

## Market snapshot

| Equities - India | Close    | Chg .%   | CYTD.%   |
|------------------|----------|----------|----------|
| Sensex           | 83,216   | -0.1     | 6.5      |
| Nifty-50         | 25,492   | -0.1     | 7.8      |
| Nifty-M 100      | 59,843   | 0.6      | 4.6      |
| Equities-Global  | Close    | Chg .%   | CYTD.%   |
| S&P 500          | 6,729    | 0.1      | 14.4     |
| Nasdaq           | 23,005   | -0.2     | 19.1     |
| FTSE 100         | 9,683    | -0.5     | 18.5     |
| DAX              | 23,570   | -0.7     | 18.4     |
| Hang Seng        | 9,268    | -0.9     | 27.1     |
| Nikkei 225       | 50,276   | -1.2     | 26.0     |
| Commodities      | Close    | Chg .%   | CYTD.%   |
| Brent (US\$/Bbl) | 64       | 0.2      | -13.9    |
| Gold (\$/OZ)     | 4,001    | 0.6      | 52.5     |
| Cu (US\$/MT)     | 10,698   | 0.4      | 23.6     |
| Almn (US\$/MT)   | 2,835    | 0.2      | 12.2     |
| Currency         | Close    | Chg .%   | CYTD.%   |
| USD/INR          | 88.7     | 0.0      | 3.6      |
| USD/EUR          | 1.2      | 0.2      | 11.7     |
| USD/JPY          | 153.4    | 0.2      | -2.4     |
| YIELD (%)        | Close    | 1MChg    | CYTD chg |
| 10 Yrs G-Sec     | 6.5      | 0.00     | -0.2     |
| 10 Yrs AAA Corp  | 7.2      | 0.01     | 0.0      |
| Flows (USD b)    | 7-Nov    | MTD      | CYTD     |
| FII's            | 0.52     | -0.05    | -16.8    |
| DII's            | 0.75     | 2.63     | 74.5     |
| Volumes (INRb)   | 7-Nov    | MTD*     | YTD*     |
| Cash             | 1,265    | 1170     | 1069     |
| F&O              | 2,35,458 | 2,91,837 | 2,30,243 |

Note: Flows, MTD includes provisional numbers.

\*Average



## Today's top research idea

### Britannia Industries: Growth visibility improving; swift margin recovery; Upgrade to Buy

- ❖ While we have been constructive on the packaged food industry following the GST rate revision (majorly from 18% to 5%), given that these are pure-play businesses expected to witness limited transitional impact, BRIT stands out as a key beneficiary. With 60-65% of its portfolio comprising LUPs/price pack (INR5/10 price packs), the company is well positioned to capitalize on the GST rate revision.
- ❖ We expect the earnings growth trend to improve from 2HFY26 onwards, given: 1) improving macro drivers for consumption, 2) market share gains as the rate reduction narrows the pricing gap between organized and unorganized players, 3) continued focus on distribution expansion, 4) product innovation serving as a key impetus, and 5) softening of key raw material costs (peak cost cycle is behind).
- ❖ We model an 11% and 16% revenue and PAT CAGR for FY25-28E. With positive green shoots in growth, we upgrade BRIT to a BUY rating with a TP of INR7,150 (premised on 50x Sep'27E EPS).



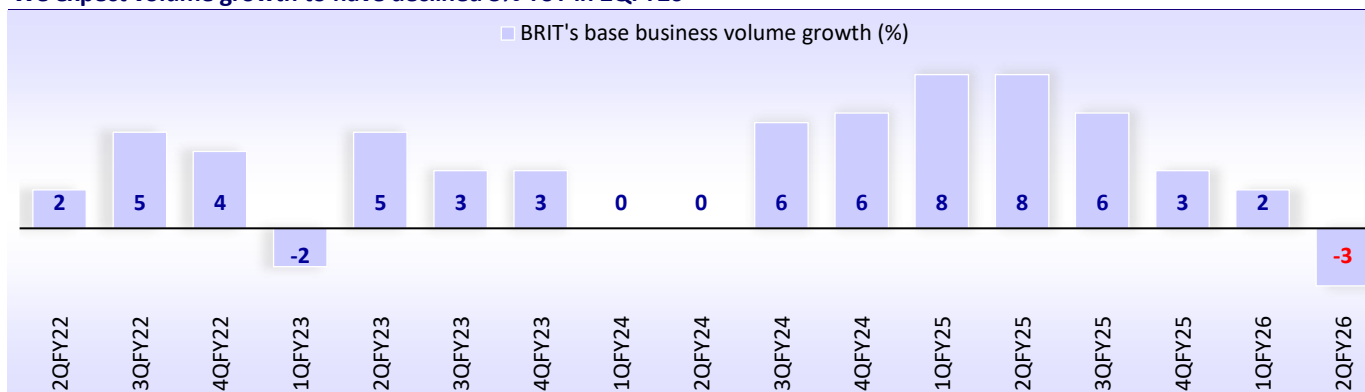
## Research covered

| Cos/Sector                  | Key Highlights                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|-----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Britannia Industries</b> | <b>Growth visibility improving; swift margin recovery; Upgrade to Buy</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Other Updates</b>        | <b>Bajaj Auto   Divi's Lab.   Hindalco Inds.   Trent   Cholam. Inv. &amp; Fin.   Power Fin. Corp.   Torrent Pharma   Cummins India   Apollo Hospitals   ABB   Hitachi Energy   Lupin   Kalyan Jewellers   Multi Comm. Exc.   Hexaware Tech.   Natl. Aluminium   Amber Enter.   Aegis Logistics   Amara Raja Ener.   Fine Organic   JK Lakshmi Cem.   Happy Forgings   Indigo Paints   Go Fashions   EcoScope   Petronet LNG   Global Health   Anant Raj   JSW Cement   Craftsman Auto   SignatureGlobal   Birla Corporation   VA Tech Wabag   Prince Pipes</b> |



## Chart of the Day: Britannia Industries (Growth visibility improving; swift margin recovery)

We expect volume growth to have declined 3% YoY in 2QFY26



Source: Company, MOFSL

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.



## In the news today



Kindly click on textbox for the detailed news link

1

### **FPIs resume selling after a brief pause in Oct; withdraw Rs 12,569 cr in Nov**

After a brief pause in October, foreign portfolio investors have resumed selling, pulling out a net Rs 12,569 crore from Indian equities so far in November amid weak global cues and risk-off sentiment.

2

### **Adani may pip Vedanta to emerge highest bidder for Jaiprakash Associates**

Adani Enterprises Ltd is likely to emerge as the highest bidder to acquire Jaiprakash Associates Ltd (JAL) through insolvency process as its offers to pay acquisition amount in two years have been found better than Vedanta's bid to make payments in five years, sources said.

3

### **Vedanta Resources to invest \$1.5 billion to launch CopperTech in US**

Vedanta Resources has announced plans to launch a US-based subsidiary CopperTech Metals, which would in turn own and operate its Konkola Copper Mines in Zambia, a move which comes at a time when the Trump-led administration was trying to jack up domestic mining and cut imports.

4

### **Blue Energy plans an electric invasion in trucks on routes below 500 km**

Blue Energy Motors, a Mumbai-based outfit, plans ₹3,500 crore push to electrify short-haul trucking with 1,200 battery-swapping stations and "energy-as-a-service" model to rival diesel costs.

5

### **Housing prices rise 7-19% across Indian metros in July-September 2025**

Property prices across metros in India continued their unabated upward march in the July-September quarter of 2025, supported by strong end-user demand in the premium segment, elevated input costs, and a limited supply of quality, ready-to-move-in inventory, according to digital real estate transaction and advisory

6

### **Green clearance decision deferred for ArcelorMittal Nippon plant in Andhra**

An Expert Appraisal Committee under the MoEFCC has deferred its decision on granting environmental clearance to ArcelorMittal Nippon Steel India Limited's proposed 8.2 million tons per annum steel plant at Anakapalli District of Andhra Pradesh

7

### **Italy approves with conditions Iveco sale to Tata Motors**

The Italian government has given its conditional approval to the sale of truck-maker Iveco to India's Tata Motors. Tata Motors has agreed to buy Iveco in a deal valued at 3.8 billion euros (\$4.36 billion)

# Britannia Industries

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↑ |
| Rating change   | ↑ |

|                       |               |
|-----------------------|---------------|
| Bloomberg             | BRIT IN       |
| Equity Shares (m)     | 241           |
| M.Cap.(INRb)/(USDb)   | 1483.1 / 16.7 |
| 52-Week Range (INR)   | 6337 / 4506   |
| 1, 6, 12 Rel. Per (%) | 3/11/3        |
| 12M Avg Val (INR M)   | 2070          |

## Financials & Valuations (INR b)

| Y/E March       | 2026E | 2027E | 2028E |
|-----------------|-------|-------|-------|
| Sales           | 197.7 | 223.6 | 246.8 |
| Sales Gr. (%)   | 10.2  | 13.1  | 10.4  |
| EBITDA          | 37.3  | 42.7  | 47.7  |
| EBITDA mrg. (%) | 18.9  | 19.1  | 19.4  |
| Adj. PAT        | 26.1  | 30.5  | 34.6  |
| Adj. EPS (INR)  | 108.4 | 126.4 | 143.5 |
| EPS Gr. (%)     | 18.0  | 16.6  | 13.5  |
| BV/Sh.(INR)     | 211.8 | 258.7 | 320.8 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 55.2 | 53.7 | 49.5 |
| RoCE (%)   | 42.9 | 43.8 | 41.9 |
| Payout (%) | 71.0 | 62.5 | 56.4 |

## Valuation

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 56.6 | 48.5 | 42.7 |
| P/BV (x)       | 29.0 | 23.7 | 19.1 |
| EV/EBITDA (x)  | 39.0 | 33.7 | 29.8 |
| Div. Yield (%) | 1.3  | 1.3  | 1.3  |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 50.6   | 50.6   | 50.6   |
| DII      | 19.4   | 18.7   | 16.4   |
| FII      | 15.0   | 15.6   | 17.9   |
| Others   | 15.0   | 15.2   | 15.2   |

FII includes depository receipts

**CMP: INR6,158 TP: INR7,150 (+16%) Upgrade to Buy**

## Growth visibility improving; swift margin recovery

- Britannia Industries (BRIT) posted consolidated revenue growth of 4% YoY in 2QFY26 (below). Adjusted for the GST transition impact, sales growth would have been ~6-6.5% YoY, as the business faced short-term headwinds in September due to de-stocking. BRIT expects the transitional impact to normalize progressively in 3QFY26. By the end of October, the company had revised ~65% of its SKUs with updated grammages and prices, with full completion expected by mid-November. Rural markets continued to outpace urban markets. The company remains focused on driving healthy, volume-led growth through region- and consumer-centric products, enhanced distribution, and strong price competitiveness.
- GM expanded 20bp YoY and 140bp QoQ to 41.7% (above), driven by relatively stable commodity prices. Employee expenses declined 22% YoY on account of SAR devaluation, while other expenses declined ~7% YoY, leading to a beat on EBITDA margin, which expanded 290bp YoY to 19.7% (above). BRIT has normalized its A&P spends, with annual A&P spends as a % of sales for FY26 expected to revert to historical levels. We model an EBITDA margin of ~19% for FY26-28.
- While we have been constructive on the packaged food industry following the GST rate revision (majorly from 18% to 5%), given that these are pure-play businesses expected to witness limited transitional impact, BRIT stands out as a key beneficiary. With 60-65% of its portfolio comprising LUPs/price pack (INR5/10 price packs), the company is well positioned to capitalize on the GST rate revision. We expect the earnings growth trend to improve from 2HFY26 onwards, given: 1) improving macro drivers for consumption, 2) market share gains as the rate reduction narrows the pricing gap between organized and unorganized players, 3) continued focus on distribution expansion, 4) product innovation serving as a key impetus, and 5) softening of key raw material costs (peak cost cycle is behind). We model an 11% and 16% revenue and PAT CAGR for FY25-28E. **With positive green shoots in growth, we upgrade BRIT to a BUY rating with a TP of INR7,150 (premised on 50x Sep'27E EPS).**

## Miss on revenue but beat on EBITDA

- **Revenue growth at ~4%:** BRIT's consolidated total revenue rose 3.7% YoY to INR48.4b (est. INR50.2b). Adjusted for the GST transition impact, sales would have grown ~6-6.5% YoY. Consolidated net sales (excluding other operating income) rose 4% YoY to INR47.5b (est. INR49.3b) in 2Q. Other operating income declined 13% YoY to INR0.9b (on a high base). On account of the GST transition, we believe volume decline would have been in low single digits.
- **Lower operating expenses boost margin:** Consolidated gross margin expanded 20bp YoY and 140bp QoQ to 41.7% (est. 40.8%), driven by relatively stable commodity prices. Employee expenses declined 22% YoY, while other expenses declined ~7% YoY, leading to a beat on EBITDA margin, which expanded 290bp YoY and 330bp QoQ to 19.7% (est. of 17.4%).

- **Double-digit PAT growth:** EBITDA rose 22% YoY to INR9.5b (est. INR8.7b). APAT rose 23% YoY to INR6.6b (est. INR6.1b).
- In 1HFY26, net sales/EBITDA/APAT grew 6%/11%/11% YoY, respectively.

#### Highlights from the management commentary

- Around 60%-65% of BRIT's portfolio comprises LUPs/price packs (INR5/10).
- The company expects the transitional impact to normalize progressively in 3QFY26. As of end-October, the company had revised ~65% of its SKUs, and by mid-November, all SKUs are expected to reflect revised grammages and prices.
- Adjusted for the GST transition, BRIT sales growth in 2QFY26 could have been higher by 2-2.5%, as September sales were impacted by 6-7%.
- The top three national-level players command ~70% of the market share, while significant regional players account for ~10-12%. The remaining 15% is held by value players.
- Dairy is trending below BRIT's expectations. The cheese market, which had witnessed high growth until last year, has now moderated. BRIT expects cheese growth to rebound in the near term.

#### Valuation and view

- We raise our EPS estimates by 3-5% for FY26-28.
- We remain constructive on the packaged food industry, as the GST rate cut from 18% to 5% is expected to boost volume growth. With 60-65% of BRIT's portfolio comprising INR5/10 price packs, the company stands out as one of the key beneficiaries of this rate revision.
- We expect earnings growth trend to improve from 2HFY26 onwards, given: 1) improving macro drivers for consumption, 2) market share gains as the rate reduction narrows the pricing gap between organized and unorganized players, 3) continued focus on distribution expansion, 4) product innovation serving as a key impetus, and 5) softening of key raw material prices (the peak cost cycle is behind). We model 11% and 16% revenue and PAT CAGR for FY25-28E. **With positive green shoots in growth, we upgrade BRIT to a BUY rating with a TP of INR7,150 (premised on 50x Sep'27E EPS).**

#### Consol. Quarterly Performance

| Y/E March                       | FY25   |        |        |        | FY26E  |        |        |        | FY25     | FY26E    | FY26   | Var.  |
|---------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|----------|--------|-------|
|                                 | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q     | 3QE    | 4QE    |          |          | 2QE    | (%)   |
| Base business volume growth (%) | 8.0    | 8.0    | 6.0    | 3.0    | 2.0    | -3.0   | 10.0   | 11.0   | 6.3      | 5.0      | 4.0    |       |
| Net Revenue                     | 41,299 | 45,662 | 44,633 | 43,756 | 45,349 | 47,522 | 50,882 | 50,204 | 1,75,350 | 1,93,956 | 49,315 | (3.6) |
| YoY change (%)                  | 4.0    | 4.5    | 6.5    | 9.0    | 9.8    | 4.1    | 14.0   | 14.7   | 6.0      | 10.6     | 8.0    |       |
| Other operating income          | 1,204  | 1,013  | 1,293  | 566    | 874    | 885    | 925    | 1,036  | 4,077    | 3,719    | 950    | (6.9) |
| YoY change (%)                  | 194.6  | 62.4   | 100.5  | 2.4    | -27.4  | -12.7  | -28.5  | 83.0   | 82.8     | -8.8     | -6.3   |       |
| Total Revenue                   | 42,503 | 46,676 | 45,926 | 44,322 | 46,222 | 48,406 | 51,807 | 51,240 | 1,79,427 | 1,97,675 | 50,265 | (3.7) |
| YoY change (%)                  | 6.0    | 5.3    | 7.9    | 8.9    | 8.8    | 3.7    | 12.8   | 15.6   | 7.0      | 10.2     | 7.7    |       |
| Gross Profit                    | 18,449 | 19,381 | 17,784 | 17,773 | 18,631 | 20,177 | 21,603 | 21,623 | 73,386   | 82,035   | 20,508 | (1.6) |
| Margins (%)                     | 43.4   | 41.5   | 38.7   | 40.1   | 40.3   | 41.7   | 41.7   | 42.2   | 40.9     | 41.5     | 40.8   |       |
| EBITDA                          | 7,537  | 7,834  | 8,449  | 8,052  | 7,571  | 9,545  | 10,170 | 9,976  | 31,872   | 37,262   | 8,738  | 9.2   |
| Margins (%)                     | 17.7   | 16.8   | 18.4   | 18.2   | 16.4   | 19.7   | 19.6   | 19.5   | 17.8     | 18.9     | 17.4   |       |
| YoY growth (%)                  | 9.4    | -10.2  | 2.9    | 2.3    | 0.4    | 21.8   | 20.4   | 23.9   | 0.5      | 16.9     | 11.5   |       |
| Depreciation                    | 739    | 761    | 824    | 810    | 820    | 851    | 860    | 870    | 3,133    | 3,401    | 837    |       |
| Interest                        | 290    | 346    | 446    | 307    | 262    | 347    | 375    | 390    | 1,388    | 1,373    | 300    |       |
| Other Income                    | 556    | 460    | 625    | 630    | 570    | 521    | 620    | 694    | 2,271    | 2,405    | 600    |       |
| PBT                             | 7,064  | 7,187  | 7,804  | 7,566  | 7,059  | 8,869  | 9,555  | 9,410  | 29,621   | 34,893   | 8,201  | 8.1   |
| Tax                             | 1,762  | 1,836  | 1,961  | 1,928  | 1,809  | 2,286  | 2,408  | 2,280  | 7,487    | 8,782    | 2,067  |       |
| Rate (%)                        | 24.9   | 25.5   | 25.1   | 25.5   | 25.6   | 25.8   | 25.2   | 24.2   | 25.3     | 25.2     | 25.2   |       |
| Adjusted PAT                    | 5,295  | 5,317  | 5,823  | 5,591  | 5,201  | 6,551  | 7,118  | 7,133  | 22,027   | 26,003   | 6,107  | 7.3   |
| YoY change (%)                  | 16.3   | -9.3   | 4.3    | 4.2    | -1.8   | 23.2   | 22.2   | 27.6   | 3.1      | 18.1     | 14.9   |       |

E: MOFSL Estimates

# Bajaj Auto

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

|                       |               |
|-----------------------|---------------|
| Bloomberg             | BJAUT IN      |
| Equity Shares (m)     | 279           |
| M.Cap.(INRb)/(USD\$)  | 2435.5 / 27.5 |
| 52-Week Range (INR)   | 10190 / 7088  |
| 1, 6, 12 Rel. Per (%) | -4/7/-17      |
| 12M Avg Val (INR M)   | 3636          |

## Financials & Valuations (INR b)

| Y/E MARCH    | 2026E | 2027E | 2028E |
|--------------|-------|-------|-------|
| Sales        | 565   | 629   | 699   |
| EBITDA       | 114.8 | 126.7 | 140.8 |
| EBITDA (%)   | 20.3  | 20.1  | 20.1  |
| Adj. PAT     | 94.6  | 103.5 | 113.8 |
| EPS (INR)    | 339   | 371   | 408   |
| EPS Gr. (%)  | 13.2  | 9.4   | 9.9   |
| BV/Sh. (INR) | 1,260 | 1,381 | 1,508 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 28.1 | 28.1 | 28.2 |
| RoCE (%)   | 26.5 | 26.4 | 26.5 |
| Payout (%) | 67.9 | 67.4 | 68.7 |

## Valuation

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 25.7 | 23.5 | 21.4 |
| P/BV (x)       | 6.9  | 6.3  | 5.8  |
| Div. Yield (%) | 2.6  | 2.9  | 3.2  |
| FCF Yield (%)  | 2.7  | 3.4  | 3.8  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 55.0   | 55.0   | 55.0   |
| DII      | 12.8   | 12.1   | 8.8    |
| FII      | 9.7    | 10.3   | 14.3   |
| Others   | 22.5   | 22.5   | 21.9   |

FII Includes depository receipts

**CMP: INR8,722**      **TP: INR9,070 (+4%)**      **Neutral**

## Margins beat estimates, led by an improved mix

### EV portfolio generates double digit margins for the first time

- Bajaj Auto's (BJAUT) 2QFY26 earnings at INR24.8b were broadly in line with our estimate. While margins were 50bp ahead of expectations at 20.5%, led by an improved mix and favorable currency, lower other income limited earnings upside.
- While a recovery in exports and a healthy ramp-up of Chetak and 3Ws are key positives, market share losses in domestic motorcycles, particularly in the crucial 125cc+ segment, remains the key concern. While BJAUT has acquired a controlling stake in KTM under a lucrative deal, its effectiveness depends on how quickly it is able to turn around its operations, which will remain the key monitorable going forward. At ~25.7x/23.5x FY26E/27E EPS, BJAUT appears fairly valued. We reiterate our Neutral rating with a TP of **INR9,070, based on 24x Sep27E core EPS.**

### Margin ahead of estimates on favorable currency and product mix

- Revenue in 2Q grew 14% to INR149b (in line), on account of volume growth of 6% and realization growth of 7%.
- The strong ASP increase was on account of a richer product mix and the highest-ever spare sales in 2QFY26.
- EBITDA margin expanded 30bp YoY to 20.5% (50bp ahead of our estimates) due to favorable currency and improved mix.
- EBITDA grew 15% YoY to INR30b (4% ahead of our estimates).
- Lower-than-anticipated other income limited PAT growth, which rose 12% YoY to INR24.8b vs est. of INR24.1b.
- CFO for 1H stood at INR48b and generated FCF of INR45b in 1H, while cash surplus at the end of Sep'25 stood at a healthy INR142b.

### Highlights from the management commentary

- BJAUT's focus areas include: 1) competitive growth in the 125 cc plus segment; 2) target to sustain export growth at 15-20%; 3) regain momentum in the EV segment by unlocking supply chain constraints; 4) focus on reviving KTM.
- Post GST rate cuts, management expects the motorcycle industry to post a 6-8% growth in 2HFY26.
- The export momentum is likely to continue in the coming quarters, backed by strong demand from Latin American and Asian markets and stabilization in regions like Africa.
- EVs (2W + 3W) contributed 18% to domestic revenues, generating INR17b with double-digit EBITDA margins.
- BAL is currently producing at peak capacity in 3Ws, with further capacity being added to meet export demand.
- The company expects further commodity inflation in the coming quarters, though currency tailwinds should help offset the impact of the same.



## Valuation and view

- While a recovery in exports and a healthy ramp-up of Chetak and 3Ws are key positives, market share losses in domestic motorcycles, particularly in its crucial 125cc+ segment, remains the key concern. While BJAUT has acquired a controlling stake in KTM under a lucrative deal, its effectiveness depends on how quickly it is able to turn around its operations, which will remain a key monitorable moving forward. At ~25.7x/23.5x FY26E/27E EPS, BJAUT appears fairly valued. We reiterate a Neutral rating with a TP of **INR9,070, based on 24x Sep27E core EPS.**

## Quarterly Performance

(INR m)

|                        | FY25           |                |                |                | FY26E          |                |                |                | FY25           | FY26E          |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                        | 1Q             | 2Q             | 3Q             | 4Q             | 1Q             | 2Q             | 3QE            | 4QE            |                |                | 2QE            |
| Volumes ('000 units)   | 1,102          | 1,222          | 1,224          | 1,103          | 1,111          | 1,294          | 1,335          | 1,225          | 4,651          | 4,965          | 1,294          |
| Growth YoY (%)         | 7.3            | 15.9           | 2.0            | 3.2            | 0.8            | 5.9            | 9.0            | 11.0           | 6.9            | 6.7            | 5.9            |
| Realization (INR/unit) | 108,234        | 107,470        | 104,591        | 110,142        | 113,247        | 115,307        | 112,958        | 113,779        | 107,527        | 113,837        | 113,381        |
| Growth YoY (%)         | 7.9            | 5.1            | 3.7            | 2.5            | 4.6            | 7.3            | 8.0            | 3.3            | 4.7            | 5.9            | 5.5            |
| <b>Net Sales</b>       | <b>119,280</b> | <b>131,275</b> | <b>128,069</b> | <b>121,480</b> | <b>125,845</b> | <b>149,221</b> | <b>150,762</b> | <b>139,329</b> | <b>500,103</b> | <b>565,156</b> | <b>146,728</b> |
| Change (%)             | 15.7           | 21.8           | 5.7            | 5.8            | 5.5            | 13.7           | 17.7           | 14.7           | 11.9           | 13.0           | 11.8           |
| <b>EBITDA</b>          | <b>24,154</b>  | <b>26,522</b>  | <b>25,807</b>  | <b>24,505</b>  | <b>24,818</b>  | <b>30,517</b>  | <b>30,901</b>  | <b>28,563</b>  | <b>100,988</b> | <b>114,798</b> | <b>29,351</b>  |
| EBITDA Margins (%)     | 20.2           | 20.2           | 20.2           | 20.2           | 19.7           | 20.5           | 20.5           | 20.5           | 20.2           | 20.3           | 20.0           |
| Other Income           | 3,209          | 3,845          | 3,347          | 3,808          | 4,308          | 3,692          | 3,900          | 4,221          | 14,209         | 16,120         | 4,000          |
| Interest               | 207            | 159            | 143            | 168            | 141            | 144            | 146            | 149            | 677            | 580            | 130            |
| Depreciation           | 937            | 956            | 997            | 1,111          | 1,109          | 1,117          | 1,130          | 1,129          | 4,001          | 4,485          | 1,120          |
| <b>PBT after EO</b>    | <b>26,219</b>  | <b>27,139</b>  | <b>28,015</b>  | <b>27,033</b>  | <b>27,875</b>  | <b>32,948</b>  | <b>33,525</b>  | <b>31,506</b>  | <b>108,406</b> | <b>125,854</b> | <b>32,101</b>  |
| Effective Tax Rate (%) | 24.2           | 26.1           | 24.7           | 24.2           | 24.8           | 24.7           | 24.8           | 24.8           | 24.8           | 16.0           | 24.8           |
| <b>Adj. PAT</b>        | <b>19,884</b>  | <b>22,160</b>  | <b>21,087</b>  | <b>20,492</b>  | <b>20,960</b>  | <b>24,797</b>  | <b>25,212</b>  | <b>23,678</b>  | <b>83,103</b>  | <b>94,648</b>  | <b>24,148</b>  |
| Change (%)             | 19.4           | 20.7           | 3.3            | 5.8            | 5.4            | 11.9           | 19.6           | 15.5           | 11.1           | 13.9           | 9.0            |

E: MOFSL Estimates

# Divi's Laboratories

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↑ |
| Rating change   | ↔ |

**CMP: INR6,657      TP: INR6,925 (+4%)      Neutral**

## Operating leverage and CS strength support margins

### Growth visibility intact, but upside priced in

- Divi's Laboratories (DIVI) delivered better-than-expected performance in 2Q with a 4%/10%/10% beat on revenue/EBITDA/PAT. While gross margin has been steady for the past eight quarters, DIVI has delivered improved EBITDA margin YoY as well as QoQ, led by better operating leverage.
  - Based on the generics and custom synthesis (CS) composition highlighted by the management, DIVI has achieved an all-time high quarterly revenue in the CS segment in 2QFY26.
  - The generics business remained on a moderate YoY growth path. While pricing pressure persisted in this segment, DIVI was able to offset this impact through backward integration and higher volume offtake.
  - The nutraceutical business has seen a notable uptick for the past two quarters.
  - We broadly retain our FY26/FY27/FY28 estimates. We value DIVI at 55x 12M forward earnings to arrive at our TP of INR6,925. DIVI continues to strengthen its position as a reliable CDMO company for global pharma players, aided by 1) differentiated skill sets such as peptide and contrast media manufacturing, 2) enhanced reliability for supply despite geopolitical turmoil, and 3) a built capacity that would cater to future requirements.
  - Further, it continues to focus on improving operating efficiency in manufacturing generics and adding new molecules in this segment. However, the current valuation adequately factors in the earnings upside.
- Reiterate Neutral.**

### Revenue growth led by operating leverage drives EBITDA growth YoY

- DIVI's revenue grew 16.1% YoY to INR27.1b (our est: INR26.1b) for 2QFY26.
- Gross margin expanded 190bp YoY to 60.6%.
- EBITDA margin expanded 200bp YoY to 32.7% (our est: 31%), majorly driven by growth in gross margin.
- As a result, EBITDA grew 24% YoY to INR8.9b (our est: INR8.1b) for 2QFY26.
- Adjusted for INR630m in forex gain, PAT grew 31% YoY to INR6.4b (our est: INR5.8b).

### Highlights from the management commentary

- DIVI had a CC growth of 10.7% in 1HFY26.
- The generics: CS share in sales for 2QFY26 stood at 44:56.
- This implies the generics segment grew 4% YoY, while the CS business grew 27.5% YoY for the quarter.
- DIVI has inaugurated the Peptide Center of Excellence. DIVI has engaged with several big pharma companies at different stages of clinical trials in peptide products.
- DIVI continues to invest in the lab and the manufacturing stage for peptides.

|                       |               |
|-----------------------|---------------|
| Bloomberg             | DIVI IN       |
| Equity Shares (m)     | 265           |
| M.Cap.(INRb)/(USDb)   | 1767.1 / 19.9 |
| 52-Week Range (INR)   | 7078 / 4942   |
| 1, 6, 12 Rel. Per (%) | 8/4/6         |
| 12M Avg Val (INR M)   | 2885          |

#### Financials & Valuations (INR b)

| Y/E MARCH            | FY26E | FY27E | FY28E |
|----------------------|-------|-------|-------|
| Sales                | 107.7 | 129.9 | 150.7 |
| EBITDA               | 34.2  | 41.7  | 50.2  |
| Adj. PAT             | 24.6  | 30.5  | 36.4  |
| EBIT Margin (%)      | 27.5  | 28.5  | 29.8  |
| Cons. Adj. EPS (INR) | 92.6  | 114.7 | 137.1 |
| EPS Gr. (%)          | 14.0  | 23.9  | 19.5  |
| BV/Sh. (INR)         | 630.7 | 710.4 | 805.8 |

#### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.2 | -0.2 | -0.2 |
| RoE (%)    | 15.5 | 17.1 | 18.1 |
| RoCE (%)   | 15.6 | 17.1 | 18.1 |
| Payout (%) | 30.1 | 30.5 | 30.4 |

#### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 71.9 | 58.0 | 48.6 |
| EV/EBITDA (x)  | 50.7 | 41.5 | 34.4 |
| Div. Yield (%) | 0.4  | 0.4  | 0.5  |
| FCF Yield (%)  | 0.4  | 0.4  | 1.1  |
| EV/Sales (x)   | 16.1 | 13.3 | 11.5 |

#### Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 51.9   | 51.9   | 51.9   |
| DII      | 19.8   | 19.1   | 21.1   |
| FII      | 19.4   | 19.7   | 17.3   |
| Others   | 9.0    | 9.3    | 9.8    |

FII includes depository receipts

- DIVI manufactures its own protected amino acids. Hence, DIVI is in a superior position from the impurity standpoint.
- On a YoY basis, the volume gain in existing products as well as new products is getting offset by the pricing pressure.
- Capex stood at INR15.5b for 1HFY26. There is a scope of capex of more than INR20b in FY26.
- The US and EU formed 74% of sales for 2QFY26.
- The nutraceutical business was INR2.4b in 2QFY26
- DIVI has capitalized assets worth INR4.5b
- DIVI has progressed well on iodine-based contrast media products. DIVI is undergoing a validation process and will be qualified soon. DIVI is working with multiple global pharma companies for gadolinium-based contrast media products. This would take at least a year for commercial success.
- DIVI has witnessed stability in raw material prices over the recent past in the generics segment.
- Considering geopolitical turmoil, DIVI has maintained sufficient inventory levels to ensure the timely availability of required products to its customers.

#### Quarterly Performance

| Y/E March<br>(INRm)         | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E           | FY26E         | Var.        |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|-------------|
|                             | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |                 | 2QE           | (%)         |
| <b>Net Sales</b>            | <b>21,180</b> | <b>23,380</b> | <b>23,190</b> | <b>25,850</b> | <b>24,100</b> | <b>27,150</b> | <b>27,403</b> | <b>29,043</b> | <b>93,600</b> | <b>1,07,695</b> | <b>26,090</b> | <b>4.1</b>  |
| YoY Change (%)              | 19.1          | 22.5          | 25.0          | 12.2          | 13.8          | 16.1          | 18.2          | 12.4          | 19.3          | 15.1            | 11.6          |             |
| Total Expenditure           | 14,960        | 16,220        | 15,760        | 16,990        | 16,810        | 18,270        | 18,771        | 19,691        | 63,930        | 73,542          | 18,002        |             |
| <b>EBITDA</b>               | <b>6,220</b>  | <b>7,160</b>  | <b>7,430</b>  | <b>8,860</b>  | <b>7,290</b>  | <b>8,880</b>  | <b>8,632</b>  | <b>9,352</b>  | <b>29,670</b> | <b>34,154</b>   | <b>8,088</b>  | <b>9.8</b>  |
| YoY Change (%)              | 23.4          | 43.5          | 51.9          | 21.2          | 17.2          | 24.0          | 16.2          | 5.6           | 33.5          | 15.1            | 13.0          |             |
| Margins (%)                 | 29.4          | 30.6          | 32.0          | 34.3          | 30.2          | 32.7          | 31.5          | 32.2          | 31.7          | 31.7            | 31.0          |             |
| Depreciation                | 970           | 990           | 990           | 1,070         | 1,120         | 1,130         | 1,135         | 1,192         | 4,020         | 4,577           | 1,143         |             |
| <b>EBIT</b>                 | <b>5,250</b>  | <b>6,170</b>  | <b>6,440</b>  | <b>7,790</b>  | <b>6,170</b>  | <b>7,750</b>  | <b>7,496</b>  | <b>8,160</b>  | <b>25,650</b> | <b>29,576</b>   | <b>6,944</b>  | <b>11.6</b> |
| YoY Change (%)              | 27.7          | 52.7          | 63.5          | 22.5          | 17.5          | 25.6          | 16.4          | 4.7           | 39.0          | 15.3            | 12.6          |             |
| Interest                    | 0             | 0             | 0             | 10            | 30            | 80            | 0             | 0             | 10            | 110             | 0             |             |
| Other Income                | 780           | 770           | 720           | 760           | 800           | 820           | 833           | 795           | 3,030         | 3,249           | 758           |             |
| <b>PBT before EO Income</b> | <b>6,030</b>  | <b>6,940</b>  | <b>7,160</b>  | <b>8,540</b>  | <b>6,940</b>  | <b>8,490</b>  | <b>8,330</b>  | <b>8,955</b>  | <b>28,670</b> | <b>32,715</b>   | <b>7,702</b>  | <b>10.2</b> |
| Forex gain /(Loss)          | 10            | 290           | 100           | 100           | 390           | 630           | 0             | 0             | 500           | 1,020           | 0             |             |
| <b>PBT</b>                  | <b>6,040</b>  | <b>7,230</b>  | <b>7,260</b>  | <b>8,640</b>  | <b>7,330</b>  | <b>9,120</b>  | <b>8,330</b>  | <b>8,955</b>  | <b>29,170</b> | <b>33,735</b>   | <b>7,702</b>  | <b>18.4</b> |
| Tax                         | 1,740         | 2,120         | 1,370         | 2,020         | 1,880         | 2,230         | 2,041         | 2,239         | 7,250         | 8,390           | 1,848         |             |
| Rate (%)                    | 28.8          | 29.3          | 18.9          | 23.4          | 25.6          | 24.5          | 24.5          | 25.0          | 24.9          | 24.9            | 24.0          |             |
| <b>PAT</b>                  | <b>4,300</b>  | <b>5,110</b>  | <b>5,890</b>  | <b>6,620</b>  | <b>5,450</b>  | <b>6,890</b>  | <b>6,289</b>  | <b>6,716</b>  | <b>21,920</b> | <b>25,345</b>   | <b>5,853</b>  | <b>17.7</b> |
| <b>Adj. PAT</b>             | <b>4,293</b>  | <b>4,905</b>  | <b>5,809</b>  | <b>6,543</b>  | <b>5,160</b>  | <b>6,414</b>  | <b>6,289</b>  | <b>6,716</b>  | <b>21,550</b> | <b>24,579</b>   | <b>5,853</b>  | <b>9.6</b>  |
| YoY Change (%)              | 20.3          | 38.3          | 68.5          | 22.0          | 20.2          | 30.8          | 8.3           | 2.6           | 35.3          | 14.1            | 19.3          |             |
| Margins (%)                 | 20.3          | 21.9          | 25.4          | 25.6          | 22.6          | 25.4          | 22.9          | 23.1          | 23.4          | 23.5            | 22.4          |             |
| <b>Adj. EPS</b>             | <b>16.2</b>   | <b>18.5</b>   | <b>21.9</b>   | <b>24.7</b>   | <b>19.4</b>   | <b>24.2</b>   | <b>23.7</b>   | <b>25.3</b>   | <b>81.2</b>   | <b>92.6</b>     | <b>22.1</b>   |             |



|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↓ |
| Rating change   | ↔ |

**CMP: INR790      TP: INR920 (+16%)      Buy**

## Earnings beat led by favorable pricing; Novelis to see muted performance in near term

### Consolidated performance

- Consolidated net sales stood at INR660.6b (+14% YoY and +3% QoQ) against our est. of INR637.4b, driven by favorable pricing and a better product mix.
- Consolidated EBITDA stood at INR89.7b (+14% YoY and +13% QoQ) against our est. of INR74.6b, driven by higher aluminum prices, a better product mix and benefits from a cost mitigation plan.
- Adj. PAT came in at INR48.7b (+14% YoY and +22% QoQ) against our est. of INR36.4b. The beat was primarily led by a better operating profit from both India and Novelis businesses.
- Consol. net debt-to-EBITDA ratio stood at 1.23x as of 2QFY26 vs. 1.02x as of 1QFY26.

### Aluminum business

- Upstream revenue stood at INR100.8b in 2QFY26 (+10% YoY), led by higher average aluminum prices. Aluminum upstream EBITDA stood at INR45.2b (+22% YoY; USD1,521/t), driven by higher volume and favorable pricing.
- Downstream revenue stood at INR38.1b (+20% YoY) on account of higher shipment and favorable pricing. Downstream EBITDA stood at INR2.6b (+69% YoY) led by better product-mix. This translates into EBITDA/t of USD265 (+49% YoY) in 2QFY26 (flat QoQ).
- Upstream aluminum sales stood at 341kt (+4% YoY) and downstream aluminum sales stood at 113KT (+10% YoY) in 1QFY26.
- HNDL has announced Phase-II of Aditya Aluminum expansion (193KT), with a project cost of INR102.25b and expected commissioning in FY29.

### Copper business

- Copper business revenue stood at INR145.6b (+11% YoY), aided by higher average copper prices.
- EBITDA for copper business came in at INR6.3b in 2QFY26, down 24% YoY, led by a sharp decline in TCs/RCs, offset by higher sulphuric acid prices.
- Copper metal sales were at 113KT (-3% YoY) and CCR sales were at 97KT (+8% YoY).

### Novelis' 2QFY26 performance

- Shipment volume stood at 941kt (flat YoY and -2% QoQ) and was in line with our estimate. Higher automotive and aerospace shipments were offset by lower beverage packaging and specialty shipments.
- Revenue stood at USD4.7b (+10% YoY and flat QoQ) against our estimate of USD4.4b. The beat was due to higher ASP for the quarter at USD5,041/t (+11% YoY and +3% QoQ), driven by favorable aluminum prices.
- Adjusted EBITDA stood at USD422m (vs. our estimate of USD374m), declining 9% YoY (+1% QoQ), primarily due to net negative tariff impacts and higher aluminum scrap prices, partially offset by higher product pricing and cost efficiencies. Adj. EBITDA/t for the quarter stood at USD449 (against our estimate of USD395), declining 8% YoY but rising 4% QoQ.

|                       |             |
|-----------------------|-------------|
| Bloomberg             | HNDL IN     |
| Equity Shares (m)     | 2247        |
| M.Cap.(INRb)/(USDb)   | 1776.2 / 20 |
| 52-Week Range (INR)   | 864 / 546   |
| 1, 6, 12 Rel. Per (%) | 1/20/17     |
| 12M Avg Val (INR M)   | 3800        |
| Free float (%)        | 65.4        |

### Financials & Valuations (INR b)

| Y/E MARCH            | 2026E | 2027E | 2028E |
|----------------------|-------|-------|-------|
| Sales                | 2,597 | 2,703 | 2,825 |
| EBITDA               | 329   | 340   | 358   |
| Adj. PAT             | 165   | 166   | 176   |
| EBITDA Margin (%)    | 13    | 13    | 13    |
| Cons. Adj. EPS (INR) | 74    | 75    | 79    |
| EPS Gr. (%)          | -1    | 1     | 6     |
| BV/Sh. (INR)         | 504   | 572   | 643   |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | 0.3  | 0.3  | 0.2  |
| RoE (%)    | 15.8 | 13.9 | 13.0 |
| RoCE (%)   | 13.4 | 12.9 | 12.6 |
| Payout (%) | 9.4  | 9.3  | 10.1 |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 10.7 | 10.5 | 10.0 |
| P/BV (x)       | 1.6  | 1.4  | 1.2  |
| EV/EBITDA(x)   | 6.5  | 6.1  | 5.6  |
| Div. Yield (%) | 0.9  | 0.9  | 1.0  |
| FCF Yield (%)  | 2.3  | 5.2  | 5.8  |

### Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 34.6   | 34.6   | 34.6   |
| DII      | 24.5   | 25.3   | 24.6   |
| FII      | 32.6   | 31.9   | 32.8   |
| Others   | 8.3    | 8.2    | 8.0    |

FII includes depository receipts

- APAT stood at USD141m in 2QFY26 (-30% YoY and -10% QoQ) against our estimate of USD105m.

### Highlights from the management commentary

- In 2Q, aluminium CoP was 3-4% higher QoQ, due to monsoon-related coal logistics challenges and higher alumina input costs. Management expects CoP in 3QFY26 to remain broadly flat, with easing coal prices offset by a slight rise in CPC and coke costs.
- The company expects aluminium production and shipments to remain steady or slightly higher in 2HFY26, supported by the ramp-up of downstream capacity and stable operations across smelters.
- The specialty alumina business, with ~0.5mt capacity at Belgaum and Muri, continued to perform well, though realizations were temporarily impacted by a sharp fall in alumina index prices from USD700/t to USD350/t.
- Management emphasized that consol. net leverage to remain below 2x throughout the announced investment phase.
- It guided alumina sales to moderate in 3QFY26 due to a planned maintenance shutdown at Utkal Alumina. For FY26, alumina sales volumes would be ~700-800kt.
- The company reiterated its capex plan of USD10b over FY26-29, covering both India and Novelis projects. Annual Capex guidance stands at INR85b for FY26 and a peak capex of ~INR110b for FY27 due to the execution of large upstream and recycling projects.

