PAT	9.8	17.8	22.2						
EPS (INR)	27.5	49.7	62.1						
EPS Gr. (%)	-10.6	80.6	24.8						
BV/Sh. (INR)	292.2	338.9	398.0						
Ratios									
Net D/E	0.4	0.4	0.2						
RoE (%)	9.9	15.8	16.8						
RoCE (%)	11.1	13.3	14.3						
Payout (%)	9.1	6.0	4.8						
Valuations									
P/E (x)	52.6	29.1	23.3						
P/BV (x)	5.0	4.3	3.6						
EV/EBITDA (x)	25.9	19.6	15.8						
Div Yield (%)	0.2	0.2	0.2						
·									

#### **Shareholding Pattern (%)**

As on	Jun-25	Mar-25	Jun-24
Promoter (%)	47.3	47.3	47.3
DII (%)	12.7	12.6	13.3
FII (%)	36.3	36.2	35.4
Others (%)	3.7	4.0	4.0

TP: 1,646 (+14%) CMP: INR1,448 Neutral

# ISMDPL stake buyout to unlock value across key assets

### Consumption grows 12% in 1QFY26

- Phoenix Mills (PHNX) reported 1QFY26 revenue of INR9.5b, up 5% YoY/ down 6% QoQ (15% below estimate), while EBITDA came in at INR5.6b, up 6% YoY/1% QoQ (19% below estimate). Margin stood at 59.2%, up 48bp YoY/415bp QoQ (259bp below our estimate).
- Adj. PAT stood at INR2.4b, up 3% YoY/down 11% QoQ (36% miss). PAT margin was 25.3%, down 47bp YoY/124bp QoQ (822bp below estimate).
- In 1QFY26, group net debt stood at INR26.6b, down INR0.5b from 4QFY25.

### Retail witnesses strong consumption

- Total consumption stood at ~INR35.9b, up 12% YoY, driven primarily by Phoenix Ahmedabad and the continued ramp-up of Phoenix Mall of the Millennium and Phoenix Mall of Asia.
- Fashion/jewelry/multiplex outperformed with 14%/15%/26% YoY growth, while electronics grew 1% YoY and F&B rose to 2% YoY.
- Gross retail collections at INR8.5b were up 7% YoY. The company reported rental income of INR5.1b, up 4% YoY.
- Retail EBITDA stood at INR5.4b, up 4% YoY.
- The weighted average trading occupancy stood at 89% (91% in 4QFY25). However, leased occupancy stood at 95%+. The gap is strategic and is because of initiatives taken to churn, resize and relocate to establish premium positioning for the mall and boost footfall.
- Trading occupancy was flat QoQ at 95% for Palladium Ahmedabad and 92% for Mall of the Millennium, Pune; however, it increased for Mall of Asia, Bengaluru, to 88% from 83% in 4QFY25.

### Office occupancy rises, while Hospitality occupancy declines

- Hospitality: Occupancy was at 83% in St. Regis in 1QFY26 (vs. 92% in 4QFY25) and 71% for Marriott Agra (vs. 87% in 4QFY25). St. Regis/Marriott Agra reported ARR of INR16,425/INR4,166, up 13%/5% YoY.
- Total income for St. Regis/Marriott Agra was INR1.2b/INR110m, up 10%/24% YoY. EBITDA stood at INR570m for St. Regis and INR16m for Marriott Agra, up 19% each YoY, with margins of 47% and 15%, respectively.
- **Commercial performance:** Occupancy in the office portfolio increased by 3% to 70%. Gross leasing stood at 0.41msf.
- Income from commercial offices stood at INR520m, up 4% YoY, and EBITDA came in at INR340m, up 8% YoY.
- EBITDA margin stood at 65% in 1QFY26 vs. 63% in 1QFY25.