### Valuation and view

- HNDL posted a strong consolidated performance in 2QFY26. Earnings growth was primarily driven by favorable pricing. Going forward, the strong earnings outlook for Indian business remains intact. However, the overall Hindalco business outlook has weakened owing to the Bay Minette project cost escalation to USD5b from USD4.1b (revised from USD2.6b earlier) and muted earning in 2H, led by Oswego fire incident.
- Novelis volumes are expected to decline with FCF impact of USD550-650m, (incl. EBITDA impact of USD100-150m in FY26), which erodes near-term earnings visibility and stretches the working capital. Management expects to recover ~70-80% via insurance in FY27.
- We increase our consolidated FY26 EBITDA and PAT estimates by 4%/7% incorporating the strong domestic business outlook, offsetting the muted Novelis profitability for FY26. We largely maintain our FY27 estimate, assuming Novelis to recover and India business to remain strong.
- **At CMP, the stock trades at 6.1x EV/EBITDA and 1.4x P/B on FY27E. We reiterate our BUY rating on HNDL with an SoTP-based TP of INR920.**

# Consolidated quarterly performance

(INR b)

| Y/E March                          | FY25         |              |              |              | FY26         |              |              |              | FY25           | FY26E          | FY26         | vs Est      |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|----------------|--------------|-------------|
|                                    | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |                |                | 2QE          | (%)         |
| <b>Net Sales</b>                   | <b>570.1</b> | <b>582.0</b> | <b>583.9</b> | <b>648.9</b> | <b>642.3</b> | <b>660.6</b> | <b>628.9</b> | <b>665.4</b> | <b>2,385.0</b> | <b>2,597.2</b> | <b>637.4</b> | <b>3.6</b>  |
| Change (YoY %)                     | 7.6          | 7.4          | 10.6         | 15.9         | 12.7         | 13.5         | 7.7          | 2.5          | 10.4           | 8.9            |              |             |
| Change (QoQ %)                     | 1.8          | 2.1          | 0.3          | 11.1         | (1.0)        | 2.8          | (4.8)        | 5.8          | -              | -              |              |             |
| Total Expenditure                  | 495.1        | 503.2        | 508.1        | 560.5        | 563.3        | 570.9        | 551.6        | 582.3        | 2,066.9        | 2,268.1        |              |             |
| <b>EBITDA</b>                      | <b>75.0</b>  | <b>78.8</b>  | <b>75.8</b>  | <b>88.4</b>  | <b>79.1</b>  | <b>89.7</b>  | <b>77.3</b>  | <b>83.0</b>  | <b>318.1</b>   | <b>329.0</b>   | <b>74.6</b>  | <b>20.1</b> |
| Change (YoY %)                     | 31.3         | 40.5         | 29.3         | 32.3         | 5.4          | 13.7         | 1.9          | (6.1)        | 33.2           | 3.5            |              |             |
| Change (QoQ %)                     | 12.3         | 5.1          | (3.8)        | 16.5         | (10.5)       | 13.4         | (13.8)       | 7.4          | -              | -              |              |             |
| As % of Net Sales                  | 13.2         | 13.5         | 13.0         | 13.6         | 12.3         | 13.6         | 12.3         | 12.5         | 13.3           | 12.7           |              |             |
| Interest                           | 8.6          | 8.7          | 8.2          | 8.7          | 7.5          | 8.0          | 10.7         | 11.1         | 34.2           | 37.3           |              |             |
| Depreciation                       | 18.9         | 19.3         | 19.4         | 21.2         | 20.8         | 21.6         | 21.7         | 22.7         | 78.8           | 86.7           |              |             |
| Other Income                       | 4.2          | 10.8         | 5.1          | 7.0          | 6.0          | 7.1          | 7.1          | 7.2          | 27.1           | 27.5           |              |             |
| <b>PBT (before EO item)</b>        | <b>51.8</b>  | <b>61.6</b>  | <b>53.4</b>  | <b>65.4</b>  | <b>56.7</b>  | <b>67.2</b>  | <b>52.1</b>  | <b>56.4</b>  | <b>232.1</b>   | <b>232.5</b>   |              |             |
| Extra-ordinary Income              | (3.3)        | (5.1)        | (0.4)        | 0.1          | -            | (1.8)        | -            | -            | (8.8)          | -              |              |             |
| <b>PBT (after EO item)</b>         | <b>48.5</b>  | <b>56.4</b>  | <b>53.0</b>  | <b>65.5</b>  | <b>56.7</b>  | <b>65.4</b>  | <b>52.1</b>  | <b>56.4</b>  | <b>223.3</b>   | <b>232.5</b>   |              |             |
| Total Tax                          | 17.7         | 17.3         | 15.6         | 12.7         | 16.7         | 18.0         | 16.0         | 17.2         | 63.4           | 67.9           |              |             |
| % Tax                              | 36.6         | 30.7         | 29.5         | 19.3         | 29.5         | 27.5         | 30.7         | 30.5         | 28.4           | 29.2           |              |             |
| <b>PAT before MI and Associate</b> | <b>30.7</b>  | <b>39.1</b>  | <b>37.3</b>  | <b>52.8</b>  | <b>40.0</b>  | <b>47.4</b>  | <b>36.1</b>  | <b>39.2</b>  | <b>160.0</b>   | <b>164.6</b>   |              |             |
| <b>Adjusted PAT</b>                | <b>33.1</b>  | <b>42.7</b>  | <b>37.6</b>  | <b>52.8</b>  | <b>40.0</b>  | <b>48.7</b>  | <b>36.1</b>  | <b>39.2</b>  | <b>166.2</b>   | <b>164.6</b>   | <b>36.4</b>  | <b>33.9</b> |
| Change (YoY %)                     | 34.0         | 97.3         | 61.5         | 66.3         | 21.1         | 14.0         | (4.1)        | (25.7)       | 63.9           | (0.9)          |              |             |
| Change (QoQ %)                     | 4.1          | 29.2         | (11.8)       | 40.2         | (24.1)       | 21.6         | (25.8)       | 8.6          |                |                |              |             |

Source: MOFSL, Company

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↓ |
| Rating change   | ↔ |

|                       |               |
|-----------------------|---------------|
| Bloomberg             | TRENT IN      |
| Equity Shares (m)     | 355           |
| M.Cap.(INRb)/(USD\$)  | 1644.9 / 18.6 |
| 52-Week Range (INR)   | 7493 / 4488   |
| 1, 6, 12 Rel. Per (%) | -3/-16/-34    |
| 12M Avg Val (INR M)   | 6706          |

## Financials & Valuations Consol (INR b)

| Y/E March         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 203.1 | 234.6 | 270.5 |
| EBITDA            | 35.9  | 41.6  | 47.9  |
| NP                | 18.6  | 20.9  | 23.9  |
| EBITDA Margin (%) | 17.7  | 17.7  | 17.7  |
| Adj. EPS (INR)    | 52.4  | 58.9  | 67.2  |
| EPS Gr. (%)       | 21.3  | 12.4  | 14.1  |
| BV/Sh. (INR)      | 214.5 | 271.1 | 336.0 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | 0.0  | -0.1 | -0.2 |
| RoE (%)    | 29.6 | 25.9 | 23.7 |
| RoCE (%)   | 19.4 | 16.8 | 15.4 |
| Payout (%) | 10.5 | 10.2 | 9.7  |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 88.4 | 78.6 | 68.9 |
| EV/EBITDA (x)  | 45.9 | 39.3 | 33.8 |
| EV/Sales (x)   | 8.2  | 7.0  | 6.0  |
| Div. Yield (%) | 0.1  | 0.1  | 0.1  |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 37.0   | 37.0   | 37.0   |
| DII      | 20.0   | 18.5   | 13.4   |
| FII      | 16.8   | 18.4   | 26.6   |
| Others   | 26.2   | 26.1   | 23.0   |

FII includes depository receipts

**CMP: INR4,627 TP: INR6,000 (+30%) Buy**

## Robust cost controls cushion margins; growth pickup vital

- Trent's revenue growth continued to decelerate in 2QFY26 (+17% YoY), as ~43% YoY area addition growth was offset by sharp ~17% YoY decline in revenue per square foot, indicating store-level sales cannibalization.
- However, despite revenue growth deceleration and ~90bp YoY gross margin contraction (mix impact), Trent delivered ~16% growth in 2QFY26 pre-INDAS EBITDA (with modest ~10bp YoY margin dip), aided by robust cost controls (employee cost flat YoY, despite 33% YoY store additions).
- Star business continued to underperform as revenue declined ~2% YoY (vs. 7% YoY growth in 1Q) as multiple stores underwent upgrades during 2Q. Store count remained stable at 77, while revenue per sqft declined 14% YoY to INR26.9k (vs. 1.5% YoY uptick on much larger base for DMart).
- We raise our FY26-28 reported EBITDA estimates by ~4-5%, driven by cost-saving measures. However, we cut our FY27-28E earnings by 4-5% due to higher depreciation.
- We build in a CAGR of 17%/20%/14% in standalone revenue/EBITDA/PAT over FY25-28E, driven mainly by store expansions and robust cost controls.
- We continue to like Trent for its robust footprint additions, strong double-digit growth, long runway for growth in Star (presence in just 10 cities), and potential scale-up of emerging categories (Beauty, Innerwear, Footwear, and LGDs). However, revenue growth acceleration remains a key trigger.
- **Reiterate BUY on Trent with a revised TP of INR6,000**, premised on 44x Dec'27E EV/EBITDA for the standalone (Westside and Zudio) business, ~3x EV/sales for Star JV, and ~1.5x EV/EBITDA for Zara JV (sharp cut from ~6x EV/EBITDA due to tendering of shares by Trent at low valuations).
- After recent correction, the stock currently trades at ~70x Dec'27E EPS, excluding the contribution from Star and Zara JV.

## Strong margin performance drives beat; 1H pre-INDAS EBITDA up 26% YoY

- Standalone revenue at INR47b grew 17% YoY (disclosed earlier), driven by ~33% YoY net store additions as revenue per store declined ~9% YoY.
- Trent reported low-single-digit LFL growth for its fashion portfolio.
- Gross profit grew 15% YoY to INR20.5b (vs. our est. INR20.9b) as gross margin contracted ~90bp YoY to 43.3% (~70bp miss).
- Despite 33% YoY net store additions, employee costs remained flat YoY (13% below), driven by savings from RFID implementation.
- SG&A and other costs increased ~11% YoY (2% lower than our est.).
- As a result, reported EBITDA grew 27% YoY to INR8.1b (6% beat) as lower gross margin was offset by superior control on costs.
  - Reported EBITDA margins **expanded 135bp YoY to 17.2%** (~110bp ahead), driven by robust cost controls.
  - As per company, standalone pre-INDAS EBITDA grew **16% YoY** in 2Q to INR5.75b (23% YoY in 1H), with pre-INDAS EBITDA margin of **12.2%** (vs. ~13% in 1QFY26). Standalone pre-Ind AS EBIT margin **declined 80bp** YoY to 10.2%.

- Trent's occupancy cost (rentals above EBITDA) remained flat YoY; however, depreciation and interest costs jumped.
- For 1HFY26, pre-INDAS EBITDA **grew 26% YoY** (vs. 32% YoY growth in reported EBITDA) to INR11.9b, driven by **~70bp** margin expansion to 12.5% (vs. ~180bp expansion in reported EBITDA).
- Adjusted PAT grew **7% YoY** to INR4.5b (**~5% beat**) as higher EBITDA and lower tax rate were partly offset by higher depreciation (+65% YoY), finance cost (+28% YoY) and lower other income (-14% YoY).
- For 1HFY26, revenue/reported EBITDA/adj. PAT grew 18%/32%/14%.
- Based on our estimates, 2H revenue/EBITDA/adj. PAT growth would be 20%/29%/23%.

#### Pickup in store addition in 2QFY26, especially for Westside

- After subdued store expansion activity in 1QFY26, store expansion picked up pace, with store count across fashion formats rising to 1,101 (**up 33% YoY**).
- **In 2Q, Westside** added the **highest number of quarterly net stores in several quarters**, with 13 net store additions (19 openings, 6 closures), taking the total store count to 261 (**+15% YoY**) and area rising ~28% YoY. Westside entered two new cities to expand its presence to 88 cities.
- **Zudio** added 40 net store openings (44 openings, 4 closures) in 2QFY26 (41 in 1HFY26 vs. 32 in 1HFY25) to reach 806 stores (**+40% YoY**), with retail area rising 56% YoY. Zudio entered nine new cities to expand its presence to 244 cities.
- Trent launched a new format, Burnt Toast, during the quarter, which helped to increase the other fashion format's store count by 5 QoQ to 34 (**+21% YoY**).
- We note that store additions typically pick up pace in 2H and all eyes would be on further scale-up of Trent's fashion footprint as it remains the biggest driver of growth amid weakening SSSG.

#### Working capital steady; FCF improves despite jump in cash capex

- WC days were steady at 37 (flat YoY) as moderation in inventory days to 43 (from 45 YoY) was offset by lower payable days.
- OCF (after interest and leases) surged 1.5x YoY to INR10b, driven by 26% YoY increase in pre-INDAS EBITDA and favorable WC movement (release of INR1.7b vs. build-up of INR2.7b YoY).
- However, Trent's net capex jumped to INR8.4b (vs. INR3.8b YoY and INR8.2b in FY25), which resulted in FCF of INR2.3b (vs. ~INR500m YoY).
- Trent's net cash stood at ~INR1.9b in FY25 (vs ~INR3.4b at end-FY25).

#### Star business: Muted performance with dip in revenue

- Revenue declined 2% YoY (vs. 7% YoY in 1Q) as multiple stores underwent upgrades in 2Q and 1HFY26.
- Store count remained flat in 2QFY26 at 77 stores (1 opening offset by 1 closure).
- Calc. annualized revenue per sqft **declined ~14% YoY** to INR26.9k (vs. +1.5% YoY for DMart at INR36.6k) and annualized revenue per store declined **~7% YoY** to INR457m (vs. +1% YoY for DMart at INR1.51b).
- The share of own-brand offerings now contributes ~73% to Star's revenue (stable YoY).



### Highlights from the management commentary

- Consumer sentiment in 2Q was relatively muted and was further affected by unseasonal rains.
- With GST rationalization, customers initially prioritized purchases of big-ticket products with greater GST cut benefits. Management expects demand traction to pick up over the medium term for discretionary lifestyle categories as well.
- Emerging categories, including beauty and personal care, innerwear, and footwear, contributed to 21% of standalone revenue.
- **Online revenue** grew 56% YoY, contributing 6%+ of Westside sales.
- Investments in technology and automation have aided in delivery of stable operating economics. Especially, the RFID implementation has led to material optimization in manpower requirements across Trent's portfolio.
- Variable structure of costs, including store rentals and fees to business associates, has helped Trent gain operating leverage.
- A change in the maturity profile of new stores has led to increased depreciation relative to revenue.

### Consolidated performance

- Consolidated revenues grew 16% YoY to INR48b.
- Reported EBITDA grew 27% YoY to INR8.2b. Margin rose 150bp YoY to 17%.
- Pre-IND AS EBITDA for 1HFY26 stood at INR11.9b (up 27% YoY), with margins expanding ~90bp YoY to 12.3%.
- Adjusted PAT stood at INR3.7b (up 11% YoY), driven by higher EBITDA and lower tax rate, partly offset by higher D&A and finance costs.

### Zara India: Trent to tender ~15% stake for INR1.5b

- Trent has decided to tender 94,900 shares in Inditex Trent Retail (Zara India) for ~INR15,422/share in buyback.
- This transaction will fetch modest ~INR1.5b to Trent and lower its stake to 20%.
- The implied valuation for Zara India is modest at ~INR7.8b (vs. our earlier ascribed value of ~INR13b for Trent's 35% stake).

### Valuation and view

- TRENT's growth rate has decelerated sharply in the last few quarters due to weak LFL amid a subdued demand environment. However, the company continues to display strong cost controls to report healthy EBITDA growth.
- We continue to like Trent for its robust footprint additions, strong double-digit growth, long runway for growth in Star (presence in just 10 cities), and potential scale-up of emerging categories (Beauty, Innerwear, Footwear, and LGDs). However, revenue growth acceleration remains a key trigger.
- We raise our FY26-28E reported EBITDA by 4-5%, led by cost-saving measures. However, we cut our FY27-28E earnings by 4-5% due to higher depreciation.
- We build in a CAGR of 17%/20%/14% in standalone revenue/EBITDA/PAT over FY25-28E, driven mainly by store expansions and robust cost controls.
- **Reiterate BUY on Trent with a revised TP of INR6,000**, premised on 44x Dec'27E EV/EBITDA for the standalone (Westside and Zudio) business, ~3x EV/sales for Star JV, and ~1.5x EV/EBITDA for Zara JV.
- After recent correction, the stock currently trades at ~70x Dec'27E P/E, excluding the contribution from Star and Zara JV.

## Standalone - Quarterly Earnings Summary

(INR m)

| Y/E March                    | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | FY26E         | Est. Var (%) |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|--------------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |                 |                 | 2QE           |              |
| <b>Revenue</b>               | <b>39,917</b> | <b>40,356</b> | <b>45,347</b> | <b>41,061</b> | <b>47,813</b> | <b>47,241</b> | <b>54,417</b> | <b>49,187</b> | <b>1,66,681</b> | <b>1,98,657</b> | <b>47,620</b> | <b>-0.8</b>  |
| YoY Change (%)               | 57.4          | 39.6          | 36.9          | 28.8          | 19.8          | 17.1          | 20.0          | 19.8          | 39.8            | 19.2            | 22.7          |              |
| Total Expenditure            | 33,812        | 33,949        | 36,971        | 34,497        | 39,435        | 39,108        | 43,316        | 41,040        | 1,39,229        | 1,62,899        | 39,953        | -2.1         |
| <b>EBITDA</b>                | <b>6,106</b>  | <b>6,407</b>  | <b>8,376</b>  | <b>6,564</b>  | <b>8,377</b>  | <b>8,132</b>  | <b>11,101</b> | <b>8,148</b>  | <b>27,452</b>   | <b>35,758</b>   | <b>7,667</b>  | <b>6.1</b>   |
| EBITDA Margin (%)            | 15.3          | 15.9          | 18.5          | 16.0          | 17.5          | 17.2          | 20.4          | 16.6          | 16.5            | 18.0            | 16.1          | 6.9          |
| Depreciation                 | 1,759         | 1,915         | 2,393         | 2,631         | 2,839         | 3,153         | 3,216         | 3,227         | 8,699           | 12,435          | 2,952         | 6.8          |
| Interest                     | 312           | 324           | 363           | 371           | 395           | 413           | 454           | 624           | 1,369           | 1,886           | 423           | -2.4         |
| Other Income                 | 461           | 1,387         | 564           | 970           | 409           | 1,192         | 592           | 937           | 3,381           | 3,129           | 1,387         | -14.0        |
| <b>PBT before EO expense</b> | <b>4,496</b>  | <b>5,554</b>  | <b>6,184</b>  | <b>4,532</b>  | <b>5,552</b>  | <b>5,759</b>  | <b>8,023</b>  | <b>5,233</b>  | <b>20,766</b>   | <b>24,567</b>   | <b>5,678</b>  | <b>1.4</b>   |
| Extra-Ord expense            | -             | -             | -             | -             | -             | -             | -             | -             | -               | -               | -             |              |
| <b>PBT</b>                   | <b>4,496</b>  | <b>5,554</b>  | <b>6,184</b>  | <b>4,532</b>  | <b>5,552</b>  | <b>5,759</b>  | <b>8,023</b>  | <b>5,233</b>  | <b>20,766</b>   | <b>24,567</b>   | <b>5,678</b>  | <b>1.4</b>   |
| Tax                          | 1,074         | 1,320         | 1,490         | 1,033         | 1,326         | 1,251         | 1,885         | 1,311         | 4,918           | 5,773           | 1,363         | -8.2         |
| <b>Reported PAT</b>          | <b>3,422</b>  | <b>4,234</b>  | <b>4,693</b>  | <b>3,499</b>  | <b>4,226</b>  | <b>4,508</b>  | <b>6,137</b>  | <b>3,922</b>  | <b>15,848</b>   | <b>18,793</b>   | <b>4,315</b>  | <b>4.5</b>   |
| YoY Change (%)               | 130.8         | 46.2          | 36.6          | 41.3          | 23.5          | 6.5           | 30.8          | 12.1          | 54.0            | 18.6            | 1.9           |              |

E: MOFSL Estimates

# Cholamandalam Inv. & Finance

Estimate change 

TP change 

Rating change 

|                       |               |
|-----------------------|---------------|
| Bloomberg             | CIFC IN       |
| Equity Shares (m)     | 841           |
| M.Cap.(INRb)/(USDb)   | 1433.7 / 16.2 |
| 52-Week Range (INR)   | 1782 / 1168   |
| 1, 6, 12 Rel. Per (%) | 3/4/27        |
| 12M Avg Val (INR M)   | 2752          |

## Financials & Valuations (INR b)

| Y/E March    | FY25  | FY26E | FY27E |
|--------------|-------|-------|-------|
| Total Income | 135.7 | 169.9 | 204.8 |
| PPP          | 82.3  | 103.9 | 126.0 |
| PAT          | 42.6  | 51.3  | 67.1  |
| EPS (INR)    | 50.6  | 59.8  | 78.2  |
| EPS Gr. (%)  | 24    | 18    | 31    |
| BV (INR)     | 281   | 356   | 432   |

## Valuations

|               |      |      |      |
|---------------|------|------|------|
| NIM (%)       | 6.9  | 7.0  | 7.2  |
| C/I ratio (%) | 39.3 | 38.8 | 38.5 |
| RoAA (%)      | 2.4  | 2.4  | 2.6  |
| RoE (%)       | 19.7 | 18.9 | 19.8 |
| Payout (%)    | 4.0  | 3.3  | 3.2  |

## Ratios

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 33.6 | 28.4 | 21.7 |
| P/BV (x)       | 6.1  | 4.8  | 3.9  |
| Div. Yield (%) | 0.1  | 0.1  | 0.1  |

## Shareholding pattern (%)

| As of    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 49.9   | 49.9   | 50.2   |
| DII      | 17.3   | 16.1   | 16.6   |
| FII      | 26.9   | 28.0   | 27.2   |
| Others   | 6.0    | 6.1    | 6.0    |

FII Includes depository receipts

CMP: INR1,704

TP: INR1,935 (+14%)

Buy

## Soft quarter; business volumes and asset quality to improve in 2H

### Asset quality deteriorates; AUM growth at the lower end of guidance

- Cholamandalam Inv. & Finance (CIFC)'s 2QFY26 PAT grew ~20% YoY to INR11.5b (in line). PAT grew ~20% YoY in 1HFY26, and we expect its PAT to grow ~21% YoY in 2H.
- CIFC's NII grew ~25% YoY to ~INR33.8b in 2QFY26 (in line). Other income grew ~33% YoY to ~INR7b (~5% below est.), driven by higher fee income and assignment income of ~INR764m (PQ: INR1.5b).
- CIFC's opex rose ~23% YoY to ~INR16.2b (in line), and the cost-income ratio declined ~1pp QoQ to ~40% (PQ: 38% and PY: 41%). The sequential increase in opex was due to variable compensation/incentives and investments in building the gold and CD business. PPOP grew ~28% YoY to INR24.6b.
- Yields (calc.) rose ~5bp QoQ to ~14.45%, and CoF (calc.) declined ~15bp QoQ to ~7.65%. NIM rose ~15bp QoQ to ~6.9%. Management guided for a further ~10-15bp NIM expansion in H2FY26, aided by benefits in CoF. We expect the NIM to expand to ~7%/7.2% in FY26/FY27 (vs. ~6.9% in FY25).
- Management reiterated that the 20%+ AUM growth target remains intact, and it does not appear to be at risk. The company shared that business momentum was very healthy in Oct'25, and it expects disbursements and sequential AUM growth to accelerate in 2HFY26.
- The company also guided for overall credit costs to decline, supported by a reduction in slippages and a gradual improvement in vehicle utilization levels in 2H, which should enhance borrower repayment capacity. It is targeting to maintain credit costs at around 1.6% for the full year. We model credit costs of 1.6%/1.4% for FY26/FY27E.
- We cut our FY26E EPS by 2-3% to factor in slightly lower loan growth and higher credit costs. We model a CAGR of 14%/20%/25% in disbursement /AUM/PAT over FY25-28E. CIFC will have to utilize its levers on NIM (and fee income) to offset the impact of moderation in AUM growth and elevated credit costs. We estimate RoA/RoE of ~2.7%/20% in FY28. **We reiterate our BUY rating with a TP of INR1,935 (premised on 4x Sep'27E BVPS).**
- **Key risks:** 1) weak macros translating into weaker vehicle demand and sustained lower capacity utilization; 2) higher business volumes, following the festive season and GST cuts, rebounding to previous normalized levels, and 3) deterioration in asset quality, particularly in the new businesses and vehicle finance, which could keep the credit costs high for longer than estimated.

### AUM rises ~21% YoY; disbursements flat both YoY and QoQ

- Business AUM grew 21% YoY/3.4% QoQ to INR1.99t, with newer businesses now forming ~12% of the AUM mix.
- Total disbursements in 2QFY26 were flat YoY and QoQ at ~INR244b. New lines of businesses contributed ~19% to the disbursement mix (PQ: ~17% and PY: ~24%), and VF disbursements in 2QFY26 grew ~10% YoY.
- Gold loan disbursements in 2QFY26 stood at ~INR5.5b and are expected to pick up in 2HFY26, which should support overall gold loan growth.
- We model a total AUM CAGR of ~20% over FY25-28E.

### Asset quality deteriorates across segments; GS3 up ~20bp QoQ

- GS3/NS3 deteriorated ~20bp/12bp QoQ to 3.35%/1.9%, while PCR on S3 declined ~50bp QoQ to ~43.2%. ECL/EAD rose ~7bp QoQ to 2.05% (PQ: ~1.97%). GS3 in newer businesses rose ~20bp QoQ to ~2.8% (PQ: 2.6% and PY: 1.6%).
- Stage 2 + Stage 3 (30+ dpd) rose ~25bp QoQ to ~6.45%.
- CIFC's 2Q credit costs stood at ~INR9b (~vs. est. of INR9.2b). This translated into annualized credit costs of ~1.85% (PY: ~1.55% and PQ: ~1.9%). GNPA/NNPA (RBI IRAC) rose ~30bp/20bp QoQ to ~4.6%/3.1%. In 2QFY26, write-offs (calc.) stood at ~INR6.4b, translating into ~1.6% of TTM AUM (PY: ~1.1% and PQ: 1.3%).
- CRAR stood at ~20% (Tier 1: ~14.6%) as of Sep'25.
- Management guided credit costs of ~1.6% in FY26 (vs. ~1.4% in FY25). We estimate credit costs (as a % of avg. assets) of ~1.6%/1.4% in FY26/FY27.

### Key highlights from the management commentary

- Management indicated that origination yields in gold loans remained healthy, and the company does not intend to price below industry peers to chase growth.
- Credit cost losses in the CSEL portfolio have already peaked and are expected to moderate progressively in the subsequent quarters.
- While the benefits of all the actions taken by the government (personal income tax cut, GST cuts, reduction in interest rates) were not fully visible in 2QFY26, the medium-term outlook remains strong.

### Valuation and View

- CIFC delivered a soft quarter, with disbursements remaining largely flat YoY/QoQ and credit costs staying elevated. Asset quality weakened across product segments. A key positive was NIM expansion of ~15bp QoQ.
- The stock trades at 3.9x FY27E P/BV. In order to sustain this premium valuation multiple, CIFC will have to give higher confidence in its ability to deliver on its AUM growth and credit costs guidance for FY26. Further, it might have to fully leverage its diversified product suite to deliver its medium-term AUM growth guidance of 20-25%. We estimate a CAGR of ~20%/25% in AUM/PAT over FY25-28 for an RoA/RoE of 2.7%/20% in FY28E. **We reiterate our BUY rating with a TP of INR1,935 (premised on 4x Sep'27E BVPS).**

**Quarterly Performance**
**(INR M)**

| Y/E March                   | FY25   |        |        |        |        | FY26E  |        |        |          | FY25     | FY26   | 2QFY26E | v/s Est. |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|----------|--------|---------|----------|
|                             | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4Q     |          |          |        |         |          |
| Interest Income             | 53,695 | 57,680 | 61,587 | 64,180 | 66,501 | 68,942 | 71,631 | 75,055 | 2,37,200 | 2,82,129 | 68,496 | 1       |          |
| Interest Expenses           | 27,957 | 30,551 | 32,718 | 33,623 | 34,663 | 35,155 | 35,858 | 36,727 | 1,24,849 | 1,42,403 | 35,182 | 0       |          |
| Net Interest Income         | 25,738 | 27,128 | 28,869 | 30,557 | 31,838 | 33,787 | 35,773 | 38,328 | 1,12,351 | 1,39,726 | 33,313 | 1       |          |
| YoY Growth (%)              | 39.7   | 34.6   | 33.0   | 29.8   | 23.7   | 24.55  | 23.9   | 25.4   | 34.0     | 24.4     | 22.8   |         |          |
| Other Income                | 4,595  | 5,248  | 6,537  | 7,027  | 6,807  | 6,959  | 7,754  | 8,610  | 23,348   | 30,130   | 7,329  | -5      |          |
| Total Income                | 30,333 | 32,376 | 35,406 | 37,584 | 38,645 | 40,746 | 43,526 | 46,938 | 1,35,699 | 1,69,856 | 40,643 | 0       |          |
| YoY Growth (%)              | 42.6   | 36.8   | 37.2   | 29.0   | 27.4   | 25.9   | 22.9   | 24.9   | 35.9     | 25.2     | 25.5   |         |          |
| Operating Expenses          | 11,834 | 13,155 | 14,130 | 14,269 | 14,528 | 16,169 | 17,168 | 18,088 | 53,388   | 65,952   | 16,181 | 0       |          |
| Operating Profit            | 18,499 | 19,221 | 21,276 | 23,315 | 24,117 | 24,578 | 26,359 | 28,850 | 82,311   | 1,03,903 | 24,462 | 0       |          |
| YoY Growth (%)              | 38.1   | 35.3   | 40.4   | 43.2   | 30.4   | 27.9   | 23.9   | 23.7   | 39.4     | 26.2     | 27.3   |         |          |
| Provisions & Loan Losses    | 5,814  | 6,235  | 6,640  | 6,253  | 8,821  | 8,970  | 8,700  | 8,247  | 24,943   | 34,738   | 9,200  | -2      |          |
| Profit before Tax           | 12,685 | 12,986 | 14,636 | 17,062 | 15,296 | 15,608 | 17,659 | 20,603 | 57,369   | 69,165   | 15,262 | 2       |          |
| Tax Provisions              | 3,263  | 3,355  | 3,771  | 4,395  | 3,937  | 4,054  | 4,556  | 5,276  | 14,783   | 17,823   | 3,938  | 3       |          |
| Net Profit                  | 9,422  | 9,631  | 10,865 | 12,667 | 11,359 | 11,553 | 13,103 | 15,327 | 42,585   | 51,342   | 11,324 | 2       |          |
| YoY Growth (%)              | 29.8   | 26.3   | 24.0   | 19.7   | 20.6   | 20.0   | 20.6   | 21.0   | 24.4     | 20.6     | 17.6   |         |          |
| Key Parameters (Calc., %)   |        |        |        |        |        |        |        |        |          |          |        |         |          |
| Yield on loans              | 14.4   | 14.51  | 14.6   | 14.5   | 14.4   | 14.45  | 14.4   | 14.3   | 14.5     | 14.2     |        |         |          |
| Cost of funds               | 7.86   | 7.94   | 8.06   | 7.86   | 7.78   | 7.63   | 7.56   | 7.52   | 8.1      | 7.6      |        |         |          |
| Spread                      | 6.5    | 6.6    | 6.6    | 6.6    | 6.6    | 6.8    | 6.8    | 6.8    | 6.5      | 6.6      |        |         |          |
| NIM                         | 6.84   | 6.78   | 6.81   | 6.80   | 6.76   | 6.91   | 7.00   | 7.11   | 6.9      | 7.0      |        |         |          |
| C/I ratio                   | 39.0   | 40.6   | 39.9   | 38.0   | 37.6   | 39.7   | 39.4   | 38.5   | 39.3     | 38.8     |        |         |          |
| Credit cost                 | 1.55   | 1.56   | 1.57   | 1.39   | 1.87   | 1.83   | 1.70   | 1.53   | 1.5      | 1.7      |        |         |          |
| Tax rate                    | 25.7   | 25.8   | 25.8   | 25.8   | 25.7   | 26.0   | 25.8   | 25.6   | 25.8     | 25.8     |        |         |          |
| Balance Sheet Parameters    |        |        |        |        |        |        |        |        |          |          |        |         |          |
| Disbursements (INR b)       | 243    | 243    | 258    | 264    | 243    | 244    | 286    | 303    | 1,009    | 1,076    |        |         |          |
| Growth (%)                  | 21.6   | 12.9   | 15.3   | 6.6    | 0.0    | 0.5    | 10.8   | 14.5   | 13.7     | 6.7      |        |         |          |
| AUM (INR b)                 | 1,554  | 1,646  | 1,746  | 1,847  | 1,921  | 1,992  | 2,098  | 2,215  | 1,847    | 2,215    |        |         |          |
| Growth (%)                  | 35.4   | 32.5   | 30.5   | 26.9   | 23.6   | 21.0   | 20.2   | 19.9   | 26.9     | 19.9     |        |         |          |
| AUM mix (%)                 |        |        |        |        |        |        |        |        |          |          |        |         |          |
| Vehicle finance             | 57.0   | 55.9   | 55.4   | 54.8   | 54.5   | 54.0   | 54.0   | 52.9   | 54.8     | 52.9     |        |         |          |
| Home Equity                 | 20.7   | 21.2   | 21.5   | 22.4   | 22.9   | 23.2   | 23.5   | 24.6   | 22.4     | 24.6     |        |         |          |
| Home loans & Others         | 22.3   | 23.0   | 23.1   | 22.8   | 22.6   | 22.7   | 22.5   | 22.5   | 12.8     | 12.0     |        |         |          |
| Borrowings (INR b)          | 1,499  | 1,578  | 1,671  | 1,749  | 1,813  | 1,875  | 1,920  | 1,988  | 1,749    | 1,988    |        |         |          |
| Growth (%)                  | 38.6   | 32.1   | 35.7   | 30.1   | 20.9   | 18.8   | 14.9   | 13.6   | 30.1     | 13.6     |        |         |          |
| Asset Quality Parameters    |        |        |        |        |        |        |        |        |          |          |        |         |          |
| GS 3 (INR B)                | 41.2   | 47.1   | 51.3   | 52.1   | 60.4   | 66.3   |        |        | 52.1     | 66.5     |        |         |          |
| GS 3 (%)                    | 2.6    | 2.83   | 2.9    | 2.8    | 3.2    | 3.35   |        |        | 2.8      | 3.0      |        |         |          |
| NS 3 (INR B)                | 22.5   | 26.1   | 28.7   | 28.5   | 34.0   | 37.6   |        |        | 28.5     | 37.3     |        |         |          |
| NS 3 (%)                    | 1.5    | 1.60   | 1.7    | 1.6    | 1.8    | 1.94   |        |        | 1.5      | 1.7      |        |         |          |
| PCR (%)                     | 45.5   | 44.5   | 44.1   | 45.3   | 43.7   | 43.2   |        |        | 45.3     | 44.0     |        |         |          |
| Vehicle finance AUM mix (%) |        |        |        |        |        |        |        |        |          |          |        |         |          |
| LCV                         | 19.8   | 19.8   | 19.2   | 19.0   | 19.2   | 19.3   |        |        | 19.8     | 19.8     |        |         |          |
| Cars & MUV                  | 22.8   | 23.1   | 23.7   | 24.1   | 24.5   | 24.8   |        |        | 22.8     | 23.1     |        |         |          |
| 3W & SCV                    | 3.6    | 3.6    | 3.6    | 3.5    | 3.5    | 3.5    |        |        | 3.6      | 3.6      |        |         |          |
| Used CV                     | 27.4   | 27.6   | 27.6   | 27.7   | 27.6   | 27.6   |        |        | 27.4     | 27.6     |        |         |          |
| Tractor                     | 6.5    | 6.2    | 6.0    | 5.6    | 5.3    | 5.1    |        |        | 6.5      | 6.2      |        |         |          |
| HCV                         | 6.7    | 6.6    | 6.6    | 6.8    | 6.7    | 6.7    |        |        | 6.7      | 6.6      |        |         |          |
| CE                          | 6.5    | 6.3    | 6.4    | 6.4    | 6.3    | 6.1    |        |        | 6.5      | 6.3      |        |         |          |
| Two wheeler                 | 6.8    | 6.7    | 6.8    | 6.8    | 6.8    | 6.9    |        |        | 6.8      | 6.7      |        |         |          |

E: MOFSL estimates



# Power Finance Corporation

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

|                       |               |
|-----------------------|---------------|
| Bloomberg             | POWF IN       |
| Equity Shares (m)     | 3300          |
| M.Cap.(INRb)/(USDb)   | 1254.9 / 14.2 |
| 52-Week Range (INR)   | 524 / 357     |
| 1, 6, 12 Rel. Per (%) | -9/-10/-23    |
| 12M Avg Val (INR M)   | 3254          |

## Financials & Valuations (INR b)

| Y/E March      | FY25 | FY26E | FY27E |
|----------------|------|-------|-------|
| NII            | 193  | 216   | 240   |
| PPP            | 216  | 228   | 264   |
| PAT            | 174  | 191   | 203   |
| EPS (INR)      | 52.6 | 57.9  | 61.4  |
| EPS Gr. (%)    | 21   | 10    | 6     |
| BV/Sh. (INR)   | 276  | 316   | 359   |
| ABV/Sh. (INR)  | 232  | 272   | 315   |
| RoAA (%)       | 3.2  | 3.2   | 3.1   |
| RoAE (%)       | 20.4 | 19.6  | 18.2  |
| Div Payout (%) | 30.0 | 30.1  | 30.0  |

## Valuations

|               |     |     |     |
|---------------|-----|-----|-----|
| P/E (x)       | 7.2 | 6.6 | 6.2 |
| P/BV (x)      | 1.4 | 1.2 | 1.1 |
| Core P/E (x)  | 5.1 | 4.6 | 4.3 |
| Core P/BV (x) | 1.1 | 0.9 | 0.8 |
| Div. Yld (%)  | 4.2 | 4.6 | 4.8 |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 56.0   | 56.0   | 56.0   |
| DII      | 16.0   | 16.1   | 17.5   |
| FII      | 18.8   | 18.7   | 17.7   |
| Others   | 9.1    | 9.2    | 8.8    |

FII includes depository receipts

**CMP: INR380**
**TP: INR485 (+28%)**
**Buy**
**Earnings below est.; muted loan growth from higher repayments**
**Asset quality broadly stable; reported NIM dips ~5bp QoQ**

- Power Finance Corporation (PFC)'s 2QFY26 PAT grew ~2% YoY to INR44.6b (~17% miss). PAT in 1HFY26 grew 11% YoY, and we expect PAT in 2HFY26 to grow by 10% YoY. NII grew ~20% YoY to ~INR52.9b in 2QFY26 (inline).
- Other operating income declined ~19% YoY to ~INR11.8b (PY: INR14.7b), which included dividend income of INR11b (PY: INR12.5b). The company reported exchange losses of INR5b (PQ: exchange losses of INR6.5b). The EUR/INR movement is one of the major reasons for the foreign exchange translation loss in 2QFY26.
- Opex declined ~18% YoY to ~INR1.9b (inline), and the cost-income ratio rose ~25bp QoQ to ~3.65%. PPOp grew ~9% YoY to INR57.8b (~9% miss).
- PFC shared that ~95% of its foreign currency borrowings are hedged, with the small unhedged portion majorly linked to Euro-denominated bonds. The EUR appreciated by ~8% against the USD in 1HFY26, which led to mark-to-market losses. However, the company also shared that since these foreign borrowings are long-term, any favorable movement in exchange rates could help reverse these exchange losses. The company noted that the EUR/USD exchange rate has moved more favorably in recent days.
- The reported yield dipped ~3bp QoQ to ~9.98%, while the reported CoB rose ~3bp QoQ to ~7.43%. This led to ~5bp QoQ dip in spreads to 2.55% in 1HFY26. Reported NIM for 2QFY26 contracted 5bp QoQ to ~3.62% (PQ: 3.68%).
- GS3 declined ~5bp QoQ to ~1.87%, while NS3 was broadly stable QoQ at 0.37%. PCR on Stage 3 was stable QoQ at ~80.2%. Provisions for the quarter stood at INR2.4b (PQ: -INR6.8b and PY: -INR1.2b). This translated into annualized credit costs of 4bp (PY: -3bp and PQ: -12bp).
- PFC highlighted that the resolution plan for the Sinner Thermal Power project (with an exposure of ~INR10b) has been submitted for NCLT approval. The company has ~80% provision cover on this account.
- We estimate a disbursement/advances/PAT CAGR of 11%/12%/10% over FY25-FY28E, an RoA/RoE of 3.1%/18%, and a dividend yield of ~5.5% in FY28E. We reiterate our BUY rating with an SoTP (Sep'27E)-based TP of INR485 (premised on 1x target multiple for the PFC standalone business and INR151/share for PFC's stake in REC after a hold-co discount of 20%).**

**Disbursements rise ~7% YoY; loan book grows ~2% QoQ**

- Loan book stood at INR5.61t and grew 14% YoY/2% QoQ. Disbursements during the quarter rose ~7% YoY to ~INR498b. Repayments during the quarter stood at ~28% (PQ: 22% and PY: ~24%).
- The renewables segment in the loan mix was stable at 15% (PQ: 15%). Disbursements to the infrastructure sector formed ~4% of the total disbursements in 2QFY26.
- PFC maintained its loan growth guidance to ~10-11% in FY26. We model a loan book CAGR of ~12% over FY25-FY28E.

### Asset quality broadly stable; PCR also stable QoQ

- GS3 declined ~5bp QoQ to ~1.87%, while NS3 was broadly stable QoQ at 0.37%. PCR on Stage 3 was broadly stable QoQ at ~80.2%. Standard assets (Stage 1 + 2) PCR was broadly stable QoQ at ~1%.
- PFC has ~22 projects (PQ: 22 projects) that are classified as NPA. Resolutions in ~11 NPA projects (PQ: 11) are being pursued under NCLT, and the remaining ~11 NPA projects (PQ: 11) are being pursued outside NCLT.
- CRAR stood at ~21.6% as of Sep'25.

### Key highlights from the management commentary

- Management noted that there have been no prepayment requests for the Kaleshwaram project (exposure of ~INR260b), and repayments are happening in their normal course. Given that this project is backed by a state guarantee and has budgetary support, PFC does not see any prepayment or credit risk associated with this exposure.
- The company closed its first cross-border project financing transaction in Bhutan, providing INR48b of funding for a 600MW hydropower project. The loan has been denominated in INR, and the transaction was undertaken with a special approval from the RBI.

### Valuation and view

- PFC delivered a muted performance for the quarter, with loan growth remaining soft and earnings coming in below expectations due to elevated forex losses on the unhedged portion of its foreign currency borrowings. NIM and spreads moderated during the quarter, reflecting some pressure on yields in a declining interest rate environment. Asset quality, however, remained broadly stable, and credit costs continued to remain benign.
- PFC (standalone) trades at 0.8x FY27E P/BV and ~4x FY27 P/E, and we believe that the risk-reward is attractive considering decent visibility on loan growth, further stressed asset resolutions, and healthy RoE of 18-20% over FY26-27E. **Reiterate our BUY rating** with an SoTP (Sep'27E)-based TP of INR485 (premised on 1x target multiple for the PFC standalone business and INR151/share for PFC's stake in REC after a hold-co discount of 20%).
- **Key risks:** 1) weaker loan growth driven by higher prepayments; 2) increase in exposure to power projects without PPAs; 3) compression in spreads and margins due to an aggressive competitive landscape; and 4) any slowdown in the offtake of renewable energy projects.

#### PFC: SoTP - Sep'27

|                                | Stake | Target Multiple | Value (INR B) | INR per share | % To Total | Rationale         |
|--------------------------------|-------|-----------------|---------------|---------------|------------|-------------------|
| PFC Standalone                 | 100   | 1.0             | 1,097         | 334           | 69         | ❖ 1.0x Sep'27 PBV |
| REC Stake (Pre-HoldCo)         | 53    | 1.1             | 624           | 189           |            | ❖ 1.1x Sep'27 PBV |
| Hold Co Discount (20%)         |       |                 | 125           |               |            |                   |
| <b>REC Stake (Post-Holdco)</b> |       |                 | <b>499</b>    | <b>151</b>    | <b>31</b>  |                   |
| <b>Target Value</b>            |       |                 | <b>1,596</b>  | <b>485</b>    | <b>100</b> |                   |

## Quarterly Performance

(INR m)

| Y/E March                     | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | 2Q            | v/s        |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|------------|
| Particulars                   | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |                 |                 | FY26E         | Est.       |
| Interest Income               | 1,18,270      | 1,19,090      | 1,24,172      | 1,37,215      | 1,37,389      | 1,34,728      | 1,36,345      | 1,40,591      | 4,98,747        | 5,49,052        | 1,35,465      | -1         |
| Interest Expenses             | 74,990        | 75,007        | 77,231        | 78,109        | 82,697        | 81,835        | 82,981        | 85,235        | 3,05,380        | 3,32,748        | 83,276        | -2         |
| <b>Net Interest Income</b>    | <b>43,280</b> | <b>44,083</b> | <b>46,942</b> | <b>59,106</b> | <b>54,692</b> | <b>52,893</b> | <b>53,364</b> | <b>55,356</b> | <b>1,93,367</b> | <b>2,16,304</b> | <b>52,189</b> | <b>1</b>   |
| YoY Gr %                      | 23.5          | 18.2          | 12.9          | 39.5          | 26.4          | 20.0          | 13.7          | -6.3          | 23.7            | 11.9            | 18.4          |            |
| Other Income                  | 3,160         | 14,655        | 5,971         | 11,309        | 2,016         | 11,829        | 6,763         | 12,812        | 35,096          | 33,420          | 15,095        | -22        |
| <b>Net Operational Income</b> | <b>46,440</b> | <b>58,738</b> | <b>52,913</b> | <b>70,415</b> | <b>56,708</b> | <b>64,722</b> | <b>60,127</b> | <b>68,167</b> | <b>2,28,463</b> | <b>2,49,724</b> | <b>67,284</b> | <b>-4</b>  |
| YoY Gr %                      | 41.1          | 19.4          | 11.5          | 42.1          | 22.1          | 10.2          | 13.6          | -3.2          | 27.6            | 9.3             | 14.5          |            |
| Exchange gain/(loss)          | 589           | -3,100        | 457           | -2,614        | -6,546        | -4,972        | -1,300        | -682          | -4,668          | -13,500         | -2,000        | 149        |
| <b>Total Net Income</b>       | <b>47,029</b> | <b>55,639</b> | <b>53,370</b> | <b>67,801</b> | <b>50,162</b> | <b>59,750</b> | <b>58,827</b> | <b>67,486</b> | <b>2,23,795</b> | <b>2,36,224</b> | <b>65,284</b> | <b>-8</b>  |
| YoY Gr %                      | 24.6          | 15.9          | 18.0          | 34.9          | 6.7           | 7.4           | 10.2          | -0.5          | 23.5            | 5.6             | 17.3          |            |
| Operating Expenses            | 1,016         | 2,355         | 1,832         | 2,341         | 1,848         | 1,932         | 2,071         | 2,390         | 7,500           | 8,241           | 2,025         | -5         |
| <b>Operating Profit</b>       | <b>46,013</b> | <b>53,284</b> | <b>51,538</b> | <b>65,460</b> | <b>48,313</b> | <b>57,819</b> | <b>56,756</b> | <b>65,095</b> | <b>2,16,295</b> | <b>2,27,983</b> | <b>63,259</b> | <b>-9</b>  |
| YoY Gr %                      | 25.3          | 13.7          | 16.8          | 39.8          | 5.0           | 8.5           | 10.1          | -0.6          | 23.9            | 5.4             | 18.7          |            |
| Provisions                    | 620           | -1,241        | 745           | 4,447         | -6,818        | 2,420         | -3,000        | 1,722         | 4,571           | -5,677          | -2,000        | -221       |
| <b>PBT</b>                    | <b>45,393</b> | <b>54,525</b> | <b>50,793</b> | <b>61,013</b> | <b>55,132</b> | <b>55,399</b> | <b>59,756</b> | <b>63,374</b> | <b>2,11,724</b> | <b>2,33,660</b> | <b>65,259</b> | <b>-15</b> |
| Tax                           | 8,214         | 10,821        | 9,244         | 9,924         | 10,117        | 10,780        | 10,756        | 10,874        | 38,202          | 42,526          | 11,747        | -8         |
| Tax Rate %                    | 18.1          | 19.8          | 18.2          | 16.3          | 18.3          | 19.5          | 18.0          | 17.2          | 18.0            | 18.2            | 18.0          |            |
| <b>PAT</b>                    | <b>37,179</b> | <b>43,704</b> | <b>41,549</b> | <b>51,090</b> | <b>45,015</b> | <b>44,619</b> | <b>49,000</b> | <b>52,500</b> | <b>1,73,522</b> | <b>1,91,134</b> | <b>53,512</b> | <b>-17</b> |
| YoY Gr %                      | 23.6          | 13.6          | 23.0          | 23.5          | 21.1          | 2.1           | 17.9          | 2.8           | 20.6            | 10.2            | 22.4          |            |

## Key Parameters (Calc., %)

|                |      |        |      |      |        |      |  |  |  |
|----------------|------|--------|------|------|--------|------|--|--|--|
| Yield on loans | 9.9  | 9.8    | 10.0 | 10.7 | 10.3   | 9.9  |  |  |  |
| Cost of funds  | 7.4  | 7.3    | 7.4  | 7.0  | 7.1    | 7.0  |  |  |  |
| Spread         | 2.5  | 2.5    | 2.6  | 3.7  | 3.1    | 2.9  |  |  |  |
| NIM            | 3.56 | 3.57   | 3.76 | 4.51 | 3.93   | 3.73 |  |  |  |
| C/I ratio      | 2.3  | 5.3    | 3.9  | 4.0  | 3.38   | 3.65 |  |  |  |
| Credit cost    | 0.01 | (0.03) | 0.01 | 0.08 | (0.12) | 0.04 |  |  |  |

## Balance Sheet Parameters

|                              |       |       |       |       |       |       |  |  |  |
|------------------------------|-------|-------|-------|-------|-------|-------|--|--|--|
| <b>Disbursements (INR b)</b> | 195   | 467   | 342   | 680   | 362   | 498   |  |  |  |
| Growth YoY (%)               | (15)  | 42    | 45    | 40    | 86    | 7     |  |  |  |
| <b>AUM (INR b)</b>           | 4,750 | 4,934 | 5,038 | 5,431 | 5,498 | 5,612 |  |  |  |
| Growth YoY (%)               | 10    | 10    | 10    | 13    | 16    | 14    |  |  |  |

## Asset Quality Parameters

|              |      |      |      |      |      |      |  |  |  |
|--------------|------|------|------|------|------|------|--|--|--|
|              | 2    |      |      |      |      |      |  |  |  |
| GS 3 (INR B) | 161  | 134  | 135  | 105  | 105  | 105  |  |  |  |
| GS 3 (%)     | 3.4  | 2.7  | 2.7  | 1.9  | 1.92 | 1.87 |  |  |  |
| NS 3 (INR B) | 41.1 | 35.3 | 35.9 | 20.9 | 20.8 | 20.8 |  |  |  |
| NS 3 (%)     | 0.9  | 0.7  | 0.7  | 0.4  | 0.4  | 0.4  |  |  |  |
| PCR (%)      | 74.4 | 73.6 | 73.4 | 80.1 | 80.3 | 80.2 |  |  |  |

E: MOFSL Estimates

# Torrent Pharma

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

|                       |               |
|-----------------------|---------------|
| Bloomberg             | TRP IN        |
| Equity Shares (m)     | 338           |
| M.Cap.(INRb)/(USDb)   | 1211.6 / 13.7 |
| 52-Week Range (INR)   | 3790 / 2886   |
| 1, 6, 12 Rel. Per (%) | 0/4/8         |
| 12M Avg Val (INR M)   | 1203          |

## Financials & Valuations (INRb)

| Y/E March           | FY26E | FY27E | FY28E |
|---------------------|-------|-------|-------|
| Sales               | 130.3 | 143.4 | 166.4 |
| EBITDA              | 42.6  | 49.2  | 58.1  |
| Adjusted PAT        | 23.7  | 28.6  | 35.3  |
| EBIT Margin (%)     | 26.3  | 28.0  | 29.3  |
| Cons. Adj EPS (INR) | 70.0  | 84.6  | 104.2 |
| EPS Gr. (%)         | 21.2  | 20.8  | 23.1  |
| BV/Sh. (INR)        | 538.1 | 646.2 | 779.2 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D-E    | 0.3  | 0.2  | 0.1  |
| RoE (%)    | 28.4 | 28.6 | 29.2 |
| RoCE (%)   | 22.7 | 24.5 | 26.6 |
| Payout (%) | 36.4 | 36.1 | 36.1 |

## Valuation

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 51.1 | 42.3 | 34.4 |
| EV/EBITDA (x)  | 28.6 | 24.3 | 20.2 |
| Div. Yield (%) | 0.6  | 0.7  | 0.9  |
| FCF Yield (%)  | 2.3  | 2.8  | 3.3  |
| EV/Sales (x)   | 9.4  | 8.3  | 7.0  |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 68.3   | 68.3   | 71.3   |
| DII      | 9.3    | 8.7    | 7.1    |
| FII      | 15.9   | 16.1   | 14.5   |
| Others   | 6.5    | 6.9    | 7.2    |

FII includes depository receipts

**CMP: INR3,580**      **TP: INR3,770 (+5%)**      **Neutral**

## Execution gains in DF/LATAM/US

### Softness in EU persists in 2Q; valuation limits upside

- Torrent Pharma (TRP) delivered in-line financial performance for the quarter. YoY growth improved in the US generics and LATAM markets, led by new product launches and steady market share gains in the base portfolio.
- After a slowdown in the LATAM business in FY25, TRP has revived growth in this segment, outperforming the market over the past two quarters. Product approvals and enhanced marketing efforts have driven higher YoY growth. The company has already submitted the application for Semaglutide and is well-positioned to benefit from this opportunity, given its strong brand franchise in this market.
- In the Domestic Formulation (DF) segment, TRP faced minimal impact from the GST transition and outperformed the industry. Notably, it recorded a higher YoY volume growth of 3.7% vs the industry (0.5%) in 2QFY26.
- Following the receipt of a voluntary action indicated (VAI) at its US site in Aug'24, the business has recorded healthy growth over the past two quarters, driven largely by new product launches.
- We largely maintain our estimates for FY26/FY27/FY28. We value TRP at 40x 12M forward earnings to arrive at a TP of INR3,770. TRP remains well-positioned to deliver industry-leading growth in DF/LATAM. While current product launches have enabled a pick-up in the US growth, the pace of filings is expected to accelerate from FY27 onwards. Temporary disruptions continue to impact the EU business in the near term. Considering all these factors, we expect a 13%/16%/23% revenue/EBITDA/PAT CAGR over FY25-28. Integration and synergy benefits from the JB acquisition are expected to materialize following the completion of the acquisition process. Considering the limited upside from current levels, we reiterate Neutral on the stock.

### Sales/EBITDA rise 14%/15% YoY; PAT grows at a high rate of 33% due to lower tax rate

- Sales grew 14.3% YoY to INR33b.
- DF revenue grew 11.5% YoY to INR18.2b (55% of sales). US generics grew 25.7% YoY to INR3.4b (10% of sales). LATAM business grew 21% YoY to INR3.2b (10% of sales). ROW+CDMO sales grew 19.6% YoY at INR5.2b (16% of sales). Germany sales rose 5.2% YoY to INR3b (9% of sales).
- Gross margin contracted 75bp at 75.8% for 2QFY26.
- EBITDA margin expanded 30bps YoY to 32.8%, as the increase in RM costs (up 75bps YoY as a % of sales)/employee costs (up 20bps YoY as a % of sales) was offset by lower other expenses (down 125bps YoY as a % of sales).
- Accordingly, EBITDA grew 15.3% YoY to INR10.8b (vs our Est: INR10.7b).
- Adj. PAT grew 32.6% YoY to INR6b. Exceptional item pertains to regulatory/statutory fees.
- For 1HFY26, Revenue/EBITDA/PAT grew 13%/14%/17% YoY

### Highlights from the management commentary

- TRP delivered volume/new launches/price YoY growth of 3.7%/3%/5.5% in the DF segment for the quarter.
- The company delivered 13% YoY growth in the chronic segment vs industry YoY growth of 11%. The outperformance was driven by a superior show in therapies like cardiac and gastro.
- TRP's DF segment faced minimal impact from the GST transition during the quarter.
- TRP delivered 13% YoY CC growth in the Brazilian market vs the industry YoY growth of 7% in 2QFY26.
- The company has filed for Semaglutide in the Brazilian market. Given the product's relevance for the patient population, the Brazilian regulatory agency may prioritize Semaglutide submissions across companies.

### Quarterly performance (Consolidated)

|                              |               |               |               |               |               |               |               |               |                |                |               | (INRm)      |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|-------------|
| Y/E March                    | FY25          |               |               |               | FY26E         |               |               |               | FY25           | FY26           | FY26E         | Var.        |
| INR m                        | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                |                | 2QE           | vs Est      |
| <b>Net Revenues</b>          | <b>28,590</b> | <b>28,890</b> | <b>28,090</b> | <b>29,590</b> | <b>31,780</b> | <b>33,020</b> | <b>32,498</b> | <b>33,030</b> | <b>115,160</b> | <b>130,328</b> | <b>32,165</b> | <b>2.7</b>  |
| YoY Change (%)               | 10.3          | 8.6           | 2.8           | 7.8           | 11.2          | 14.3          | 15.7          | 11.6          | 7.3            | 13.2           | 11.3          |             |
| <b>EBITDA</b>                | <b>9,240</b>  | <b>9,390</b>  | <b>9,140</b>  | <b>9,810</b>  | <b>10,470</b> | <b>10,830</b> | <b>10,497</b> | <b>10,768</b> | <b>37,580</b>  | <b>42,565</b>  | <b>10,679</b> | <b>1.4</b>  |
| YoY Change (%)               | 16.8          | 13.8          | 5.2           | 11.1          | 13.3          | 15.3          | 14.8          | 9.8           | 11.6           | 13.3           | 13.7          |             |
| Margins (%)                  | 32.3          | 32.5          | 32.5          | 33.2          | 32.9          | 32.8          | 32.3          | 32.6          | 32.6           | 32.7           | 33.2          |             |
| Depreciation                 | 1,970         | 1,980         | 1,990         | 2,010         | 2,010         | 2,040         | 2,107         | 2,142         | 7,950          | 8,299          | 2,210         |             |
| <b>EBIT</b>                  | <b>7,270</b>  | <b>7,410</b>  | <b>7,150</b>  | <b>7,800</b>  | <b>8,460</b>  | <b>8,790</b>  | <b>8,389</b>  | <b>8,626</b>  | <b>29,630</b>  | <b>34,265</b>  | <b>8,469</b>  | <b>3.8</b>  |
| YoY Change (%)               | 21.2          | 18.8          | 9.0           | 14.7          | 16.4          | 18.6          | 17.3          | 10.6          | 15.7           | 15.6           | 14.3          |             |
| Margins (%)                  | 25.4          | 25.6          | 25.5          | 26.4          | 26.6          | 26.6          | 25.8          | 26.1          | 25.7           | 26.3           | 26.3          |             |
| Interest                     | 750           | 640           | 570           | 560           | 560           | 480           | 520           | 510           | 2,520          | 2,070          | 540           |             |
| Other Income                 | 240           | -160          | 330           | -180          | -370          | -270          | 182           | 171           | 230            | -287           | 175           |             |
| <b>PBT before EO Expense</b> | <b>6,760</b>  | <b>6,610</b>  | <b>6,910</b>  | <b>7,060</b>  | <b>7,530</b>  | <b>8,040</b>  | <b>8,051</b>  | <b>8,287</b>  | <b>27,340</b>  | <b>31,908</b>  | <b>8,104</b>  | <b>-0.8</b> |
| One-off expenses             | 200           | 0             | 0             | 410           | 150           | 130           | 0             | 0             | 610            | 280            | 0             |             |
| <b>PBT after EO Expense</b>  | <b>6,560</b>  | <b>6,610</b>  | <b>6,910</b>  | <b>6,650</b>  | <b>7,380</b>  | <b>7,910</b>  | <b>8,051</b>  | <b>8,287</b>  | <b>26,730</b>  | <b>31,628</b>  | <b>8,104</b>  |             |
| Tax                          | 1,990         | 2,080         | 1,880         | 1,670         | 1,900         | 2,000         | 2,069         | 2,163         | 7,620          | 8,132          | 2,123         |             |
| Rate (%)                     | 29.4          | 31.5          | 27.2          | 23.7          | 25.2          | 24.9          | 25.7          | 26.1          | 27.9           | 25.5           | 26.2          |             |
| <b>Reported PAT</b>          | <b>4,570</b>  | <b>4,530</b>  | <b>5,030</b>  | <b>4,980</b>  | <b>5,480</b>  | <b>5,910</b>  | <b>5,982</b>  | <b>6,124</b>  | <b>19,110</b>  | <b>23,496</b>  | <b>5,980</b>  | <b>-1.2</b> |
| Minority Interest            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0             |             |
| <b>Adj PAT</b>               | <b>4,709</b>  | <b>4,530</b>  | <b>5,030</b>  | <b>5,287</b>  | <b>5,591</b>  | <b>6,007</b>  | <b>5,982</b>  | <b>6,124</b>  | <b>19,556</b>  | <b>23,705</b>  | <b>5,980</b>  | <b>0.4</b>  |
| YoY Change (%)               | 24.6          | 17.4          | 31.9          | 17.8          | 18.7          | 32.6          | 18.9          | 15.8          | 22.7           | 21.2           | 32.0          |             |
| Margins (%)                  | 16.5          | 15.7          | 17.9          | 17.9          | 17.6          | 18.2          | 18.4          | 18.5          | 17.0           | 18.2           | 18.6          |             |



# Cummins India

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↑ |
| Rating change   | ↔ |

**CMP: INR4,292      TP: INR4,950 (+15%)      Buy**

## Strong broad-based performance

Cummins India (KKC) once again reported a strong set of results with a beat on all parameters. Revenue growth was led by sharp growth in powergen and healthy growth in distribution and exports. The industrial segment was impacted by slow construction activity. KKC has grown its CPCB 4+-related portfolio by 20% YoY, which indicates a healthy YoY volume improvement. We expect KKC to continue to benefit from 1) demand improvement in the powergen segment as industry volumes have now improved back to pre-emission levels, 2) a fairly strong outlook for data centers, 3) improved penetration for the distribution segment, and 4) a gradual recovery in exports. KKC stands far ahead of the competition in terms of overall product offering and distribution reach. We tweak our estimates and roll forward our valuations to 42x Mar'28E earnings. We reiterate our BUY rating with a revised TP of INR4,950.

## A strong set of results with an all-round beat

KKC reported a strong set of results with a beat across all parameters. Revenue was up 27% YoY to INR31.7b, beating our estimate by 10%. Domestic sales increased 28% YoY/10% QoQ to INR25.8b (9% above our estimates), whereas export sales increased 24% YoY/4% QoQ to INR5.5b (13% above our estimates). Exports have been continuously increasing since 4QFY24. Gross margin at 37.0% saw a 100bp YoY expansion. This led to an EBITDA margin expansion of 260bp YoY/50bp QoQ to 21.9%. This was higher than our expectation of 20.0%. Absolute EBITDA increased 44% YoY/11% QoQ to INR6.9b, a 21% beat to our estimate. Adj. PAT was up 42% YoY to INR6.4b (21% above our estimates). For 1HFY26, revenue/EBITDA/PAT grew 27%/39%/37%. For 1HFY26, OCF/FCF grew 7%/6% YoY to INR7.4b/INR6.3b.

## Powergen segment benefiting from strong demand

The powergen segment delivered a strong performance with revenue rising 50% YoY and 27% QoQ to INR13.4b, driven by broad-based demand across low, medium, and high horsepower gensets and the lumpy execution of data center orders. Data centers contributed around 40% of overall powergen sales in Q2FY26, supported by lumpy project execution. Excluding data centers, core powergen sales grew ~20% YoY, led by healthy demand from hospitals, real estate, and commercial buildings. Pricing has largely stabilized post the CPCB IV+ transition, though competitive intensity remains across all horsepower categories. Overall, we expect powergen demand to remain strong, while the data center contribution is likely to normalize over the next few quarters as project execution schedules even out. We expect the powergen segment revenue to clock a 17% CAGR over FY25-28.

|                       |               |
|-----------------------|---------------|
| Bloomberg             | KKC IN        |
| Equity Shares (m)     | 277           |
| M.Cap.(INRb)/(USDb)   | 1189.7 / 13.4 |
| 52-Week Range (INR)   | 4495 / 2580   |
| 1, 6, 12 Rel. Per (%) | 7/47/15       |
| 12M Avg Val (INR M)   | 1969          |

### Financials Snapshot (INR b)

| Y/E MARCH   | FY26E | FY27E | FY28E |
|-------------|-------|-------|-------|
| Net Sales   | 119.5 | 139.6 | 162.1 |
| EBITDA      | 25.3  | 27.9  | 32.5  |
| PAT         | 24.3  | 27.3  | 31.9  |
| EPS (INR)   | 87.6  | 98.5  | 114.9 |
| GR. (%)     | 22.2  | 12.5  | 16.7  |
| BV/Sh (INR) | 289.1 | 327.7 | 373.0 |

### Ratios

|          |      |      |      |
|----------|------|------|------|
| ROE (%)  | 32.3 | 31.9 | 32.8 |
| RoCE (%) | 30.8 | 30.4 | 31.3 |

### Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (X)       | 49.0 | 43.6 | 37.4 |
| P/BV (X)      | 14.9 | 13.1 | 11.5 |
| EV/EBITDA (X) | 45.9 | 41.4 | 35.4 |
| Div Yield (%) | 1.1  | 1.3  | 1.5  |

### Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 51.0   | 51.0   | 51.0   |
| DII      | 21.8   | 22.6   | 22.6   |
| FII      | 18.4   | 17.5   | 17.5   |
| Others   | 8.8    | 8.9    | 8.9    |

FII includes depository receipts



### Industrial segment hurt by monsoons

Industrial segment revenue stood at INR3.9b, down 5% YoY and 7% QoQ, hit by extended monsoons slowing down construction activity and limited mining tenders. Railways performed well with strong execution, while construction and mining remained soft. Within the portfolio, marine activity picked up on the back of government procurement interest, though it remains a small contributor. The company is also broadening its product portfolio, with the Hotel Load Converter in railways approved for serial production, and sales expected to commence over the next few quarters. We marginally cut our growth assumptions for the industrial segment and expect the segment revenue to clock a 12% CAGR over FY25-28.

### Distribution segment benefiting from strong aftermarket performance

The distribution segment reported revenue of INR8.0b, up 21% YoY and 2% QoQ, reflecting strong aftermarket performance driven by healthy demand across service and parts categories. The company continues to enhance its service capabilities and readiness to support CPCB IV+ compliant engines, which are expected to expand the addressable aftermarket base over time. We expect the distribution segment to record a CAGR of 19% over FY25-28.

### Exports continuously improving on a sequential basis

Exports grew 24% YoY and 4% QoQ to INR5.5b, supported by strong demand from Europe and the Middle East across both high- and low-horsepower product lines. High-horsepower exports rose 40% YoY to INR2.8b, while low horsepower increased 11% YoY to INR2.2b. Exports during the quarter benefited from improved order execution and product placement, though channel inventory correction and muted order inflows could weigh on near-term performance. Data center-related exports remain limited, as production for such projects is concentrated near end markets such as the US and Europe. The company remains cautiously optimistic, focusing on regional diversification and operational efficiency to mitigate short-term volatility in global demand. We expect export revenue to clock a 17% CAGR over FY25-28.

### Financial outlook

We raise our estimates for FY26 and largely maintain our estimates for FY27/28. We expect KKC's revenue/EBITDA/PAT CAGR of 16%/16%/17% over FY25-28 and build in an EBITDA margin of 21.2%/20.0%/20.1% for FY26/27/28. Our estimates factor in a gross margin of 36% in FY26 and 35% in FY27/28 vs. 36% in FY25, since we expect some gross margin contraction as price levels for CPCB 4+ normalize.

### Valuation and view

The stock is currently trading at 49.0x/43.6x/37.4x on FY26/27/28E EPS. We **reiterate BUY** on the stock with a revised TP of INR4,950 based on 42x Mar'28E earnings.

### Key risks and concerns

Key risks to our recommendation would come from lower-than-expected demand for key segments, higher commodity prices, increased competitive intensity, and lower-than-expected recovery in exports.

## Standalone - Quarterly Earnings Model

(INR m)

| Y/E March                    | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | FY26E         | Est       |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|-----------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2QE           | Var (%)   |
| <b>Net Sales</b>             | <b>23,042</b> | <b>24,923</b> | <b>30,860</b> | <b>24,569</b> | <b>29,068</b> | <b>31,703</b> | <b>29,546</b> | <b>29,154</b> | <b>1,03,394</b> | <b>1,19,471</b> | <b>28,779</b> | <b>10</b> |
| YoY Change (%)               | 4.3           | 31.2          | 21.8          | 6.1           | 26.2          | 27.2          | -4.3          | 18.7          | 15.4            | 15.5            | 15.5          |           |
| Gross profit                 | 8,701         | 8,917         | 10,729        | 9,131         | 10,752        | 11,579        | 10,636        | 10,161        | 37,478          | 43,129          | 10,216        |           |
| Total Expenditure            | 18,369        | 20,113        | 24,860        | 19,372        | 22,833        | 24,755        | 23,518        | 23,057        | 82,714          | 94,163          | 23,023        |           |
| <b>EBITDA</b>                | <b>4,673</b>  | <b>4,810</b>  | <b>6,000</b>  | <b>5,197</b>  | <b>6,235</b>  | <b>6,948</b>  | <b>6,027</b>  | <b>6,098</b>  | <b>20,680</b>   | <b>25,308</b>   | <b>5,756</b>  | <b>21</b> |
| YoY Change (%)               | 37.2          | 42.1          | 11.5          | -4.5          | 33.4          | 44.4          | 0.5           | 17.3          | 17.4            | 22.4            | 19.7          |           |
| Margins (%)                  | 20.3          | 19.3          | 19.4          | 21.2          | 21.4          | 21.9          | 20.4          | 20.9          | 20.0            | 21.2            | 20.0          |           |
| Depreciation                 | 439           | 452           | 481           | 457           | 479           | 492           | 492           | 492           | 1,829           | 1,955           | 483           | 2         |
| Interest                     | 48            | 26            | 27            | 52            | 27            | 26            | 54            | 60            | 151             | 166             | 42            | (40)      |
| Other Income                 | 1,322         | 1,611         | 1,209         | 2,119         | 1,529         | 1,964         | 1,816         | 1,816         | 6,261           | 7,124           | 1,695         | 16        |
| <b>PBT before EO expense</b> | <b>5,509</b>  | <b>5,944</b>  | <b>6,702</b>  | <b>6,807</b>  | <b>7,258</b>  | <b>8,394</b>  | <b>7,296</b>  | <b>7,361</b>  | <b>24,961</b>   | <b>30,310</b>   | <b>6,926</b>  | <b>21</b> |
| Extra-Ord expense            |               |               |               |               | -442          | -             | -             | -             | -               | -442            | -             |           |
| <b>PBT</b>                   | <b>5,509</b>  | <b>5,944</b>  | <b>6,702</b>  | <b>6,807</b>  | <b>7,700</b>  | <b>8,394</b>  | <b>7,296</b>  | <b>7,361</b>  | <b>24,961</b>   | <b>30,751</b>   | <b>6,926</b>  | <b>21</b> |
| Tax                          | 1,311         | 1,438         | 1,562         | 1,593         | 1,807         | 2,017         | 1,824         | 1,641         | 5,904           | 7,289           | 1,662         |           |
| Rate (%)                     | 23.8          | 24.2          | 23.3          | 23.4          | 23.5          | 24.0          | 25.0          | 22.3          | 23.7            | 23.7            | 24.0          |           |
| <b>Reported PAT</b>          | <b>4,198</b>  | <b>4,506</b>  | <b>5,140</b>  | <b>5,214</b>  | <b>5,893</b>  | <b>6,377</b>  | <b>5,472</b>  | <b>5,721</b>  | <b>19,058</b>   | <b>23,463</b>   | <b>5,264</b>  | <b>21</b> |
| <b>Adj PAT</b>               | <b>4,198</b>  | <b>4,506</b>  | <b>5,140</b>  | <b>5,214</b>  | <b>5,555</b>  | <b>6,377</b>  | <b>5,472</b>  | <b>5,722</b>  | <b>19,058</b>   | <b>23,126</b>   | <b>5,264</b>  | <b>21</b> |
| YoY Change (%)               | 33.0          | 37.2          | 12.7          | -7.2          | 32.3          | 41.5          | 6.5           | 9.7           | 14.7            | 21.3            | 16.8          |           |
| Margins (%)                  | 18.2          | 18.1          | 16.7          | 21.2          | 19.1          | 20.1          | 18.5          | 19.6          | 18.4            | 19.4            | 18.3          |           |

E: MOFSL Estimates

| INR m                    | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E           | FY26E         | Est       |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|-----------|
|                          | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |                 | 2QE           | Var (%)   |
| <b>Segmental revenue</b> |               |               |               |               |               |               |               |               |               |                 |               |           |
| Powergen                 | 8,030         | 8,960         | 12,710        | 8,740         | 10,560        | 13,400        | 10,999        | 10,844        | 13,400        | 45,803          | 10,564        | 27        |
| Industrial               | 3,720         | 4,060         | 5,110         | 3,790         | 4,180         | 3,870         | 4,599         | 5,356         | 3,870         | 18,005          | 4,791         | (19)      |
| Distribution             | 6,510         | 6,580         | 7,460         | 6,310         | 7,770         | 7,960         | 7,982         | 7,983         | 7,960         | 31,695          | 7,830         | 2         |
| Exports                  | 3,890         | 4,400         | 4,640         | 4,790         | 5,230         | 5,450         | 5,197         | 4,886         | 5,450         | 20,763          | 4,840         | 13        |
| <b>Total</b>             | <b>22,620</b> | <b>24,484</b> | <b>30,414</b> | <b>24,144</b> | <b>28,587</b> | <b>31,216</b> | <b>29,149</b> | <b>28,914</b> | <b>31,216</b> | <b>1,17,865</b> | <b>28,397</b> | <b>10</b> |

# Apollo Hospitals

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

**CMP: INR7,642 TP: INR9,015 (+18%) Buy**

## Improved case mix/Healthco drives earnings

### Calibrated approach to improve GMV prospects; bed additions on track

- Apollo Hospitals Enterprises (APHS) delivered largely in-line revenue for the quarter. It delivered better-than-expected EBITDA/PAT, led by improved profitability in the hospitals/Healthco business.
- APHS is focused on optimizing the CONGO/payor mix to ensure profitable growth at existing hospitals. Patient volume growth was soft for the quarter due to a higher base of medical admissions in the past year. Notably, CONGO specialties' revenue grew 14% YoY.
- Further, bed additions are expected to start from 3QFY26 onwards, aimed at supporting expansions into new locations and strengthening the Apollo group's brand franchise.
- Offline pharmacy's revenue grew 16% YoY, led by improved same-store sales growth as well as store additions. Platform GMV grew 16% YoY, led by healthy growth in pharma transactions as well as transacting users.
- We raise our FY26 earnings estimate by 5%, factoring in better Healthco performance. However, we reduce our FY27 estimates by 5%, factoring in higher operational costs related to the launch of new hospitals. We value APHS on an SoTP basis (30x EV/EBITDA for the hospital business, 20x EV/EBITDA for retained pharmacy, 25x EV/EBITDA for AHLL, 23x EV/EBITDA for front-end pharmacy, and 2x EV/sales for Apollo 24/7) to arrive at our TP of INR9,015.
- We remain positive on APHS, supported by: a) the optimization of case mix/addition of beds in healthcare services, and b) continued improvements in the pharma/diagnostics/insurance segments for better GMV growth prospects. Reiterate BUY.

### Sustained momentum in revenue growth

- APHS's 2QFY26 revenue grew 13% YoY to INR63.0b (our est: INR61.4b).
- Healthcare services' revenue grew 9% YoY to INR31.7b, driven by growth in both inpatient volume (+2%) and the price and case mix (+7%). Healthco's revenue grew 17% YoY to INR26.6b. AHLL's revenue grew 17% YoY to INR4.7b, primarily driven by growth in diagnostics.
- EBITDA margin expanded 30bp YoY to 14.9% (our est 14.5%). EBITDA grew 15.4% YoY to INR9.4b (our est: INR8.9b).
- Adj. PAT grew 26% YoY to INR4.8b (our est: INR4.4b).
- Revenue/EBITDA/PAT grew 14%/20%/33% YoY in 1HFY26 to INR121.5/17.9/9.1b.

|                       |               |
|-----------------------|---------------|
| Bloomberg             | APHS IN       |
| Equity Shares (m)     | 144           |
| M.Cap.(INRb)/(USDb)   | 1098.8 / 12.4 |
| 52-Week Range (INR)   | 8100 / 6001   |
| 1, 6, 12 Rel. Per (%) | -2/5/-2       |
| 12M Avg Val (INR M)   | 2949          |

### Financials & Valuations (INR b)

| Y/E March            | FY26E | FY27E | FY28E   |
|----------------------|-------|-------|---------|
| Sales                | 246.6 | 284.3 | 324.3   |
| EBITDA               | 36.3  | 41.8  | 48.6    |
| Adj. PAT             | 18.7  | 22.4  | 27.8    |
| EBIT Margin (%)      | 14.7  | 14.7  | 15.0    |
| Cons. Adj. EPS (INR) | 130.1 | 155.6 | 193.1   |
| EPS Gr. (%)          | 29.4  | 19.6  | 24.1    |
| BV/Sh. (INR)         | 718.8 | 873.5 | 1,067.0 |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.1 | -0.3 | -0.4 |
| RoE (%)    | 20.5 | 20.2 | 20.6 |
| RoCE (%)   | 15.7 | 16.4 | 17.6 |
| Payout (%) | 4.5  | 3.8  | 3.0  |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 58.7 | 49.1 | 39.5 |
| EV/EBITDA (x)  | 30.7 | 26.1 | 21.7 |
| Div. Yield (%) | 0.1  | 0.1  | 0.1  |
| FCF Yield (%)  | 2.3  | 2.6  | 3.0  |
| EV/Sales (x)   | 4.5  | 3.8  | 3.3  |

### Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 28.0   | 29.3   | 29.3   |
| DII      | 21.4   | 21.6   | 20.2   |
| FII      | 44.2   | 43.5   | 45.4   |
| Others   | 6.4    | 5.6    | 5.1    |

FII includes depository receipts

### Highlights from the management commentary

- The hospital business recorded limited IP/OP volume YoY growth due to a high season-related base in 2QFY25. Lower patient flow from Bangladesh further impacted growth on a YoY basis.
- APHS achieved a 14% YoY revenue growth in CONGO specialties, helping offset the high base impact from last year in the hospital business.
- The company has pushed its target of achieving cash break-even in Healthco (excluding ESOP) by a quarter.
- APHS has commenced the commissioning of hospitals at Defence Colony, Delhi, and Royal Mudhol, Pune, in 3QFY26. The Sarjapur and Bengaluru hospitals are expected to be commissioned in 4QFY26, while the Hyderabad and Gurugram hospitals are scheduled for 1QFY27. Overall opex related to these hospitals is expected to be INR1.5b on an annualized basis.
- The company aims for cost savings of INR1.2b, of which INR600m has already been achieved through improved material management and supplier consolidation. Further optimization is expected from HR efficiencies and reduced IT spend.

### Consolidated - Quarterly Earning Model

| Y/E March<br>(INRm)                           | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | FY26E vs Est       |
|-----------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|--------------------|
|                                               | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2QE (%)            |
| <b>Gross Sales</b>                            | <b>50,856</b> | <b>55,893</b> | <b>55,269</b> | <b>55,922</b> | <b>58,421</b> | <b>63,035</b> | <b>61,520</b> | <b>63,578</b> | <b>2,17,940</b> | <b>2,46,555</b> | <b>61,369 2.7%</b> |
| YoY Change (%)                                | 15.1          | 15.3          | 13.9          | 13.1          | 14.9          | 12.8          | 11.3          | 13.7          | 14.3            | 13.1            | 9.8                |
| Total Expenditure                             | 44,105        | 47,738        | 47,654        | 48,225        | 49,902        | 53,624        | 52,477        | 54,359        | 1,87,722        | 2,10,362        | 52,470             |
| <b>EBITDA</b>                                 | <b>6,751</b>  | <b>8,155</b>  | <b>7,615</b>  | <b>7,697</b>  | <b>8,519</b>  | <b>9,411</b>  | <b>9,043</b>  | <b>9,219</b>  | <b>30,218</b>   | <b>36,192</b>   | <b>8,898 5.8%</b>  |
| YoY Change (%)                                | 32.6          | 30.0          | 24.1          | 20.2          | 26.2          | 15.4          | 18.8          | 19.8          | 26.4            | 19.8            | 9.1                |
| Margins (%)                                   | 13.3          | 14.6          | 13.8          | 13.8          | 14.6          | 14.9          | 14.7          | 14.5          | 13.9            | 14.7            | 14.5               |
| Depreciation                                  | 1,774         | 1,845         | 1,846         | 2,110         | 2,147         | 2,178         | 2,170         | 2,243         | 7,575           | 8,738           | 3                  |
| Interest                                      | 1,164         | 1,175         | 1,098         | 1,148         | 1,083         | 1,096         | 1,120         | 1,167         | 4,585           | 4,466           | 1,130              |
| Other Income                                  | 372           | 382           | 638           | 611           | 402           | 547           | 560           | 758           | 2,003           | 2,267           | 530                |
| <b>PBT before EO expense</b>                  | <b>4,185</b>  | <b>5,517</b>  | <b>5,309</b>  | <b>5,050</b>  | <b>5,691</b>  | <b>6,684</b>  | <b>6,313</b>  | <b>6,566</b>  | <b>20,061</b>   | <b>25,255</b>   | <b>6,091 9.7%</b>  |
| Extra-Ord expense/(Income)                    | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0               | 0               | 0                  |
| <b>PBT</b>                                    | <b>4,185</b>  | <b>5,517</b>  | <b>5,309</b>  | <b>5,050</b>  | <b>5,691</b>  | <b>6,684</b>  | <b>6,313</b>  | <b>6,566</b>  | <b>20,061</b>   | <b>25,255</b>   | <b>6,091 9.7%</b>  |
| Tax                                           | 1,145         | 1,617         | 1,568         | 1,010         | 1,417         | 1,807         | 1,736         | 1,825         | 5,340           | 6,425           | 1,645              |
| Rate (%)                                      | 27.4          | 29.3          | 29.5          | 20.0          | 24.9          | 27.0          | 27.5          | 27.8          | 26.6            | 25.4            | 27.0               |
| Minority Interest & Profit/Loss of Asso. Cos. | -12           | 112           | 18            | 144           | -54           | 105           | 82            | 71            | 262             | 204             | 73                 |
| <b>Reported PAT</b>                           | <b>3,052</b>  | <b>3,788</b>  | <b>3,723</b>  | <b>3,896</b>  | <b>4,328</b>  | <b>4,772</b>  | <b>4,495</b>  | <b>4,670</b>  | <b>14,459</b>   | <b>18,626</b>   | <b>4,373 9.1%</b>  |
| <b>Adj PAT</b>                                | <b>3,052</b>  | <b>3,788</b>  | <b>3,723</b>  | <b>3,896</b>  | <b>4,328</b>  | <b>4,772</b>  | <b>4,495</b>  | <b>4,670</b>  | <b>14,459</b>   | <b>18,712</b>   | <b>4,373 9.1%</b>  |
| YoY Change (%)                                | 83.2          | 63.5          | 51.8          | 53.5          | 41.8          | 26.0          | 20.7          | 19.9          | 61.1            | 29.4            | 15.5               |
| Margins (%)                                   | 6.0           | 6.8           | 6.7           | 7.0           | 7.4           | 7.6           | 7.3           | 7.3           | 6.6             | 7.6             | 7.1                |
| <b>EPS</b>                                    | <b>21.2</b>   | <b>26.3</b>   | <b>25.9</b>   | <b>27.1</b>   | <b>30.1</b>   | <b>33.2</b>   | <b>31.3</b>   | <b>32.5</b>   | <b>100.6</b>    | <b>130.1</b>    | <b>30.4</b>        |

### Key Performance Indicators (Consolidated)

| Y/E March<br>INRm              | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | FY26E vs Est       |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|--------------------|
|                                | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2QE vs Est         |
| <b>Hospital Revenue (INRm)</b> | <b>26,373</b> | <b>29,032</b> | <b>27,850</b> | <b>28,220</b> | <b>29,351</b> | <b>31,690</b> | <b>30,724</b> | <b>33,360</b> | <b>1,11,475</b> | <b>1,25,125</b> | <b>31,439 0.8%</b> |
| YoY Growth (%)                 | 15.0          | 14.0          | 13.0          | 10.3          | 11.3          | 9.2           | 10.3          | 18.2          | 13.0            | 12.2            | 8.3                |
| EBITDA margin (%)              | 23.6          | 24.9          | 24.1          | 24.3          | 24.5          | 24.6          | 24.2          | 21.1          |                 |                 | 25                 |
| <b>Healthco (INRm)</b>         | <b>20,821</b> | <b>22,822</b> | <b>23,524</b> | <b>23,763</b> | <b>24,718</b> | <b>26,606</b> | <b>26,465</b> | <b>25,942</b> | <b>90,930</b>   | <b>1,03,730</b> | <b>25,447 4.6%</b> |
| YoY Growth (%)                 | 15.3          | 17.3          | 14.8          | 17.2          | 18.7          | 16.6          | 12.5          | 9.2           | 16.2            | 14.1            | 11.5               |
| EBITDA margin (%)              | 1.1           | 2.3           | 2.4           | 1.5           | 3.8           | 4.1           | 4.3           | 4.6           |                 |                 | 4                  |
| <b>AHLL Revenue (INRm)</b>     | <b>3,661</b>  | <b>4,039</b>  | <b>3,895</b>  | <b>3,940</b>  | <b>4,351</b>  | <b>4,739</b>  | <b>4,332</b>  | <b>4,277</b>  | <b>15,535</b>   | <b>17,699</b>   | <b>4,484 5.7%</b>  |
| YoY Growth (%)                 | 14.9          | 14.0          | 15.3          | 11.1          | 18.8          | 17.3          | 11.2          | 8.6           | 13.8            | 13.9            | 11.0               |
| <b>Cost Break-up</b>           |               |               |               |               |               |               |               |               |                 |                 |                    |
| Gross Margin (%)               | 48.4          | 48.9          | 47.5          | 47.6          | 47.8          | 48.5          | 48.7          | 49.0          | 48.1            | 48.5            | 48.1               |
| EBITDA Margin (%)              | 13.3          | 14.6          | 13.8          | 13.8          | 14.6          | 14.9          | 14.7          | 14.5          | 13.9            | 87.6            | 14.5               |
| PAT Margin (%)                 | 6.0           | 6.8           | 6.7           | 7.0           | 7.4           | 7.6           | 7.3           | 7.3           | 6.6             | 78.5            | 7.1                |

# ABB India

Estimate changes

TP change

Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | ABB IN      |
| Equity Shares (m)     | 212         |
| M.Cap.(INRb)/(USDb)   | 1063 / 12   |
| 52-Week Range (INR)   | 7960 / 4590 |
| 1, 6, 12 Rel. Per (%) | -5/-11/-34  |
| 12M Avg Val (INR M)   | 2110        |

## Financials Snapshot (INR b)

| Y/E DEC     | CY25E | CY26E | CY27E |
|-------------|-------|-------|-------|
| Net Sales   | 130.5 | 146.3 | 167.1 |
| EBITDA      | 20.3  | 22.9  | 27.1  |
| PAT         | 16.8  | 18.9  | 22.1  |
| EPS (INR)   | 79.1  | 89.3  | 104.4 |
| GR. (%)     | -10.6 | 12.9  | 16.8  |
| BV/Sh (INR) | 366.0 | 398.9 | 435.6 |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| ROE (%)  | 22.6 | 23.4 | 25.0 |
| RoCE (%) | 22.8 | 23.5 | 25.2 |

## Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (X)       | 63.4 | 56.1 | 48.0 |
| P/BV (X)      | 13.7 | 12.6 | 11.5 |
| EV/EBITDA (X) | 51.4 | 45.3 | 38.1 |
| Div Yield (%) | 0.8  | 1.0  | 1.2  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 75.0   | 75.0   | 75.0   |
| DII      | 8.3    | 7.7    | 5.4    |
| FII      | 8.3    | 9.3    | 12.3   |
| Others   | 8.4    | 8.1    | 7.3    |

FII Includes depository receipts

CMP: INR5,017

TP: INR5,800 (+16%)

Buy

## In-line performance; recovery still some time away

■ ABB's 3QCY25 performance was in line with our estimates. The company remains affected by lower ordering as well as margin pressure due to Quality Control Order (QCO) implementation, higher RM costs, and increased competition. Overall order inflows were down 3% YoY, while base ordering has remained strong. ABB continues to benefit from a growing addressable market from data centers, electronics, and renewables, while government and private sector ordering is yet to pick up. Due to lower-than-expected capex from the government and private sectors, we project the current trend of weakness in order inflows will continue for a few more quarters. This can hurt execution growth too for a few more quarters. Along with this, higher costs related to QCO implementation can affect margins too for a few more quarters. However, we expect these adversities to bottom out in 2-3 quarters. We project ABB to benefit from demand improvement across key capex areas. To bake in the 9MCY25 performance, we cut our CY26/27 estimates for ABB by 6%/7% and revise our TP to INR5,800, based on Dec'27 estimates. We reiterate our BUY rating, as we expect the company to benefit in the long run from improved ordering and higher margins.

## Results broadly in line

ABB's results came in line across all metrics. Revenue grew 14% YoY to INR33.1b. EBITDA margin came in ahead of our estimates. However, the margin contracted 350bp YoY to 15.1% due to higher material costs and reliance on imports to support delivery commitments in the wake of QCO compliance. Overall, PAT came slightly ahead of our estimates. However, PAT declined 7% YoY to INR4.1b due to margin contraction over the past year. Order inflows dipped 3% YoY to INR32.3b, primarily due to the timing of large orders. Base orders remained strong, rising 13% YoY, which lifted the overall order book to INR99b. For 9MCY25, revenue increased 9% YoY. EBITDA/PAT declined 9%/8% YoY, while EBITDA margin in 9MCY25 contracted 320bp YoY to 15.5%. ABB's cash position continues to remain strong at INR50b at the end of 3QCY25.

## Overall ordering momentum remains weak

Base orders grew 13% YoY, reflecting broad-based demand across business divisions, while overall orders declined 3% YoY due to the timing of large orders. The order backlog stood at INR99b, providing healthy revenue visibility, with about 30% of the order book comprising large, long-cycle system orders and the balance being shorter-cycle product and service orders. Growth in base orders was supported by strong activity in Motion and Robotics and Discrete Automation, driven by demand from renewables, buildings and infrastructure, data centers, and process industries. Ordering was impacted by the deferment of large project decisions, and private capex activity remained selective.



### Margin performance can remain weak in the near term vs. last year

EBITDA margin stood at 15.1% for the quarter, improving from 13.0% in 2QCY25 but lower than 18.6% in 3QCY24. The sequential improvement was driven by stronger execution, higher service contribution, and operating leverage, while the YoY moderation reflected an unfavorable product mix, pricing pressure, and cost impact from QCO-related imports and forex fluctuations. ABB quantified these headwinds as roughly 1% from mix, 1.0–1.5% from pricing, 0.75–0.8% from QCO, and 0.6% from forex, together resulting in about a 3% YoY impact. We expect near-term margin performance to remain affected by these negatives, as QCO implementation timelines are still not over yet, especially for the motion and electrification segments. We thus expect an EBITDA margin of 15.5%/15.7%/16.2% for CY25/CY26/CY27.

### Electrification segment: QCO and forex weigh on profitability

The electrification segment witnessed 19% YoY revenue growth in 3QCY25, while PBIT margin contracted 120bp YoY to 19.6% due to higher reliance on imports to comply with QCO guidelines, material cost impact, and forex volatility during the quarter. Order inflow for the segment declined 2% YoY owing to a high base of large orders last year. Demand remains strong across key industries such as renewables, data centers, smart buildings, and infrastructure. Weakness in inflows can weigh on execution growth, and QCO compliance continues to weigh on margins for this segment. We thus expect the segment's revenue/orders to clock a CAGR of 17%/18% over CY25-27, with PBIT margin to be in the range of 19-20%.