#### Residential portfolio to expand by 1msf

- In 1QFY26, the company achieved gross sales of INR1.7b, while collections stood at INR1b. ASP was at INR27,000psf.
- The company plans to expand its residential portfolio by 1msf by FY27.

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#### Acquisition of 49% stake of ISMDPL

PHNX board has approved the acquisition of the remaining 49% stake in Island Star Mall Developers Pvt. Ltd. (ISMDPL) from CPP Investments, increasing its ownership to 100%, pending shareholder and regulatory approvals. The deal consideration of ~INR54.5b will be paid over 36 months in four tranches via buyback, capital reduction, dividend payout, and/or secondary purchase. This move strengthens PHNX's high-quality retail asset portfolio, unlocking long-term value. The transaction is expected to be earnings-accretive from year one, with a significant upside when rental income stabilizes and the 2.71msf incremental FSI potential is developed over the medium term.

#### Valuation and view

- While new malls continue to ramp up well, PHNX is implementing measures to accelerate consumption at mature malls. These initiatives, along with a further increase in trading occupancy, will help to sustain healthy traction in consumption.
- The acquisition of the remaining 49% stake in ISMDPL strengthens its highquality retail asset portfolio, unlocking long-term value. The transaction is expected to be earnings-accretive from year one, with a significant upside when rental income stabilizes and the 2.71msf incremental FSI potential is developed over the medium-term post FY27. Staggered payments over three years takes net debt-to-equity to 0.2x for the FY27 which was expected to net cash earlier.
- We retain our rating to Neutral with a revised TP of INR1,646/share (earlier INR1673/share), implying upside potential of 14%.

Financial	Performance
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Financial Performance												
Y/E March		FY	25			F۱	Y26E				FY26E	Var. %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY25	FY26E	1Q est	
<b>Gross Sales</b>	9,041	9,180	9,751	10,163	9,530	10,747	12,149	14,301	38,136	46,726	11,214	-15%
YoY Change (%)	11.5	4.9	-1.1	-22.2	5.4	17.1	24.6	40.7	-4.1	22.5	24.0	
Total Expenditure	3,731	4,003	4,223	4,567	3,887	4,105	4,641	5,216	16,524	17,848	4,284	
EBITDA	5,310	5,177	5,528	5,597	5,643	6,642	7,508	9,085	21,612	28,878	6,931	-19%
Margins (%)	58.7	56.4	56.7	55.1	59.2	61.8	61.8	63.5	56.7	61.8	61.8	-259bps
Depreciation	775	775	813	902	934	812	918	866	3,265	3,531	835	
Interest	1,031	1,031	1,029	941	951	1,032	1,166	1,336	4,032	4,485	973	
Other Income	383	371	304	451	315	339	384	437	1,509	1,476	386	
PBT before EO expense	3,887	3,741	3,991	4,204	4,072	5,138	5,808	7,320	15,824	22,338	5,509	-26%
Extra-Ord expense	-5	0	160	-27	0	0	0	0	127	0	0	
PBT	3,882	3,741	4,151	4,177	4,072	5,138	5,808	7,320	15,951	22,338	5,509	-26%
Tax	747	835	641	712	873	946	1,069	1,224	2,936	4,111	1,014	
Rate (%)	19.3	22.3	15.4	16.9	21.4	18.4	18.4	16.7	18.4	18.4	18.4	
MI & P/L of Asso. Cos.	809	725	862	777	792	105	118	-560	3,173	456	741	
Reported PAT	2,326	2,181	2,648	2,688	2,407	4,087	4,620	6,656	9,842	17,771	3,754	-36%
Adj PAT	2,326	2,181	2,648	2,693	2,407	4,087	4,620	6,656	9,842	17,771	3,754	-36%
YoY Change (%)	-3.3	-13.7	-5.2	-17.6	3.5	87.4	74.5	147.2	-10.5	80.6	61.4	
Margins (%)	25.7	23.8	27.2	26.5	25.3	38.0	38.0	46.5	25.8	38.0	33.5	-822bps