### Motion & Robotics: Performance led by an uptick in demand for drives and automation

Motion and Robotics segments grew 14% YoY, supported by healthy execution in motors, drives, and automation systems. PBIT margin declined 780bp YoY to 14.5% due to an unfavorable product mix, pricing pressure, and higher import and forex costs arising from QCO-related sourcing. Order inflows increased across Motion and Robotics, aided by a large Motion order of about INR1.5b and total Robotics orders of INR2b, primarily from automotive and electronics customers. **Demand remained strong** in select segments such as **cement, steel, and oil & gas** in Motion and **automotive and electronics** in Robotics, with growing participation in **EV-related and process automation applications**. We expect both these segments together to clock a revenue and order inflows CAGR of 13% each over CY25-27 on stronger execution, with PBIT margin ranging around 16-18%.

### Process Automation: Sequential recovery amid delayed project decisions

Process automation segment revenue stood at INR6b, flat YoY but improving QoQ (up 22%), supported by execution of existing orders and stronger service contributions. PBIT margins improved 50bp QoQ, mainly due to a higher share of service and retrofit execution. Order inflows declined 4% YoY but increased 2% QoQ, as large project decisions were delayed, while service and base orders provided stability. Demand was led by metals, energy, and marine industries, while customers in process sectors deferred major greenfield expansions amid macro uncertainty. We expect the segment's revenue/orders to clock a CAGR of 6%/15% over CY25-27, with PBIT margins to be in the range of 17.0-18.5%.



### Financial outlook

We broadly maintain our estimates for CY25 and cut our estimates by 6%/7% for CY26/27 to bake in lower margins for the Electrification and Motion segments, which are currently affected by QCO implementation as well as competitive pricing. We thus expect revenue/EBITDA/PAT CAGR of 13%/16%/15% over CY25-27.

### Valuation and recommendation

We believe that in the near term, ABB can underperform due to pressure on margins as well as sluggish ordering activity across the private and government sectors. However, in the long run, we expect ABB to improve upon margins once QCO implementation is over in the next few quarters and revenues once ordering activity starts ramping up. **We thus reiterate our BUY rating** with a revised DCF-based TP of INR5,800, implying a target multiple of 55x Dec'27 earnings. Scope of re-rating back to higher multiples, as seen earlier for ABB, will emerge once inflows and margins start showing an improving trend.

### Key risks and concerns

Slowdown in order inflows, pricing pressure across segments, increased competition, supply chain issues, and geopolitical risks could affect our estimates and valuations.

#### Standalone - Quarterly Earnings Model

| Y/E December                 | CY24          |               |               |               | CY25E         |               |               |               | CY24            | CY25E           | CY25E         | Est       |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|-----------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4QE           |                 |                 | 3QE           | Var (%)   |
| <b>Net Sales</b>             | <b>30,804</b> | <b>28,309</b> | <b>29,122</b> | <b>33,649</b> | <b>31,596</b> | <b>31,754</b> | <b>33,107</b> | <b>38,276</b> | <b>1,21,883</b> | <b>1,34,733</b> | <b>33,412</b> | <b>-1</b> |
| YoY Change (%)               | 27.8          | 12.8          | 5.2           | 22.0          | 2.6           | 12.2          | 13.7          | 13.7          | 16.7            | 10.5            | 14.7          |           |
| Total Expenditure            | 25,152        | 22,884        | 23,719        | 27,076        | 25,773        | 27,614        | 28,103        | 32,724        | 98,831          | 1,14,214        | 28,634        |           |
| <b>EBITDA</b>                | <b>5,652</b>  | <b>5,425</b>  | <b>5,402</b>  | <b>6,573</b>  | <b>5,823</b>  | <b>4,141</b>  | <b>5,004</b>  | <b>5,552</b>  | <b>23,052</b>   | <b>20,519</b>   | <b>4,778</b>  | <b>5</b>  |
| YoY Change (%)               | 98.1          | 55.6          | 23.2          | 57.6          | 3.0           | -23.7         | -7.4          | -15.5         | 54.7            | -11.0           | -11.6         |           |
| Margins (%)                  | 18.3          | 19.2          | 18.6          | 19.5          | 18.4          | 13.0          | 15.1          | 14.5          | 18.9            | 15.2            | 14.3          |           |
| Depreciation                 | 314           | 310           | 328           | 337           | 338           | 355           | 366           | 306           | 1,289           | 1,365           | 336           |           |
| Interest                     | 38            | 45            | 30            | 51            | 47            | 42            | 56            | -0            | 165             | 145             | 36            |           |
| Other Income                 | 871           | 868           | 929           | 866           | 923           | 998           | 840           | 908           | 3,534           | 3,668           | 874           |           |
| <b>PBT before EO expense</b> | <b>6,171</b>  | <b>5,938</b>  | <b>5,973</b>  | <b>7,051</b>  | <b>6,361</b>  | <b>4,741</b>  | <b>5,421</b>  | <b>6,154</b>  | <b>25,133</b>   | <b>22,677</b>   | <b>5,279</b>  | <b>3</b>  |
| <b>PBT</b>                   | <b>6,171</b>  | <b>5,938</b>  | <b>5,973</b>  | <b>7,051</b>  | <b>6,361</b>  | <b>4,741</b>  | <b>5,421</b>  | <b>6,154</b>  | <b>25,133</b>   | <b>22,677</b>   | <b>5,279</b>  | <b>3</b>  |
| Tax                          | 1,575         | 1,511         | 1,568         | 1,732         | 1,620         | 1,220         | 1,332         | 1,542         | 6,387           | 5,715           | 1,330         |           |
| Rate (%)                     | 25.5          | 25.5          | 26.3          | 24.6          | 25.5          | 25.7          | 24.6          | 25.1          | 25.4            | 25.2            | 25.2          |           |
| <b>Reported PAT</b>          | <b>4,596</b>  | <b>4,426</b>  | <b>4,405</b>  | <b>5,319</b>  | <b>4,741</b>  | <b>3,521</b>  | <b>4,089</b>  | <b>4,612</b>  | <b>18,746</b>   | <b>16,962</b>   | <b>3,949</b>  | <b>4</b>  |
| <b>Adj PAT</b>               | <b>4,596</b>  | <b>4,426</b>  | <b>4,405</b>  | <b>5,319</b>  | <b>4,741</b>  | <b>3,521</b>  | <b>4,089</b>  | <b>4,612</b>  | <b>18,746</b>   | <b>16,962</b>   | <b>3,949</b>  | <b>4</b>  |
| YoY Change (%)               | 87.4          | 49.6          | 21.7          | 54.1          | 3.2           | -20.5         | -7.2          | -13.3         | 50.2            | -9.5            | -10.3         |           |
| Margins (%)                  | 14.9          | 15.6          | 15.1          | 15.8          | 15.0          | 11.1          | 12.4          | 12.0          | 15.4            | 12.6            | 11.8          |           |

# Hitachi Energy

Estimate changes



TP change



Rating change



|                       |              |
|-----------------------|--------------|
| Bloomberg             | POWERIND IN  |
| Equity Shares (m)     | 45           |
| M.Cap.(INRb)/(USDb)   | 929.9 / 10.5 |
| 52-Week Range (INR)   | 21800 / 8738 |
| 1, 6, 12 Rel. Per (%) | 17/38/40     |
| 12M Avg Val (INR M)   | 2128         |

## Financials Snapshot (INR b)

| Y/E MARCH   | FY26E   | FY27E   | FY28E   |
|-------------|---------|---------|---------|
| Net Sales   | 80.5    | 109.4   | 138.5   |
| EBITDA      | 11.6    | 16.4    | 20.8    |
| PAT         | 9.1     | 11.9    | 14.9    |
| EPS (INR)   | 203.2   | 266.4   | 334.5   |
| GR. (%)     | 162.4   | 31.1    | 25.5    |
| BV/Sh (INR) | 1,203.4 | 1,479.4 | 1,826.8 |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| ROE (%)  | 17.8 | 18.9 | 19.3 |
| RoCE (%) | 18.3 | 19.4 | 19.6 |

## Valuations

|               |       |      |      |
|---------------|-------|------|------|
| P/E (X)       | 102.7 | 78.4 | 62.4 |
| P/BV (X)      | 17.3  | 14.1 | 11.4 |
| EV/EBITDA (X) | 76.7  | 54.1 | 42.2 |
| Div Yield (%) | 0.0   | 0.0  | 0.0  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 71.3   | 71.3   | 75.0   |
| DII      | 7.9    | 10.3   | 9.0    |
| FII      | 9.7    | 7.2    | 5.1    |
| Others   | 11.1   | 11.2   | 10.9   |

FII Includes depository receipts

**CMP: INR20,863**
**TP: INR18,000 (-14%)**
**Sell**

## Strong margins result in sharp PAT beat

Hitachi Energy's 2QFY26 results beat our estimates on the back of a sharp recovery in EBITDA margins and higher other income. Order inflow was healthy for the quarter, and the bid pipeline also remains strong for the company. Over the last few quarters, we note that the company's order book cycle is turning longer but margin improvement is now visible. The company's capacity expansion too will help meet the upcoming demand across segments. We increase our estimates by 12%/5% for FY27/28 to bake in increased margin, capex and other income and roll forward our TP to INR18,000. The stock is currently trading at 103x/78x/62x P/E on FY26E/27E/28E earnings. We reiterate our Sell rating on the stock on account of pricey valuations. Our estimates bake in 29% revenue CAGR and 63% PAT CAGR over FY25-28 and an implied target multiple of 60x on two-year forward earnings.

## PAT boosted by better-than-expected EBITDA margin and other income

2Q revenue was 12% lower than our estimate as execution remained weaker than our expectations. However, with a better-than-expected EBITDA margin of 16.3%, higher other income, and a lower tax rate, reported PAT came in 42% ahead of our estimate. Revenue grew 18% YoY to INR18.3b (12% below our estimate). EBITDA at INR3.0b (vs. our estimate of INR2.5b) grew 172% YoY. EBITDA margin at 16.3% was 430bp above our expectation of 12%, driven by lower-than-expected operating expenses. PAT increased 406% YoY to INR2.6b, 42% above our estimate. Order inflows grew 14% YoY to INR22.2b, taking the order book to INR294b. Growth in inflows was led by the large orders for GIS and AIS stations, and locomotive transformers. Among segments, industries and renewables were the key contributors to the order book, followed by transmission and transport. For 1HFY26, revenue/EBITDA/PAT growth stood at 15%/188%/531% YoY. OCF came in at INR8.7b vs. an outflow of INR0.8b in 1HFY25. FCF stood at INR807m in 1HFY26 vs. an outflow of INR118.1m in 1HFY25.

## Prospect pipeline building up well for the sector

HVDC continues to be a major growth engine for Hitachi Energy across both domestic and international markets. Of the total order book of INR294b, ~INR100b comes from base orders, with the rest linked to HVDC projects. The domestic pipeline remains strong, with one HVDC project tariff-based bidding already completed and another 6GW LCC project expected to be tendered out soon. Management expects two to three HVDC projects to come up for bidding each year over the next few years in India. The company also expects to benefit from demand in India's DC market, where Hitachi Energy's addressable opportunity stands at ~15-20%. With India's rapid renewable expansion, rising industrial and transmission investments, and ongoing metro and rail modernization, the company's focus on capacity expansion, services, digital solutions, and new areas like energy storage places it on a future-ready growth

### Exports continue to be one of the key growth levers

Exports continued to play a meaningful role in Hitachi Energy's inflows in 2Q, contributing nearly 30% (excluding HVDC). Inflows in 2Q increased 59% YoY, driven by a well-diversified customer base across utilities, renewables, data centers, and industrial segments spread over multiple geographies. The export order book remains healthy and continues to benefit from Hitachi Energy's global supply network and localization initiatives.

Key export orders received by the company in 2QFY26 are:

- 114 Nos IMB 800kV CTs to Canadian utilities
- 12 Nos 800 kV Breakers to Ukrainian utilities
- 17 Nos. 245kV PASS and 8 Nos. 145kV PASS to Thailand
- 132 KV AIS package to Babek, Azerbaijan
- Power Quality Products to Transco in Dubai

### Margin resilience to sustain going forward

Hitachi Energy delivered a strong margin of 16.3% during the quarter. This was mainly led by 1) operating leverage, as higher execution volumes helped spread fixed costs more efficiently, 2) an improved product mix, with a larger share of high-margin products contributing to revenue, 3) increasing share of exports in the total order book, which are usually short-cycle orders with high margins, 4) increasing share of service orders, with current levels at high single-digits, and 5) lower royalty cost during the quarter due to the timing effect of revenue recognition. We expect the increasing share of exports and services and a better product mix to support the company's target of sustaining double-digit margins over the long term. We have factored in margin of 14.5%/15%/15% for FY26/27/28E in our estimates.

### Financial outlook

For FY27/FY28, we raise our estimates by 12%/5% to factor in higher margins and slightly lower revenue to bake in the longer-gestation order book. We thus expect revenue/EBITDA/PAT CAGR of 29%/52%/63% over FY25-28E. Our estimates currently bake in nearly one HVDC win for the company every year and consistent expansion in margins. This results in EBITDA margin expansion to 14.5%/15%/15% for FY26/27/28.

### Valuation and view

The stock is currently trading at 102.7x/78.4x/62.4x P/E on FY26E/27E/28E earnings. **We reiterate our Sell rating** with a revised TP of INR18,000 (vs. INR16,500 earlier) based on 60x two-year forward earnings.

# Quarterly performance (Standalone)

(INR m)

|                        | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E         | FY26E         | Est         |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| Y/E March              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |               | 2QE           | Var (%)     |
| <b>Net Sales</b>       | <b>13,272</b> | <b>15,537</b> | <b>16,203</b> | <b>18,837</b> | <b>14,789</b> | <b>18,326</b> | <b>20,419</b> | <b>26,930</b> | <b>63,849</b> | <b>80,463</b> | <b>20,931</b> | <b>(12)</b> |
| Change (%)             | 27.6          | 26.5          | 27.2          | 11.1          | 11.4          | 17.9          | 26.0          | 43.0          | 21.9          | 26.0          | 34.7          |             |
| <b>EBITDA</b>          | <b>479</b>    | <b>1,097</b>  | <b>1,669</b>  | <b>2,713</b>  | <b>1,549</b>  | <b>2,990</b>  | <b>3,063</b>  | <b>4,036</b>  | <b>5,958</b>  | <b>11,638</b> | <b>2,512</b>  | <b>19</b>   |
| Change (%)             | 42.3          | 68.0          | 145.5         | 49.1          | 223.4         | 172.5         | 83.5          | 48.8          | 70.7          | 95.3          | 128.9         |             |
| As % of Sales          | 3.6           | 7.1           | 10.3          | 14.4          | 10.5          | 16.3          | 15.0          | 15.0          | 9.3           | 14.5          | 12.0          |             |
| Depreciation           | 221           | 228           | 230           | 235           | 250           | 258           | 331           | 483           | 914           | 1,322         | 282           | (8)         |
| Interest               | 109           | 164           | 120           | 60            | 40            | 29            | 39            | 45            | 452           | 152           | 113           | (75)        |
| Other Income           | 1             | 1             | 2             | 182           | 509           | 826           | 600           | 439           | 186           | 2,374         | 450           | 84          |
| <b>PBT</b>             | <b>150</b>    | <b>706</b>    | <b>1,322</b>  | <b>2,600</b>  | <b>1,769</b>  | <b>3,529</b>  | <b>3,293</b>  | <b>3,946</b>  | <b>4,778</b>  | <b>12,537</b> | <b>2,567</b>  | <b>37</b>   |
| Tax                    | 46            | 183           | 467           | 628           | 453           | 886           | 912           | 1,224         | 1,324         | 3,474         | 711           |             |
| Effective Tax Rate (%) | 30.8          | 25.9          | 35.3          | 24.1          | 25.6          | 25.1          | 27.7          | 31.0          | 27.7          | 27.7          | 27.7          |             |
| Extra-ordinary Items   |               |               | 519           | (134)         |               |               |               |               | 386           |               |               |             |
| <b>Reported PAT</b>    | <b>104</b>    | <b>523</b>    | <b>1,374</b>  | <b>1,839</b>  | <b>1,316</b>  | <b>2,644</b>  | <b>2,381</b>  | <b>2,722</b>  | <b>3,840</b>  | <b>9,063</b>  | <b>1,856</b>  | <b>42</b>   |
| Change (%)             | 332.4         | 111.4         | 498.1         | 61.8          | 1,163.0       | 405.6         | 73.3          | 48.0          | 110.9         | 162.4         | 254.9         |             |
| <b>Adj PAT</b>         | <b>104</b>    | <b>523</b>    | <b>855</b>    | <b>1,973</b>  | <b>1,316</b>  | <b>2,644</b>  | <b>2,381</b>  | <b>2,722</b>  | <b>3,454</b>  | <b>9,063</b>  | <b>1,856</b>  | <b>42</b>   |
| Change (%)             | 332.4         | 111.4         | 272.1         | 73.5          | 1,163.0       | 405.6         | 178.6         | 38.0          | 110.9         | 162.4         | 254.9         |             |
| As % of Sales          | 2.5           | 0.7           | 1.7           | 0.4           | 7.9           | 2.2           | 0.9           | 0.1           | 0.2           | 0.2           | 1.2           |             |

Estimate change



TP change



Rating change



|                       |              |
|-----------------------|--------------|
| Bloomberg             | LPC IN       |
| Equity Shares (m)     | 457          |
| M.Cap.(INRb)/(USDb)   | 900.6 / 10.2 |
| 52-Week Range (INR)   | 2403 / 1774  |
| 1, 6, 12 Rel. Per (%) | 1/-9/-12     |
| 12M Avg Val (INR M)   | 2053         |

## Financials & Valuations (INR b)

| Y/E MARCH            | FY26E | FY27E | FY28E |
|----------------------|-------|-------|-------|
| Sales                | 261.2 | 285.2 | 309.9 |
| EBITDA               | 72.4  | 69.9  | 71.6  |
| Adj. PAT             | 46.1  | 45.0  | 46.1  |
| EBIT Margin (%)      | 22.9  | 20.0  | 18.8  |
| Cons. Adj. EPS (INR) | 101.3 | 98.9  | 101.4 |
| EPS Gr. (%)          | 40.8  | NA    | 2.5   |
| BV/Sh. (INR)         | 498.1 | 594.1 | 692.6 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.1 | -0.3 | -0.4 |
| RoE (%)    | 23.1 | 18.1 | 15.8 |
| RoCE (%)   | 19.4 | 16.2 | 14.6 |
| Payout (%) | 2.8  | 3.0  | 2.9  |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 19.5 | 19.9 | 19.4 |
| EV/EBITDA (x)  | 12.1 | 12.0 | 11.1 |
| Div. Yield (%) | 0.1  | 0.1  | 0.1  |
| FCF Yield (%)  | 5.3  | 4.9  | 5.1  |
| EV/Sales (x)   | 3.4  | 2.9  | 2.6  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 46.9   | 46.9   | 47.0   |
| DII      | 26.6   | 25.6   | 25.1   |
| FII      | 20.5   | 21.3   | 21.5   |
| Others   | 6.1    | 6.3    | 6.4    |

FII Includes depository receipts

**CMP: INR1,972**
**TP: INR2,100 (+7%)**
**Neutral**

## Record US sales/emerging market recovery boosts earnings

### Work-in-progress to build a pipeline in the inhalers/injectable space

- Lupin (LPC) delivered better-than-expected performance for the quarter, with a 9%/30%/28% beat on revenue/EBITDA/PAT. Strong traction in the US and emerging markets, supported by production-linked income (PLI), led to a positive surprise in both revenue and profitability.
- LPC achieved an all-time high quarterly sales run rate of USD315m in the US, led by strong traction in limited-competition products and minimal price erosion in the base portfolio.
- LPC's efforts to revive business in Brazil/SA have strengthened its Emerging Markets performance, with upcoming launches to support growth in Brazil.
- While YoY growth in the domestic formulation (DF) segment may appear muted, excluding in-licensed products, the DF business grew 10.7% YoY in 1HFY26, outperforming IPM. With a rising chronic share and increased sales force, LPC is well-positioned to sustain this industry-leading growth in the DF segment
- We raise our earnings estimate by 13.5%/4%/2% for FY26/FY27/FY28, factoring in: a) the strong off-take of products (g-Tolvaptan/Mirabegron/Spiriva) in the US market, b) improved business prospects in emerging markets, and c) product pipeline in DF markets. We value LPC 21x 12M forward earnings to arrive at a TP of INR2,100.
- After a strong revival from earnings decline (FY22-23) to robust growth in FY24-25, the growth trajectory is expected to continue in FY26. However, intense competition in current high-value products in the US is likely to constrain YoY growth in FY27/FY28. Accordingly, we reiterate a Neutral stance on the stock.

### Product mix/operating leverage drives strong margin expansion YoY

- LPC's 2QFY26 revenue grew 27%YoY to INR70.5b. (our est. INR64.5b).
- US sales grew 47.3% YoY to INR27.6b (up 41% YoY in CC to USD315m; 39% of sales). Emerging market sales grew 45.3% YoY to INR 9.2b (13% of sales). Other developed market sales grew 18.9% YoY to INR8b (12% of sales). Domestic formulation (DF) sales grew 3.4% YoY to INR20.7b (29% of sales).
- API sales decreased 12.8% YoY to INR2.5b (4% of sales).
- Gross Margin (GM) expanded 460bp YoY to 74.1% due to a reduction in raw material costs.
- EBITDA margin expanded 800bp YoY to 30.3% (our est: 25.5%, largely due to improved GM. The benefit was partly offset by higher employee costs (+250bp YoY as % of sales).
- As a result, EBITDA grew 72.8% YoY to INR21.4b (vs our est: INR16.5b).
- Adj. PAT grew 72.8% YoY INR13.3b (our est: INR10.3b).
- For H1FY26, revenue/EBITDA/PAT grew 19%/45%/48% YoY.

### Highlights from the management commentary

- LPC revised its EBITDA margin guidance upwards to 25-26% for FY26 vs the earlier guidance of 24-25%. However, EBITDA margin for 2HFY26 will be lower compared to 1HFY26 due to increased R&D spending and a decline in PLI income.
- LPC expects the USD1b US sales run rate to sustain in FY27.
- It also indicated EBITDA margin to sustain at 24-25% in FY27.
- LPC guided for R&D spend to range between 7.5% and 8.5% of sales for FY26. ~70 % of the R&D spend is allocated towards complex products.
- US growth remained strong, led by exclusivity of Tolvaptan /continued traction in Mirabegron and g-Spiriva, offsetting mild price erosion.
- The Biosimilar portfolio will start contributing to revenue from FY27 onwards and intends to have five products commercialized by FY30. Specifically, LPC targets b-Pegfilgrastim by the end of the month, while Ranvizumab is expected around mid-CY26.
- LPC plans to invest USD250m over the next five years to build a manufacturing facility in Coral Springs, Florida, designed to produce over 25 critical respiratory medicines, including albuterol inhalers.

### Quarterly Performance (Consolidated)

(INR m)

| Y/E March           | FY25          |               |               |               | FY26E         |               |               |               | FY25           | FY26E          | FY26E         | % Var |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|-------|
|                     | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |                |                | 2QE           |       |
| <b>Net Sales</b>    | <b>56,003</b> | <b>55,427</b> | <b>56,927</b> | <b>56,671</b> | <b>62,684</b> | <b>70,475</b> | <b>65,574</b> | <b>62,432</b> | <b>225,028</b> | <b>261,165</b> | <b>64,498</b> | 9.3   |
| YoY Change (%)      | 21.5          | 10.0          | 9.5           | 14.2          | 11.9          | 27.1          | 15.2          | 10.2          | 13.6           | 16.1           | 16.4          |       |
| Total Expenditure   | 42,389        | 43,059        | 43,162        | 43,750        | 46,269        | 49,099        | 47,476        | 45,950        | 172,361        | 188,794        | 48,051        |       |
| <b>EBITDA</b>       | <b>13,614</b> | <b>12,368</b> | <b>13,765</b> | <b>12,921</b> | <b>16,415</b> | <b>21,376</b> | <b>18,098</b> | <b>16,482</b> | <b>52,668</b>  | <b>72,372</b>  | <b>16,447</b> | 30.0  |
| YoY Change (%)      | 109.0         | 34.0          | 34.7          | 29.6          | 20.6          | 72.8          | 31.5          | 27.6          | 46.6           | 37.4           | 33.0          |       |
| Margins (%)         | 24.3          | 22.3          | 24.2          | 22.8          | 26.2          | 30.3          | 27.6          | 26.4          | 23.4           | 27.7           | 25.5          |       |
| Depreciation        | 2,477         | 2,569         | 2,715         | 3,932         | 2,990         | 3,168         | 3,330         | 3,171         | 11,693         | 12,658         | 3,275         |       |
| <b>EBIT</b>         | <b>11,137</b> | <b>9,799</b>  | <b>11,050</b> | <b>8,989</b>  | <b>13,425</b> | <b>18,208</b> | <b>14,768</b> | <b>13,312</b> | <b>40,975</b>  | <b>59,714</b>  | <b>13,172</b> |       |
| YoY Change (%)      | 167.3         | 45.1          | 44.5          | 21.3          | 20.5          | 85.8          | 33.6          | 48.1          | 57.7           | 45.7           | 34.4          |       |
| Margins (%)         | 19.9          | 17.7          | 19.4          | 15.9          | 21.4          | 25.8          | 22.5          | 21.3          | 18.2           | 22.9           | 20.4          |       |
| Interest            | 680           | 709           | 669           | 891           | 918           | 1,076         | 820           | 554           | 2,949          | 3,367          | 880           |       |
| Other Income        | 678           | 423           | 537           | 570           | 790           | 900           | 620           | 140           | 2,207          | 2,450          | 590           |       |
| EO Exp/(Inc)        | 1,204         | -1,036        | 956           | -291          | -859          | -2,037        | 0             | 0             | 834            | -2,896         | 0             |       |
| <b>PBT</b>          | <b>9,930</b>  | <b>10,549</b> | <b>9,963</b>  | <b>8,958</b>  | <b>14,156</b> | <b>20,070</b> | <b>14,568</b> | <b>12,898</b> | <b>39,401</b>  | <b>61,694</b>  | <b>12,882</b> |       |
| Tax                 | 1,875         | 1,954         | 2,124         | 1,135         | 1,941         | 5,221         | 3,132         | 2,863         | 7,087          | 13,158         | 2,460         |       |
| Rate (%)            | 18.9          | 18.5          | 21.3          | 12.7          | 13.7          | 26.0          | 21.5          | 22.2          | 18.0           | 21.3           | 19.1          |       |
| Minority Interest   | -42           | -69           | -37           | -99           | -24           | -69           | -70           | -72           | -246           | -235           | -75           |       |
| <b>Reported PAT</b> | <b>8,013</b>  | <b>8,526</b>  | <b>7,802</b>  | <b>7,726</b>  | <b>12,191</b> | <b>14,779</b> | <b>11,366</b> | <b>9,963</b>  | <b>32,067</b>  | <b>48,299</b>  | <b>10,346</b> |       |
| <b>Adj PAT</b>      | <b>8,990</b>  | <b>7,682</b>  | <b>8,554</b>  | <b>7,472</b>  | <b>11,450</b> | <b>13,272</b> | <b>11,366</b> | <b>9,963</b>  | <b>32,698</b>  | <b>46,051</b>  | <b>10,346</b> | 28.3  |
| YoY Change (%)      | 214.9         | 55.5          | 42.6          | 47.0          | 27.4          | 72.8          | 32.9          | 33.3          | 73.2           | 40.8           | 34.7          |       |
| Margins (%)         | 16.1          | 13.9          | 15.0          | 13.2          | 18.3          | 18.8          | 17.3          | 16.0          | 14.5           | 17.6           | 16.0          |       |
| <b>EPS</b>          | <b>20</b>     | <b>17</b>     | <b>19</b>     | <b>16</b>     | <b>25</b>     | <b>29</b>     | <b>25</b>     | <b>22</b>     | <b>72</b>      | <b>101</b>     | <b>23</b>     | 28.3  |

E: MOFSL estimates



# Kalyan Jewellers

Estimate change



TP change



Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | KALYANKJ IN |
| Equity Shares (m)     | 1033        |
| M.Cap.(INRb)/(USD\$)  | 529.5 / 6   |
| 52-Week Range (INR)   | 795 / 399   |
| 1, 6, 12 Rel. Per (%) | 4/-6/-33    |
| 12M Avg Val (INR M)   | 4821        |

## Financials & Valuations (INR b)

| Y/E March      | FY26E | FY27E | FY28E |
|----------------|-------|-------|-------|
| Sales          | 329.4 | 411.3 | 489.8 |
| EBITDA         | 21.3  | 25.7  | 29.9  |
| Margins (%)    | 6.5   | 6.2   | 6.1   |
| Adj. PAT       | 11.6  | 14.8  | 17.6  |
| Adj. EPS (INR) | 11.2  | 14.3  | 17.0  |
| EPS Growth (%) | 43.4  | 27.6  | 18.9  |
| BV/Sh.(INR)    | 54.8  | 64.1  | 74.1  |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| RoE (%)  | 22.1 | 24.1 | 24.6 |
| RoIC (%) | 15.7 | 17.3 | 18.9 |

## Valuations

|              |      |      |      |
|--------------|------|------|------|
| P/E (x)      | 45.7 | 35.8 | 30.1 |
| P/BV (x)     | 9.4  | 8.0  | 6.9  |
| EV/Sales (x) | 1.6  | 1.3  | 1.0  |
| EV/EBITDA(x) | 24.6 | 20.1 | 16.9 |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 62.8   | 62.8   | 62.9   |
| DII      | 14.6   | 13.3   | 13.7   |
| FII      | 14.1   | 16.8   | 15.8   |
| Others   | 8.5    | 7.0    | 7.6    |

FII includes depository receipts

CMP: INR513

TP: INR675 (+32%)

Buy

## Growth trajectory sustains; healthy festive season fuels growth further

- Kalyan Jewellers (KALYANKJ)'s consolidated revenue grew 30% YoY to INR78.6b (in line). India business achieved 31% YoY revenue growth, driven by store additions (added a net of 13 Kalyan Indian stores and 15 Candere stores) and 16% SSSG (14% in the South, 17% in the non-South).
- Management said that demand momentum on the ground remained healthy, with Navratri witnessing robust offtakes. During the 30 days leading up to Diwali, KALYANKJ reported LFL growth of over 30%, indicating sustained festive momentum.
- KALYANKJ's studded share remained stable at 31% in 2QFY26 vs 30% in 2QFY25. Studded revenue surged 36% YoY.
- Gross margin for the Indian business contracted 100bp YoY to 12.5%. The margin contraction was largely due to the rising mix from franchised stores (~49% revenue mix in 2QFY26). EBITDA margin for the India business remained flat YoY to 6.3%. Lower advertising costs were offset by higher employee and other expenses. PBT margin expanded 60bp YoY to 5.1%, while PBT jumped 49% YoY, fueled by interest savings on debt reduction.
- KALYANKJ repaid INR1.3b of non-GML debt during the quarter, reducing debt to INR5.5b. It further plans to lower non-GML debt by ~INR1.5b in 2HFY26, targeting INR4b by Mar'26, with the aim to become debt-free by FY27.
- The Middle East business delivered 8% revenue growth driven by 7% SSSG. Studded share was 18%. There were two new store additions in 2QFY26.
- KALYANKJ plans to launch a new regional jewelry brand in 4QFY26 with an initial investment of INR3b, primarily towards inventory. It will begin with five pilot COCO stores and further expansion to be franchisee-led. We look forward to more clarity on this initiative and remain watchful of its progress.
- With the successful scale-up of its new franchise businesses (>45% revenue contribution) and stable success in non-Southern markets, the company has established itself as a leading brand in the industry. KALYANKJ is further establishing a region-specific store format to combat increasing competition from the unorganized players. We model a 25%/22%/30% revenue/EBITDA/PAT CAGR during FY25-28E. **We reiterate our BUY rating with a TP of INR675 (based on 45x Sep'27 P/E).**

## India outperformance sustains; store roll-outs remain healthy

### India business

- Strong revenue growth with double-digit SSSG:** India revenue grew 31% YoY to INR68.4b (est. of INR66.7b), and same-store sales increased 16% YoY. SSSG was 14% in the South regions and 17% in the non-South regions. South revenue growth was 19%, and non-South was 44% YoY. Non-South markets showed promising growth, with revenue contribution increasing to 54%. Studded share remained stable at 30.9% in 2QFY26 vs 29.7% in 2QFY25. Studded revenue grew 37% YoY.
- Stellar growth in profitability:** EBITDA grew 30% YoY to INR4.3b. PBT grew by 49% YoY to INR3.5b, and APAT jumped 52% YoY to 2.6b.

- **Rapid store expansion:** The company added a net of 13 Kalyan stores in India, reaching a total of 300 stores. Candere added 15 stores, reaching a total of 96 stores. Total stores in India stood at 396. 'My Kalyan' grassroots stores reached 1,092 in 2QFY26, contributing ~13% to revenue from operations in India and over 28% to enrolment in advance purchase schemes in India.
- In 1HFY26, its revenue/EBITDA/PAT grew 31%/34%/54%.
- 

#### Middle East

- Sales grew 8% YoY to INR8.7b, driven by SSSG of 7%.
- Gross margin contracted 60bp YoY to 13.7%, and EBITDA margin contracted 30bp YoY to 7.1%. EBITDA grew 4% YoY to INR613m. PAT grew 9% YoY to INR151m.
- There were two new store additions during the quarter. The studded share stood at 18% vs 19%.
- In 1HFY26, its revenue/EBITDA/PAT grew 18%/11%/15%.
- 

#### Consolidated performance

- KALYANKJ's consolidated revenue grew 30% YoY to INR78.6b (est. INR76.4).
- Gross margin contracted ~80bp YoY to 12.9% (est. 13.3%).
- EBITDA margin contracted 20bp YoY to 6.3% (est. 6.7%). EBITDA grew 25% YoY to INR5.0b (est. INR5.1b). PBT rose 42% YoY to INR3.5b, and APAT grew 43% YoY to INR2.6b.
- 

#### Key takeaways from the management commentary

- Momentum on the ground remained healthy, with Navratri witnessing robust offtakes, and the strong demand trend continued into the festive period. During the 30 days leading up to Diwali, KALYANKJ reported LFL growth of over 30%, indicating sustained festive momentum.
- The company will launch a new regional jewelry brand store in 4QFY26, with an initial investment of INR3b (primarily in inventory). It will open five pilot COCO stores, after which expansion will follow a FOCO.
- Of the planned 84 Kalyan India stores, 40 have already opened; internationally, six stores are planned (three already operational – two in the Middle East and one in the US). For Candere, 30 stores are open out of the 80 planned for FY26.
- The company has restarted debt repayment after getting approval from its lead bank to release real estate kept as collateral. It repaid INR1,300m during the quarter, bringing non-GML debt down to INR5,500m as of Sep'25. KALYANKJ plans to further reduce its non-GML debt by about INR1,500m in 2HFY26 to reach INR4,000m by Mar'26 and aims to be debt-free by FY27.
- 

#### Valuation and view

- We raise our EPS estimates by 5% for FY26 and FY27.
- With the successful scale-up of its new franchise businesses (>45% revenue contribution) and continued success in non-Southern markets, the company has established itself as a leading brand in the industry. Its non-South expansion has improved the studded jewelry mix, while the asset-light expansion supports healthy cash flow generation for debt repayment and enhances profitability by reducing interest costs. It is also gaining momentum in the Middle East and the US.
- We model 25%/22%/30% revenue/EBITDA/PAT CAGR during FY25-28E. **We reiterate our BUY rating with a TP of INR675 (based on 45x Sep'27 P/E).**

# Consolidated Quarterly Performance

(INR m)

| Y/E March              | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | FY26E         | Var.         |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|--------------|
|                        | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2Q            | (%)          |
| <b>Stores</b>          | <b>277</b>    | <b>303</b>    | <b>349</b>    | <b>388</b>    | <b>406</b>    | <b>436</b>    | <b>480</b>    | <b>560</b>    | <b>388</b>      | <b>560</b>      | <b>452</b>    |              |
| <b>Net Sales</b>       | <b>55,355</b> | <b>60,655</b> | <b>72,869</b> | <b>61,815</b> | <b>72,685</b> | <b>78,560</b> | <b>98,655</b> | <b>79,487</b> | <b>2,50,451</b> | <b>3,29,387</b> | <b>76,401</b> | <b>2.8%</b>  |
| Change (%)             | 26.5          | 37.4          | 39.5          | 36.6          | 31.3          | 29.5          | 35.4          | 28.6          | 35.0            | 31.5            | 26.0          |              |
| Raw Material/PM        | 47,419        | 52,313        | 63,323        | 53,314        | 62,603        | 68,395        | 86,589        | 69,349        | 2,16,370        | 2,86,936        | 66,275        |              |
| <b>Gross Profit</b>    | <b>7,935</b>  | <b>8,342</b>  | <b>9,546</b>  | <b>8,501</b>  | <b>10,081</b> | <b>10,166</b> | <b>12,066</b> | <b>10,138</b> | <b>34,081</b>   | <b>42,451</b>   | <b>10,127</b> | <b>0.4%</b>  |
| Gross Margin (%)       | 14.3          | 13.8          | 13.1          | 13.8          | 13.9          | 12.9          | 12.2          | 12.8          | 13.6            | 12.9            | 13.3          |              |
| Operating Expenses     | 4,175         | 4,379         | 4,609         | 4,507         | 5,001         | 5,196         | 5,629         | 5,346         | 17,671          | 21,172          | 5,021         |              |
| % of Sales             | 7.5           | 7.2           | 6.3           | 7.3           | 6.9           | 6.6           | 5.7           | 6.7           | 7.1             | 6.4             | 6.6           |              |
| <b>EBITDA</b>          | <b>3,760</b>  | <b>3,962</b>  | <b>4,936</b>  | <b>3,994</b>  | <b>5,080</b>  | <b>4,970</b>  | <b>6,437</b>  | <b>4,792</b>  | <b>16,410</b>   | <b>21,279</b>   | <b>5,106</b>  | <b>-2.7%</b> |
| Margin (%)             | 6.8           | 6.5           | 6.8           | 6.5           | 7.0           | 6.3           | 6.5           | 6.0           | 6.6             | 6.5             | 6.7           |              |
| Change (%)             | 16.4          | 26.3          | 33.5          | 34.8          | 35.1          | 25.4          | 30.4          | 20.0          | 25.0            | 29.7            | 28.9          |              |
| Interest               | 852           | 903           | 876           | 962           | 1,036         | 949           | 876           | 810           | 3,595           | 3,671           | 903           |              |
| Depreciation           | 755           | 850           | 890           | 933           | 977           | 1,032         | 1,042         | 977           | 3,427           | 4,028           | 997           |              |
| Other Income           | 222           | 260           | 313           | 408           | 463           | 514           | 454           | 521           | 1,446           | 1,952           | 377           |              |
| <b>PBT</b>             | <b>2,375</b>  | <b>2,469</b>  | <b>3,484</b>  | <b>2,507</b>  | <b>3,530</b>  | <b>3,503</b>  | <b>4,972</b>  | <b>3,526</b>  | <b>10,834</b>   | <b>15,531</b>   | <b>3,583</b>  | <b>-2.2%</b> |
| Tax                    | 599           | 649           | 886           | 630           | 889           | 898           | 1,268         | 908           | 2,764           | 3,962           | 914           |              |
| Effective Tax Rate (%) | 25.2          | 26.3          | 25.4          | 25.1          | 25.2          | 25.6          | 25.5          | 25.7          | 25.5            | 25.5            | 25.5          |              |
| <b>Adjusted PAT</b>    | <b>1,776</b>  | <b>1,821</b>  | <b>2,598</b>  | <b>1,877</b>  | <b>2,641</b>  | <b>2,605</b>  | <b>3,704</b>  | <b>2,618</b>  | <b>8,070</b>    | <b>11,569</b>   | <b>2,669</b>  | <b>-2.4%</b> |
| Change (%)             | 23.4          | 34.6          | 43.8          | 36.4          | 48.7          | 43.1          | 42.6          | 39.5          | 35.1            | 43.4            | 46.6          |              |
| <b>Reported PAT</b>    | <b>1,776</b>  | <b>1,303</b>  | <b>2,187</b>  | <b>1,877</b>  | <b>2,641</b>  | <b>2,605</b>  | <b>3,704</b>  | <b>2,618</b>  | <b>7,142</b>    | <b>11,569</b>   | <b>2,669</b>  |              |

E: MOFSL Estimates

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↑ |
| Rating change   | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | MCX IN      |
| Equity Shares (m)     | 51          |
| M.Cap.(INRb)/(USD\$)  | 480.9 / 5.4 |
| 52-Week Range (INR)   | 9627 / 4408 |
| 1, 6, 12 Rel. Per (%) | 13/51/41    |
| 12M Avg Val (INR M)   | 3908        |
| Free float (%)        | 100.0       |

## Financials & Valuations (INR b)

| Y/E Mar         | 2026E | 2027E | 2028E |
|-----------------|-------|-------|-------|
| Sales           | 18.7  | 23.1  | 25.0  |
| EBIT Margin (%) | 65.3  | 67.2  | 66.2  |
| PAT             | 10.5  | 13.1  | 14.1  |
| EPS (INR)       | 206.0 | 257.7 | 277.0 |
| EPS Gr. (%)     | 87.1  | 25.1  | 7.5   |
| BV/Sh. (INR)    | 411.6 | 463.2 | 518.5 |

## Ratios

|         |      |      |      |
|---------|------|------|------|
| RoE (%) | 52.7 | 58.9 | 56.4 |
|---------|------|------|------|

## Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 45.8 | 36.6 | 34.0 |
| P/BV (x)      | 22.9 | 20.4 | 18.2 |
| Div Yield (%) | 0.4  | 0.4  | 0.4  |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 0.0    | 0.0    | 0.0    |
| DII      | 60.5   | 59.1   | 57.5   |
| FII      | 19.2   | 21.9   | 22.3   |
| Others   | 20.3   | 19.0   | 20.3   |

FII includes depository receipts

**CMP: INR9,430**      **TP: INR10,700 (+13%)**      **Neutral**

## Healthy participation and product launches driving growth

- MCX's operating revenue came in at INR3.7b in 2QFY26, up 31% YoY (in line). For 1H FY26, revenue rose 44%, to INR7.5b.
- Total expenses jumped 23% YoY to INR1.3b, with staff costs up 37% YoY and other expenses up 17% YoY. EBITDA stood at INR2.4b, up 36% YoY in 2Q (in line). For 1H, EBITDA rose 56% to INR4.9b.
- 2Q PAT of ~INR2b was up 29% YoY (in line). 1H PAT rose 51%, to INR4b.
- MCX introduced several new products, including Silver (30kg) and Silver Mini (5kg) monthly expiry contracts, Cardamom Futures, and Nickel Futures, and Options on the MCX iCOMDEX Bullion Index (MCX BULLDEX), covering both Gold and Silver. These launches have witnessed healthy traction, and management indicated that the product pipeline remains robust with necessary regulatory approvals already in place.
- We have raised our EPS estimates for FY26/FY27/FY28 by 21%/27%/18%, factoring in strong volume growth in Sep-Oct'25. **We reiterate a Neutral rating on the stock with a one-year TP of INR10,700 (premised on 40x Sep'27E EPS).**

## Volumes at all-time high

- Transaction fee for 2Q stood at ~INR3.2b, up 27% YoY, comprising options and futures in the ratio of 68:32 (vs. 2QFY25 at INR2.5b in the ratio of 70:30).
- Overall ADT was up 87% YoY at INR4.1t, largely driven by 91%/55% YoY growth in Options Notional ADT/Futures ADT to INR3.7t/INR417.6b.
- Options notional ADT surged 91% YoY to INR3.7t, largely supported by 700%/95% YoY growth in bullion/base metal contracts, while energy contracts remained flat YoY. Options premium ADT rose 25% YoY to ~INR41b, with 356%/3% YoY rise in bullion and energy contracts.
- Futures ADT rose 55% YoY to INR417.6b, fueled by 82%/21% YoY growth in bullion/energy contracts, while base metal futures volumes declined 32% YoY.
- MCX continues to dominate the commodity futures market with 98.9% share as of 1H FY26, with 100%/99.4%/100%/100%/1.3% share in precious metals/energy/base metals/index futures/agri commodities.
- Other income at INR266m grew 5% YoY but dipped 19% QoQ.
- Total expenses jumped 23% YoY to INR1.3b, with CIR at 34.9% vs. 37.2% in 2QFY25 and 35.2% in 1QFY26. Staff costs rose 37% YoY to INR448m, while other expenses were up 17% YoY at INR858m, including mainly software charges/computer tech costs/contribution to SGF, which rose 10%/8%/56% YoY to INR231m/INR188m/INR268m.
- Client participation increased 16% YoY, with traded clients at 0.79m-0.64m in options and 0.27m in futures—reflecting growth across all participant categories (participation mix being futures: options at 54.84%:42%)
- The number of UCCs at the end of 2QFY26 stood at 36.7m compared to 28.9m in 2QFY25 and 34.7m in 1QFY26.

### Key takeaways from the management commentary

- Domestic mutual funds and AIFs exhibited strong participation, while PMS participation is yet to gain similar momentum. The exchange added 17 new members during the year and maintains a healthy pipeline of prospective members currently under engagement.
- Weekly options remain under evaluation, with no confirmed launch timeline. The exchange continues to assess feasibility, regulatory considerations, and market dynamics for potential offerings across both equity and commodity derivatives. Co-location facilities remain restricted by regulators, with no visibility on approval in the near term.
- On Oct'25, a technical issue led to a temporary shift of operations to the disaster recovery (DR) site. Disruption was caused by a predefined parameter limit within gateway services, which has since been rectified. Normal operations have resumed at the primary site. Exchange continues to engage with SEBI, though no penal action has been taken to date.

### Valuation and view

- Sep-Oct'25 saw record volumes for bullion contracts given the surge in process. We expect normalization in bullion contract volumes and have factored in a decline of ~30% in Nov'25, followed by a modest recovery with ~1% MoM growth. For other commodities we factor in 1% MoM growth until Mar'28. We have not built any major contribution from electricity or index contracts. Our monthly transaction revenue forecast for Mar'28 still is lower than Oct'25.
- We have raised our EPS estimates for FY26/FY27/FY28 by 21%/27%/18%, given stronger volume growth observed in Sep-Oct'25. **We reiterate a Neutral rating on the stock with a one-year TP of INR10,700 (premised on 40x Sep'27E EPS).**

### Quarterly Performance

| Quarterly Performance      | INR m |       |       |       |       |       |       |       |        |         |                |                |            |            |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|--------|---------|----------------|----------------|------------|------------|
|                            | FY25  |       |       |       | FY26  |       |       |       | FY25   | FY26E   | Est.<br>2QFY26 | Var.<br>(%/bp) | YoY<br>(%) | QoQ<br>(%) |
|                            | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    | 2Q    | 3QE   | 4QE   |        |         |                |                |            |            |
| Sales                      | 2,344 | 2,856 | 3,014 | 2,913 | 3,732 | 3,742 | 5,956 | 5,310 | 11,127 | 18,741  | 3,760          | (0.5)          | 31.0       | 0.3        |
| YoY Gr. (%)                | 60.8  | 73.0  | 57.4  | 60.9  | 59.2  | 31.0  | 97.6  | 82.3  | 62.8   | 68.4    | 31.7           |                |            |            |
| Staff Costs                | 321   | 327   | 332   | 463   | 448   | 448   | 465   | 485   | 1,443  | 1,846   | 457            | (2.0)          | 37.1       | (0.1)      |
| Other expenses             | 697   | 735   | 750   | 849   | 867   | 858   | 1,071 | 1,075 | 3,031  | 3,871   | 919            | (6.7)          | 16.8       | (1.0)      |
| EBITDA                     | 1,326 | 1,794 | 1,931 | 1,602 | 2,417 | 2,436 | 4,420 | 3,750 | 6,653  | 13,024  | 2,383          | 2.2            | 35.8       | 0.8        |
| Margins (%)                | 56.6  | 62.8  | 64.1  | 55.0  | 64.8  | 65.1  | 74.2  | 70.6  | 59.8   | 69.5    | 63.4           |                |            |            |
| Depreciation               | 134   | 140   | 146   | 217   | 173   | 198   | 203   | 209   | 638    | 783     | 176            | 11.9           | 40.8       | 14.2       |
| EBIT                       | 1,191 | 1,654 | 1,785 | 1,385 | 2,244 | 2,239 | 4,217 | 3,542 | 6,016  | 12,241  | 2,207          | 1.5            | 35.3       | (0.2)      |
| Interest Costs             | 1     | 1     | 2     | 1     | 1     | 1     | 1     | 2     | 5      | 5       | 1              | (40.0)         | (40.0)     | -          |
| Other Income               | 188   | 252   | 230   | 292   | 326   | 266   | 274   | 282   | 962    | 1,147   | 310            | (14.3)         | 5.2        | (18.6)     |
| PBT bef. Exceptional items | 1,379 | 1,906 | 2,013 | 1,675 | 2,569 | 2,504 | 4,490 | 3,821 | 6,973  | 13,384  | 2,515          | (0.5)          | 31.4       | (2.5)      |
| Tax                        | 273   | 374   | 418   | 328   | 532   | 514   | 988   | 870   | 1,394  | 2,904   | 553            | (7.1)          | 37.6       | (3.4)      |
| Rate (%)                   | 19.8  | 19.6  | 20.8  | 19.6  | 20.7  | 20.5  | 22.0  | 22.8  | 20.0   | 21.7    | 22.0           |                |            |            |
| Profit from associate      | 4     | 4     | 5     | 8     | -5    | -15   | 0     | 20    | 21     | 0       | 0.0            |                |            |            |
| PAT                        | 1,109 | 1,536 | 1,600 | 1,355 | 2,032 | 1,975 | 3,502 | 2,971 | 5,600  | 10,479  | 1,962          | 0.6            | 28.5       | (2.8)      |
| Y-o-Y Gr. (%)              | NA    | NA    | NA    | NA    | NA    | NA    | NA    | NA    | NA     | NA      | NA             |                |            |            |
| EPS (INR)                  | 21.8  | 30.2  | 31.5  | 26.6  | 39.9  | 38.8  | 68.8  | 58.4  | 109.8  | 205.5   | 38.6           | 0.6            | 28.5       | (2.8)      |
| Total volumes (INR t)      | 112.3 | 143.2 | 148.4 | 160.2 | 198.9 | 267.3 | 396.9 | 366.4 | 564.0  | 1,239.3 | 268.2          | (0.3)          | 86.7       | 34.4       |
| Y-o-Y Gr. (%)              | 116.8 | 113.8 | 101.7 | 93.8  | 77.1  | 86.7  | 167.5 | 128.7 | 105.1  | 119.7   | 87.4           |                |            |            |



# Hexaware Technologies

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↓ |
| Rating change   | ↔ |

**CMP: INR672 TP: INR850(+26%) Buy**

## Not out of the woods yet

### Incremental headwinds to weigh on 4QCY25 performance

- Hexaware Technologies (HEXT) reported revenue of USD395m in 3QCY25, up 3.4% QoQ in CC terms vs. our estimate of 3.3% QoQ CC. Growth was led by Manufacturing and Consumer (up 16.5% QoQ), followed by Healthcare and Insurance (up 11.3% QoQ). Hi-Tech and PS & Travel verticals declined by 8.6%/9.8% QoQ. The reported EBIT margin stood at 14.7%, broadly in line with our estimate of 14.9%. PAT was down 2.6% QoQ/up 23.4% YoY at INR3.7b (our est. of INR3.8b).
- In INR terms, 3Q revenue/EBIT/PAT grew 11.1%/22.8%/23.4% YoY. In 4Q, we expect its revenue/EBIT/PAT to grow 9.2%/18.1%/13.1% YoY. We expect near-term softness from incremental headwinds in 4Q, though HEXT's USD3b deal pipeline and margin discipline highlight steady execution. Visibility into CY26 should improve as client budgets are finalized by Jan'26. **We reiterate our BUY rating with a TP of INR850 (based on 28x Jun'27E EPS, 30x earlier), implying a 26% potential upside.**

### Our view: Continued pressure in near term

- Headwinds to weigh on 4Q growth:** HEXT reported 3.4% QoQ CC growth (1.7% organic) in 3QCY25, broadly in line with expectations, aided by higher license-linked revenues. We believe the demand environment is largely unchanged, and short-term challenges persist.
- US government shutdown has temporarily restricted H1-B visa transfers** between employers, which we think could constrain onsite growth in the near term; this is an additional headwind and was not baked into our estimates.
- Incremental furloughs and budget constraints in select Professional Services accounts may also weigh on 4Q performance. That said, we expect visibility to improve into CY26 as client budgets close out over Dec'25-Jan'26. **We expect YoY CC growth of 7.1%/7.9% in CY25E/CY26E**, with organic YoY CC growth of 5.7% for each.
- Vertical momentum mixed; BFSI remains key driver:** Financial Services will remain the primary growth driver, aided by new logos and deal ramp-ups. Healthcare & Insurance benefitted from license-linked revenue, while Hi-Tech & Professional Services remained under pressure due to client-level budget cuts and slower project ramp-ups; we expect a gradual recovery over the next couple of quarters.
- Short-cycle deals returning, but yet to make a dent:** We note a sequential improvement in deal activity, led by some traction in short-cycle, GCC-led, and renewal-based engagements. Two large consolidation deals were won in BFSI and Insurance. We believe the record USD3b pipeline could offer momentum in CY26, though some moderation in 4Q is likely as decisions close.

|                       |             |
|-----------------------|-------------|
| Bloomberg             | HEXT IN     |
| Equity Shares (m)     | 609         |
| M.Cap.(INRb)/(USD\$)  | 409.5 / 4.6 |
| 52-Week Range (INR)   | 900 / 590   |
| 1, 6, 12 Rel. Per (%) | -5/-6/-     |
| 12M Avg Val (INR m)   | 928         |
| Free float (%)        | 25.5        |

### Financials & Valuations (INR b)

| Y/E Mar         | CY25E | CY26E | CY27E |
|-----------------|-------|-------|-------|
| Sales           | 134.0 | 146.8 | 163.2 |
| EBIT Margin (%) | 13.3  | 14.8  | 15.2  |
| PAT             | 14.4  | 16.6  | 19.2  |
| EPS (INR)       | 23.3  | 26.9  | 31.1  |
| EPS Gr. (%)     | 20.8  | 15.5  | 15.6  |
| BV/Sh. (INR)    | 99.9  | 113.6 | 129.4 |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 25.2 | 25.6 | 26.0 |
| RoCE (%)   | 20.1 | 24.1 | 27.9 |
| Payout (%) | 50.0 | 50.0 | 50.0 |

### Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 28.9 | 25.0 | 21.6 |
| P/BV (x)      | 6.7  | 5.9  | 5.2  |
| EV/EBITDA (x) | 18.2 | 14.8 | 12.6 |
| Div Yield (%) | 1.7  | 2.0  | 2.3  |

### Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 |
|----------|--------|--------|
| Promoter | 74.6   | 74.6   |
| DII      | 11.1   | 9.9    |
| FII      | 8.3    | 9.9    |
| Others   | 6.0    | 5.6    |

FII Includes depository receipts



- **Marginal revision to EBITDA guidance:** EBITDA margin expanded 30bp QoQ to 17.5%, supported by operational efficiency and forex gains, partly offset by higher license and travel costs. Offshore mix improved to ~49%, providing structural leverage. SMC integration helped to tilt the mix to offshore, which helped in margin gains. We expect margins to stay within the revised guidance of 17.1-17.2% as the company continues to reinvest operational savings in growth. We expect EBITDA margin of 17.1%/17.9% in CY25E/CY26E.

#### Valuation and view

- Amid a cautious demand environment, HEXT's execution remains steady, supported by traction in short-cycle and consolidation deals. The company is navigating transient challenges, such as furlough impact in 4Q, visa transfer restrictions and selective client budget constraints, while maintaining margin discipline within the guided band. Our estimates are broadly unchanged. We expect a PAT CAGR of 15.5% over CY25-27E. **We reiterate our BUY rating with a TP of INR850 (based on 28x Jun'27E EPS), implying a 26% potential upside.**

#### Revenue and margins in line with our estimate; Manufacturing and Healthcare led growth

- USD revenue came in at USD394.8m, up 3.4% QoQ in CC terms vs. our estimate of an increase of 3.3% QoQ CC.
- Growth was led by Manufacturing and Consumer (up 16.5% QoQ), followed by Healthcare and Insurance (up 11.3% QoQ). Hi-Tech and Professional Services & Travel and Transportation verticals declined by 8.6%/9.8% QoQ.
- In terms of geographies, Americas was up 3.7% QoQ, and Europe grew 2.4% QoQ in USD terms.
- EBITDA margin stood at 17.3% (est. 17.3%). The company revised its EBITDA guidance to 17.1-17.2% (from 17.1-17.4% earlier) after wage hikes in CY25.
- Reported EBIT margin stood at 14.7%, broadly in line with our estimate of 14.9%.
- PAT was down 2.6% QoQ/up 23.4% YoY at INR3.7b (our est. of INR3.8b).
- The headcount rose to 33,590 (up 3.6% QoQ) in 3QCY25. Attrition (LTM) increased by 30bp QoQ to 11.4%. Utilization was up 10bp QoQ at 83.8%.
- The company announced the acquisition of a 100% stake in Cybersolve to enhance its capabilities in identity access and management solutions. The company will pay USD34.5m upfront, while the remaining payment of USD31.5m is contingent on financial performance, taking the total consideration to USD66m.

#### Key highlights from the management commentary

- The demand environment has stabilized, with improving trends across verticals and early signs of recovery in the Manufacturing & Consumer (M&C) sector — the key drag in earlier quarters.
- Short-term headwinds emerged from the US government shutdown, restricting visa transfers (for employees moving between US employers), which could constrain onsite growth temporarily.
- Management expects CY26 to be better than CY25, supported by improved demand visibility and ongoing client budget discussions for next year. Further clarity on client spending plans is expected in 4QCY25.
- This quarter benefited from higher license revenue, which offset headwinds from a higher offshore mix and moderation in the BPO segment.

- Management guided for a **flat 4QCY25**, factoring in regular furloughs (~2.5-3% impact) and temporary government shutdown-related disruptions.
- Two major consolidation deals were won — one with a **Canadian bank** and another with a **Germany-based global insurer**.
- Deal momentum remains healthy across categories — short-cycle, GCC-led, and renewal-based engagements.
- **Manufacturing & Consumer:** Early recovery signs are visible, aided by SMC contribution. Excluding SMC, the segment still delivered positive growth. New logos were added, and the decline has largely bottomed out.

## Quarterly Performance

| Y/E March            | CY24   |        |        |        | CY25E  |        |        |        | CY24     | CY25E    | (INR Million) |               |
|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|----------|---------------|---------------|
|                      | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4QE    |          |          | Est. 3QCY25   | Var. (% / bp) |
| Revenue (USD m)      | 331    | 352    | 374    | 372    | 372    | 382    | 395    | 391    | 1,429    | 1,539    | 397           | -0.6          |
| QoQ (%)              | 5.3    | 6.4    | 6.4    | -0.5   | -0.2   | 2.9    | 3.3    | -1.0   |          |          | 3.9           | -66bp         |
| Revenue (INR m)      | 27,488 | 29,355 | 31,357 | 31,544 | 32,079 | 32,607 | 34,836 | 34,448 | 1,19,744 | 1,33,970 | 34,659        | 0.5           |
| YoY (%)              | 9.6    | 12.7   | 18.3   | 20.6   | 16.7   | 11.1   | 11.1   | 9.2    |          |          | 10.5          | 56bp          |
| GPM (%)              | 41.4   | 41.2   | 42.3   | 42.3   | 41.9   | 41.5   | 43.1   | 42.4   | 41.8     | 42.2     | 42.8          | 26bp          |
| Other (%)            | 26.2   | 26.6   | 26.6   | 26.8   | 25.5   | 29.1   | 25.8   | 25.8   | 26.6     | 26.5     | 25.5          | 30bp          |
| EBITDA               | 4,176  | 4,311  | 4,911  | 4,904  | 5,278  | 4,044  | 6,013  | 5,718  | 18,302   | 21,053   | 5,996         | 0.3           |
| EBITDA Margin (%)    | 15.2   | 14.7   | 15.7   | 15.5   | 16.5   | 12.4   | 17.3   | 16.6   | 15.3     | 15.7     | 17.3          | -4bp          |
| EBIT                 | 3,576  | 3,624  | 4,173  | 4,141  | 4,543  | 3,292  | 5,124  | 4,892  | 15,514   | 17,851   | 5,164         | -0.8          |
| EBIT Margin (%)      | 13.0   | 12.3   | 13.3   | 13.1   | 14.2   | 10.1   | 14.7   | 14.2   | 13.0     | 13.3     | 14.9          | -19bp         |
| Other income         | 2      | 172    | -114   | 29     | -180   | 1,391  | -157   | -69    | 89       | 985      | -104          | 51.0          |
| PBT                  | 3,578  | 3,796  | 4,059  | 4,170  | 4,363  | 4,683  | 4,967  | 4,823  | 15,603   | 18,836   | 5,060         |               |
| ETR (%)              | 22.0   | 27.7   | 26.2   | 23.1   | 25.0   | 18.9   | 25.5   | 24.8   | 24.8     | 23.6     | 25.0          | 53bp          |
| Minority Interest    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |          |          | 0.0           |               |
| Reported PAT         | 2,790  | 2,746  | 2,997  | 3,207  | 3,271  | 3,797  | 3,699  | 3,627  | 11,740   | 14,394   | 3,795         | -2.5          |
| QoQ (%)              | 45.8   | -1.6   | 9.1    | 7.0    | 2.0    | 16.1   | -2.6   | -2.0   |          |          | 0.0           |               |
| YoY (%)              | NA     | NA     | NA     | 67.6   | 17.2   | 38.3   | 23.4   | 13.1   | 17.7     | 22.6     | 26.6          |               |
| Extra-ordinary items | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0        | 0        | 0             |               |
| Adj. PAT             | 2,790  | 2,746  | 2,997  | 3,207  | 3,271  | 3,797  | 3,699  | 3,627  | 11,740   | 14,394   | 3,795         |               |
| EPS (INR)            | 4.6    | 4.5    | 5.0    | 5.2    | 5.3    | 6.2    | 6.0    | 5.9    | 19.3     | 23.3     | 6.1           | -2.6          |

## Estimate changes

TP change

Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | NACL IN     |
| Equity Shares (m)     | 1837        |
| M.Cap.(INRb)/(USDb)   | 431.1 / 4.9 |
| 52-Week Range (INR)   | 263 / 138   |
| 1, 6, 12 Rel. Per (%) | 7/44/-7     |
| 12M Avg Val (INR M)   | 2557        |

## Financials & Valuations (INR b)

| Y/E MARCH            | FY26E | FY27E | FY28E |
|----------------------|-------|-------|-------|
| Sales                | 168   | 173   | 182   |
| EBITDA               | 68    | 67    | 69    |
| Adj. PAT             | 47    | 44    | 45    |
| EBITDA Margin (%)    | 41    | 39    | 38    |
| Cons. Adj. EPS (INR) | 25.6  | 24.2  | 24.5  |
| EPS Gr. (%)          | -11   | -6    | 1     |
| BV/Sh. (INR)         | 119   | 140   | 161   |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.4 | -0.4 | -0.5 |
| RoE (%)    | 24   | 19   | 16   |
| RoCE (%)   | 32   | 25   | 22   |
| Payout (%) | 16   | 17   | 16   |

## Valuations

|                |     |     |     |
|----------------|-----|-----|-----|
| P/E (x)        | 9.1 | 9.7 | 9.5 |
| P/BV (x)       | 2.0 | 1.7 | 1.5 |
| EV/EBITDA(x)   | 5.1 | 4.7 | 4.2 |
| Div. Yield (%) | 1.7 | 1.7 | 1.7 |
| FCF Yield (%)  | 7.5 | 8.0 | 8.2 |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 51.3   | 51.3   | 51.3   |
| DII      | 15.4   | 15.8   | 19.3   |
| FII      | 16.2   | 15.1   | 12.1   |
| Others   | 17.1   | 17.9   | 17.4   |

FII includes depository receipts

**CMP: INR235**

**TP: INR250 (+7%)**

**Neutral**

## Strong alumina volumes with favorable aluminum prices drive earnings beat; estimates raised

- NALCO (NACL)'s revenue stood at INR42.9b (+7% YoY and +13% QoQ) vs. our est. of INR37.1b. The growth was driven by favorable aluminum prices.
- Consol. EBITDA stood at INR19.3b (+24% YoY and +29% QoQ) against our est. of INR11.5b during the quarter.
- EBITDA margin stood at 44.9% in 2QFY26 against 39.2% in 1QFY26 and 38.7% in 2QFY25.
- Adj. PAT for the quarter stood at INR14.3b (+37% YoY and +36% QoQ) against our est. of INR7.8b, supported by strong operating performance.
- In 1HFY26, NACL's revenue stood at INR81b (+18% YoY), primarily led by a strong increase in aluminum prices and alumina volume, which largely offset the adverse impact of muted alumina prices.
- Alumina sales volume stood at 700kt, up +82% YoY, while aluminum sales volume saw a marginal contraction of 2% YoY to 226kt in 1HFY26.
- NACL's EBITDA and adj. PAT stood at INR34.1b (+38% YoY) and INR24.8b (+52% YoY), respectively, for 1HFY26.
- The Board approved the first interim dividend of INR4 per share (~80% of FV) for FY26.

## Aluminum business

- Revenue from the aluminum business stood at INR28.9b, up by 7% YoY and 6% QoQ during the quarter.
- Metal production stood at 119kt, up by +3% YoY and QoQ both, while sales volume was at 112kt (-7% YoY and -1% QoQ) during the quarter.
- NACL's EBIT stood at INR11.9b, up by 39% YoY and 32% QoQ in 2QFY26.

## Chemical (Alumina) business

- In 2QFY26, the revenue from the chemical business stood at INR18.3b, up +13% YoY and 8% QoQ, primarily driven by strong volume growth, which offset the impact of muted alumina prices.
- Alumina hydrate production stood at 576kt, increased by 13% YoY and flat QoQ, while sales volume grew by 33% YoY and 30% QoQ to 396kt.
- NACL's EBIT came in at INR6.2b, up by 5% YoY and 24% QoQ in 2QFY26.

## Key highlights from the management commentary

- Management guided alumina volume of ~1,200-1,280kt and aluminum sales of 470kt in FY26.
- ~50% of alumina production is used internally for aluminum smelting, and the balance is sold, mainly exported. NALCO has a limited storage capacity of ~75kt at Vizag silos and 36kt at Damanjodi; therefore, the alumina sales are closely aligned with production.
- The average alumina prices are ~USD320-340 currently. The aluminum prices stood at USD2,800-2,900.
- It has a 4mt coal production target for FY26. Out of the 7.2mt requirement, 3mt would be met from CIL (under FSA), not from the e-auction.

## Valuation and view

- NACL posted a strong performance during 2Q, led by favorable aluminum prices and strong alumina volume, which helped to offset the muted alumina price impact during the quarter. With limited production room at the smelter, the LME prices become a vital factor for near-term operating performance.
- In the long run, NACL plans an expansion with a total capex of INR300b, which could significantly enhance production capacity. However, with the completion timeline of FY30, execution risks and cost escalations remain key concerns.
- Despite strong fundamentals, zero debt, and a robust demand outlook for aluminum in India, the near-term upside is capped by limited production headroom, US trade tension, on-time execution challenges, and regulatory risks. We raise our FY26 revenue/EBITDA/PAT estimates by 8/32/34%, while our FY27 estimates are flat/+21%/+25%, incorporating the strong alumina volume growth and favorable LME prices.
- **At CMP, NACL trades at 4.7x on EV/EBITDA and 1.7x on P/B. We reiterate our Neutral rating on the stock with a revised TP of INR250, valuing the stock at 5x EV/EBITDA on Sep'27 estimates.**

## Consolidated Quarterly Performance (INR m)

| Y/E March                          | FY25          |               |               |               | FY26          |               |               |               | FY25            | FY26E           | FY26          | Vs          |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|-------------|
|                                    | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2QE           | Est %       |
| <b>Net Sales</b>                   | <b>28,561</b> | <b>40,015</b> | <b>46,622</b> | <b>52,678</b> | <b>38,069</b> | <b>42,923</b> | <b>43,166</b> | <b>43,661</b> | <b>1,67,876</b> | <b>1,67,820</b> | <b>37,113</b> | <b>15.7</b> |
| Change (YoY %)                     | (10.1)        | 31.5          | 39.3          | 47.2          | 33.3          | 7.3           | (7.4)         | (17.1)        | 27.7            | (0.0)           |               |             |
| Change (QoQ %)                     | (20.2)        | 40.1          | 16.5          | 13.0          | (27.7)        | 12.8          | 0.6           | 1.1           |                 |                 |               |             |
| Total Expenditure                  | 19,219        | 24,525        | 23,347        | 25,140        | 23,148        | 23,665        | 25,608        | 23,980        | 92,230          | 99,791          |               |             |
| <b>EBITDA</b>                      | <b>9,342</b>  | <b>15,490</b> | <b>23,275</b> | <b>27,539</b> | <b>14,921</b> | <b>19,259</b> | <b>17,558</b> | <b>19,681</b> | <b>75,646</b>   | <b>68,028</b>   | <b>11,537</b> | <b>66.9</b> |
| Change (YoY %)                     | 57.2          | 290.7         | 201.1         | 148.7         | 59.7          | 24.3          | (24.6)        | (28.5)        | 163.4           | (10.1)          |               |             |
| Change (QoQ %)                     | (15.6)        | 65.8          | 50.3          | 18.3          | (45.8)        | 29.1          | (8.8)         | 12.1          |                 |                 |               |             |
| Interest                           | 34            | 44            | 191           | 321           | 80            | 84            | 109           | 162           | 590             | 435             |               |             |
| Depreciation                       | 1,743         | 1,798         | 2,857         | 878           | 1,783         | 1,738         | 1,802         | 1,886         | 7,276           | 7,209           |               |             |
| Other Income                       | 605           | 718           | 991           | 1,256         | 1,235         | 1,515         | 1,188         | 813           | 3,570           | 4,750           |               |             |
| <b>PBT (after EO)</b>              | <b>8,170</b>  | <b>14,366</b> | <b>21,219</b> | <b>27,596</b> | <b>14,293</b> | <b>18,952</b> | <b>16,835</b> | <b>18,446</b> | <b>71,351</b>   | <b>65,135</b>   |               |             |
| Total Tax                          | 2,158         | 3,744         | 5,390         | 6,813         | 3,654         | 4,621         | 4,461         | 4,525         | 18,104          | 17,261          |               |             |
| % Tax                              | 26.4          | 26.1          | 25.4          | 24.7          | 25.6          | 24.4          | 26.5          | 24.5          | 25.4            | 26.5            |               |             |
| <b>PAT before MI and Asso.</b>     | <b>6,012</b>  | <b>10,622</b> | <b>15,829</b> | <b>20,784</b> | <b>10,639</b> | <b>14,332</b> | <b>12,374</b> | <b>13,921</b> | <b>53,247</b>   | <b>47,874</b>   |               |             |
| Sh. of Associate                   | (128)         | (162)         | (166)         | (111)         | (144)         | (32)          | (210)         | (453)         | (567)           | (839)           |               |             |
| <b>Reported PAT after MI/Asso.</b> | <b>5,884</b>  | <b>10,460</b> | <b>15,663</b> | <b>20,672</b> | <b>10,495</b> | <b>14,299</b> | <b>12,164</b> | <b>13,468</b> | <b>52,679</b>   | <b>47,035</b>   |               |             |
| <b>Adjusted PAT</b>                | <b>5,884</b>  | <b>10,460</b> | <b>15,663</b> | <b>20,672</b> | <b>10,495</b> | <b>14,299</b> | <b>12,164</b> | <b>13,468</b> | <b>52,679</b>   | <b>47,035</b>   | <b>7,758</b>  | <b>84.3</b> |
| Change (YoY %)                     | 76.3          | 458.3         | 232.8         | 205.5         | 78.4          | 36.7          | (22.3)        | (34.9)        | 164.9           | (10.7)          |               |             |
| Change (QoQ %)                     | (13.0)        | 77.8          | 49.7          | 32.0          | (49.2)        | 36.3          | (14.9)        | 10.7          |                 |                 |               |             |

E: MOFSL Estimates

# Amber Enterprises

**CMP: INR7,227    TP: INR8,400 (+16%)    Buy**

## Weak demand impacts performance

Amber Enterprises (AMBER) posted a weak performance in 2QFY26. Weakness was driven by the consumer durable segment, which was impacted by lower demand and delayed purchases owing to GST 2.0. The company has still outperformed the RAC industry in 2QFY26, with a decline of 18% YoY vs the industry decline of 30-33% YoY for the quarter. The electronics division was also impacted by weak demand in the consumer durable segment. We expect this demand to revive in 2HFY26, and the company to outperform the RAC industry for FY26. We expect the electronics division's performance to be driven by growth in both PCBA and PCB segments, along with recent acquisitions of Powerone and Unitronics despite a slight delay in the commissioning of the Ascent facility. This momentum is expected to be further supported by the commissioning of the company's capacity in JV with Korea Circuit, which we expect to commence from FY28. We expect the railway segment's performance to remain subdued in the near term. We cut our PAT estimates by 19%/10%/11% each for FY26/27/28 to factor in 2QFY26 performance and also incorporate the recent fund raise of INR10b. Reiterate BUY with a revised TP of INR8,400 (INR9,000 earlier).

## Weaker-than-expected results

AMBER reported a weak set of numbers. 2Q is usually the weakest quarter for AMBER, mainly due to monsoons. Consolidated revenue growth was broadly flat YoY at INR16.5b vs our expectation of 20% growth, mainly due to lower-than-expected demand in the consumer durables segment impacted by the monsoon and delayed purchases following GST 2.0. Gross margin expanded 40bp YoY to 20.5% vs our estimate of 18.0%. Absolute EBITDA declined 20% YoY to INR913m, indicating a miss to our estimates by 37%, while margins contracted 130bp YoY to 5.5% vs our estimate of 7.2%, mainly due to weakness in the consumer durables segment. The company reported a net loss of INR329m vs our estimate of a net profit of INR264m. For 1HFY26, revenue/EBITDA increased 25%/12% YoY, while PAT declined 23% YoY and EBITDA margin contracted 80bp YoY. For 1HF26, the company reported a net operating cash outflow of INR7.7b vs an outflow of INR2b last year, mainly due to an increase in working capital.

## Consumer durables segment revival expected in coming quarters

The segment's revenue declined 18% YoY to INR8.7b in 2QFY26 (outperforming the industry's 30-35% volume drop), driven by unfavorable weather and deferred purchases ahead of the GST rate cut implementation. Management remains confident of 13-15% growth in FY26, aided by a likely rebound in 4Q and an expanded product portfolio that now includes a full CAC range up to 17.5 tons. The company's continued focus on scaling its component business, deepening OEM partnerships, and launching new CAC models in Nov-Dec'25 should help it gain share as demand normalizes. Inventory build-up from the weak summer is expected to normalize by 4QFY26, improving working capital and utilization levels. Margins contracted 160bps YoY to 4.3% due to lower plant utilization, though this pressure is purely cyclical, with recovery expected in the seasonally strong 4QFY26. We expect the segment to post a revenue CAGR of 16% over FY25-28, with margins stabilizing at around 8.0%.

### Estimate changes

#### TP change

#### Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | AMBER IN    |
| Equity Shares (m)     | 35          |
| M.Cap.(INRb)/(USD\$)  | 254 / 2.9   |
| 52-Week Range (INR)   | 8626 / 5235 |
| 1, 6, 12 Rel. Per (%) | -16/16/11   |
| 12M Avg Val (INR M)   | 3634        |

### Financials Snapshot (INR b)

| Y/E MARCH         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 117.9 | 146.0 | 179.8 |
| EBITDA            | 9.0   | 12.4  | 16.5  |
| EBITDA Margin (%) | 7.6   | 8.5   | 9.2   |
| PAT               | 3.2   | 5.5   | 7.9   |
| EPS (INR)         | 90.4  | 158.0 | 224.9 |
| EPS Growth (%)    | 25.6  | 74.7  | 42.3  |
| BV/Share (INR)    | 1,027 | 1,185 | 1,410 |

### Ratios

|          |      |      |      |
|----------|------|------|------|
| Net D/E  | 0.1  | 0.1  | -0.0 |
| RoE (%)  | 10.8 | 14.3 | 17.3 |
| RoCE (%) | 11.3 | 14.9 | 18.1 |

### Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 80.0 | 45.8 | 32.2 |
| P/BV (x)      | 7.0  | 6.1  | 5.1  |
| EV/EBITDA (x) | 28.8 | 20.8 | 15.5 |

### Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 38.2   | 39.7   | 39.8   |
| DII      | 20.2   | 17.8   | 17.8   |
| FII      | 30.6   | 28.6   | 26.4   |
| Others   | 11.0   | 13.9   | 16.0   |

FII Includes depository receipts



### Electronics segment scaling towards a full-stack EMS ecosystem

The electronics division continued to deliver strong growth, with revenue up 30% YoY in 2QFY26, driven by strong performance across both PCBA and bare PCB verticals. Margins were temporarily impacted by higher copper-clad laminate and gold prices, but management expects recovery to 8-9% by FY26-end, and anticipates reaching double digits in FY27, as these costs are passed on to customers with a one-quarter lag. **Near-term** growth will be supported by sustained demand from the consumer durables sector and incremental contributions from Power-One Microsystems, which expands AMBER's presence in solar inverters, EV chargers, and battery energy storage systems. Over the **medium-to-long term**, AMBER is transitioning into a full-stack EMS provider across PCBA, bare PCBs, and complete box-build products for industrial automation and power electronics. The upcoming Ascent Circuits and Korea Circuit JV facilities will enhance its scale, self-reliance, and ability to offer end-to-end solutions. The company targets USD1b revenue in the next three years. We expect a revenue CAGR of 38% over FY25-28, with margins expanding to double digits by FY28, aided by a shift in the mix to higher-margin businesses such as Power-One (15-18%), Unitronics (25-28%), and bare PCBs (17-19%).

### Railways segment to revive in FY27

The railways segment recorded 7% YoY growth in revenue in 2QFY26, driven by higher metro project offtake and gradual execution of new orders. Despite the soft quarter, management remains confident of doubling revenue over the next two years, backed by a strong INR26b order book and expected inflows of another INR4b-5b. **Near-term** momentum will come from: 1) Sidwal's greenfield HVAC facility trials beginning in 3QFY26 with commercial operations in 4QFY26, 2) Yujin Machinery JV for pantographs, brakes, and couplers to start production in 1HFY27. While the near-term focus remains on execution ramp-up and cost discipline as new facilities commercialize, the **medium-to-long term** growth will be led by large infrastructure programs such as Vande Bharat, metro rail expansions, and defense cooling systems, which are gaining traction and expected to contribute materially in the coming years. We expect railways division to clock a revenue CAGR of 23% over FY25-28, with margin to sustain around 18.5% for FY27/28.

### Building capacities for the next growth cycle

AMBER has planned out a gross capex of INR7b-8.5b in FY26, excluding subsidies. For FY27, ~INR3b will go toward consumer durables, while the bulk of the investment will support the electronics vertical, from the planned INR6.5b for Ascent Circuits and INR12b for the Korea Circuit JV, largely spread over FY26-FY27. Management expects trial production at Ascent to start by Sep'26 and commercial operations in 3QFY27. Korea Circuit's construction will begin by Jan'26, with completion expected in one year and revenue contribution anticipated from FY28 onwards. Additionally, the company expects to receive PLI and other subsidies by FY28-FY29, which should help partially fund expansion and enhance returns on capital employed. We have factored in a capex of INR8b-8.5b each over FY26-28.

### Strengthening balance sheet amid acquisitions

The quarter marked significant progress on strategic acquisitions and balance sheet improvement for AMBER. ILJIN completed the acquisition of a 60% stake in Power-One Microsystems, expanding AMBER's footprint into high-growth energy storage and EV charging solutions, and acquired a 40.2% controlling stake in Unitronics (Israel), a leader in industrial automation systems. These acquisitions will not only add to topline growth but also improve blended margins, given their higher margin profiles. The company raised INR10b via QIP and INR17.5b at ILJIN from marquee



investors, strengthening its financial flexibility. Management expects to be net cash positive by FY26-end, with interest costs reducing to INR200m-250m in 2HFY26. The company's capital discipline amid expansion indicates strong balance sheet management, which should support sustainable growth in the coming years.

### Financial outlook

We cut our PAT estimates by 19%/10%/11% each for FY26/27/28 to factor in 2QFY26 performance and also incorporate recent fund raise of INR10b. We, thus, expect revenue/EBITDA/PAT CAGR of 22%/29%/48% over FY25-28 for AMBER.

### Valuation and recommendation

The stock currently trades at 80.0x/45.8x/32.2x P/E on FY26/27E/28E earnings. We cut our estimates and **reiterate our BUY rating** on the stock with a revised DCF-based TP of INR8,400 (earlier INR9,000).

### Key risks and concerns

Key risks and concerns include lower-than-expected demand growth in the RAC industry; change in BEE norms making products costlier; change in announced capex policy; and increased competition across the RAC, mobility, and electronics segments.

### Consolidated - Quarterly Earning Model

| Y/E March                    | FY25          |               |               |               |               | FY26E         |               |               | FY25          | FY26E           | FY26E         | Est        |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|------------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |                 | 2QE           | Var (%)    |
| <b>Gross Sales</b>           | <b>24,013</b> | <b>16,847</b> | <b>21,333</b> | <b>37,537</b> | <b>34,491</b> | <b>16,470</b> | <b>26,910</b> | <b>40,069</b> | <b>99,730</b> | <b>1,17,940</b> | <b>20,114</b> | <b>-18</b> |
| YoY Change (%)               | 41.1          | 81.7          | 64.8          | 33.8          | 43.6          | -2.2          | 26.1          | 6.7           | 48.2          | 18.3            | 19.4          |            |
| Total Expenditure            | 22,051        | 15,710        | 19,746        | 34,590        | 31,924        | 15,557        | 24,946        | 36,542        | 92,096        | 1,08,969        | 18,672        | -17        |
| <b>EBITDA</b>                | <b>1,962</b>  | <b>1,137</b>  | <b>1,587</b>  | <b>2,947</b>  | <b>2,567</b>  | <b>913</b>    | <b>1,965</b>  | <b>3,527</b>  | <b>7,634</b>  | <b>8,972</b>    | <b>1,442</b>  | <b>-37</b> |
| YoY Change (%)               | 48.7          | 90.9          | 102.2         | 32.8          | 30.8          | -19.7         | 23.8          | 19.7          | 55.2          | 17.5            | 26.8          |            |
| Margins (%)                  | 8.2           | 6.8           | 7.4           | 7.9           | 7.4           | 5.5           | 7.3           | 8.8           | 7.7           | 7.6             | 7.2           |            |
| Depreciation                 | 549           | 566           | 588           | 580           | 618           | 702           | 647           | 620           | 2,283         | 2,588           | 596           | 18         |
| Interest                     | 518           | 486           | 537           | 546           | 634           | 769           | 250           | 359           | 2,087         | 2,012           | 586           | 31         |
| Other Income                 | 207           | 178           | 160           | 191           | 297           | 156           | 189           | 151           | 736           | 792             | 203           | -23        |
| <b>PBT before EO expense</b> | <b>1,101</b>  | <b>263</b>    | <b>623</b>    | <b>2,013</b>  | <b>1,612</b>  | <b>-403</b>   | <b>1,256</b>  | <b>2,698</b>  | <b>3,999</b>  | <b>5,164</b>    | <b>463</b>    | <b>NM</b>  |
| Extra-Ord expense            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0               | 0             | NM         |
| <b>PBT</b>                   | <b>1,101</b>  | <b>263</b>    | <b>623</b>    | <b>2,013</b>  | <b>1,612</b>  | <b>-403</b>   | <b>1,256</b>  | <b>2,698</b>  | <b>3,999</b>  | <b>5,164</b>    | <b>463</b>    | <b>NM</b>  |
| Tax                          | 298           | 26            | 162           | 702           | 484           | -156          | 332           | 907           | 1,188         | 1,567           | 130           | NM         |
| Rate (%)                     | 27.0          | 10.1          | 26.1          | 34.9          | 30.0          | 38.8          | 26.5          | 33.6          | 29.7          | 30.3            | 28.1          |            |
| MI & P/L of Asso. Cos.       | 79            | 44            | 102           | 151           | 90            | 82            | 104           | 148           | 376           | 425             | 69            | 20         |
| <b>Reported PAT</b>          | <b>724</b>    | <b>192</b>    | <b>359</b>    | <b>1,160</b>  | <b>1,039</b>  | <b>-329</b>   | <b>820</b>    | <b>1,643</b>  | <b>2,436</b>  | <b>3,173</b>    | <b>264</b>    | <b>NM</b>  |
| <b>Adj PAT</b>               | <b>724</b>    | <b>192</b>    | <b>359</b>    | <b>1,160</b>  | <b>1,039</b>  | <b>-329</b>   | <b>820</b>    | <b>1,643</b>  | <b>2,436</b>  | <b>3,173</b>    | <b>264</b>    | <b>NM</b>  |
| YoY Change (%)               | 58.6          | NM            | NM            | 22.6          | 43.5          | NM            | 128.5         | 41.6          | 83.3          | 30.3            | 37.2          |            |
| Margins (%)                  | 3.0           | 1.1           | 1.7           | 3.1           | 3.0           | -2.0          | 3.0           | 4.1           | 2.4           | 2.7             | 1.3           |            |

| Y/E March                         | FY25          |               |               |               |               | FY26E         |               |               | FY25          | FY26E           | FY25E         | Est        |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|------------|
|                                   | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |                 | 2QE           | Var (%)    |
| <b>Segmental revenue</b>          |               |               |               |               |               |               |               |               |               |                 |               |            |
| Consumer Durables Division        | 19,180        | 10,690        | 15,550        | 27,870        | 25,600        | 8,730         | 18,660        | 28,311        | 73,290        | 81,301          | 12,294        | -29        |
| Electronics Division              | 3,880         | 4,920         | 4,720         | 8,420         | 7,660         | 6,420         | 7,080         | 10,653        | 21,940        | 31,813          | 6,642         | -3         |
| Railway Sub-systems & Mobility    | 950           | 1,240         | 1,064         | 1,250         | 1,230         | 1,320         | 1,170         | 1,106         | 4,500         | 4,826           | 1,178         | 12         |
| <b>Total Revenues</b>             | <b>24,013</b> | <b>16,847</b> | <b>21,333</b> | <b>37,537</b> | <b>34,491</b> | <b>16,470</b> | <b>26,910</b> | <b>40,069</b> | <b>99,730</b> | <b>1,17,940</b> | <b>20,114</b> | <b>-18</b> |
| <b>Operating EBITDA</b>           |               |               |               |               |               |               |               |               |               |                 |               |            |
| Consumer Durables Division        | 1,500         | 620           | 1,160         | 2,340         | 1,920         | 370           | 1,306         | 2,501         | 5,620         | 6,098           | 762           | -51        |
| Margin (%)                        | 7.8           | 5.8           | 7.5           | 8.4           | 7.5           | 4.2           | 7.0           | 8.8           | 7.7           | 7.5             | 6.2           |            |
| Electronics Division              | 300           | 370           | 340           | 500           | 490           | 390           | 496           | 1,010         | 1,510         | 2,386           | 531           | -27        |
| Margin (%)                        | 7.7           | 7.5           | 7.2           | 5.9           | 6.4           | 6.1           | 7.0           | 9.5           | 6.9           | 7.5             | 8.0           |            |
| Railway Sub-systems & Mobility    | 200           | 210           | 120           | 300           | 220           | 210           | 207           | 205           | 830           | 842             | 212           | -1         |
| Margin (%)                        | 21.1          | 16.9          | 11.2          | 24.0          | 17.9          | 15.9          | 17.7          | 18.5          | 18.4          | 17.4            | 18.0          |            |
| <b>Total EBITDA (Pre ESOP and</b> | <b>2,000</b>  | <b>1,200</b>  | <b>1,619</b>  | <b>3,140</b>  | <b>2,630</b>  | <b>970</b>    | <b>2,009</b>  | <b>3,717</b>  | <b>7,960</b>  | <b>9,325</b>    | <b>1,506</b>  | <b>-36</b> |
| Margin (%)                        | 8.3           | 7.1           | 7.6           | 8.4           | 7.6           | 5.9           | 7.5           | 9.3           | 8.0           | 7.9             | 7.5           |            |
| ESOP/Other op exp                 | 38            | 63            | 32            | 193           | 63            | 57            | 44            | 189           | 326           | 354             | 64            | -10        |
| <b>Total EBITDA</b>               | <b>1,962</b>  | <b>1,137</b>  | <b>1,587</b>  | <b>2,947</b>  | <b>2,567</b>  | <b>913</b>    | <b>1,965</b>  | <b>3,527</b>  | <b>7,634</b>  | <b>8,972</b>    | <b>1,442</b>  | <b>-37</b> |
| Margin (%)                        | 8.2           | 6.8           | 7.4           | 7.9           | 7.4           | 5.5           | 7.3           | 8.8           | 7.7           | 7.6             | 7.2           |            |

# Aegis Logistics

## ESTIMATE CHANGE

TP change

Rating change



### Stock Info

|                       |             |
|-----------------------|-------------|
| Bloomberg             | AEGISLOG IN |
| Equity Shares (m)     | 351         |
| M.Cap.(INRb)/(USD\$)  | 267.2 / 3   |
| 52-Week Range (INR)   | 1037 / 610  |
| 1, 6, 12 Rel. Per (%) | -9/-8/-10   |
| 12M Avg Val (INR M)   | 1396        |
| Free float (%)        | 41.9        |

### Financials Snapshot (INR b)

| Y/E March      | FY26E | FY27E | FY28E |
|----------------|-------|-------|-------|
| Sales          | 88.6  | 89.4  | 101.1 |
| EBITDA         | 14.1  | 15.2  | 16.5  |
| Adj. PAT       | 8.2   | 8.5   | 9.1   |
| Adj. EPS (INR) | 23.3  | 24.3  | 26.0  |
| EPS Gr.%       | 23.2  | 4.1   | 7.4   |
| BV/Sh.INR      | 147.1 | 162.8 | 179.8 |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.1 | -0.1 | -0.2 |
| RoE (%)    | 16.7 | 15.7 | 15.2 |
| RoCE (%)   | 15.4 | 15.3 | 15.0 |
| Payout (%) | 35.0 | 35.0 | 35.0 |

### Valuation

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 32.7 | 31.4 | 29.2 |
| P/BV (x)      | 5.2  | 4.7  | 4.2  |
| EV/EBITDA (x) | 17.6 | 16.3 | 14.8 |
| Div. Yld (%)  | 1.1  | 1.2  | 1.3  |
| FCF Yld (%)   | 2.6  | 1.9  | 2.9  |

### Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 58.1   | 58.1   | 58.1   |
| DII      | 6.3    | 6.4    | 6.7    |
| FII      | 16.9   | 16.8   | 17.9   |
| Others   | 18.8   | 18.7   | 17.3   |

FII Includes depository receipts

**CMP: INR761**
**TP: INR770 (+1%)**
**Neutral**

## Strong gas division performance drives beat

- In 2QFY26, Aegis Logistics (AEGIS) reported EBITDA of INR2.9b, beating our estimate by 13%, as the normalized EBITDA of the gas division came in 68% above our estimate, while that of the liquid division stood 15% below estimates. Management has reiterated its PAT guidance of 25% CAGR over the next few years, primarily led by robust upcoming capacities.
- We reiterate our Neutral rating on the stock with a TP of INR770, as we now value the company at 30x Dec'27E EPS (earlier 30x FY27E) of INR25.6.