Source: Company, MOFSL

25 July 2025 2





## Highlights from the management commentary

#### Acquisition of 49% stake of ISMDPL:

- ➤ PHNX board has approved its acquisition of the remaining 49% stake held by CPP Investments in ISMDPL, thereby increasing its ownership to 100%, subject to shareholder and regulatory approvals.
- ➤ The total consideration of ~INR54.5b will be paid over 36 months in four tranches through a mix of buyback, capital reduction, dividend payout, and/or secondary purchase.
- ➤ With 4.4msf of operational retail space generating EBITDA of over INR6.2b in FY25, the platform is expected to grow to over 5.2msf of retail, 4msf of office, and 1,000 hotel keys over the next few years. It has current net debt of INR5.96b, while gross debt is INR9.5b.
- ➤ PHNX expects strong EBITDA growth and cash flow from this platform, with new assets becoming operational between FY26 and FY27, while continuing its ongoing joint ventures with CPP Investments in other projects.
- The consideration is to be paid in four tranches: The 1st tranche of INR12.6b to be paid in FY26 within 30 days of the date of receipt of all requisite approval.
- 2nd tranche of INR13.7b in FY27.
- > 3rd tranche of INR13.6b in FY28.
- 4th tranche of INR14.7b in FY29.
- The tranche-based payment structure is designed to preserve PHNX's liquidity, enabling it to continue pursuing its planned growth initiatives while offering flexibility for asset-level monetization within ISMDPL and its subsidiaries.

#### Expansions planned over the ISMDPL deal:

- ▶ PMC Bangalore is currently expanding from the current 1msf to a super campus of 4+ msf. It is planning a retail and office expansion in phase 2 of total 0.57msf and building Grand Hyatt Hotel of 400 keys, which is expected to be completed by 2027 (capex contribution of INR10b to be contributed).
- Phase 3 of PMC Bangalore will include retail and office expansion of 1.8msf and a hotel with 300 keys (0.4msf). Phase 3 construction will commence soon.
- Phoenix Citadel: an upcoming Hotel with 300 keys currently under the planning stage.
- Other than the above, PHNX has balance FSI potential of 2.71msf, with 0.88msf in Phoenix Citadel, Indore, 0.67msf in Phoenix Mall of Millenium, Pune, and 1.16msf in Phoenix Mall of Asia, Bengaluru.
- Core portfolio delivered a strong quarterly performance. Operating revenue was up 4% YoY at INR8.8b and EBITDA was up 2% YoY at INR5.4b. Overall revenue was up 5% YoY at INR9.5b and EBITDA was up 6% YoY at INR5.6b.
- Consumption growth was 12% in 1Q, guided by jewelry, fashion, FEC and multiplex.
- Other expansions planned: Further expansions are underway at Phoenix Palladium (0.35msft), expected to be launched by FY26-27. With the acquisition of 22.1 acres in Coimbatore and Chandigarh Mohali in FY25, PHNX is set to more than double its portfolio by FY30.

#### Upcoming malls:

- Phoenix Thane, Majiwada, will have a GLA of 1.3msf, with an additional FSI potential of 2.5msf, and is expected to be launched by the end of FY29.
- Coimbatore mall will feature a 1.0 msf retail area to be completed by FY29.
- Chandigarh-Mohali mall will have a 1.3msf GLA and unlimited FSI potential to be completed by FY29-30.