## Strong 2Q performance

- 2QFY26 revenue came in above our expectations at INR22.9b, while EBITDA came 13% above our estimates at INR2.9b.
  - EBITDA margin stood at 12.7% (2QFY25 margins: 12.8%).
- APAT came in at INR1.8b, 40% above our estimate.
- Segmental performance during the quarter:
  - The Liquid division's revenue was INR1.5b (+19% YoY, +7% QoQ), and EBIT was INR0.9b (+31% YoY, +14% QoQ).
  - The Gas division's revenue stood at INR21.4b (+32% YoY, +36%QoQ), and EBIT was INR2b (+52% YoY, 48% QoQ).
- In 2QFY26, standalone revenue stood at INR10.3b (+56% YoY, +22% QoQ).
- Standalone PAT came in at INR1.7b (+131% YoY, +141% QoQ).

## Valuation and view: Reiterate Neutral

- AEGIS has reiterated its ambitious capex plan of: 1) commissioning 64,000kl of liquid capacity at Mumbai port by 1QFY27, 2) adding liquid, LPG, and LPG bottling capacity at JNPA (INR16.8b); 3) developing 94kcbm of LPG capacity at Kandla by FY27; 4) commissioning 36,000 mt of ammonia capacity at Pipavav by 1QFY27, and 5) expanding terminal capacity at Haldia, for which 3 acres of land has been acquired.
- While we estimate an 11% CAGR in PAT over FY25-28, we believe that the current valuations at 24.3x FY27E EPS already factor in the strong expansion in capacity and earnings. We value the stock at 30x Dec'27E EPS of INR25.6 to arrive at our TP of INR770. **We reiterate our Neutral rating on the stock.**

# Consolidated - Quarterly Earning Model

(INR m)

| Y/E March              | FY25          |               |               |               | FY26          |               |               |               | FY25          | FY26          | FY26          | Var.       |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
|                        | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |               | 2QE           | (%)        |
| <b>Net Sales</b>       | <b>16,013</b> | <b>17,504</b> | <b>17,070</b> | <b>17,050</b> | <b>17,194</b> | <b>22,940</b> | <b>22,245</b> | <b>26,195</b> | <b>67,638</b> | <b>88,574</b> | <b>19,141</b> | <b>20%</b> |
| YoY Change (%)         | -23.8         | 41.8          | -8.9          | -7.2          | 7.4           | 31.1          | 30.3          | 53.6          | -4.0          | 31.0          | 9.4           |            |
| <b>EBITDA</b>          | <b>2,323</b>  | <b>2,239</b>  | <b>2,329</b>  | <b>4,088</b>  | <b>2,399</b>  | <b>2,907</b>  | <b>3,043</b>  | <b>5,706</b>  | <b>10,980</b> | <b>14,055</b> | <b>2,581</b>  | <b>13%</b> |
| Margin (%)             | 14.5          | 12.8          | 13.6          | 24.0          | 14.0          | 12.7          | 13.7          | 21.8          | 16.2          | 15.9          | 13.5          | -0.1       |
| Depreciation           | 368           | 374           | 373           | 407           | 417           | 522           | 525           | 535           | 1,522         | 1,998         | 431           |            |
| Interest               | 313           | 300           | 514           | 525           | 328           | 243           | 259           | 259           | 1,653         | 1,090         | 288           |            |
| Other Income           | 435           | 395           | 600           | 654           | 625           | 960           | 743           | 949           | 2,084         | 3,277         | 437           |            |
| <b>PBT</b>             | <b>2,077</b>  | <b>1,960</b>  | <b>2,041</b>  | <b>3,810</b>  | <b>2,279</b>  | <b>3,102</b>  | <b>3,002</b>  | <b>5,861</b>  | <b>9,888</b>  | <b>14,244</b> | <b>2,299</b>  | <b>35%</b> |
| Tax                    | 496           | 440           | 446           | 632           | 525           | 662           | 757           | 1,646         | 2,014         | 3,590         | 579           |            |
| Rate (%)               | 23.9          | 22.4          | 21.8          | 16.6          | 23.1          | 21.3          | 25.2          | 28.1          | 20.4          | 25.2          | 25.2          |            |
| MI & P/L of Asso. Cos. | 266           | 261           | 353           | 361           | 440           | 644           | 644           | 753           | 1,240         | 2,481         | 440           | 46%        |
| <b>Reported PAT</b>    | <b>1,315</b>  | <b>1,260</b>  | <b>1,243</b>  | <b>2,817</b>  | <b>1,313</b>  | <b>1,796</b>  | <b>1,602</b>  | <b>3,463</b>  | <b>6,634</b>  | <b>8,174</b>  | <b>1,279</b>  | <b>40%</b> |
| <b>Adj PAT</b>         | <b>1,315</b>  | <b>1,260</b>  | <b>1,243</b>  | <b>2,817</b>  | <b>1,313</b>  | <b>1,796</b>  | <b>1,602</b>  | <b>3,463</b>  | <b>6,634</b>  | <b>8,174</b>  | <b>1,279</b>  | <b>40%</b> |
| YoY Change (%)         | 13.5          | -0.8          | -4.5          | 43.5          | -0.1          | 42.6          | 28.9          | 22.9          | 16.5          | 23.2          | 1.6           |            |
| Margin (%)             | 8.2           | 7.2           | 7.3           | 16.5          | 7.6           | 7.8           | 7.2           | 13.2          | 9.8           | 9.2           | 6.7           | 0.2        |

| Segmental Highlights               | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | 2QFY26 | YoY (%) | QoQ (%) |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| LPG logistics volumes ('000 MT)    | 881    | 1,020  | 1,097  | 1,017  | 1,013  | 1,064  | 1,221  | 1,225  | 1,161  | 1,407  | 32.24   | 21.19   |
| YoY change (%)                     | 38.3   | 22.4   | 11.0   | 16.1   | 15.0   | 4.3    | 11.3   | 20.5   | 14.6   | 32.2   |         |         |
| LPG distribution volumes ('000 MT) | 159    | 131    | 144    | 126    | 129    | 129    | 127    | 136    | 145    | 192    | 48.84   | 32.41   |
| YoY change (%)                     | 86.4   | 12.7   | (7.8)  | (7.5)  | (18.9) | (1.5)  | (11.8) | 7.9    | 12.4   | 48.8   |         |         |
| LPG sourcing volumes ('000 MT)     | 226    | 174    | 179    | 220    | 124    | 194    | 140    | 139    | 119    | 208    | 7.22    | 74.79   |
| YoY change (%)                     | (1.7)  | (23.7) | (10.5) | (7.2)  | (45.1) | 11.5   | (21.8) | (36.8) | (4.0)  | 7.2    |         |         |
| Gas division EBITDA (INR m)        | 1,340  | 1,510  | 1,470  | 1,810  | 1,420  | 1,440  | 1,560  | 2,310  | 1,500  | 2,310  | 60.42   | 54.00   |
| YoY change (%)                     | 22.9   | 32.5   | (9.8)  | 24.0   | 6.0    | (4.6)  | 6.1    | 27.6   | 5.6    | 60.4   |         |         |
| Liquids division EBITDA (INR m)    | 780    | 800    | 850    | 1,530  | 1,080  | 930    | 950    | 2,030  | 1,060  | 1,160  | 24.73   | 9.43    |
| YoY change (%)                     | 41.8   | 15.9   | 10.4   | 118.6  | 38.5   | 16.3   | 11.8   | 32.7   | (1.9)  | 24.7   |         |         |

# Amara Raja

Estimate changes

TP change

Rating change



|                       |            |
|-----------------------|------------|
| Bloomberg             | ARENM IN   |
| Equity Shares (m)     | 183        |
| M.Cap.(INRb)/(USD\$)  | 179.4 / 2  |
| 52-Week Range (INR)   | 1360 / 805 |
| 1, 6, 12 Rel. Per (%) | -4/0/-31   |
| 12M Avg Val (INR M)   | 669        |

## Financials & Valuations (INR b)

| Y/E March    | 2026E | 2027E | 2028E |
|--------------|-------|-------|-------|
| Sales        | 135.3 | 148.4 | 162.8 |
| EBITDA       | 16.1  | 18.5  | 21.2  |
| Adj. PAT     | 7.8   | 9.2   | 10.6  |
| EPS (INR)    | 42.7  | 50.1  | 57.8  |
| EPS Gr. (%)  | -11.5 | 17.4  | 15.5  |
| BV/Sh. (INR) | 438   | 479   | 526   |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 10.1 | 10.8 | 11.4 |
| RoCE (%)   | 10.0 | 10.6 | 11.1 |
| Payout (%) | 16.9 | 18.0 | 18.2 |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 23.0 | 19.6 | 17.0 |
| P/BV (x)       | 2.2  | 2.0  | 1.9  |
| Div. Yield (%) | 0.9  | 1.0  | 1.1  |
| FCF yield (%)  | 3.9  | 5.5  | 6.7  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 32.9   | 32.9   | 32.9   |
| DII      | 16.2   | 14.0   | 15.4   |
| FII      | 18.0   | 19.4   | 22.3   |
| Others   | 32.9   | 33.8   | 29.4   |

FII Includes depository receipts

**CMP: INR980**
**TP: INR940 (-4%)**
**Neutral**

## Steady quarter

### Medium-term margin guidance maintained

- Amara Raja's (ARENM) 2QFY26 PAT at INR2.1b came in line with our estimates. Even at the operating level, EBITDA margin was in line with our estimates at 12% (+50bp QoQ).
- We cut our FY26/FY27 EPS estimates by 6%/8.5% to factor in continued margin pressure in 2Q. While the market is optimistic about ARENM's Li-ion initiative, we are cautious about its potential returns. We believe the stock, trading at around 23.0x FY26E/19.6x FY27E EPS, appears fairly valued. We reiterate a Neutral rating with a TP of INR940, based on 15x standalone EPS and Investment in New Energy business valued at INR 131 per share.

### 2Q earnings in line with estimates

- ARENM's revenue grew 8% YoY to INR33.9b, in line with our estimate. This growth was primarily driven by the new energy business (+68.9% to INR1.7b), while lead acid and allied products posted modest growth (+4.7% to INR33b).
- EBITDA margin expanded 50bp QoQ (-210bp YoY) to 12% and was in line with our estimate. EBITDA declined ~8% YoY to INR4.1b.
- During the quarter, ARENM received a reimbursement in response to claims against a fire accident at its Chittoor facility. This translated into a one-time extraordinary gain of INR1.2b.
- Hence, reported PAT grew 25.4% YoY to INR4.1b. However, adjusted for this gain, PAT declined 12.1% YoY to INR2.1b (in line with our estimate).
- The Board has approved an interim dividend of INR5.4 per equity share for this quarter.
- At a consolidated level, OCF for 1HFY26 came in at INR5.3b, with INR6.4b spent on capex. AMRJ posted a negative free cash of INR1.1b for 1HFY26.
- 1HFY26 Revenue/EBITDA/PAT grew 7.5%/ -9.0%/ -16.4%, respectively, to INR67b/7.9b/4.1b, respectively. For the remainder of FY26, we expect each of these metrics to grow ~11%/8%/-5%, respectively, to INR68b/INR8.1b/INR3.7b.

### Highlights from the management commentary

- OEM volumes across both 4W and 2W grew ~30% YoY, supported by strong festive season demand and pre-buying following GST revisions. Management expects growth to normalize to industry levels in subsequent quarters.
- Management reiterated its confidence in sustaining high single-digit growth in the lead-acid business and scaling the new energy business to contribute 7-8% of total revenue by FY27.
- Management guided for further improvement in the coming quarters, as the tubular battery plant ramps up to full capacity in 3Q and the battery recycling facility commences operations in 4QFY26.

- The company aims to restore consolidated EBITDA margins to **13-14%** over time, driven by operational efficiencies, backward integration through recycling, and cost normalization.
- FY26 outlay of INR13b is planned. Of this, about INR6b is likely to be invested in the lead acid battery business (including tubular plant and battery breaking operations) and another INR7b is likely to be invested in the cell manufacturing facility.
- The company is likely to incur capex of INR3.5-4b for its lead acid business in FY27E, and INR10b for its cell manufacturing facility.

#### Valuation and view

- ARENM's venture into the lithium-ion business is strategically sound, given the opportunities in the segment and risks facing its core business. However, there are notable challenges: 1) market opportunities are limited by existing OEM partnerships; 2) the low-margin nature of the lithium-ion business is likely to dilute returns; and 3) the long-term viability of the technology remains uncertain despite the large capital investment.
- While the market is optimistic about ARENM's Li-ion initiative, we are cautious about its potential returns. We believe the stock, trading at around 23.0x FY26E/19.6x FY27E EPS, appears fairly valued. Therefore, we reiterate a Neutral rating with a TP of INR940, based on 15x standalone EPS and Investment in New Energy business valued at INR 131 per share.

#### Quarterly Performance- SA

| Y/E March (INR m)            | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26E           | (INR M)       |              |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|--------------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |                 |                 | 2QE           | VAR (%)      |
| <b>Net Sales</b>             | <b>31,312</b> | <b>31,358</b> | <b>31,640</b> | <b>29,739</b> | <b>33,499</b> | <b>33,882</b> | <b>34,488</b> | <b>33,405</b> | <b>1,24,049</b> | <b>1,35,274</b> | <b>33,553</b> | <b>1.0</b>   |
| YoY Change (%)               | 13.0          | 11.6          | 9.8           | 6.3           | 7.0           | 8.0           | 9.0           | 12.3          | 10.2            | 9.0             | 7.0           |              |
| RM Cost (% of sales)         | 68.9          | 67.6          | 66.9          | 67.7          | 70.5          | 67.2          | 69.0          | 68.9          | 67.8            | 68.9            | 69.5          | -230bp       |
| Staff Cost (% of sales)      | 5.9           | 6.1           | 6.0           | 6.1           | 5.9           | 6.6           | 5.8           | 5.7           | 6.0             | 6.0             | 6.0           | 60bp         |
| Other Exp (% of sales)       | 11.5          | 12.2          | 13.9          | 14.7          | 12.0          | 14.2          | 13.2          | 13.4          | 13.1            | 13.2            | 12.5          | 170bp        |
| <b>EBITDA</b>                | <b>4,304</b>  | <b>4,407</b>  | <b>4,158</b>  | <b>3,422</b>  | <b>3,867</b>  | <b>4,059</b>  | <b>4,139</b>  | <b>4,033</b>  | <b>16,291</b>   | <b>16,098</b>   | <b>4,026</b>  | <b>0.8</b>   |
| Margins (%)                  | 13.7          | 14.1          | 13.1          | 11.5          | 11.5          | 12.0          | 12.0          | 12.1          | 13.1            | 11.9            | 12.0          | 0bp          |
| Depreciation                 | 1,183         | 1,220         | 1,233         | 1,284         | 1,292         | 1,380         | 1,390         | 1,399         | 4,921           | 5,461           | 1,298         | <b>6.3</b>   |
| Interest                     | 90            | 131           | 107           | 95            | 104           | 83            | 115           | 149           | 422             | 450             | 110           | <b>-24.9</b> |
| Other Income                 | 256           | 185           | 293           | 200           | 139           | 241           | 180           | 139           | 933             | 700             | 135           | <b>78.4</b>  |
| <b>PBT before EO expense</b> | <b>3,287</b>  | <b>3,240</b>  | <b>3,111</b>  | <b>2,244</b>  | <b>2,610</b>  | <b>2,838</b>  | <b>2,814</b>  | <b>2,625</b>  | <b>11,881</b>   | <b>10,886</b>   | <b>2,753</b>  | <b>3.1</b>   |
| Extra-Ord expense            | 0             | 0             | -1,111        | 0             | 0             | -1,218        | 0             | 0             | -1,111          | -1,218          | 0             |              |
| <b>PBT after EO</b>          | <b>3,287</b>  | <b>3,240</b>  | <b>4,222</b>  | <b>2,244</b>  | <b>2,610</b>  | <b>4,056</b>  | <b>2,814</b>  | <b>2,625</b>  | <b>12,992</b>   | <b>12,104</b>   | <b>2,753</b>  | <b>47.3</b>  |
| Tax                          | 841           | 833           | 1,103         | 576           | 670           | 1,032         | 715           | 1,009         | 3,353           | 3,425           | 688           |              |
| Tax Rate (%)                 | 25.6          | 25.7          | 26.1          | 25.7          | 25.7          | 25.4          | 25.4          | 38.5          | 25.8            | 28.3            | 25.0          |              |
| <b>Adj PAT</b>               | <b>2,446</b>  | <b>2,407</b>  | <b>2,298</b>  | <b>1,668</b>  | <b>1,940</b>  | <b>2,116</b>  | <b>2,099</b>  | <b>1,615</b>  | <b>8,815</b>    | <b>7,805</b>    | <b>2,065</b>  | <b>2.5</b>   |
| YoY Change (%)               | 23.1          | 6.3           | -9.1          | -26.8         | -20.7         | -12.1         | -8.7          | -3.2          | -2.7            | -11.5           | -14.2         |              |

E: MOFSL Estimates



# JK Lakshmi Cement

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | JKLC IN     |
| Equity Shares (m)     | 124         |
| M.Cap.(INRb)/(USD\$)  | 104.9 / 1.2 |
| 52-Week Range (INR)   | 1021 / 661  |
| 1, 6, 12 Rel. Per (%) | -2/4/4      |
| 12M Avg Val (INR M)   | 168         |

## Financial Snapshot (INR b)

| Y/E Mar           | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 69.3  | 75.7  | 83.3  |
| EBITDA            | 11.3  | 13.4  | 15.0  |
| Adj. PAT          | 5.1   | 6.3   | 6.4   |
| EBITDA Margin (%) | 16.3  | 17.7  | 18.0  |
| Adj. EPS (INR)    | 41.3  | 51.0  | 51.3  |
| EPS Gr. (%)       | 70.7  | 23.3  | 0.6   |
| BV/Sh. (INR)      | 315   | 360   | 405   |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | 0.5  | 0.6  | 0.5  |
| RoE (%)    | 13.9 | 15.1 | 13.4 |
| RoCE (%)   | 10.4 | 10.7 | 9.8  |
| Payout (%) | 15.2 | 13.2 | 14.3 |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 20.4 | 16.6 | 16.5 |
| P/BV (x)       | 2.7  | 2.3  | 2.1  |
| EV/EBITDA(x)   | 10.3 | 9.1  | 8.4  |
| EV/ton (USD)   | 77   | 71   | 65   |
| Div. Yield (%) | 0.7  | 0.7  | 0.7  |
| FCF Yield (%)  | -0.2 | -2.0 | 2.8  |

## Shareholding pattern (%)

| As of    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 45.1   | 46.3   | 46.3   |
| DII      | 22.8   | 25.1   | 25.0   |
| FII      | 12.6   | 12.8   | 11.5   |
| Others   | 19.5   | 15.7   | 17.2   |

FII Includes depository receipts

**CMP: INR845 TP: INR1,100 (+30%) Buy**

## Operating performance in line; Durg expansion on track

### FY30 capacity target of 30mtpa maintained

- JK Lakshmi Cement (JKLC)'s 2QFY26 EBITDA was in line with our estimates at INR2.1b (+133% YoY, albeit on a low base) as the benefit of better realization was offset by higher-than-estimated opex/t. EBITDA/t increased 103% YoY to INR733 (in line). It reported PAT of INR809m (+22% vs. estimate, led by higher other income and lower ETR) vs. a loss of INR307m in 2QFY25.
- Management indicated that demand in Oct'25 was muted due to unseasonal rains and the festival effect; however, demand is likely to recover from mid-Nov'25. JKLC outperformed industry growth in 1HFY26. JKLC believes that the company will sustain above-industry growth in 2H as well. The company placed main plant and machinery orders for Durg expansion and expects commissioning of clinker capacity (2.3mtpa) by Mar'27 and grinding capacities (4.6mtpa) during FY27-28, in a phased manner. Post-Durg expansion, the company's capacity will increase to 22.6mtpa.
- We broadly retain our earnings estimates for FY26-28. The stock is trading at 9x/8x FY27E/FY28E EV/EBITDA. We value the stock at 11x Sep'27E EV/EBITDA to arrive at our TP of INR1,100. **Reiterate BUY.**

### Sales volume up 15% YoY; realization/t improves 8% YoY

- Consolidated revenue/EBITDA/adj. PAT stood at INR15.3b/INR2.1b (up 24%/133% YoY and up ~9%/in line). Net profit stood at INR809m vs. a loss of INR307m in 2QFY25. Sales volume increased 15% YoY to 2.8mt. Realization/t was up 8%/3% YoY/QoQ at INR5,388/t (~5% above estimate).
- Opex/t rose 1% YoY (~5% above est.), led by a ~9% YoY rise in freight cost/t. Variable cost/other expenses per ton dipped ~2%/5% YoY. OPM surged 6.4pp YoY to ~14%; EBITDA/t rose ~103% YoY to INR733 in 2Q. Depreciation/finance costs rose ~4%/13% YoY. Other income was up ~130% YoY.
- In 1HFY26, revenue/EBITDA/Adj. PAT stood at INR32.7b/INR5.2b/INR2.3b (up ~17%/67%/275% YoY). OPM increased 4.7pp YoY to ~16%. Realization/t stood at INR5,305 (up ~4% YoY), while EBITDA/t stood at INR842 (up ~49% YoY). OCF stood at INR352m vs. INR52m in 1HFY25. Capex stood at INR252m vs. INR440m. Net cash inflow stood at INR99m vs. net cash outflow at INR388m in 1HFY25.

### Highlights from the management commentary

- JKLC's sales mix toward the North and West markets improved, which led to higher realizations. Lead distance reduced to 395km from 399km in 1QFY26. Blended cement share was ~62% vs. ~66%/63% in 2QFY25/1QFY26.
- Premium product share was at ~26% of trade volume vs. ~23% in 1QFY26. Trade sales stood at ~53% vs. ~53%/56% in 2QFY25/1QFY26.
- The company acknowledged that the INR1,000/ton full-year target remains aspirational given the current competitive environment, though efforts continue to narrow the gap with regional peers.



### Valuation and view

- JKLC's 2QFY26 operating performance was in line. It has posted robust volume growth of ~15% YoY, albeit on a low base. It remains confident of sustaining volume growth above industry levels, supported by entering into newer markets where it is also adding capacity in the next one to two years. Further, the company's realization improved QoQ, led by a better geo-mix, an increase in premium share, and higher non-cement revenue.
- We estimate a CAGR of ~10%/20%/31% in revenue/EBITDA/PAT over FY25-28 and project an EBITDA/t of INR864/INR954/INR987 in FY26E/FY27E/FY28E vs. INR718 in FY26. We further estimate its net debt will rise to INR26.4b by FY28 from INR14.2b as of Sep'25 due to the higher capex plan. The net debt-to-EBITDA ratio is estimated at 1.8x by FY28E vs 1.3x currently. The stock is trading at 9x/8x FY27E/FY28E EV/EBITDA. We value JKLC at 11x Sep'27E EV/EBITDA to arrive at our TP of INR1,100. **Reiterate BUY.**

### Quarterly performance (consolidated)

|                              |             |              |             |             |             |             |             |             |             | (INR b)     |             |           |
|------------------------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| Y/E March                    | FY25        |              |             |             | FY26        |             |             |             | FY25        | FY26E       | FY26        | Var. (%)  |
|                              | 1Q          | 2Q           | 3Q          | 4Q          | 1Q          | 2Q          | 3QE         | 4QE         |             |             | 2QE         |           |
| Sales Volumes (mt)           | 3.02        | 2.48         | 3.03        | 3.60        | 3.33        | 2.84        | 3.18        | 3.76        | 12.13       | 13.11       | 2.73        | 4         |
| YoY Change (%)               | (0.4)       | (9.3)        | 2.4         | 10.3        | 10.0        | 14.8        | 5.1         | 4.6         | 1.2         | 8.1         | 10.1        |           |
| <b>Net Sales</b>             | <b>15.6</b> | <b>12.3</b>  | <b>15.0</b> | <b>19.0</b> | <b>17.4</b> | <b>15.3</b> | <b>16.7</b> | <b>19.9</b> | <b>61.9</b> | <b>69.3</b> | <b>14.1</b> | <b>9</b>  |
| YoY Change (%)               | (9.6)       | (21.6)       | (12.1)      | 6.6         | 11.3        | 24.1        | 11.8        | 4.7         | (8.8)       | 12.0        | 13.9        |           |
| <b>EBITDA</b>                | <b>2.2</b>  | <b>0.9</b>   | <b>2.0</b>  | <b>3.5</b>  | <b>3.1</b>  | <b>2.1</b>  | <b>2.5</b>  | <b>3.6</b>  | <b>8.6</b>  | <b>11.3</b> | <b>2.0</b>  | <b>4</b>  |
| YoY Change (%)               | 13.3        | (58.9)       | (33.2)      | 4.4         | 39.9        | 133.3       | 26.3        | 2.3         | (17.8)      | 31.1        | 124.8       |           |
| Margin (%)                   | 14.2        | 7.2          | 13.5        | 18.5        | 17.9        | 13.6        | 15.2        | 18.1        | 14.0        | 16.3        | 14.3        | (68)      |
| Depreciation                 | 0.7         | 0.7          | 0.8         | 0.8         | 0.8         | 0.8         | 0.8         | 0.8         | 3.0         | 3.1         | 0.8         | 2         |
| Interest                     | 0.5         | 0.4          | 0.5         | 0.4         | 0.5         | 0.5         | 0.5         | 0.5         | 1.8         | 2.1         | 0.5         | (1)       |
| Other Income                 | 0.1         | 0.1          | 0.1         | 0.2         | 0.2         | 0.2         | 0.2         | 0.2         | 0.5         | 0.9         | 0.1         | 84        |
| <b>PBT before EO expense</b> | <b>1.2</b>  | <b>(0.2)</b> | <b>0.9</b>  | <b>2.5</b>  | <b>2.0</b>  | <b>1.0</b>  | <b>1.5</b>  | <b>2.5</b>  | <b>4.3</b>  | <b>7.0</b>  | <b>0.9</b>  | <b>20</b> |
| Extra-Ord. expense           | 0.4         | -            | -           | -           | -           | -           | -           | -           | 0.4         | -           | -           |           |
| <b>PBT</b>                   | <b>0.8</b>  | <b>(0.2)</b> | <b>0.9</b>  | <b>2.5</b>  | <b>2.0</b>  | <b>1.0</b>  | <b>1.5</b>  | <b>2.5</b>  | <b>3.9</b>  | <b>7.0</b>  | <b>0.9</b>  | <b>20</b> |
| Tax                          | 0.3         | 0.0          | 0.3         | 0.8         | 0.5         | 0.2         | 0.4         | 0.7         | 1.3         | 1.9         | 0.2         |           |
| Prior period tax adj.        | -           | -            | -           | -           | -           | -           | -           | -           | -           | -           | -           |           |
| Rate (%)                     | 32.3        | (10.6)       | 29.7        | 31.7        | 26.5        | 21.5        | 26.5        | 28.5        | 33.6        | 26.5        | 22.5        |           |
| <b>Reported PAT</b>          | <b>0.5</b>  | <b>(0.2)</b> | <b>0.6</b>  | <b>1.7</b>  | <b>1.5</b>  | <b>0.8</b>  | <b>1.1</b>  | <b>1.8</b>  | <b>2.6</b>  | <b>5.1</b>  | <b>0.7</b>  | <b>21</b> |
| Minority Interest            | (0.0)       | 0.1          | 0.0         | (0.1)       | (0.0)       | (0.0)       | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |           |
| <b>Adj. PAT</b>              | <b>0.9</b>  | <b>(0.3)</b> | <b>0.6</b>  | <b>1.8</b>  | <b>1.5</b>  | <b>0.8</b>  | <b>1.1</b>  | <b>1.8</b>  | <b>3.0</b>  | <b>5.1</b>  | <b>0.7</b>  | <b>22</b> |
| YoY Change (%)               | 17.7        | (133.1)      | NA          | 11.9        | 62.6        | NM          | 79.6        | (0.2)       | (36.3)      | 72.9        | NM          |           |

### Per ton analysis (INR)

|                              | 5,172        | 4,983        | 4,940        | 5,274        | 5,234        | 5,388        | 5,258        | 5,282        | 5,106        | 5,287        | 5,154        | 5          |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|
| <b>Net realization</b>       | <b>5,172</b> | <b>4,983</b> | <b>4,940</b> | <b>5,274</b> | <b>5,234</b> | <b>5,388</b> | <b>5,258</b> | <b>5,282</b> | <b>5,106</b> | <b>5,287</b> | <b>5,154</b> | <b>5</b>   |
| RM Cost                      | 1,274        | 987          | 907          | 971          | 922          | 942          | 1,000        | 1,080        | 1,018        | 991          | 960          | (2)        |
| Employee Expenses            | 335          | 444          | 377          | 316          | 374          | 457          | 424          | 273          | 362          | 375          | 437          | 5          |
| Power, Oil, and Fuel         | 1,132        | 1,295        | 1,157        | 1,086        | 1,137        | 1,295        | 1,150        | 1,064        | 1,158        | 1,154        | 1,110        | 17         |
| Freight and Handling Outward | 1,042        | 1,137        | 1,147        | 1,222        | 1,194        | 1,235        | 1,185        | 1,178        | 1,155        | 1,196        | 1,159        | 7          |
| Other Expenses               | 653          | 759          | 686          | 703          | 672          | 725          | 698          | 732          | 699          | 707          | 752          | (4)        |
| <b>Total Expenses</b>        | <b>4,436</b> | <b>4,623</b> | <b>4,274</b> | <b>4,298</b> | <b>4,299</b> | <b>4,655</b> | <b>4,458</b> | <b>4,327</b> | <b>4,393</b> | <b>4,423</b> | <b>4,419</b> | <b>5</b>   |
| <b>EBITDA</b>                | <b>735</b>   | <b>360</b>   | <b>666</b>   | <b>976</b>   | <b>936</b>   | <b>733</b>   | <b>800</b>   | <b>955</b>   | <b>713</b>   | <b>864</b>   | <b>736</b>   | <b>(0)</b> |

Source: Company, MOFSL

# Happy Forgings

|                  |   |
|------------------|---|
| Estimate changes | ↔ |
| TP change        | ↑ |
| Rating change    | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | HAPPYFOR IN |
| Equity Shares (m)     | 94          |
| M.Cap.(INRb)/(USDb)   | 96 / 1.1    |
| 52-Week Range (INR)   | 1185 / 716  |
| 1, 6, 12 Rel. Per (%) | 6/24/-16    |
| 12M Avg Val (INR m)   | 51          |

## Consol. Financials & Valuations (INR b)

| Y/E March         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 15.2  | 17.9  | 22.3  |
| EBITDA            | 4.4   | 5.4   | 7.0   |
| Adj. PAT          | 2.8   | 3.5   | 4.8   |
| EPS (INR)         | 30.1  | 37.5  | 51.4  |
| EPS growth %      | 5.9   | 24.9  | 36.9  |
| BV/Sh. (INR)      | 222   | 254   | 297   |
| <b>Ratios</b>     |       |       |       |
| RoE (%)           | 14.4  | 15.8  | 18.7  |
| RoCE (%)          | 13.2  | 14.5  | 17.2  |
| Payout (%)        | 13.3  | 16.0  | 16.5  |
| <b>Valuations</b> |       |       |       |
| P/E (x)           | 33.7  | 27.0  | 19.7  |
| P/BV (x)          | 4.6   | 4.0   | 3.4   |
| EV/EBITDA (x)     | 21.2  | 17.7  | 13.6  |
| Div. Yield (%)    | 0.4   | 0.6   | 0.8   |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 78.5   | 78.5   | 78.6   |
| DII      | 17.0   | 17.0   | 17.1   |
| FII      | 2.0    | 2.2    | 2.3    |
| Others   | 2.5    | 2.3    | 2.0    |

**CMP: INR1,018    TP: INR1,200 (+18%)    Buy**

## Record high margins despite weak export demand

### Demand across key segments likely to revive from here

- Happy Forgings' (HFL) 2QFY26 PAT at INR734m was largely in line with our estimate. The key highlight of 2Q was its record high margins at 30.7% (+150bp YoY) in a weak demand environment, especially in exports.
- HFL's superior financial track record compared to its peers serves as a testament to its inherent operational efficiencies and is likely to be a key competitive advantage going forward. Given this, we expect HFL to continue to outperform core industry growth. Overall, we expect HFL to post a CAGR of 17%/20%/22% in standalone revenue/EBITDA/PAT during FY25-28E. **We reiterate our BUY rating on the stock with a TP of INR1,200 (based on 27x Sep'27E EPS).**

### Margins improve sequentially despite global headwinds

- HFL's revenue was INR3.8b in 2QFY26, up 4.5% YoY, and was largely in line.
- Revenue growth was driven by 5.2% volume growth, while realizations remained largely stable YoY at INR251 per kg.
- Revenue growth was driven by healthy demand across domestic (CVs, tractors, PVs, and non-auto) segments, while exports remained muted due to weak end-market conditions and customer de-stocking amid the evolving tariff situation.
- Despite the adverse global macro, EBITDA margins expanded 150bp YoY to a record high level of 30.7%, ahead of our estimates of 28.8%.
- EBITDA came in at INR1.1b, up 10% YoY and 6% ahead of our estimates on the back of improved gross margins (+150bp YoY).
- However, lower other income at INR63m (INR83m in 2QFY25 and INR104m in Q1FY26) limited PAT growth.
- PAT stood at INR734m, up 10.2% YoY, and was broadly in line.
- HFL's 1H FY26 CFO stood at INR2.2b, while capex was INR2.1b. Cash surplus at the end of Sep'25 stood at INR3.15b.

### Key highlights from the management commentary

- Revenue growth is expected to come from the execution of new orders in PV, off-highway (large axle for German OEMs), new lines for wind and heavy tractor, and the industrial business over the medium term. GST rate cuts are likely to further support growth in the domestic markets. Thus, FY27 revenue growth is likely to be much better than the current fiscal.
- With its focus on diversification, they expect the mix for CV + farm to come down to about 50% over the next few years, and the balance to be contributed by Industrial + Off-highway + PV + Others.
- CV business is likely to improve in the coming quarters led by a pick-up in domestic demand and revival of volumes from a key exports OEM.

- While the 2H outlook for the US/European tractor industry remains subdued with an anticipated uncertainty for FY27, the momentum in the off-highway segment is expected to improve in FY27 with new programs ramping up.
- For the new INR6.5b capex for heavy forgings, the company has already garnered orders worth INR3.5b.
- In the US, demand for components in the 50% tariff bracket has sharply reduced, and management is hopeful of a downward revision for this tariff in the coming quarters.

#### Valuation and view

- HFL is expected to outperform the industry on the back of its healthy order backlog. A recovery in domestic CV demand, a healthy tractor outlook, and strong order wins in Industrials and PVs should help to offset the weakness in export markets in the near term.
- HFL's superior financial track record compared to its peers serves as a testament to its inherent operational efficiencies and is likely to be a key competitive advantage going forward. Given this, we expect HFL to continue to outperform core industry growth. Overall, we expect HFL to post a CAGR of 17%/20%/22% in standalone revenue/EBITDA/PAT during FY25-28E. **We reiterate our BUY rating on the stock with a TP of INR1,200 (based on 27x Sep'27E EPS).**

#### Quarterly (Standalone)

|                             | FY25         |              |              |              | FY26E        |              |              |              | FY25          | FY26          | 2QE          | Var (%)     |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|-------------|
|                             | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |               |               |              |             |
| <b>Net operating income</b> | <b>3,415</b> | <b>3,611</b> | <b>3,543</b> | <b>3,520</b> | <b>3,538</b> | <b>3,774</b> | <b>3,827</b> | <b>4,018</b> | <b>14,089</b> | <b>15,157</b> | <b>3,792</b> | <b>-0.5</b> |
| Change (%)                  | 3.5          | 5.3          | 3.6          | 2.5          | 3.6          | 4.5          | 8.0          | 14.2         | 3.7           | 7.6           | 5.0          |             |
| RM/Sales (%)                | 43.5         | 41.2         | 42.0         | 41.3         | 42.1         | 39.7         | 41.8         | 42.4         | 42.0          | 41.5          | 42.0         |             |
| Staff Cost (%)              | 8.5          | 8.5          | 9.3          | 9.2          | 9.1          | 8.9          | 8.8          | 8.8          | 8.9           | 8.9           | 9.0          |             |
| Other Exp. (%)              | 19.4         | 21.2         | 20.1         | 20.4         | 20.3         | 20.7         | 20.6         | 19.7         | 20.3          | 20.3          | 20.2         |             |
| <b>EBITDA</b>               | <b>976</b>   | <b>1,054</b> | <b>1,015</b> | <b>1,023</b> | <b>1,012</b> | <b>1,158</b> | <b>1,102</b> | <b>1,170</b> | <b>4,067</b>  | <b>4,442</b>  | <b>1,092</b> | <b>6.0</b>  |
| EBITDA Margins (%)          | 28.6         | 29.2         | 28.6         | 29.1         | 28.6         | 30.7         | 28.8         | 29.1         | 28.9          | 29.3          | 28.8         |             |
| Non-Operating Income        | 77           | 83           | 66           | 101          | 104          | 63           | 75           | 87           | 376           | 329           | 108          |             |
| Interest                    | 14           | 16           | 21           | 24           | 23           | 19           | 18           | 18           | 75            | 78            | 22           |             |
| Depreciation                | 180          | 197          | 191          | 203          | 206          | 216          | 228          | 236          | 771           | 885           | 220          |             |
| EO Exp                      |              | -48          |              |              | 0            | 0            | 0            | 0            |               | 0             | 0            |             |
| <b>PBT after EO items</b>   | <b>859</b>   | <b>973</b>   | <b>868</b>   | <b>897</b>   | <b>886</b>   | <b>986</b>   | <b>931</b>   | <b>1,004</b> | <b>3,597</b>  | <b>3,807</b>  | <b>958</b>   |             |
| Tax                         | 220          | 259          | 223          | 219          | 230          | 252          | 239          | 254          | 921           | 975           | 240          |             |
| Eff. Tax Rate (%)           | 25.6         | 26.6         | 25.7         | 24.4         | 25.9         | 25.5         | 25.7         | 25.3         | 25.6          | 25.6          | 25.0         |             |
| <b>Rep. PAT</b>             | <b>639</b>   | <b>714</b>   | <b>645</b>   | <b>678</b>   | <b>657</b>   | <b>734</b>   | <b>692</b>   | <b>750</b>   | <b>2,676</b>  | <b>2,833</b>  | <b>719</b>   |             |
| Change (%)                  | -0.3         | 29.3         | 11.4         | 3.0          | 2.9          | 2.8          | 7.2          | 10.6         | -68.1         | 5.9           | 0.6          |             |
| <b>Adj. PAT</b>             | <b>639</b>   | <b>666</b>   | <b>645</b>   | <b>678</b>   | <b>657</b>   | <b>734</b>   | <b>692</b>   | <b>750</b>   | <b>2,676</b>  | <b>2,833</b>  | <b>719</b>   | <b>2.2</b>  |
| Change (%)                  | -0.3         | 20.6         | 11.4         | 3.0          | 2.9          | 10.2         | 7.2          | 10.6         | 10.1          | 5.9           | 7.8          |             |

E: MOFSL Estimates

# Indigo Paints

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↑ |
| Rating change   | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | INDIGOPN IN |
| Equity Shares (m)     | 48          |
| M.Cap.(INRb)/(USDb)   | 48 / 0.5    |
| 52-Week Range (INR)   | 1649 / 900  |
| 1, 6, 12 Rel. Per (%) | -6/-2/-43   |
| 12M Avg Val (INR M)   | 97          |

## Financials & Valuations (INR b)

| Y/E March       | 2026E | 2027E | 2028E |
|-----------------|-------|-------|-------|
| Sales           | 14.3  | 16.1  | 18.1  |
| Sales Gr. (%)   | 6.5   | 12.5  | 12.5  |
| EBITDA          | 2.6   | 3.0   | 3.4   |
| EBIT Margin (%) | 18.1  | 18.6  | 18.8  |
| Adj. PAT        | 1.6   | 1.8   | 2.1   |
| Adj. EPS (INR)  | 33.2  | 38.5  | 44.5  |
| EPS Gr. (%)     | 11.4  | 16.0  | 15.5  |
| BV/Sh.(INR)     | 241.9 | 280.5 | 320.2 |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| RoE (%)  | 14.5 | 14.7 | 14.8 |
| RoCE (%) | 14.2 | 14.6 | 14.6 |

## Valuation

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 30.2 | 26.0 | 22.5 |
| P/BV (x)      | 4.1  | 3.6  | 3.1  |
| EV/EBITDA (x) | 17.1 | 14.4 | 12.2 |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 53.9   | 53.9   | 53.9   |
| DII      | 19.7   | 19.3   | 16.1   |
| FII      | 11.8   | 11.7   | 12.3   |
| Others   | 14.6   | 15.1   | 17.6   |

FII Includes depository receipts

**CMP: INR1,007 TP: INR1,400 (+39% ) Buy**

## Recovery momentum building up; positive outlook for 2H

- Indigo Paints (INDIGOPN) reported standalone sales growth of 3% YoY in 2QFY26 as demand was impacted by extended monsoon. Management highlighted that Jul witnessed healthy offtake, Aug was soft, and Sep saw a recovery, with strong secondary sales and dealer inflows. Oct continued to see healthy traction, and the company expects double-digit growth in 2HFY26, aided by a pickup in demand momentum. Apple Chemie (subsidiary) sales grew 23% YoY. Consolidated sales rose 4% YoY to INR3.1b (est. INR3.0).
- Gross margin expanded 110bp YoY to 44.8% (est. 44.5%), led by favorable raw material prices and an improved product mix. EBITDA margin expanded 110bp YoY to 14.9% (above).
- INDIGOPN continues to focus on the premium and emulsion segments, with a deliberate shift away from the economy segment. It has consciously decided to not enter the low-margin general industrial segment, despite competitors pursuing it to boost revenue growth, as it affects margins and profitability. We model a CAGR of 13%/15% in revenue/EBITDA in FY26-28E. We model EBITDA margin of 18.1% for FY26 and 18.6% for FY27.
- We reiterate our BUY rating with a TP of INR1,400 (based on 35x Sep'27E EPS), considering its growth outperformance, synergies with Apple Chemie, consistent capacity and distribution expansion, and its favorable valuation multiples vs. peers.

## Demand shows improvement; beat on operating performance

### Consolidated performance

- **Mid-single-digit sales growth:** Net sales grew by 4% YoY to INR3,121m (est. INR3,025m). Standalone revenue grew 3% YoY to INR2,985m. Apple Chemie revenue grew 23% YoY to INR136m.
- **Premium outpace economy segment:** Putty & cement paint's value and volume declined 2% and 7%, respectively. Emulsions reported 4% volume growth and 7% value growth. Enamel and wood coatings' volume/value grew 3%/6% YoY. Primers and distempers posted volume growth of 10% and value growth of 10%.
- **Expansion in margins:** Gross margin expanded 110bp YoY to 44.8% (est. 44.5%), led by a better product mix. Employee expenses were up 5% YoY, while other expenses were up 4% YoY. EBITDA margin expanded 110bp YoY to 14.9% (est. 14.2%).
- **Double-digit growth in profitability:** EBITDA rose 12% YoY to INR465m (est. INR430m). PBT increased by 11% YoY to INR338m (est. INR322m). APAT grew 11% YoY to INR251m (est. INR240m).

### Highlights from the management commentary

- Industry demand has improved after nearly six months of softness, despite continued weather-related disruptions from the extended monsoon. Jul saw healthy offtake, Aug was weak, and Sep showed a recovery trend.
- The company highlighted that larger competitors have not significantly impacted the company's performance over the last two years. Despite unprecedented trade discounts offered by peers, the industry largely refrained from matching them, thereby preserving margins.
- For Apple Chemie, Maharashtra remains the key revenue contributor, while sales traction is strengthening in the Eastern and Southern regions.
- The Jodhpur water-based plant (90,000 KLPA capacity) is in the final stages of construction and is expected to be commissioned in 4QFY26.

### Valuation and view

- We raise our EPS estimates by 5-6% for FY26 and FY27 on demand recovery and margin beat, led by an improving product mix.
- INDIGOPN's strategic shift to focusing on non-metro towns and increased investments in distribution and influencers as part of its Strategy 2.0 are proving to be a successful endeavor. That said, the company continues to focus on the premium and emulsion segments, with a deliberate shift away from the economy segment.
- Given the relatively small scale of INDIGOPN (INR13b revenue in FY25) in the paint industry, the company has been able to grow much faster than the industry. Consumers' rising acceptance of the brand and the expansion of its distribution network have been driving its outperformance. However, the changing competitive landscape will be a key monitorable. **We reiterate our BUY rating with a revised TP of INR1,400 (premised on 35x Sep'27E EPS).**

### Consolidated Quarterly Performance

(INR m)

| Y/E March              | FY25         |              |              |              | FY26E        |              |              |              | FY25          | FY26E         | FY26E        | Var.        |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|-------------|
|                        | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |               |               | 2QE          | (%)         |
| <b>Net Sales</b>       | <b>3,110</b> | <b>2,995</b> | <b>3,426</b> | <b>3,876</b> | <b>3,089</b> | <b>3,121</b> | <b>3,735</b> | <b>4,334</b> | <b>13,407</b> | <b>14,278</b> | <b>3,025</b> | <b>3.1%</b> |
| Change (%)             | 7.8          | 7.4          | -3.2         | 0.7          | -0.7         | 4.2          | 9.0          | 11.8         | 2.6           | 6.5           | 1.0          |             |
| Raw Material/PM        | 1,661        | 1,686        | 1,829        | 2,061        | 1,671        | 1,723        | 1,979        | 2,294        | 7,237         | 7,667         | 1,679        |             |
| <b>Gross Profit</b>    | <b>1,449</b> | <b>1,309</b> | <b>1,597</b> | <b>1,815</b> | <b>1,418</b> | <b>1,397</b> | <b>1,755</b> | <b>2,041</b> | <b>6,170</b>  | <b>6,611</b>  | <b>1,346</b> | <b>3.8%</b> |
| Gross Margin (%)       | 46.6         | 43.7         | 46.6         | 46.8         | 45.9         | 44.8         | 47.0         | 47.1         | 46.0          | 46.3          | 44.5         |             |
| <b>EBITDA</b>          | <b>474</b>   | <b>415</b>   | <b>572</b>   | <b>874</b>   | <b>443</b>   | <b>465</b>   | <b>661</b>   | <b>1,012</b> | <b>2,335</b>  | <b>2,582</b>  | <b>430</b>   | <b>8.3%</b> |
| Margin (%)             | 15.2         | 13.9         | 16.7         | 22.6         | 14.3         | 14.9         | 17.7         | 23.4         | 17.4          | 18.1          | 14.2         |             |
| Change (%)             | -3.5         | -1.5         | -8.1         | 3.3          | -6.5         | 12.1         | 15.6         | 15.8         | -1.9          | 10.6          | 3.5          |             |
| Interest               | 6            | 7            | 6            | 15           | 7            | 7            | 10           | 16           | 35            | 40            | 18           |             |
| Depreciation           | 152          | 154          | 147          | 132          | 148          | 151          | 160          | 167          | 585           | 626           | 145          |             |
| Other Income           | 42           | 51           | 31           | 60           | 60           | 30           | 45           | 66           | 185           | 200           | 55           |             |
| <b>PBT</b>             | <b>357</b>   | <b>306</b>   | <b>450</b>   | <b>787</b>   | <b>348</b>   | <b>338</b>   | <b>536</b>   | <b>895</b>   | <b>1,900</b>  | <b>2,116</b>  | <b>322</b>   | <b>5.0%</b> |
| Tax                    | 90           | 83           | 92           | 213          | 87           | 85           | 135          | 225          | 478           | 532           | 81           |             |
| Effective Tax Rate (%) | 25.3         | 27.2         | 20.4         | 27.0         | 25.0         | 25.2         | 25.2         | 25.2         | 25.2          | 25.2          | 25.2         |             |
| Minority Interest      | 5            | -4           | -2           | 5            | 1            | 1            | 1            | 0            | 4             | 4             | 1            |             |
| <b>Adjusted PAT</b>    | <b>262</b>   | <b>226</b>   | <b>360</b>   | <b>569</b>   | <b>259</b>   | <b>251</b>   | <b>400</b>   | <b>669</b>   | <b>1,418</b>  | <b>1,580</b>  | <b>240</b>   | <b>4.8%</b> |
| Change (%)             | -15.6        | -10.6        | -3.3         | 6.0          | -1.0         | 10.9         | 11.0         | 17.6         | -3.8          | 11.4          | 5.8          |             |

E: MOFSL Estimates



# Go Fashion (India)

Estimate change

TP change

Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | GOCOLORS IN |
| Equity Shares (m)     | 54          |
| M.Cap.(INRb)/(USD\$)  | 33.8 / 0.4  |
| 52-Week Range (INR)   | 1252 / 624  |
| 1, 6, 12 Rel. Per (%) | -11/-32/-53 |
| 12M Avg Val (INR M)   | 86          |

## Financials & Valuations Consol (INR b)

| Y/E March         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 8.9   | 10.2  | 11.5  |
| EBITDA            | 2.7   | 3.2   | 3.6   |
| Adj. PAT          | 0.9   | 1.2   | 1.4   |
| EBITDA Margin (%) | 30.6  | 31.2  | 31.0  |
| Adj. EPS (INR)    | 16.6  | 21.8  | 25.9  |
| EPS Gr. (%)       | (4.0) | 31.4  | 18.9  |
| BV/Sh. (INR)      | 142.2 | 159.6 | 180.4 |

## Ratios

|            |       |       |       |
|------------|-------|-------|-------|
| Net D:E    | (0.5) | (0.6) | (0.6) |
| RoE (%)    | 11.0  | 12.8  | 13.6  |
| RoCE (%)   | 17.7  | 20.1  | 21.6  |
| Payout (%) | 20.0  | 20.0  | 20.0  |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        |      |      |      |
| EV/EBITDA (x)  | 37.7 | 28.7 | 24.1 |
| EV/Sales (X)   | 21.6 | 17.6 | 14.8 |
| Div. Yield (%) | 3.4  | 2.9  | 2.5  |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 52.8   | 52.8   | 52.8   |
| DII      | 35.0   | 34.6   | 32.8   |
| FII      | 8.6    | 9.7    | 11.8   |
| Others   | 3.6    | 3.0    | 2.6    |

FII Includes depository receipts

CMP: INR626

TP: INR750 (+20%)

BUY

## Weak SSSG dents 2Q performance, valuations attractive

- Go Fashion reported yet another muted quarter with revenue growth of 7%. A strong pickup in LFS (up 18% YoY) was offset by persistent weakness in same-store sales (-4%).
- Margin pressure persisted as pre-Ind AS EBITDA margin fell ~130bp YoY to 14.3%. EBITDA declined 1% YoY to INR320m due to negative operating leverage.
- Overall, FY26 had a weak start, with 1H revenue/EBITDA/PAT performance standing at +4%/flat/-10%. We bake in 6%/4%/4% growth in 2H.
- We cut our FY25-28 revenue/EBITDA estimates by ~4% to reflect weakness in SSSG and calibrated store expansion. We expect 11%/10%/14% CAGR in revenue/EBITDA/PAT over FY25-28E.
- Valuations remain reasonable at ~32x 1-year forward earnings, though a sustainable turnaround in SSSG is key to re-rating. **We maintain our BUY rating with a TP of INR750, based on 30x Dec'27E EPS.**

## Weak SSSG leads to negative operating leverage; In line with estimates

- Revenue was up 7% YoY at INR2.2b (in line with estimate) as strong growth in LFS was offset by the underperformance in EBO stores (-3.6% SSSG).
- EBO revenue grew by a modest 4% YoY to INR1.b, impacted by a 3.6% decline in SSSG.
  - Go Colors added 9 net new stores in 2Q (14 additions and 5 closures), and 36 net new stores in 1HFY26.
  - Management has trimmed the net store addition outlook to 80-90 (from 120-130 gross with limited closures earlier).
  - Growth was impacted by SSSG decline of 3.6% in 2Q (down 2.4% in 1HFY26).
- LFS revenue recovered strongly with 18% YoY growth, led by ~80 new store additions during the quarter (~300 in 1HFY26). Ecommerce channel declined 4% YoY.
- Gross profit at INR1.4b was up 7% YoY and margins contracted ~45bp to 62.6%.
- Due to negative operating leverage, pre-IND AS EBITDA declined by 1% YoY, with margins at 14.3% (down 125bp YoY).
  - Reported EBITDA at INR0.7b was up 5% YoY, with margins at 29.7% (down 70bp).
- Higher other income drove PAT growth of 6% YoY to INR218m.
- Core working capital increased to 135 days, led by a jump in receivables (up by 12 days to 52 days), while inventory largely remained stable at 97 days.
- Cash flow from operations (adj. for leases) declined to INR272m (vs. INR551m in 1HFY25), impacted by muted profitability and higher working capital requirements. After incurring a capex of INR196m, FCFF stood at INR76m (vs. INR318m YoY).

### Highlights from the management commentary

- **Demand trends:** Demand is recovering, driven by strong festive sales in markets like Tamil Nadu and Maharashtra, though post-Diwali softness persists. West and North are improving and South is still lagging. Management is betting on refreshed designs and new launches to revive growth.
- **Expansion strategy:** FY26 store guidance is trimmed to 80-90 net store additions (vs. 120 gross) to safeguard margins during weak SSSG, with expansion to pick up only after demand stabilizes.
- **Essential-wear pilot** in two Chennai stores is getting good response with INR1,000 SPSF/month from the added space, exceeding internal benchmarks. These are extensions of existing stores, and the company plans to scale up the pilot to 18-20 locations to assess long-term potential.
- **Promoter pledges** rose due to the stock price correction but are set to reduce by more than 50% soon, with around 2.5m to 3.0m shares likely to be de-pledged in the next few months.

### Valuation and view

- Go Fashion is poised to scale up its leadership in women's bottom wear through a strong D2C model and continued expansion into new cities, with ~14 stores added in 1HFY26 and a focus on Tier 2 and Tier 3 markets via additional EBOs.
- Management is tackling muted SSSG through fresh product launches in 2H. Strong festive-led volume recovery drives confidence in a sustainable rebound ahead.
- While pilot initiatives like essential wear and international expansion are gaining traction, management remains firmly focused on reviving core bottom-wear growth.
- We cut our FY25-28 revenue/EBITDA estimates by ~4% to reflect weakness in SSSG and calibrated store expansion. We expect a CAGR of 11%/10%/14% in revenue/EBITDA/PAT over FY25-28E.
- Valuations remain reasonable at ~32x 1-year forward earnings, though a sustainable turnaround in SSSG is key to re-rating. **We maintain our BUY rating with a TP of INR750, based on 30x Dec'27E EPS.**

## Quarterly performance

(INR m)

| Y/E March                    | FY25         |              |              |              | FY26E        |              |              |              | FY25         | FY26E        | FY26         | Var (%)     |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                              | 1Q           | 2Q           | 3Q           | 4Q           | 1QE          | 2QE          | 3QE          | 4QE          |              |              | 2QE          | Est         |
| <b>Revenue</b>               | <b>2,201</b> | <b>2,085</b> | <b>2,147</b> | <b>2,048</b> | <b>2,228</b> | <b>2,242</b> | <b>2,330</b> | <b>2,132</b> | <b>8,482</b> | <b>8,927</b> | <b>2,224</b> | <b>0.8</b>  |
| YoY Change (%)               | 16           | 10           | 6            | 13           | 1            | 7            | 9            | 4            | 11           | 5            | 15           |             |
| <b>Gross margins (%)</b>     | <b>61.8</b>  | <b>63.1</b>  | <b>64.1</b>  | <b>64.3</b>  | <b>63.0</b>  | <b>62.6</b>  | <b>62.9</b>  | <b>65.1</b>  | <b>63.3</b>  | <b>63.4</b>  | <b>63</b>    |             |
| Change in bps (YoY)          | 44           | 240          | 264          | 75           | 119          | -46          | -122         | 86           | 156          | 11           |              |             |
| Total Expenditure            | 1,480        | 1,450        | 1,449        | 1,424        | 1,541        | 1,575        | 1,601        | 1,482        | 5,802        | 6,195        | 1,561        | 0.9         |
| <b>EBITDA</b>                | <b>721</b>   | <b>635</b>   | <b>698</b>   | <b>624</b>   | <b>687</b>   | <b>666</b>   | <b>729</b>   | <b>651</b>   | <b>2,680</b> | <b>2,732</b> | <b>663</b>   | <b>0.5</b>  |
| Change YoY (%)               | 12           | 12           | 3            | 16           | -5           | 5            | 4            | 4            | 11           | 2            | 5            |             |
| <b>EBITDA margins (%)</b>    | <b>32.8</b>  | <b>30.4</b>  | <b>32.5</b>  | <b>30.5</b>  | <b>30.8</b>  | <b>29.7</b>  | <b>31.3</b>  | <b>30.5</b>  | <b>31.6</b>  | <b>30.6</b>  | <b>30</b>    |             |
| Change in bps (YoY)          | -100         | 47           | -91          | 82           | -194         | -71          | -121         | 3            | -19          | -99          |              |             |
| Depreciation                 | 295          | 311          | 317          | 314          | 323          | 328          | 329          | 320          | 1,237        | 1,300        | 333          | -1.5        |
| Interest                     | 110          | 115          | 116          | 122          | 120          | 122          | 127          | 128          | 464          | 497          | 139          | -12.7       |
| Other Income                 | 58           | 71           | 58           | 66           | 52           | 73           | 68           | 68           | 254          | 262          | 57           | 27.6        |
| <b>PBT before EO expense</b> | <b>374</b>   | <b>281</b>   | <b>323</b>   | <b>254</b>   | <b>297</b>   | <b>290</b>   | <b>341</b>   | <b>271</b>   | <b>1,233</b> | <b>1,198</b> | <b>248</b>   | <b>16.7</b> |
| Extra-Ord expense            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            |             |
| <b>PBT</b>                   | <b>374</b>   | <b>281</b>   | <b>323</b>   | <b>254</b>   | <b>297</b>   | <b>290</b>   | <b>341</b>   | <b>271</b>   | <b>1,233</b> | <b>1,198</b> | <b>248</b>   | <b>16.7</b> |
| Tax                          | 88           | 76           | 79           | 55           | 74           | 72           | 86           | 68           | 298          | 300          | 63           | 15.1        |
| Rate (%)                     | 23.5         | 26.9         | 24.6         | 21.8         | 25.0         | 24.8         | 25.2         | 25.2         | 24.2         | 25.1         | 25.2         | -1.4        |
| <b>Reported PAT</b>          | <b>287</b>   | <b>205</b>   | <b>243</b>   | <b>199</b>   | <b>223</b>   | <b>218</b>   | <b>255</b>   | <b>203</b>   | <b>935</b>   | <b>898</b>   | <b>186</b>   | <b>17.3</b> |
| <b>Adj PAT</b>               | <b>287</b>   | <b>205</b>   | <b>243</b>   | <b>199</b>   | <b>223</b>   | <b>218</b>   | <b>255</b>   | <b>203</b>   | <b>935</b>   | <b>898</b>   | <b>186</b>   | <b>17.3</b> |
| YoY Change (%)               | 9            | 2            | 4            | 52           | -22          | 6            | 5            | 2            | 13           | -4           |              |             |

## Quarterly performance (INR m)

| Consol P&L (INR m)            | 2QFY25       | 1QFY26       | 2QFY26       | YoY%          | QoQ%          | 2QFY26E      | v/s Est (%)   |
|-------------------------------|--------------|--------------|--------------|---------------|---------------|--------------|---------------|
| <b>Total Revenue</b>          | <b>2,085</b> | <b>2,228</b> | <b>2,242</b> | <b>7</b>      | <b>1</b>      | <b>2,224</b> | <b>1</b>      |
| Raw Material cost             | 770          | 825          | 839          | 9             | 2             | 829          | 1             |
| <b>Gross Profit</b>           | <b>1,315</b> | <b>1,403</b> | <b>1,403</b> | <b>7</b>      | <b>0</b>      | <b>1,396</b> | <b>1</b>      |
| <b>Gross margin (%)</b>       | <b>63.1</b>  | <b>63.0</b>  | <b>62.6</b>  | <b>-46bps</b> | <b>-38bps</b> | <b>62.8</b>  | <b>-16bps</b> |
| Employee Costs                | 405          | 442          | 457          | 13            | 3             | 449          | 2             |
| Other expenses                | 275          | 274          | 280          | 2             | 2             | 284          | -1            |
| <b>Total Opex</b>             | <b>680</b>   | <b>716</b>   | <b>737</b>   | <b>8</b>      | <b>3</b>      | <b>732</b>   | <b>1</b>      |
| <b>EBITDA</b>                 | <b>635</b>   | <b>687</b>   | <b>666</b>   | <b>5</b>      | <b>-3</b>     | <b>663</b>   | <b>0</b>      |
| EBITDA margin (%)             | 30.4         | 30.8         | 29.7         | -71bps        | -111bps       | 29.8         | -10bps        |
| Depreciation and amortization | 311          | 323          | 328          | 6             | 2             | 333          | -2            |
| EBIT                          | 324          | 364          | 339          | 4             | -7            | 330          | 2             |
| EBIT margin (%)               | 15.5         | 16.4         | 15.1         | -44bps        | -125bps       | 14.9         | 25bps         |
| Finance Costs                 | 115          | 120          | 122          | 6             | 1             | 139          | -13           |
| Other income                  | 71           | 52           | 73           | 3             | 40            | 57           | 28            |
| <b>Profit before Tax</b>      | <b>281</b>   | <b>297</b>   | <b>290</b>   | <b>3</b>      | <b>-2</b>     | <b>248</b>   | <b>17</b>     |
| Tax                           | 76           | 74           | 72           | -5            | -3            | 63           | 15            |
| Tax rate (%)                  | 26.9         | 25.0         | 24.8         | -212bps       | -20bps        | 25.2         | -1bps         |
| <b>Profit after Tax</b>       | <b>205</b>   | <b>223</b>   | <b>218</b>   | <b>6</b>      | <b>-2</b>     | <b>186</b>   | <b>17</b>     |

## Key Performance Indicators

| Y/E March            | FY25         |              |              |              | FY26E        |              |              |              |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                      | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| Total Stores         | 734          | 755          | 775          | 776          | 803          | 812          | 835          | 856          |
| Additions            | 23           | 31           | 30           | 20           | 31           | 14           | 23           | 21           |
| Closures             | (3)          | (10)         | (10)         | (19)         | (4)          | (5)          | -            | -            |
| <b>Net Additions</b> | <b>20</b>    | <b>21</b>    | <b>20</b>    | <b>1</b>     | <b>27</b>    | <b>9</b>     | <b>23</b>    | <b>21</b>    |
| EBO                  | 1,527        | 1,479        | 1,589        | 1,415        | 1,573        | 1,540        | 1,652        | 1,490        |
| LFS                  | 563          | 511          | 460          | 512          | 490          | 601          | 544          | 500          |
| Online               | 70           | 60           | 60           | 55           | 76           | 58           | 62           | 58           |
| Others               | 42           | 35           | 39           | 63           | 87           | 43           | 77           | 77           |
| <b>Total</b>         | <b>2,203</b> | <b>2,085</b> | <b>2,147</b> | <b>2,046</b> | <b>2,226</b> | <b>2,242</b> | <b>2,335</b> | <b>2,124</b> |
| Gross Margins (%)    | 61.8         | 63.1         | 64.1         | 64.3         | 63.0         | 62.6         | 62.9         | 65.1         |
| EBITDA Margins (%)   | 32.8         | 30.4         | 32.5         | 30.5         | 30.8         | 29.7         | 31.3         | 30.5         |
| PAT Margins (%)      | 13.0         | 9.8          | 11.3         | 9.7          | 10.0         | 9.7          | 11.0         | 9.5          |

Source: MOFSL, Company

### Rural rules, urban follows

We had an opportunity to meet more than 40 investors in the last one month. The key area of interest among investors was the consumption trends in the rural and urban markets after the implementation of GST 2.0. We have composed a proprietary monthly rural and urban consumption tracker to simplify the analysis for our readers.

**Key Takeaway:** We observed that rural consumption continues to outperform urban consumption despite the income tax cuts and GST 2.0 reforms, which are aimed at boosting urban consumption. Undoubtedly, urban consumption has recovered since 22nd Sep'25 and also from 3QFY25; but rural consumption outshines because of income guarantee schemes, better rainfall outcomes, NBFC-led credit growth, easing input costs and steady MSPs.

The October high frequency data is overall positive consumption which is the first full month of GST implementation. Indicators like E-way bills, petrol consumption, mall footfalls, PMI manufacturing/services are strong.

- Our rural demand tracker shows that rural consumption has been on a steady uptrend since 2HFY25, strengthening further in 2QFY26 (up 7.7% YoY) to its highest level in 17 quarters.
- The upturn was supported by firm growth in real agri and non-agri wages, higher tractor and fertilizer sales, and robust farm credit. Better rainfall distribution and reservoir levels boosted sowing activity, while easing input costs and steady MSP procurement helped improve farm incomes.
- The urban demand tracker shows that spending remained subdued in 2QFY26, ahead of the festive season, with several high-frequency indicators showing softer momentum after a stable 1Q. Personal credit growth, petrol demand, and non-farm imports remained firm in 2QFY26, reflecting resilience in day-to-day discretionary spending, though passenger traffic stayed flat.
- Urban consumption in 3QFY26 is expected to pick up with the GST 2.0 implementation and passthrough of price cuts. Indicators released so far and our channel checks on retail side reflect positive turnaround on urban consumption. However, we also note sector wise variations.
- As per our consumer analyst' channel check, auto and jewelry sector have performed well; footwear, paints, FMCG and textile sector pickup has been mixed. In the FMCG segment, general trade (GT) feedback has been that demand has not seen much improvement in Oct either, with limited traction in festive-driven products. We do concur that any meaningful growth in alternate channels can create growth divergence for FMCG companies.
- **Outlook:** As the current wave of pent-up demand subsides with the end of the festive season, the key question is whether this momentum can be sustained into 2HFY26. Our view is that:
  - Rural demand is expected to remain on a steady upward trajectory, underpinned by rising real wages (both agri and non-agri). Healthy rabi prospects, coupled with lower rural inflation, should help to sustain the ongoing improvement in consumption.
  - Urban consumption remained weak through 2QFY26 but started improving toward late Sep'25, led by a strong rebound in jewelry demand, which stayed firm through Oct'25 despite high gold prices. In contrast, paints and FMCG categories remained soft, impacted by extended monsoons, pricing transitions under GST 2.0, and muted festive traction. With discretionary categories like jewelry gaining momentum and supply disruptions easing, we expect urban spending to revive in 3QFY26.
- Our base case for real GDP growth stands at 6.8% for FY26, with an upside potential (~20-30bp) if tariff-related uncertainties abate. Our nominal GDP growth is projected at 9% for FY26, tempered by a weaker deflator, reflecting subdued price pressures across key sectors.

# Petronet LNG

BSE SENSEX

83,216

S&amp;P CNX

25,492

**CMP: INR279**
**Buy**

## Conference Call Details


**Date:** 10 November 2025

**Time:** 11:00 am IST

**Dial-in details:**

+91 22 7195 0000

## UoP provisioning and waiver weigh on 2Q performance

- PLNG's 2QFY26 revenue was in line with our estimate at INR110b.
- EBITDA fell 7% YoY to INR11.2b (4% below our estimate).
- The company booked additional provisions of INR1.3b against UoP dues during the quarter. UoP trade receivables of INR289m were waived off during 2Q. EBITDA adjusted for UoP provisioning and waiver stood 10% above our estimate.
- Reported PAT was in line with our estimate at INR8.1b, down 5% YoY, supported by higher-than-expected other income.
- PAT adjusted for UoP provisioning, and the waiver stood 23% above our estimate.
- Spot LNG prices declined sequentially in 2Q, averaging USD11.8/mmbtu (USD12.4 in 1Q).
- **Operational performance:**
- Total volumes came in line with our estimate at 228tbu. No spot volumes were recorded during the quarter.
- Dahej utilization was in line with our estimates, while Kochi utilization stood 12% above our estimates.
- As of Sep'25, provisions on UoP dues stood at INR7.4b.
- UoP dues of INR13.9b (net of provision: INR6.6b) were included in trade receivables as of Sep'25. PLNG has obtained bank guarantees from some customers to recover UoP charges. While some customers have not given balance confirmations toward these dues, management is confident of recovering such charges.
- The Board declared an interim dividend of INR7/sh (FV: INR10/sh).

## Standalone - Quarterly Earning Model

| Y/E March              | FY25         |              |              |              | FY26         |              |              |              | 2QE          | (INR b)    |             |            |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|-------------|------------|
|                        | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |              | Var (%)    | YoY (%)     | QoQ (%)    |
| <b>Net Sales</b>       | <b>134.2</b> | <b>130.2</b> | <b>122.3</b> | <b>123.2</b> | <b>118.8</b> | <b>110.1</b> | <b>126.3</b> | <b>141.0</b> | <b>113.6</b> | <b>-3%</b> | <b>-15%</b> | <b>-7%</b> |
| YoY Change (%)         | 15.1         | 3.9          | -17.1        | -10.7        | -11.4        | -15.5        | 3.3          | 14.5         | -12.8        |            |             |            |
| <b>EBITDA</b>          | <b>15.6</b>  | <b>12.0</b>  | <b>12.5</b>  | <b>15.1</b>  | <b>11.6</b>  | <b>11.2</b>  | <b>14.2</b>  | <b>15.9</b>  | <b>11.6</b>  | <b>-4%</b> | <b>-7%</b>  | <b>-4%</b> |
| Margin (%)             | 11.7         | 9.2          | 10.2         | 12.3         | 9.8          | 10.1         | 11.2         | 11.3         | 10.2         |            |             |            |
| Depreciation           | 1.9          | 2.0          | 2.1          | 2.1          | 2.1          | 2.1          | 2.1          | 1.9          | 2.0          |            |             |            |
| Interest               | 0.7          | 0.7          | 0.7          | 0.6          | 0.6          | 0.6          | 0.6          | 0.6          | 0.6          |            |             |            |
| Other Income           | 2.2          | 2.0          | 2.0          | 2.0          | 2.4          | 2.4          | 1.5          | 0.6          | 1.5          |            |             |            |
| <b>PBT</b>             | <b>15.2</b>  | <b>11.4</b>  | <b>11.7</b>  | <b>14.5</b>  | <b>11.4</b>  | <b>10.8</b>  | <b>13.0</b>  | <b>14.0</b>  | <b>10.5</b>  | <b>3%</b>  | <b>-5%</b>  | <b>-5%</b> |
| Rate (%)               | 24.9         | 25.7         | 25.8         | 26.0         | 25.1         | 25.6         | 25.2         | 20.7         | 25.2         |            |             |            |
| <b>Adj PAT</b>         | <b>11.4</b>  | <b>8.5</b>   | <b>8.7</b>   | <b>10.7</b>  | <b>8.5</b>   | <b>8.1</b>   | <b>9.7</b>   | <b>11.1</b>  | <b>7.8</b>   | <b>3%</b>  | <b>-5%</b>  | <b>-5%</b> |
| YoY Change (%)         | 44.5         | 3.6          | -27.2        | 45.1         | -25.5        | -4.9         | 11.7         | 3.8          | -7.4         |            |             |            |
| Margin (%)             | 8.5          | 6.5          | 7.1          | 8.7          | 7.2          | 7.3          | 7.7          | 7.9          | 6.9          |            |             |            |
| <b>Key Assumptions</b> |              |              |              |              |              |              |              |              |              |            |             |            |
| Regas volume (Tbtu)    | 144          | 123          | 114          | 89           | 102          | 119          | 105          | 93           | 105          | -3%        | -29%        | 15%        |
| Sales volume (Tbtu)    | 118          | 116          | 114          | 116          | 118          | 109          | 132          | 148          | 123          | -4%        | 0%          | 2%         |
| Total Volumes (Tbtu)   | 262.0        | 239.0        | 228.0        | 205.0        | 220.0        | 228.0        | 236.3        | 240.7        | 227.5        | 0%         | -5%         | 4%         |
| Dahej utilization (%)  | 112%         | 102%         | 96%          | 85%          | 94%          | 95%          | 100%         | 76%          | 96%          | -1%        | -6%         | 2%         |
| Kochi utilization (%)  | 22%          | 22%          | 24%          | 25%          | 21%          | 27%          | 24%          | 23%          | 24%          | 12%        | 21%         | 31%        |



# Global Health

**BSE SENSEX** 83,216  
**S&P CNX** 25,492

## Conference Call Details



**Date:** 10<sup>th</sup> Nov 2025

**Time:** 2:00 pm IST

**Dial-in details:** [Link](#)

### Financials & Valuations (INR b)

| Y/E MARCH            | FY26E | FY27E | FY28E |
|----------------------|-------|-------|-------|
| Sales                | 42.3  | 49.0  | 55.4  |
| EBITDA               | 9.1   | 12.5  | 14.8  |
| Adj. PAT             | 6.5   | 8.1   | 9.9   |
| EBIT Margin (%)      | 16.6  | 20.4  | 21.6  |
| Cons. Adj. EPS (INR) | 24.1  | 30.3  | 36.8  |
| EPS Gr. (%)          | 24.4  | 26.0  | 21.5  |
| BV/Sh. (INR)         | 143.3 | 168.3 | 198.6 |

### Ratios

|            |      |      |       |
|------------|------|------|-------|
| Net D:E    | 0.1  | 0.0  | (0.1) |
| RoE (%)    | 17.9 | 19.5 | 20.1  |
| RoCE (%)   | 13.6 | 17.1 | 18.2  |
| Payout (%) | 15.3 | 17.6 | 17.6  |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 56.2 | 44.6 | 36.7 |
| EV/EBITDA (x)  | 40.4 | 29.2 | 24.3 |
| EV/Sales (x)   | 8.7  | 7.4  | 6.5  |
| Div. Yield (%) | 0.2  | 0.3  | 0.4  |
| FCF Yield (%)  | 0.5  | 1.1  | 1.2  |

**CMP: INR1,251**

## Performance broadly in line

- In 2QFY26, sales grew 15% YoY to INR11b (vs our est: INR10.1b).
- EBITDA margin was largely stable at 21% YoY (our est: 23.5%).
- Medanta's EBITDA declined 1.5% YoY to INR2.3b (in line).
- The company had a one-time gain of INR160m on account of reversed stamp duty payable to the Government of Delhi NCR due to the merger of Medanta Holding Private Limited and the Holding Company.
- Adjusting for the same, PAT grew 11.4% YoY to INR1.5b (in line).

## Key operating metrics

- Mature hospital revenue (67% of total revenue) grew 5.4% YoY to INR7.2b. EBITDA stood at INR1.7b for the quarter, and margins contracted 120bp YoY to 23.5%.
- Developing hospital revenue (33% of total revenue) grew 29.7% YoY to INR3.6b. EBITDA stood at INR915m for the quarter, with margins contracting 450bp YoY to 25.6%.
- ARPOB grew by 5.5% YoY to INR65,570 in 2QFY26. The matured hospitals segment witnessed YoY ARPOB growth of 9.6%, and the developing hospitals segment witnessed YoY ARPOB growth of 2.3% for 2QFY26.
- Both IPD/OPD volumes increased 13%/15% YoY for the quarter.
- Occupancy levels were 63.7% (vs. 64.3% in 2QFY25) and 63.2% in 1QFY26.
- ALOS stood at 3.06 days (vs. 3.20/3.03 days in 2QFY25/1QFY26).
- OPD Pharmacy revenue increased 23.9% YoY to INR456m.
- International Patients revenue increased 48.5% YoY to INR762m.
- Heart/cancer/digestive/neuro/urology contributed ~65% of the revenue in 2QFY26.

## Capex plans

- Medanta incurred INR4.3b of capex in 1HFY26.
- Maintenance capex is estimated at INR4.5b to be incurred over the next three years.
- The total project capex, estimated at INR 36.7b for the next five years, will be funded by a combination of debt funding and internal accruals.
- Medanta has added 393 beds in 1HFY26 and plans to add 647 more beds by the end of FY27.

## Consolidated - Quarterly Earnings Model

| Y/E March                                     | FY25         |              |              |              | FY26          |               |               |               | FY25          | FY26E         | FY26E         | vs Est |
|-----------------------------------------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|
| INRm                                          | 1Q           | 2Q           | 3Q           | 4Q           | 1Q            | 2Q            | 3QE           | 4QE           |               |               | 2QE           | (%)    |
| <b>Gross Sales</b>                            | <b>8,611</b> | <b>9,566</b> | <b>9,434</b> | <b>9,312</b> | <b>10,308</b> | <b>10,992</b> | <b>10,443</b> | <b>11,398</b> | <b>36,923</b> | <b>43,141</b> | <b>10,080</b> | 9%     |
| YoY Change (%)                                | 11.4         | 13.3         | 12.8         | 15.2         | 19.7          | 14.9          | 10.7          | 22.4          | 12.7          | 16.8          | 5.4           |        |
| Total Expenditure                             | 6,699        | 7,222        | 7,023        | 7,066        | 8,038         | 8,683         | 7,885         | 8,571         | 28,008        | 33,177        | 7,712         |        |
| <b>EBITDA</b>                                 | <b>1,912</b> | <b>2,344</b> | <b>2,412</b> | <b>2,247</b> | <b>2,270</b>  | <b>2,309</b>  | <b>2,559</b>  | <b>2,827</b>  | <b>8,915</b>  | <b>9,965</b>  | <b>2,369</b>  | -3%    |
| YoY Change (%)                                | 3.7          | 7.3          | 8.9          | 17.6         | 18.7          | -1.5          | 6.1           | 25.8          | 7.6           | 11.8          | 1.1           |        |
| Margins (%)                                   | 22.2         | 24.5         | 25.6         | 24.1         | 22.0          | 21.0          | 24.5          | 24.8          | 24.1          | 23.1          | 23.5          |        |
| Depreciation                                  | 515          | 555          | 519          | 493          | 451           | 497           | 529           | 577           | 2,082         | 2,054         | 521           |        |
| Interest                                      | 180          | 160          | 163          | 150          | 138           | 171           | 160           | 165           | 653           | 634           | 155           |        |
| Other Income                                  | 219          | 182          | 160          | 229          | 205           | 197           | 252           | 445           | 791           | 1,099         | 245           |        |
| <b>PBT before EO expense</b>                  | <b>1,437</b> | <b>1,811</b> | <b>1,891</b> | <b>1,833</b> | <b>1,886</b>  | <b>1,838</b>  | <b>2,122</b>  | <b>2,529</b>  | <b>6,972</b>  | <b>8,375</b>  | <b>1,938</b>  | -5%    |
| Extra-Ord expense/(Income)                    | 0            | 0            | 0            | -499         | 196           | 160           | 0             | 0             | -499          | 356           | 0             |        |
| <b>PBT</b>                                    | <b>1,437</b> | <b>1,811</b> | <b>1,891</b> | <b>1,334</b> | <b>2,081</b>  | <b>1,998</b>  | <b>2,122</b>  | <b>2,529</b>  | <b>6,473</b>  | <b>8,731</b>  | <b>1,938</b>  | 3%     |
| Tax                                           | 374          | 503          | 462          | 321          | 492           | 414           | 499           | 592           | 1,659         | 1,996         | 450           |        |
| Rate (%)                                      | 26.0         | 27.8         | 24.4         | 24.0         | 23.6          | 20.7          | 23.5          | 23.4          | 25.6          | 22.9          | 23.2          |        |
| Minority Interest & Profit/Loss of Asso. Cos. | 0            | 0            | 0            | 0            | 0             | 0             | 0             | 0             | 0             | 0             | 0             |        |
| <b>Reported PAT</b>                           | <b>1,063</b> | <b>1,308</b> | <b>1,429</b> | <b>1,014</b> | <b>1,590</b>  | <b>1,584</b>  | <b>1,623</b>  | <b>1,938</b>  | <b>4,813</b>  | <b>6,735</b>  | <b>1,488</b>  | 6%     |
| <b>Adj PAT</b>                                | <b>1,063</b> | <b>1,308</b> | <b>1,429</b> | <b>1,393</b> | <b>1,440</b>  | <b>1,458</b>  | <b>1,623</b>  | <b>1,938</b>  | <b>5,193</b>  | <b>6,460</b>  | <b>1,488</b>  | -2%    |
| YoY Change (%)                                | 4.2          | 4.5          | 15.6         | 9.4          | 35.6          | 11.4          | 13.6          | 39.1          | 8.6           | 24.4          | 13.8          |        |
| Margins (%)                                   | 12.3         | 13.7         | 15.1         | 15.0         | 14.0          | 13.3          | 15.5          | 17.0          | 14.1          | 15.0          | 14.8          |        |

E: MOFSL Estimates

# Anant Raj

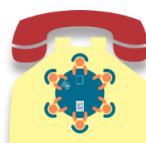
**BSE SENSEX**

83,216

**S&P CNX**

25,892

## Conference Call Details


**Date:** 12<sup>th</sup> November 2025

**Time:** 16:00 IST

**Dial-in details:**

+91- 22 6280 1488 /

+91-22 7115 8869

## Financials & Valuations (INR b)

| Y/E Mar           | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 21.7  | 27.3  | 51.0  |
| EBITDA            | 7.7   | 8.7   | 20.6  |
| EBITDA Margin (%) | 35.6  | 31.7  | 40.4  |
| PAT               | 5.0   | 4.5   | 11.0  |
| EPS (INR)         | 14.7  | 13.0  | 31.9  |
| EPS Gr. (%)       | 18.2  | -11.5 | 146.1 |
| BV/Sh. (INR)      | 135.4 | 147.9 | 179.3 |
| <b>Ratios</b>     |       |       |       |
| RoE (%)           | 10.8  | 8.8   | 17.8  |
| RoCE (%)          | 11.4  | 7.6   | 12.7  |
| Payout (%)        | 3.4   | 3.9   | 1.6   |
| <b>Valuations</b> |       |       |       |
| P/E (x)           | 42.3  | 47.8  | 19.4  |
| P/BV (x)          | 4.6   | 4.2   | 3.5   |
| EV/EBITDA (x)     | 28.3  | 27.7  | 13.2  |
| Div yld (%)       | 0.1   | 0.1   | 0.1   |

**CMP: INR620**
**Buy**

## Strong financials backed by growth in real estate and data centers

### Operational highlights

- **Real Estate:** The company has received additional approvals and is in the advanced stages of launching its luxury high-rise residential project, The Estate One, located on Golf Course Extension Road, Sector-63A, Gurugram. The project spans 5.1 acres with a total development area of approximately 1.1msf.
- Phase-N of Anant Raj Estate has commenced at Golf Course Extension Road, Sector-63A, Gurugram, covering 6.075 acres with a development potential of around 0.5msf, adding further value to The Estate Apartments and The Estate Floors.
- Approvals for Group Housing-3, spread over 5.21 acres, are progressing as planned and are expected to be received by 4QFY26.
- Project Navya is expected to begin Phase-2 deliveries from Dec'25, while deliveries at Ashok Estate, comprising 1.34msf, are nearing completion.
- **Data Centers:** The capacity expansion at Manesar and Panchkula has strengthened the company's presence in the data center business, with both facilities designed to function as mutual data center and disaster recovery (DR) sites.
- Anant Raj Cloud, a wholly owned subsidiary, is leading the expansion of data center, colocation, and cloud services across Manesar, Rai, and Panchkula, targeting a total IT load of 117MW by FY28, with full capex funding already secured.
- Data center expansion at Rai, Sonipat, has commenced, with an initial capacity of 20MW IT load and a total planned capacity of around 200MW.
- The company has successfully completed a QIP of INR11b to support its growth plans, receiving strong participation from both foreign portfolio investors (FPIs) and domestic institutional investors (DIIs).
- The company is net cash positive and has also prepaid INR1.3b of debt.

### Performance highlights

- In 2QFY26, revenue came in at INR6.3b, up 23% YoY/6% QoQ (18% above estimates). In 1HFY26, revenue came in at INR12.2b, up 24% YoY.
- EBITDA was at INR1.7b, up 49% YoY/11% QoQ (11% below estimates). EBITDA margin stood at 26.6%, up 4.6pp YoY. In 1HFY26, EBITDA was at INR3.2b, up 48% YoY. EBITDA margin stood at 26%, up 4.1pp YoY.
- Adj. PAT was at INR1.4b, up 31% YoY/10% QoQ (12% above estimates). PAT margin was at 22%, up 1.3pp YoY. In 1HFY26, adj. PAT was at INR2.6b, up 34% YoY. PAT margin was at 21.6%, up 1.6pp YoY.

## Quarterly performance

| Y/E March                                     | FY25         |              |              |              | FY26E        |              |              |              | FY25          | FY26          | FY26E        | 2QE<br>Variance |
|-----------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|-----------------|
|                                               | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |               |               | 2Q Est.      | (%/bp)          |
| <b>Net Sales</b>                              | <b>4,718</b> | <b>5,129</b> | <b>5,346</b> | <b>5,407</b> | <b>5,924</b> | <b>6,308</b> | <b>5,800</b> | <b>3,672</b> | <b>20,600</b> | <b>21,704</b> | <b>5,324</b> | 18%             |
| YoY Change (%)                                | 49.2         | 54.3         | 36.3         | 22.2         | 25.6         | 23.0         | 8.5          | -32.1        | 38.9          | 5.4           | 3.8          |                 |
| Total Expenditure                             | 3,689        | 4,001        | 4,011        | 3,983        | 4,418        | 4,630        | 3,735        | 1,194        | 15,683        | 13,976        | 3,428        |                 |
| <b>EBITDA</b>                                 | <b>1,030</b> | <b>1,128</b> | <b>1,336</b> | <b>1,424</b> | <b>1,507</b> | <b>1,678</b> | <b>2,065</b> | <b>2,478</b> | <b>4,917</b>  | <b>7,728</b>  | <b>1,896</b> | -11%            |
| Margins (%)                                   | 21.8         | 22.0         | 25.0         | 26.3         | 25.4         | 26.6         | 35.6         | 67.5         | 23.9          | 35.6          | 35.6         | -900bp          |
| Depreciation                                  | 55           | 81           | 82           | 87           | 79           | 106          | 310          | 666          | 305           | 1,162         | 285          |                 |
| Interest                                      | 36           | 15           | 29           | 30           | 24           | 29           | 70           | 140          | 110           | 263           | 65           |                 |
| Other Income                                  | 98           | 109          | 93           | 103          | 100          | 101          | 113          | 109          | 403           | 423           | 104          |                 |
| <b>PBT before EO expense</b>                  | <b>1,037</b> | <b>1,141</b> | <b>1,318</b> | <b>1,409</b> | <b>1,504</b> | <b>1,644</b> | <b>1,798</b> | <b>1,780</b> | <b>4,905</b>  | <b>6,726</b>  | <b>1,650</b> |                 |
| Extra-Ord expense                             | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0            |                 |
| <b>PBT</b>                                    | <b>1,037</b> | <b>1,141</b> | <b>1,318</b> | <b>1,409</b> | <b>1,504</b> | <b>1,644</b> | <b>1,798</b> | <b>1,780</b> | <b>4,905</b>  | <b>6,726</b>  | <b>1,650</b> | 0%              |
| Tax                                           | 142          | 97           | 223          | 228          | 257          | 275          | 452          | 708          | 690           | 1,693         | 415          |                 |
| Rate (%)                                      | 13.7         | 8.5          | 16.9         | 16.2         | 17.1         | 16.7         | 25.2         | 39.8         | 14.1          | 25.2          | 25.2         |                 |
| Minority Interest & Profit/Loss of Asso. Cos. | 15           | 11           | 10           | 5            | 12           | 12           | 0            | -24          | 41            | 0             | 0            |                 |
| <b>Reported PAT</b>                           | <b>895</b>   | <b>1,044</b> | <b>1,094</b> | <b>1,181</b> | <b>1,247</b> | <b>1,369</b> | <b>1,345</b> | <b>1,072</b> | <b>4,215</b>  | <b>5,033</b>  | <b>1,235</b> |                 |
| <b>Adj PAT</b>                                | <b>910</b>   | <b>1,056</b> | <b>1,104</b> | <b>1,186</b> | <b>1,259</b> | <b>1,381</b> | <b>1,345</b> | <b>1,048</b> | <b>4,257</b>  | <b>5,033</b>  | <b>1,235</b> | 12%             |
| YoY Change (%)                                | 79.7         | 75.7         | 53.7         | 38.2         | 38.3         | 30.8         | 21.8         | -11.7        | 60.1          | 18.2          | 16.9         |                 |
| Margins (%)                                   | 19.3         | 20.6         | 20.7         | 21.9         | 21.2         | 21.9         | 23.2         | 28.5         | 20.7          | 23.2          | 23.2         | -129bp          |

Source: Company, MOFSL

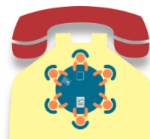
We currently have a 'BUY' rating for Anant Raj. However, estimates are under review and we will revise them after the earnings call

# JSW Cement

BSE Sensex  
83,216

S&P CNX  
25,492

## Conference Call Details


**Date:** 10<sup>th</sup> November 2025

**Time:** 10:00 IST

**Dial-in details:**

+ 91 22 6280 1366

+ 91 22 7115 8267

[Link for the call](#)

### Consol. Financials Snapshot (INR b)

| Y/E MARCH         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 68.2  | 84.1  | 98.3  |
| EBITDA            | 12.7  | 16.2  | 19.2  |
| Adj. PAT          | 3.7   | 4.5   | 5.4   |
| EBITDA Margin (%) | 18.7  | 19.3  | 19.5  |
| Adj. EPS (INR)    | 2.3   | 2.9   | 3.6   |
| EPS Gr. (%)       | n/m   | 27.0  | 21.5  |
| BV/Sh. (INR)      | 45.1  | 48.8  | 52.8  |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | 0.7  | 0.8  | 0.8  |
| RoE (%)    | 7.4  | 6.2  | 7.0  |
| RoCE (%)   | 7.4  | 7.4  | 7.8  |
| Payout (%) | 10.0 | 15.0 | 20.0 |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 2.3  | 2.9  | 3.6  |
| P/BV (x)       | 2.8  | 2.6  | 2.4  |
| EV/EBITDA(x)   | 17.1 | 14.0 | 11.9 |
| EV/ton (USD)   | 115  | 93   | 83   |
| Div. Yield (%) | 0.2  | 0.3  | 0.6  |
| FCF Yield (%)  | -9.0 | -2.9 | 2.1  |

**CMP: INR128**
**Neutral**

## Beat estimates; EBITDA/t at INR860 (est. INR657)

- JSW Cement (JSWC)'s 2QFY26 EBITDA was above our estimates, driven by higher volume and lower opex/t vs. our estimates. EBITDA increased 114% YoY to INR2.7b (~40% beat). EBITDA/t surged ~86% YoY to INR860 (vs. est. INR657). OPM increased 8.4pp YoY to ~19% (vs. est. ~14%). It reported PAT of INR864m (+115% beat) vs. a loss of INR644m in 2QFY25.
- The company has commissioned a 1.0mtpa GU in Sambalpur, Odisha, in Sep'25, for which clinker will be sourced from Shiva Cement (a subsidiary of JSWC). Work at its greenfield expansion in Nagaur, Rajasthan, is progressing as per schedule and is expected to be commissioned in early-4QFY26. In 2QFY26, its cement volume grew ~7% YoY, while GGBS volume increased ~21% YoY. Cement realization declined ~5% QoQ, while GGBS realization dipped ~1% QoQ.