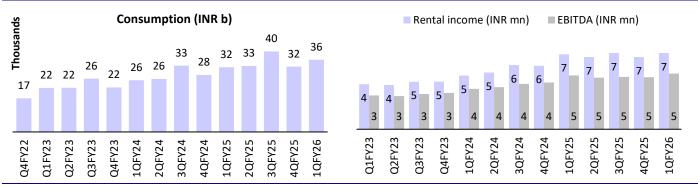
- Phoenix Grand Victoria mall Phase 1 (1msf retail area) is expected to be launched by FY27.
- ▶ Phoenix Surat mall with a gross leasable area of ~1msf and is expected to be launched by FY27.
- Overall, PHNX expects to launch at least 1msf each year after 2027.
- Capex: The company maintains an annual capex guidance of INR12-13b at a group level, which covers construction progress across ongoing projects. Any future land acquisitions or FSI purchases—such as the recent transaction at Lower Parel—will be incremental and in addition to the guided capex.
- Revamps in mature malls to drive growth: Flat or declining consumption in certain mature assets is linked to ongoing revamps and tenant churn. In Bengaluru, ~10% of the leasable area is currently under fit-outs or being repurposed from hypermarkets to high-performing fashion anchors. Pune is undergoing a similar transformation, replacing outdated anchors and restaurants with newer, more relevant offerings. Management remains optimistic about long-term performance, projecting strong growth from FY27 onward once the revamps are completed.



### **Key exhibits**

Exhibit 1: Consumption across malls increased 12% YoY

Exhibit 2: Rental income/EBITDA grew 2%/4% YoY

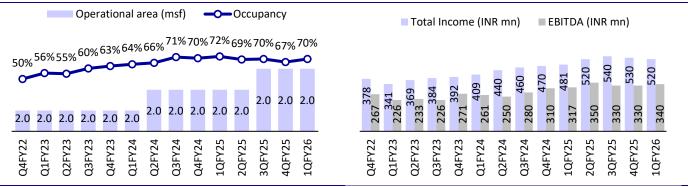


Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 3: Office portfolio occupancy...

Exhibit 4: ...and rental income nearly stable

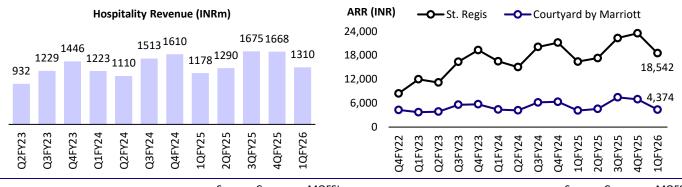


Source: MOFSL, Company

Source: MOFSL, Company

Exhibit 5: Hospitality revenue up 11% YoY

Exhibit 6: ARR up on a YoY and QoQ basis



Source: Company, MOFSL

Source: Company, MOFSL

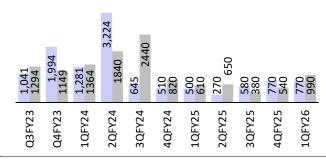
■ Collections (INRm)

Exhibit 7: Flagship hotel generated EBITDA of INR570m

Source: MOFSL, Company

Exhibit 8: Residential business sales and collection

Sales value (INRm)



Source: MOFSL, Company



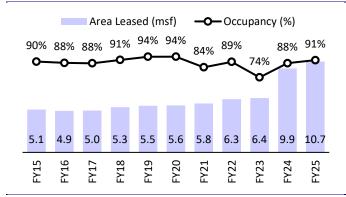
# **Story in charts**

Exhibit 9: Scaled up its leasable portfolio to ~12msf



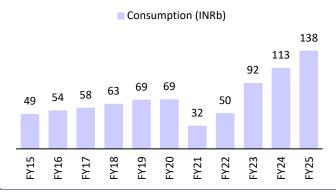
Source: Company, MOFSL

Exhibit 10: Occupancy rising with the ramp-up of new malls



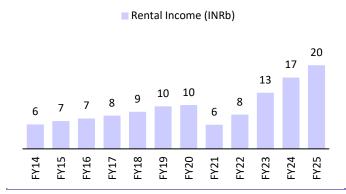
Source: Company, MOFSL

Exhibit 11: Consumption saw an 11% CAGR over FY15-25



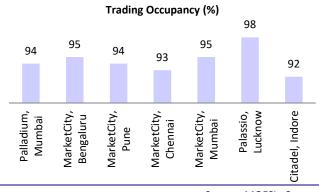
Source: MOFSL, Company

Exhibit 12: Rental income tracked consumption growth



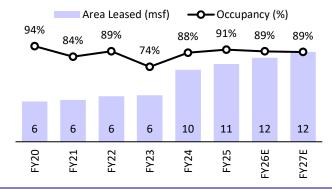
Source: MOFSL, Company

Exhibit 13: Most of the existing malls have over 92% trading occupancy



Source: MOFSL, Company

Exhibit 14: Portfolio occupancy likely to be at 89%

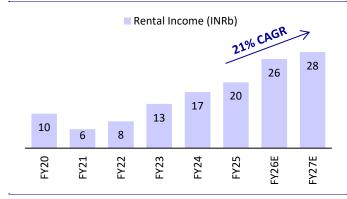


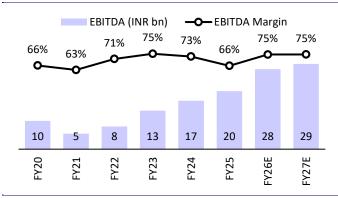
Source: MOFSL, Company



### Exhibit 15: Rental income to see 21% CAGR over FY25-27E

# Exhibit 16: Retail portfolio to post EBITDA of INR~29b by FY27E





Source: Company, MOFSL

Source: Company, MOFSL

**Exhibit 17: Revisions to our estimates** 

(IND b)	0	Old		ew	Change		
(INR b)	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	
Revenue	47	52	47	52	0%	0%	
EBITDA	29	35	29	35	0%	0%	
Adj. PAT	16	21	18	22	14%	5%	

Source: Company, MOFSL



#### Valuation and view

### We value PHNX based on SoTP valuation:

- Retail assets: We adopt a multiple-based approach, valuing the retail business at a blended EV/EBITDA of 21x (20x for mature malls and 25x for new malls), implying a revised value of INR517b for the mall portfolio (previously INR535b), which is adjusted for the cost for future land acquisitions and staggered payment of ISMDPL deal.
- Operational boutique offices are valued at a cap rate of 9% and the upcoming office assets are valued using DCF and a cap rate of 8%.
- Hospitality business is valued using 12-15x EV/EBITDA multiple on Mar'26E.
- Residential business is valued at an NPV with a WACC of 11%.

Based on the above SoTP approach, we arrive at a gross asset value of INR624b. Netting off FY25 net debt of INR36b, we arrive at a revised NAV of INR588b or INR1,646 per share (earlier INR598b or INR1,673 per share). **We retain to Neutral rating with a 14% upside.** 

Exhibit 18: Our SoTP-based approach implies a 14% upside

Nav Calculation	Rationale	INR b	per share (INR)	%
Retail - Operational	Blended EV/EBITDA of 21x on Mar'26E	341	953	58%
Retail - Ongoing	25x EV/EBITDA on Mar'26E adjusted for pending capex	177	494	30%
Total Retail		517	1,446	88%
Office - Operational	Mar'26E EBITDA discounted at a cap rate of 8-9%	18	50	3%
Office - Ongoing	Steady state EBITDA at a cap rate of 8% discounted back to Mar'26 using WACC of 12%	41	114	7%
Total Office		59	164	10%
Hospitality	EV/EBITDA multiple of 12-15x on Mar'26E EBITDA	31	88	5%
Residential	NPV at WACC of 11%	17	48	3%
Gross Asset Value		624	1,746	106%
Less: Net Debt	FY25	(36)	(100)	-6%
Net Asset Value		588	1,646	100%
СМР			1,448	
Up/down			14%	



# **Financials and Valuation**

Consolidated - Income Statement							(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	10,450	14,835	26,383	39,777	38,136	46,726	52,082
Change (%)	-46.2	42.0	77.8	50.8	-4.1	22.5	11.5
Cost of Materials/Construction	769	1,030	1,489	5,212	2,183	2,675	2,981
Employees Cost	1,125	1,569	2,325	2,989	3,627	3,738	4,167
Other Expenses	3,614	4,896	7,381	9,807	10,714	11,435	9,961
Total Expenditure	5,508	7,496	11,194	18,009	16,524	17,848	17,109
% of Sales	52.7	50.5	42.4	45.3	43.3	38.2	32.8
EBITDA	4,942	7,339	15,189	21,768	21,612	28,878	34,973
Margin (%)	47.3	49.5	57.6	54.7	56.7	61.8	67.2
Depreciation	2,094	1,859	2,278	2,702	3,265	3,531	3,783
EBIT	2,848	5,481	12,911	19,066	18,347	25,347	31,191
Int. and Finance Charges	3,478	2,945	3,412	3,959	4,032	4,485	4,701
Other Income	923	744	1,163	1,322	1,509	1,476	1,464
PBT bef. EO Exp.	292	3,280	10,663	16,429	15,824	22,338	27,953
EO Items	0	0	6,052	0	127	0	0
PBT after EO Exp.	292	3,280	16,714	16,429	15,951	22,338	27,953
Total Tax	-47	801	1,989	3,166	2,936	4,111	5,145
Tax Rate (%)	-16.0	24.4	18.7	19.3	18.4	18.4	18.4
Share of associate	138	202	51	65	58	751	799
Minority Interest	-99	308	1,426	2,335	3,231	1,207	1,421
Reported PAT	576	2,374	13,350	10,993	9,842	17,771	22,187
Adjusted PAT	576	2,374	7,298	10,993	9,842	17,771	22,187
Change (%)	-82.5	311.8	207.5	50.6	-10.5	80.6	24.8
Margin (%)	5.5	16.0	27.7	27.6	25.8	38.0	42.6
		20.0					
Consolidated - Balance Sheet		20.0	=,,,				(INR M)
Consolidated - Balance Sheet Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	(INR M) FY27E
Consolidated - Balance Sheet				<b>FY24</b> 357		<b>FY26E</b> 715	
Consolidated - Balance Sheet Y/E March	FY21	FY22	FY23		FY25		FY27E
Consolidated - Balance Sheet Y/E March Equity Share Capital	<b>FY21</b> 344	<b>FY22</b> 357	<b>FY23</b> 357	357	<b>FY25</b> 715	715	<b>FY27E</b> 715 1,41,579 <b>1,42,294</b>
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves	<b>FY21</b> 344 50,044	<b>FY22</b> 357 65,468	<b>FY23</b> 357 83,440	357 94,220	FY25 715 1,03,766	715 1,20,465	<b>FY27E</b> 715 1,41,579
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth	<b>FY21</b> 344 50,044 <b>50,388</b>	<b>FY22</b> 357 65,468 <b>65,825</b>	<b>FY23</b> 357 83,440 <b>83,797</b>	357 94,220 <b>94,577</b>	FY25 715 1,03,766 1,04,481	715 1,20,465 <b>1,21,180</b>	<b>FY27E</b> 715 1,41,579 <b>1,42,294</b>
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest	FY21 344 50,044 <b>50,388</b> 11,014	<b>FY22</b> 357 65,468 <b>65,825</b> 24,288	FY23 357 83,440 83,797 26,963	357 94,220 <b>94,577</b> 29,297	FY25 715 1,03,766 1,04,481 34,046	715 1,20,465 <b>1,21,180</b> 39,944	<b>FY27E</b> 715 1,41,579 <b>1,42,294</b> 47,322
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans	FY21 344 50,044 50,388 11,014 40,626	FY22 357 65,468 65,825 24,288 39,821	FY23 357 83,440 83,797 26,963 42,593	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b>	FY25 715 1,03,766 1,04,481 34,046 46,872	715 1,20,465 <b>1,21,180</b> 39,944 56,872	715 1,41,579 1,42,294 47,322 51,872
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities	FY21 344 50,044 50,388 11,014 40,626 -1,215	FY22 357 65,468 65,825 24,288 39,821 -1,209	FY23 357 83,440 83,797 26,963 42,593 1,238	357 94,220 <b>94,577</b> 29,297 46,392 3,250	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500	715 1,20,465 <b>1,21,180</b> 39,944 56,872 3,500	715 1,41,579 1,42,294 47,322 51,872 3,500
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn.	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b>	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b> 1,51,016 22,389 <b>1,28,626</b>	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn.	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b> 1,51,016 22,389	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b> 1,51,016 22,389 <b>1,28,626</b>	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947	357 94,220 <b>94,577</b> 29,297 46,392 3,250 <b>1,73,516</b> 1,51,016 22,389 <b>1,28,626</b> 6,203 15,033	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv.	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables Cash and Bank Balance	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237 5,139	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799 5,926	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382 6,302	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700 7,096	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302 5,120	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121 8,733	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135 16,536
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237 5,139 6,053	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799 5,926 7,131	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382 6,302 8,041	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700 7,096 11,560	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302 5,120 9,412	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121 8,733 11,533	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135 16,536 12,854
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability & Prov.	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237 5,139 6,053 11,865	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799 5,926 7,131 13,366	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382 6,302 8,041 19,665	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700 7,096 11,560 19,317	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302 5,120 9,412 26,413	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121 8,733 11,533 27,647	FY27E 715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135 16,536 12,854 33,077
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability & Prov. Account Payables	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237 5,139 6,053 11,865	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799 5,926 7,131 13,366 1,299	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382 6,302 8,041 19,665 1,585	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700 7,096 11,560 19,317 2,052	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302 5,120 9,412 26,413 2,032	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121 8,733 11,533 27,647 2,195	FY27E 715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135 16,536 12,854 33,077 2,104
Consolidated - Balance Sheet Y/E March Equity Share Capital Total Reserves Net Worth Minority Interest Total Loans Deferred Tax Liabilities Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill on Consolidation Capital WIP Total Investments Curr. Assets, Loans&Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability & Prov. Account Payables Other Current Liabilities	FY21 344 50,044 50,388 11,014 40,626 -1,215 1,00,812 84,595 15,582 69,013 3,058 12,740 5,756 22,110 7,682 3,237 5,139 6,053 11,865 950 9,580	FY22 357 65,468 65,825 24,288 39,821 -1,209 1,28,725 89,428 17,409 72,019 3,058 20,486 23,173 23,354 7,498 2,799 5,926 7,131 13,366 1,299 10,499	FY23 357 83,440 83,797 26,963 42,593 1,238 1,54,591 1,23,156 19,687 1,03,468 6,176 22,947 12,823 28,843 12,117 2,382 6,302 8,041 19,665 1,585 16,251	357 94,220 94,577 29,297 46,392 3,250 1,73,516 1,51,016 22,389 1,28,626 6,203 15,033 17,253 29,174 7,817 2,700 7,096 11,560 19,317 2,052 15,178	FY25 715 1,03,766 1,04,481 34,046 46,872 3,500 1,88,899 1,64,402 25,655 1,38,747 5,917 31,428 14,647 24,573 7,739 2,302 5,120 9,412 26,413 2,032 22,677	715 1,20,465 1,21,180 39,944 56,872 3,500 2,21,496 1,76,702 29,186 1,47,516 5,917 43,452 14,647 37,611 12,225 5,121 8,733 11,533 27,647 2,195 23,363	715 1,41,579 1,42,294 47,322 51,872 3,500 2,44,987 1,88,702 32,968 1,55,734 5,917 51,180 14,647 50,587 14,062 7,135 16,536 12,854 33,077 2,104 28,645



# **Financials and valuations**

Ratios							
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)							
EPS	1.7	6.6	20.4	30.8	27.5	49.7	62.1
Cash EPS	7.8	11.9	26.8	38.4	36.7	59.6	72.6
BV/Share	146.6	184.4	234.7	264.9	292.2	338.9	398.0
DPS	0.0	0.5	2.5	2.5	2.5	3.0	3.0
Payout (%)	0.0	7.2	6.7	8.1	9.1	6.0	4.8
Valuation (x)							
P/E	863.7	217.8	70.8	47.0	52.6	29.1	23.3
Cash P/E	186.4	122.2	54.0	37.8	39.5	24.3	19.9
P/BV	9.9	7.9	6.2	5.5	5.0	4.3	3.6
EV/Sales	51.0	37.1	21.0	14.0	14.7	12.1	10.6
EV/EBITDA	107.9	75.1	36.4	25.6	25.9	19.6	15.8
Dividend Yield (%)	0.0	0.0	0.2	0.2	0.2	0.2	0.2
Return Ratios (%)							
RoE	1.3	4.1	9.8	12.3	9.9	15.8	16.8
RoCE	5.1	4.8	9.9	12.3	11.1	13.3	14.3
RoIC	4.5	5.3	11.0	12.5	11.0	14.1	16.0
Working Capital Ratios							
Asset Turnover (x)	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Inventory (Days)	268	184	168	72	74	95	99
Debtor (Days)	113	69	33	25	22	40	50
Creditor (Days)	33	32	22	19	19	17	15
Leverage Ratio (x)							
Interest Cover Ratio	0.8	1.9	3.8	4.8	4.6	5.7	6.6
Net Debt/Equity	0.7	0.5	0.4	0.4	0.4	0.4	0.2
						-	
Consolidated - Cash Flow Statement							(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	292	3,280	16,714	16,429	15,951	22,338	27,953
Depreciation	2,094	1,859	2,278	2,702	3,265	3,531	3,783
Interest & Finance Charges	3,478	2,945	3,412	3,959	4,032	3,009	3,237
Direct Taxes Paid	124	-577	-2,090	-3,168	-2,849	-4,111	-5,145
(Inc)/Dec in WC	-974	713	-41	2,951	2,191	-8,191	257
CF from Operations	5,015	8,220	20,273	22,874	22,590	16,576	30,086
Others	-696	-414	-6,713	-1,256	-1,755	751	799
CF from Operating incl EO	4,319	7,806	13,561	21,617	20,836	17,327	30,885
(Inc)/Dec in FA	-6,903	-12,271	-18,257	-16,736	-26,173	-24,324	-19,728
Free Cash Flow	-2,583	-4,465	-4,697	4,881	-5,337	-6,997	11,157
(Pur)/Sale of Investments	-3,008	-17,417	2,525	-2,337	4,045	0	0
Others	409	1,277	372	482	506	1,476	1,464
CF from Investments	-9,502	-28,412	-15,360	-18,591	-21,621	-22,848	-18,264
Issue of Shares	10,907	96	52	56	53	0	0
Inc/(Dec) in Debt	-2,458	-805	-1,019	1,654	1,571	10,000	-5,000
Interest Paid	-3,680	-2,795	-3,669	-3,806	-3,454	-4,485	-4,701
Dividend Paid	-3	-174	-431	-896	-895	-1,073	-1,073
Others	451	25,954	6,384	0	2,252	4,691	5,956
CF from Fin. Activity	5,217	22,276	1,318	-2,992	-473	9,134	-4,818
Inc/Dec of Cash	35	1,670	-482	34	-1,258	3,613	7,803
Opening Balance	1,293	1,328	3,128	4,519	6,378	5,120	8,733
Closing Balance	1,328	2,998	2,646	4,552	5,120	8,733	16,536
	1,320	2,330	2,040	-,332	3,120	0,733	10,000

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Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	<-10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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