## Sales volume up 15% YoY; blended realization/t up 2% YoY

- Consolidated revenue/EBITDA stood at INR14.4b/INR2.7b (up 17%/114% YoY and up ~7%/40% vs. estimates). Net profit stood at INR864m (115% above estimates) vs. a loss of INR644m in 2QFY25. Sales volume increased 15% YoY to 3.1mt (+7% vs. our estimates). Of this, cement volume stood at 1.7mt (up 7% YoY) and GGBS was at 1.4mt (21% YoY). Blended realization/t was up 2% YoY (down 2% QoQ) at INR4,619/t (in line).
- Opex/t declined 7% YoY (~5% below estimate), led by a ~5%/16%/1% YoY decline in variable cost/other expenses/freight cost per ton. Employee cost per ton declined ~17% YoY. EBITDA/t increased ~86% YoY to INR860.
- In 1HFY26, revenue/EBITDA stood at INR30.0b/INR5.9b (up ~12%/65% YoY). Adj. PAT stood at INR2.0b vs. net loss of INR795m in 1HFY25. EBITDA/t grew ~49% YoY to INR919. OCF stood at INR5.1b vs. INR1.9m in 1HFY25. Capex stood at INR9.6b vs. INR4.8b in 1HFY25. Net cash inflow stood at INR4.6b vs. INR3.0b in 1HFY25.

## Highlights from the management commentary

- Variable cost declined due to a change in product mix, decline in slag prices and higher production driving operating efficiency. Fuel consumption cost stood at INR1.5/kcal vs. INR1.52/INR1.55 in 2QFY25/1QFY26. Lead distance declined to 283km from 288km in 2QFY25.
- Green power share stood at ~21%, similar to FY25. It targets to increase it to ~49% by 4QFY26 and ~63% by FY27.
- Net debt declined to INR32.3b vs. INR45.7b as of Jun'25. Net/debt to EBITDA (TTM) ratio stood at 2.8x vs. 4.3x as of Jun'25.

## Valuation and view

- JSWC reported a strong beat on earnings, driven by robust volume growth and better operating efficiency. Further, the company's net debt declined sharply on a QoQ basis, aided by improvement in profitability. During the conference call, we will seek management guidance on the sustainability of its profitability. We have a **Neutral** rating on the stock. However, we will review our assumptions after the conference call on 10<sup>th</sup> Nov'25 ([Concall Link](#)).

## Quarterly performance (consolidated)

(INR b)

| Y/E March                      | FY25         |              |              |              | FY26E        |              |              |              | FY25         | FY26E        | FY25         | Var.       |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|
|                                | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |              |              | 2QE          | (%)        |
| Sales Volumes (mt)             | 3.1          | 2.7          | 2.8          | 3.7          | 3.3          | 3.1          | 3.4          | 4.0          | 12.3         | 13.8         | 2.9          | 4          |
| YoY Change (%)                 | -            | -            | -            | -            | 7.8          | 0.1          | 0.2          | 0.1          | -            | 12.6         | -            |            |
| <b>Net Sales</b>               | <b>14.5</b>  | <b>12</b>    | <b>14</b>    | <b>17.1</b>  | <b>15.6</b>  | 14.4         | 16.1         | 22.1         | <b>58.1</b>  | <b>68.2</b>  | <b>13.5</b>  | <b>7</b>   |
| YoY Change (%)                 | NA           | NA           | NA           | NA           | 7.8          | 17.4         | 12.5         | 29.4         | 0.0          | 17.3         | 0.0          |            |
| <b>EBITDA</b>                  | <b>2.3</b>   | <b>1</b>     | <b>3</b>     | <b>2.5</b>   | <b>3.2</b>   | 2.7          | 3.5          | 3.3          | <b>8.6</b>   | <b>12.7</b>  | <b>1.9</b>   | <b>40</b>  |
| YoY Change (%)                 |              |              |              |              | 38.8         | 113.7        | 39.8         | 32.5         | -20.1        | 48.2         |              |            |
| Margin (%)                     | 16.1         | 10.2         | 17.5         | 14.6         | 20.7         | 18.6         | 21.7         | 15.0         | 14.8         | 18.7         | 14.2         | 400        |
| Depreciation                   | 0.7          | 0.8          | 0.8          | 0.8          | 0.8          | 0.8          | 0.8          | 0.9          | 3.1          | 3.3          | 0.8          | -1         |
| Interest                       | 1.4          | 1.1          | 2.2          | 1.2          | 1.0          | 1.0          | 1.2          | 1.6          | 5.9          | 4.9          | 1.1          | -6         |
| Other Income                   | 0.2          | 0.3          | 0.3          | 0.2          | 0.2          | 0.2          | 0.2          | 0.4          | 1.0          | 1.1          | 0.3          | -16        |
| <b>PBT before EO expense</b>   | <b>0.4</b>   | <b>-0.3</b>  | <b>-0.2</b>  | <b>0.7</b>   | <b>1.6</b>   | <b>1.1</b>   | <b>1.7</b>   | <b>1.1</b>   | <b>0.5</b>   | <b>5.6</b>   | <b>0.3</b>   | <b>245</b> |
| Extra-Ord. expense             | -            | -            | -            | -            | 14.7         | -            | -            | -            | -            | 14.7         | -            |            |
| <b>PBT</b>                     | <b>0.4</b>   | <b>-0.3</b>  | <b>-0.2</b>  | <b>0.7</b>   | <b>-13.0</b> | <b>1.1</b>   | <b>1.7</b>   | <b>1.1</b>   | <b>0.5</b>   | <b>-9.1</b>  | <b>0.3</b>   | <b>245</b> |
| Tax                            | 0.3          | 0.0          | 0.3          | 0.6          | 0.6          | 0.5          | 0.2          | 0.1          | 1.2          | 1.5          | 0.1          |            |
| Prior period tax adj.          | -            | -            | -            | -            | -            | -            | -            | -            | -            | -            | -            |            |
| Rate (%)                       | 80.4         | -3.9         | -133.9       | 86.4         | -5.0         | 41.2         | 12.0         | 12.8         | 0.0          | 0.0          | 22.0         |            |
| <b>Reported PAT</b>            | <b>0.1</b>   | <b>-0.3</b>  | <b>-0.5</b>  | <b>0.1</b>   | <b>-13.7</b> | <b>0.7</b>   | <b>1.5</b>   | <b>1.0</b>   | <b>-0.7</b>  | <b>-10.5</b> | <b>0.3</b>   | <b>160</b> |
| Share of loss/(profit) from JV | 0.3          | 0.3          | 0.2          | -0.1         | -0.0         | -0.2         | 0.2          | 0.6          | 1.0          | 1.0          | -0.2         |            |
| Minority Interest              | -0.1         | -0.1         | -0.1         | -0.2         | -0.1         | -0.1         | -0.1         | -0.2         | -0.5         | -0.5         | -            |            |
| <b>Adj. PAT</b>                | <b>-0.2</b>  | <b>-0.6</b>  | <b>-0.7</b>  | <b>0.3</b>   | <b>1.1</b>   | <b>0.9</b>   | <b>1.3</b>   | <b>0.4</b>   | <b>-0.1</b>  | <b>3.7</b>   | <b>0.4</b>   | <b>115</b> |
| YoY Change (%)                 | NA           | NA           | NA           | NA           | NA           | NA           | NA           | NA           | NA           | NA           | 0.0          |            |
| <b>Per ton analysis (INR)</b>  |              |              |              |              |              |              |              |              |              |              |              |            |
| <b>Net realization</b>         | <b>4,714</b> | <b>4,516</b> | <b>5,191</b> | <b>4,583</b> | <b>4,712</b> | <b>4,619</b> | <b>4,711</b> | <b>5,561</b> | <b>4,738</b> | <b>4,935</b> | <b>4,618</b> | 0          |
| RM Cost                        | 1,089        | 1,217        | 1,333        | 1,209        | 1,206        | 1,024        | 1,019        | 1,518        | 1,209        | 1,209        | 1,216        | -16        |
| Employee Expenses              | 326          | 327          | 308          | 257          | 245          | 271          | 251          | 382          | 301          | 292          | 285          | -5         |
| Power, Oil, and Fuel           | 744          | 623          | 765          | 639          | 642          | 726          | 751          | 602          | 690          | 676          | 617          | 18         |
| Freight and Handling Outward   | 1,168        | 1,070        | 1,254        | 1,076        | 1,098        | 1,056        | 1,061        | 1,360        | 1,138        | 1,155        | 1,103        | -4         |
| Other Expenses                 | 631          | 816          | 623          | 731          | 547          | 682          | 605          | 865          | 701          | 683          | 741          | -8         |
| <b>Total Expenses</b>          | <b>3,957</b> | <b>4,054</b> | <b>4,283</b> | <b>3,912</b> | 3,738        | <b>3,759</b> | <b>3,687</b> | <b>4,727</b> | 4,038        | 4,015        | <b>3,961</b> | -5         |
| <b>EBITDA</b>                  | <b>757</b>   | <b>462</b>   | <b>908</b>   | <b>671</b>   | <b>975</b>   | <b>860</b>   | <b>1,024</b> | <b>833</b>   | <b>699</b>   | <b>920</b>   | <b>657</b>   | 31         |



# Craftsman Automation

**BSE SENSEX**  
83,216

**S&P CNX**  
25,492

**CMP:INR6764**

**Neutral**

## Conference Call Details



**Date:** 24<sup>th</sup> Oct'24

**Time:** 4PM IST

**Dial-in details:**

[Diamond pass link](#)

+91 22 6280 1568 /

+91 22 7115 8391

## Financials & Valuations (INR b)

| INR b        | FY26E | FY27E | FY28E |
|--------------|-------|-------|-------|
| Sales        | 74.4  | 83.4  | 94.9  |
| EBITDA       | 11.4  | 13.7  | 16.0  |
| Adj. PAT     | 3.7   | 5.5   | 7.2   |
| EPS (INR)    | 156.2 | 229.2 | 303.4 |
| EPS Gr. (%)  | 69.6  | 46.7  | 32.4  |
| BV/Sh. (INR) | 1,344 | 1,558 | 1,837 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 12.3 | 15.8 | 17.9 |
| RoCE (%)   | 10.1 | 12.1 | 14.2 |
| Payout (%) | 6.4  | 6.5  | 7.9  |

## Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 43.3 | 29.6 | 22.3 |
| P/BV (x)       | 5.0  | 4.3  | 3.7  |
| Div. Yield (%) | 0.1  | 0.2  | 0.4  |
| FCF Yield (%)  | -0.2 | 3.6  | 4.5  |

## Better than expected revenue growth drives earnings beat

- Consolidated revenues grew 65% YoY to INR 20b (9% ahead of our estimates). Even on a standalone basis, revenue was about 12% ahead of our estimates
- Beat in standalone revenue was largely driven by a strong 24% QoQ revenue growth from the Aluminum segment
- Consolidated margins have largely come in line with our estimates at 15.1%
- However, given the better than expected revenue growth, EBITDA grew 14% to INR 3b even on QoQ basis and was 9% ahead of our estimate of INR 2.8b. Comparing QoQ as YoY growth for the consolidated entity is not comparable due to the Sunbeam acquisition in the numbers from this fiscal
- On a segmental basis, Aluminum segment margins have improved 160bp QoQ (down 230bp YoY) to 11.7% and was ahead of our estimate of 10.2%. On the other hand, powertrain segment margin declined 60bp QoQ to 14.6% and was below our estimate of 15.2%. Even Industrial segment margin declined 80bp QoQ to 1.4%, and below our estimate of 2.2%
- Overall, PAT grew 20% QoQ (+48% YoY) to INR 912m.
- On a consol basis, its CFO stood at loss of INR 1.3b largely due to highly adverse working capital.
- Further, it has invested about INR 5.7b in capex for H1. Thus, it has reported FCF loss of INR 7b as of Sep end.
- Valuation view:** The stock trades at 43.3x/29.6x FY26E/FY27E EPS.

## Quarterly (Consol)

(INR Million)

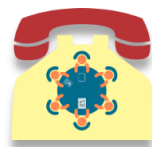
|                             | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E         | 2QE           |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                             | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |               |               |
| <b>Net operating income</b> | <b>11,512</b> | <b>12,140</b> | <b>15,761</b> | <b>17,493</b> | <b>17,840</b> | <b>20,016</b> | <b>18,824</b> | <b>17,698</b> | <b>56,905</b> | <b>74,379</b> | <b>18,319</b> |
| Change (%)                  | 10.9          | 3.0           | 39.5          | 58.3          | 55.0          | 64.9          | 19.4          | 1.2           | 27.8          | 30.7          | 50.9          |
| RM/Sales (%)                | 56.3          | 55.6          | 52.7          | 54.2          | 53.9          | 54.7          | 54.0          | 53.3          | 54.5          | 54.0          | 53.9          |
| Staff Cost (% of Sales)     | 6.4           | 6.9           | 8.5           | 8.3           | 8.1           | 7.2           | 8.0           | 9.1           | 7.7           | 8.1           | 8.0           |
| Other Exp. (% of Sales)     | 20.1          | 21.6          | 26.2          | 23.6          | 23.2          | 23.0          | 22.6          | 21.8          | 23.2          | 22.6          | 23.0          |
| <b>EBITDA</b>               | <b>1,973</b>  | <b>1,928</b>  | <b>1,990</b>  | <b>2,436</b>  | <b>2,649</b>  | <b>3,019</b>  | <b>2,899</b>  | <b>2,806</b>  | <b>8,327</b>  | <b>11,373</b> | <b>2,766</b>  |
| EBITDA Margins (%)          | 17.1          | 15.9          | 12.6          | 13.9          | 14.9          | 15.1          | 15.4          | 15.9          | 14.6          | 15.3          | 15.1          |
| Non-Operating Income        | 48            | 64            | 86            | 52            | 50            | 96            | 58            | 9             | 251           | 213           | 55            |
| Interest                    | 492           | 413           | 583           | 679           | 663           | 770           | 550           | 270           | 2166          | 2253          | 600           |
| Depreciation                | 725           | 762           | 1035          | 949           | 1019          | 1090          | 1150          | 1233          | 3470          | 4492          | 1100          |
| PAT Share from assoc.       | 61            | -4            | -2            | -2            | -2            | -4            | 0             | 0             | -10           | 0             | 0             |
| <b>PBT after EO items</b>   | <b>744</b>    | <b>821</b>    | <b>313</b>    | <b>755</b>    | <b>937</b>    | <b>1,253</b>  | <b>1,257</b>  | <b>1,312</b>  | <b>2,951</b>  | <b>4,841</b>  | <b>1,121</b>  |
| Eff. Tax Rate (%)           | 28.5          | 24.9          | 58.6          | 11.6          | 25.7          | 27.5          | 23.0          | 18.2          | 23.3          | 23.0          | 23.0          |
| <b>Rep. PAT</b>             | <b>532</b>    | <b>617</b>    | <b>129</b>    | <b>668</b>    | <b>696</b>    | <b>909</b>    | <b>968</b>    | <b>1,074</b>  | <b>2,263</b>  | <b>3,728</b>  | <b>863</b>    |
| Change (%)                  | -28.6         | -34.7         | -82.3         | 7.1           | 30.9          | 47.3          | 648.5         | 60.8          | -25.7         | 64.7          | 39.9          |
| <b>Adj. PAT</b>             | <b>532</b>    | <b>617</b>    | <b>242</b>    | <b>750</b>    | <b>757</b>    | <b>912</b>    | <b>968</b>    | <b>1,074</b>  | <b>2,263</b>  | <b>3,728</b>  | <b>863</b>    |
| Change (%)                  | -28.6         | -34.7         | -66.9         | 20.3          | 42.3          | 47.9          | 299.3         | 43.2          | -25.7         | 64.7          | 39.9          |

E: MOFSL Estimates

BSE Sensex  
83,216

S&P CNX  
25,492

## Conference Call Details


**Date:** 10<sup>th</sup> Nov 2025

**Time:** 12:30 IST

**Dial-in details:**

+91 22 6280 1144 /

+91 22 7115 8045

### Financials & Valuations (INR b)

| Y/E Mar      | FY26E | FY27E | FY28E |
|--------------|-------|-------|-------|
| Sales        | 43.6  | 74.0  | 105.0 |
| EBITDA       | 7.9   | 17.7  | 26.0  |
| EBITDA (%)   | 18.2  | 23.9  | 24.7  |
| Adj. PAT     | 7.8   | 17.6  | 26.0  |
| EPS (INR)    | 55.7  | 125.3 | 184.8 |
| EPS Gr. (%)  | 674.8 | 124.7 | 47.5  |
| BV/Sh. (INR) | 107.5 | 232.7 | 417.5 |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D/E    | 0.7  | 0.3  | 0.0  |
| RoE (%)    | 70.0 | 73.6 | 56.8 |
| RoCE (%)   | 26.0 | 40.9 | 40.9 |
| Payout (%) | 0.0  | 0.0  | 0.0  |

### Valuations

|               |      |     |     |
|---------------|------|-----|-----|
| P/E (x)       | 19.0 | 8.4 | 5.7 |
| P/BV (x)      | 9.8  | 4.5 | 2.5 |
| EV/EBITDA (x) | 20.1 | 9.0 | 5.7 |
| Div Yield (%) | 0.0  | 0.0 | 0.0 |

**CMP: INR1,108**
**Buy**

## Operating metrics likely to miss on full-year guidance

### Operating performance

- Signature Global (SIGNATUR) recorded presales of INR20.1b, down 28% YoY and 24% QoQ (in line with our estimates). This was attributed to the absence of any material launches during the quarter. In 1HFY26, presales stood at INR46.5b, down 21% YoY.
- Area sold during the quarter stood at 1.3msf, down 44% YoY and 17% QoQ (9% above our estimates). In 1HFY26, volumes were 3msf, down 33% YoY.
- Average sales realization stood at INR15,000/sqft, up 28% YoY and down 8% QoQ (8% below our estimates). In 1HFY26, realizations stood at INR15,710/sqft, up 17% YoY.
- Total units sold during the quarter were ~573, down 46% YoY and 26% QoQ. In 1HFY26, units sold were 1,351, down 33% YoY.
- Collections stood at INR9.4b, up 2% YoY and 1% QoQ (8% below estimates). In 1HFY26, they stood at INR18.7b, down 12% YoY.
- In 2QFY26, the company acquired 33.47 acres of land with development potential of 1.76msf. In 1HFY26, the company acquired a total land of 2.3msf.
- Net debt increased to INR9.7b in 2QFY26 from INR8.9b in 1QFY26.
- Its project pipeline remains strong, comprising 17.1msf of recently launched projects, 24.3msf of upcoming developments, and 8.9msf under ongoing construction, all scheduled for execution over the next 2-3 years.
- **P&L performance:** In 2QFY26, the company reported revenue of INR3.4b, down 55%/61% YoY/QoQ (61% below estimate). In 1HFY26, revenue stood at INR12b, up 5% YoY.
- EBITDA loss stood at INR743m vs a loss of INR116m YoY. In 1HFY26, EBITDA loss stood at INR410m vs a loss of INR128m YoY.
- Adj. PAT loss in 2QFY26 stood at INR469m vs a profit of INR41m YoY. In 1HFY26, PAT loss stood at INR124m vs a profit of INR109m YoY.

## Quarterly performance

(INR m)

| Y/E March                      | FY25         |              |              |              | FY26         |              |               |               | FY25          | FY26E         | FY26E        | Var.        |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|--------------|-------------|
|                                | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q            | 4Q            |               |               | 2Q           |             |
| <b>Net Sales</b>               | <b>4,006</b> | <b>7,493</b> | <b>8,277</b> | <b>5,204</b> | <b>8,657</b> | <b>3,385</b> | <b>12,208</b> | <b>19,351</b> | <b>24,980</b> | <b>43,601</b> | <b>8,720</b> | <b>-61%</b> |
| YoY Change (%)                 | 141.5        | 660.5        | 193.7        | -25.0        | 116.1        | -54.8        | 47.5          | 271.8         | 101.4         | 74.5          | 16.4         |             |
| Total Expenditure              | 4,019        | 7,609        | 8,142        | 4,766        | 8,324        | 4,128        | 9,989         | 13,233        | 24,535        | 35,673        | 7,135        |             |
| <b>EBITDA</b>                  | <b>-13</b>   | <b>-116</b>  | <b>135</b>   | <b>439</b>   | <b>332</b>   | <b>-743</b>  | <b>2,220</b>  | <b>6,118</b>  | <b>446</b>    | <b>7,927</b>  | <b>1,585</b> | <b>NA</b>   |
| Margins (%)                    | -0.3         | -1.5         | 1.6          | 8.4          | 3.8          | -21.9        | 18.2          | 31.6          | 1.8           | 18.2          | 18.2         | NA          |
| Depreciation                   | 52           | 68           | 75           | 79           | 76           | 78           | 88            | 74            | 274           | 315           | 63           |             |
| Interest                       | 75           | 169          | 142          | 130          | 126          | 135          | 325           | 574           | 515           | 1,160         | 232          |             |
| Other Income                   | 274          | 281          | 345          | 500          | 327          | 340          | 470           | 542           | 1,400         | 1,680         | 336          |             |
| <b>PBT before EO expense</b>   | <b>135</b>   | <b>-71</b>   | <b>263</b>   | <b>730</b>   | <b>458</b>   | <b>-615</b>  | <b>2,277</b>  | <b>6,012</b>  | <b>1,057</b>  | <b>8,133</b>  | <b>1,627</b> |             |
| Extra-Ord expense              | 2            | 0            | 0            | 3            | 1            | 1            | 0             | -2            | 6             | 0             | 0            |             |
| <b>PBT</b>                     | <b>133</b>   | <b>-72</b>   | <b>263</b>   | <b>727</b>   | <b>457</b>   | <b>-616</b>  | <b>2,277</b>  | <b>6,014</b>  | <b>1,051</b>  | <b>8,133</b>  | <b>1,627</b> |             |
| Tax                            | 65           | -113         | -29          | 116          | 113          | -147         | 84            | 250           | 39            | 299           | 60           |             |
| Rate (%)                       | 48.8         | 157.9        | -11.0        | 15.9         | 24.7         | 23.9         | 3.7           | 4.2           | -3.9          | -1.4          | 3.7          |             |
| MI & Profit/Loss of Asso. Cos. | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 1             | 1             | 1             | 0            |             |
| <b>Reported PAT</b>            | <b>68</b>    | <b>41</b>    | <b>291</b>   | <b>611</b>   | <b>344</b>   | <b>-469</b>  | <b>2,193</b>  | <b>5,764</b>  | <b>1,011</b>  | <b>7,832</b>  | <b>1,566</b> | <b>NA</b>   |
| <b>Adj PAT</b>                 | <b>68</b>    | <b>41</b>    | <b>291</b>   | <b>611</b>   | <b>344</b>   | <b>-469</b>  | <b>2,193</b>  | <b>5,764</b>  | <b>1,011</b>  | <b>7,832</b>  | <b>1,566</b> | <b>NA</b>   |
| YoY Change (%)                 | -199.4       | -121.3       | 1,195.2      | 46.4         | 408.8        | -1,241.0     | 653.2         | 843.4         | 452.8         | 674.8         | 3,714.1      |             |
| Margins (%)                    | 1.7          | 0.5          | 3.5          | 11.7         | 4.0          | -13.8        | 18.0          | 29.8          | 4.0           | 18.0          | 18.0         |             |
| <b>Key metrics</b>             |              |              |              |              |              |              |               |               |               |               |              |             |
| Pre Sales (msf)                | 2.0          | 2.4          | 2.5          | 1.4          | 1.6          | 1.3          | 2.3           | 2.2           | 8.3           | 7.5           | 1.2          | 9%          |
| Presales (INRb)                | 31.2         | 27.8         | 27.7         | 16.2         | 26.4         | 20.1         | 35.0          | 41.2          | 102.9         | 122.7         | 20           | 1%          |
| ASP (INR/sqft)                 | 15,369       | 11,681       | 11,124       | 11,912       | 16,296       | 15,000       | 15,000        | 18,754        | 12457         | 16381         | 16296        | -8%         |
| Collections (INRb)             | 12.1         | 9.2          | 10.8         | 11.7         | 9.3          | 9.4          | 17.9          | 21.0          | 43.8          | 62.7          | 10           | -8%         |

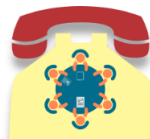
# Birla Corporation

BSE Sensex  
83,216

S&P CNX  
25,492

**CMP: INR1,215**
**Buy**

## Conference Call Details


**Date:** 10<sup>th</sup> November 2025

**Time:** 14:30 IST

**Dial-in details:**

+91 22 6280 1458,

+91 22 7115 8846

[Link for the call](#)

### Financials & Valuations (INR b)

| Y/E MARCH         | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 99.7  | 108.3 | 116.9 |
| EBITDA            | 14.4  | 17.1  | 19.4  |
| Adj. PAT          | 5.2   | 6.5   | 7.4   |
| EBITDA Margin (%) | 14.5  | 15.8  | 16.6  |
| Adj. EPS (INR)    | 67.8  | 84.8  | 95.9  |
| EPS Gr. (%)       | 60.5  | 25.2  | 13.1  |
| BV/Sh. (INR)      | 969   | 1,044 | 1,129 |

### Ratios

|            |     |     |     |
|------------|-----|-----|-----|
| Net D:E    | 0.4 | 0.4 | 0.5 |
| RoE (%)    | 7.2 | 8.4 | 8.8 |
| RoCE (%)   | 6.3 | 6.9 | 7.1 |
| Payout (%) | 15  | 12  | 10  |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 17.9 | 14.3 | 12.6 |
| P/BV (x)       | 1.3  | 1.2  | 1.1  |
| EV/EBITDA(x)   | 7.8  | 7.0  | 6.6  |
| EV/ton (USD)   | 57   | 54   | 56   |
| Div. Yield (%) | 0.8  | 0.8  | 0.8  |

## EBITDA beat; EBITDA/t at INR717 (est. INR559)

- Birla Corporation's (BCORP) 2QFY26 performance was above our estimates, driven by lower-than-estimated opex/t and better performance in the Jute business. EBITDA increased ~72% YoY to INR3.0b (~31% above our estimates). OPM expanded 4.7pp YoY to ~14% (est. ~11%). EBITDA/t increased ~61% YoY to INR717 (est. INR559). The company reported a PAT of INR905m (~139% above our estimate, aided by higher other income and lower interest cost).
- Cement sales during the quarter were affected by excessive rainfall across the company's key markets, subdued prices, and temporary disruptions from GST changes. Despite these challenges, it expects a demand recovery in the Q3FY26, driven by government infrastructure spending and improved rural housing demand, leading to ~4-5% YoY volume growth. The North and West are likely to drive this recovery, while the South and East remain oversupplied. Operational disruptions impacted clinker output, though realizations are expected to remain stable with a slight uptick as demand improves.

## Volumes rise 7% YoY; OPM expands 4.7pp YoY

- Consol. revenue/EBITDA stood at INR22.1b/INR3.1b (up 13%/72%) YoY and in line/+31% vs estimates) in 2QFY26. Net profit stood at INR905m (+139% vs estimates) vs a loss of INR252m in 2QFY25. Sales volumes increased 7% YoY to 4.3mt (in line). OPM expanded 4.7pp YoY to ~14%.
- Opex/t remained flat YoY (-2% v/s estimates), with a ~2% decline in variable costs (-4% v/s estimate). Employee cost/freight expense per ton increased ~1%/4% YoY, whereas other expenses per ton declined ~1% YoY. EBITDA/t increased ~61% YoY to INR717. Depreciation/Interest costs dipped 7%/22% YoY, whereas other income increased 56% YoY. ETR stood at ~30.9% vs. 29.4% in 2QFY25.
- In 1HFY26, Revenue/EBITDA/Adj PAT stood at INR46.6b/INR6.5b/INR2.1b (up ~12%/50%/28x YoY). OPM expanded 3.5pp to ~14%. Realization increased ~4% YoY to INR5,161, while EBITDA/t increased ~38% YoY to INR722. OCF stood at INR2.1b vs INR3.1b in 1HFY25. Capex stood at INR2.2b vs INR2.1b. Net cash outflow stood at INR105m vs net cash inflow of INR1.0b in 1HFY25.

## Highlights from management commentary

- The market remained challenging during the monsoon, though demand in North and Central India held steady. A demand revival is expected in the December quarter, supported by a healthy monsoon and higher rural incomes driving housing activity.
- The blended cement share increased to 89% from 83% in 2QFY25, while trade volume increased to 79% from 71% in 2QFY25. However, the Premium cement share (as % of trade volume) declined to 60% vs. 62% in 2QFY25.

- BCORP increased its renewable power use to 30% of total consumption in 2QFY26 (vs. 25% last year). Its Chanderia and Durgapur plants began sourcing 6mw and 6.98mw of renewable power, respectively, with the share expected to rise to ~32% in 2HFY26. The Board has approved 9mw of Solar BESS at Chanderia and 5mw of solar power at Mukutban, while Birla Jute Mills is adding a 2.1mw rooftop solar plant by Dec'25

#### Valuation and view

- BCORP's 2QFY26 was above our estimates, driven by lower-than-estimated opex/t and better performance in the Jute business. Management is prioritizing its expansion plans and the timely execution of ongoing capex projects.
- We have a **BUY** rating on the stock. We will review our assumptions after the concall on 10<sup>th</sup> Nov'25 at 14:30 IST ([Link for the Call](#)).

#### Consolidated performance

(INR b)

| Y/E March                         | FY25         |              |              |              | FY26E        |              |              |              | FY26         | Var. (%)   |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|
|                                   | 1Q           | 2Q           | 3Q           | 4Q           | 1QE          | 2Q           | 3QE          | 4QE          | 2QE          |            |
| Cement Sales (MT)                 | 4.4          | 4.0          | 4.5          | 5.2          | 4.8          | 4.3          | 4.8          | 5.4          | 4.2          | 2          |
| YoY Change (%)                    | (0.7)        | (5.0)        | 7.1          | 7.2          | 9.1          | 7.1          | 6.0          | 3.6          | 5.0          |            |
| Cement Realization                | 4,843        | 4,722        | 4,790        | 5,177        | 4,899        | 4,878        | 4,938        | 5,190        | 4,869        | 0          |
| YoY Change (%)                    | (7.4)        | (9.4)        | (9.9)        | (0.8)        | 1.2          | 3.3          | 3.1          | 0.3          | 3.1          |            |
| QoQ Change (%)                    | (7.2)        | (2.5)        | 1.4          | 8.1          | (5.4)        | (0.4)        | 1.2          | 5.1          | (0.6)        |            |
| <b>Net Sales</b>                  | <b>21.9</b>  | <b>19.5</b>  | <b>22.6</b>  | <b>28.1</b>  | <b>24.5</b>  | <b>22.1</b>  | <b>24.5</b>  | <b>28.7</b>  | <b>21.4</b>  | <b>3</b>   |
| YoY Change (%)                    | (9.1)        | (14.6)       | (2.4)        | 6.0          | 12.0         | 13.0         | 8.4          | 1.9          | 9.4          |            |
| Total Expenditure                 | 19.3         | 17.8         | 20.1         | 22.8         | 21.1         | 19.0         | 20.5         | 24.7         | 19.0         | (0)        |
| <b>EBITDA</b>                     | <b>2.6</b>   | <b>1.8</b>   | <b>2.5</b>   | <b>5.3</b>   | <b>3.5</b>   | <b>3.0</b>   | <b>3.9</b>   | <b>4.0</b>   | <b>2.3</b>   | <b>31</b>  |
| Margin (%)                        | 11.8         | 9.1          | 11.0         | 19.0         | 14.1         | 13.8         | 16.1         | 13.9         | 10.9         | 291        |
| YoY Change (%)                    | -13.3        | -38.7        | -34.5        | 13.0         | 34.3         | 72.1         | 59.2         | -25.5        | -69.8        |            |
| Depreciation                      | 1.5          | 1.5          | 1.4          | 1.4          | 1.3          | 1.3          | 1.5          | 1.6          | 1.4          | (1)        |
| Interest                          | 0.9          | 0.9          | 0.8          | 0.7          | 0.7          | 0.7          | 0.7          | 0.7          | 0.7          | (5)        |
| Other Income                      | 0.2          | 0.2          | 0.2          | 0.5          | 0.3          | 0.3          | 0.3          | 0.2          | 0.2          | 20         |
| <b>Profit before Tax</b>          | <b>0.4</b>   | <b>-0.4</b>  | <b>0.4</b>   | <b>3.7</b>   | <b>1.8</b>   | <b>1.3</b>   | <b>2.0</b>   | <b>1.9</b>   | <b>0.5</b>   | <b>159</b> |
| EO (Income)/Expense               | -            | -            | -            | 0.4          | -            | -            | -            | -            | -            |            |
| <b>Profit before Tax after EO</b> | <b>0.4</b>   | <b>-0.4</b>  | <b>0.4</b>   | <b>3.3</b>   | <b>1.8</b>   | <b>1.3</b>   | <b>2.0</b>   | <b>1.9</b>   | <b>0.5</b>   | <b>159</b> |
| Tax                               | 0.1          | -0.1         | 0.1          | 0.7          | 0.6          | 0.4          | 0.5          | 0.3          | 0.1          |            |
| Rate (%)                          | 25.9         | 29.4         | 24.6         | 21.8         | 32.6         | 30.9         | 25.0         | 13.8         | 25.0         |            |
| <b>Reported PAT</b>               | <b>0.3</b>   | <b>-0.3</b>  | <b>0.3</b>   | <b>2.6</b>   | <b>1.2</b>   | <b>0.9</b>   | <b>1.5</b>   | <b>1.6</b>   | <b>0.4</b>   | <b>139</b> |
| <b>Adj. PAT</b>                   | <b>0.3</b>   | <b>-0.3</b>  | <b>0.3</b>   | <b>2.9</b>   | <b>1.2</b>   | <b>0.9</b>   | <b>1.5</b>   | <b>1.6</b>   | <b>0.4</b>   | <b>139</b> |
| Margin (%)                        | 1.5          | -1.3         | 1.4          | 10.2         | 4.9          | 4.1          | 6.1          | 5.7          | 1.8          |            |
| YoY Change (%)                    | (45.4)       | NM           | (71.4)       | 52.2         | 266.6        | NM           | 375.5        | (43.0)       | NM           |            |
| <b>Per ton analysis (INR)</b>     |              |              |              |              |              |              |              |              |              |            |
| <b>Blended Realization</b>        | <b>5,001</b> | <b>4,918</b> | <b>5,015</b> | <b>5,413</b> | <b>5,134</b> | <b>5,192</b> | <b>5,127</b> | <b>5,323</b> | <b>5,123</b> | <b>1</b>   |
| YoY Change (%)                    | (8.4)        | (10.1)       | (8.9)        | (1.2)        | 2.7          | 5.6          | 2.2          | (1.7)        | 4.2          |            |
| Raw Material                      | 666          | 719          | 749          | 905          | 965          | 649          | 599          | 1,017        | 815          | (20)       |
| Staff Cost                        | 337          | 354          | 320          | 254          | 318          | 357          | 314          | 257          | 350          | 2          |
| Power and Fuel                    | 1,004        | 1,025        | 1,025        | 892          | 825          | 1,052        | 990          | 943          | 950          | 11         |
| Transport and Forwarding          | 1,322        | 1,249        | 1,319        | 1,337        | 1,348        | 1,299        | 1,330        | 1,357        | 1,320        | (2)        |
| Other Exp.                        | 1,082        | 1,126        | 1,051        | 999          | 953          | 1,119        | 1,067        | 1,010        | 1,129        | (1)        |
| <b>Total Expenditure</b>          | <b>4,411</b> | <b>4,472</b> | <b>4,464</b> | <b>4,387</b> | <b>4,409</b> | <b>4,474</b> | <b>4,300</b> | <b>4,584</b> | <b>4,564</b> | <b>(2)</b> |
| <b>EBITDA</b>                     | <b>590</b>   | <b>446</b>   | <b>551</b>   | <b>1,027</b> | <b>725</b>   | <b>717</b>   | <b>828</b>   | <b>739</b>   | <b>559</b>   | <b>28</b>  |

Source: Company, MOFSL Estimates

# VA Tech Wabag

BSE Sensex  
83,216

S&P CNX  
25,492

**CMP: INR1,386**

**Buy**

**Healthy 2Q; revenue/Adj. EBITDA/PAT up 19%/17%/20% YoY**

## Result highlights: 2QFY26

- Revenue/Adj. EBITDA/PAT rose 19%/17%/20% YoY – beating our estimates by 2-14%, largely driven by forex gains.
- EBITDA margin adjusted to forex gain stood high at 14.4% while it was 10.7% on a reported basis.
- The company treats forex gains/losses as part of its core operations; hence, analyzing adjusted margins is more meaningful.

## Result highlights: 1HFY26

- Revenue/Adj. EBITDA/PAT surged 18%/17%/20% YoY – broadly in line with the guided trajectory.
- Adj. EBITDA margin stood at 13.8%, within the guided range of 13-15%.

## Balance sheet analysis

- Net cash at 1H-end was INR5.6b (INR6.7b excluding HAM projects).
- Due to the nature of business and business cyclicalities, working capital is elevated in 1H and typically eases out in 2H.
- The company remains focused on improving margins, tightening working capital, strengthening cash flows and return ratios, and maintaining a net cash profile.

## Segment analysis: 2QFY26

- EPC revenue (83% mix) led the growth with a 22% YoY increase, whereas O&M revenue grew by 6% YoY.
- India revenue grew ~8% YoY (49% mix), while RoW markets rose a strong 25% YoY, sustaining healthy margins.
- Municipal revenue contributed 79% of revenue, while Industrial contributed 21% of the mix.
- In 1H, EPC revenue grew 18% YoY, and O&M revenue grew 14% YoY.

## Order book analysis: 1HFY26

- Order intake for 1H was INR35b; the company is the preferred bidder in projects worth INR30b.
- Closing order book stood at INR160b (4.6x book-to-bill on TTM basis).
- Secured new orders in the Future Energy Solutions vertical, including UPW/ETP/ZLD system solutions for RenewSys Solar's Hyderabad cell facility and a compressed bio-gas BOT project in Uttar Pradesh with a 15-year concession.

## Conference Call Details



**Date:** 10 November 2025

**Time:** 16:30 IST

[Diamond pass link](#)



## Quarterly Performance

(INRm)

| Y/E March                          | FY25         |              |              |               | FY26E        |              |              |               | FY25          | FY26E         | FY26E        | Var        |
|------------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|--------------|------------|
|                                    | 1Q           | 2Q           | 3Q           | 4Q            | 1Q           | 2Q           | 3QE          | 4QE           |               |               | 2Q Est.      | %          |
| <b>Net Sales</b>                   | <b>6,265</b> | <b>7,003</b> | <b>8,110</b> | <b>11,562</b> | <b>7,340</b> | <b>8,345</b> | <b>9,428</b> | <b>13,518</b> | <b>32,940</b> | <b>38,631</b> | <b>8,181</b> | <b>2</b>   |
| YoY Change (%)                     | 13.3         | 5.3          | 15.1         | 23.8          | 17.2         | 19.2         | 16.2         | 16.9          | 15.3          | 17.3          |              |            |
| Total Expenditure                  | 5,452        | 6,067        | 7,106        | 10,154        | 6,384        | 7,452        | 8,177        | 11,525        | 28,717        | 33,538        |              |            |
| <b>EBITDA – reported</b>           | <b>813</b>   | <b>936</b>   | <b>1,004</b> | <b>1,408</b>  | <b>956</b>   | <b>893</b>   | <b>1,251</b> | <b>1,993</b>  | <b>4,223</b>  | <b>5,092</b>  | <b>1,053</b> | <b>-15</b> |
| Margins (%)                        | 13.0         | 13.4         | 12.4         | 12.2          | 13.0         | 10.7         | 13.3         | 14.7          | 12.8          | 13.2          | 12.9         |            |
| <b>EBITDA – adj. to forex gain</b> | <b>759</b>   | <b>1,030</b> | <b>1,051</b> | <b>1,400</b>  | <b>820</b>   | <b>1,205</b> | <b>1,301</b> | <b>2,043</b>  | <b>4,302</b>  | <b>5,368</b>  | <b>1,053</b> | <b>14</b>  |
| Margins (%)                        | 12.1         | 14.7         | 13.0         | 12.1          | 11.2         | 14.4         | 13.8         | 15.1          | 13.1          | 13.9          | 12.9         |            |
| Depreciation                       | 19           | 13           | 13           | 14            | 14           | 17           | 15           | 15            | 59            | 61            |              |            |
| Interest                           | 180          | 190          | 203          | 215           | 188          | 196          | 201          | 206           | 788           | 791           |              |            |
| Other Income                       | 108          | 138          | 148          | 114           | 113          | 416          | 150          | 150           | 446           | 829           |              |            |
| <b>PBT before EO expense</b>       | <b>722</b>   | <b>871</b>   | <b>936</b>   | <b>1,293</b>  | <b>867</b>   | <b>1,096</b> | <b>1,185</b> | <b>1,922</b>  | <b>3,822</b>  | <b>5,069</b>  |              |            |
| Extra-Ord expense                  | 0            | 0            | 0            | 0             | 0            | 0            | 0            | 0             | 0             | 0             |              |            |
| <b>PBT</b>                         | <b>722</b>   | <b>871</b>   | <b>936</b>   | <b>1,293</b>  | <b>867</b>   | <b>1,096</b> | <b>1,185</b> | <b>1,922</b>  | <b>3,822</b>  | <b>5,069</b>  |              |            |
| Tax                                | 152          | 221          | 207          | 316           | 209          | 260          | 278          | 452           | 896           | 1,199         |              |            |
| Rate (%)                           | 21.1         | 25.4         | 22.1         | 24.4          | 24.1         | 23.7         | 23.5         | 23.5          | 23.4          | 23.7          |              |            |
| Minority Interest                  | -2           | -3           | 0            | 0             | 0            | 0            | 0            | 0             | -5            | 0             |              |            |
| Profit/Loss of Asso. Cos.          | -22          | 53           | -27          | 18            | 0            | 12           | 6            | 6             | 22            | 24            |              |            |
| <b>Reported PAT</b>                | <b>550</b>   | <b>706</b>   | <b>702</b>   | <b>995</b>    | <b>658</b>   | <b>848</b>   | <b>912</b>   | <b>1,476</b>  | <b>2,953</b>  | <b>3,894</b>  |              |            |
| <b>Adj PAT</b>                     | <b>550</b>   | <b>706</b>   | <b>702</b>   | <b>995</b>    | <b>658</b>   | <b>848</b>   | <b>912</b>   | <b>1,476</b>  | <b>2,953</b>  | <b>3,894</b>  | <b>745</b>   | <b>14</b>  |
| YoY Change (%)                     | 10.0         | 17.3         | 11.6         | 37.4          | 19.6         | 20.1         | 29.9         | 48.4          | 20.2          | 31.9          |              |            |
| Margins (%)                        | 8.8          | 10.1         | 8.7          | 8.6           | 9.0          | 10.2         | 9.7          | 10.9          | 9.0           | 10.1          | 9.1          |            |

## Operating Metrics

| Y/E March                          | 2QFY25          | 3QFY25          | 4QFY25          | 1QFY26          | 2QFY26          | % YoY     | % QoQ      |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------|------------|
| <b>Revenue break-up (INR m)</b>    |                 |                 |                 |                 |                 |           |            |
| <b>EPC</b>                         | <b>5,618</b>    | <b>6,512</b>    | <b>9,612</b>    | <b>5,717</b>    | <b>6,853</b>    | <b>22</b> | <b>20</b>  |
| Municipal                          | 4,044           | 4,601           | 8,219           | 4,182           | 5,381           | 33        | 29         |
| Industrial                         | 1,574           | 1,911           | 1,393           | 1,535           | 1,472           | (6)       | (4)        |
| <b>O&amp;M</b>                     | <b>1,354</b>    | <b>1,525</b>    | <b>1,895</b>    | <b>1,488</b>    | <b>1,431</b>    | <b>6</b>  | <b>(4)</b> |
| Municipal                          | 1,211           | 1,341           | 1,624           | 1,235           | 1,155           | (5)       | (6)        |
| Industrial                         | 143             | 184             | 271             | 253             | 276             | 93        | 9          |
| <b>Total</b>                       | <b>6,972</b>    | <b>8,037</b>    | <b>11,507</b>   | <b>7,205</b>    | <b>8,284</b>    | <b>19</b> | <b>15</b>  |
| <b>Order book break-up (INR m)</b> |                 |                 |                 |                 |                 |           |            |
| <b>EPC</b>                         | <b>79,545</b>   | <b>76,331</b>   | <b>71,101</b>   | <b>92,354</b>   | <b>92,101</b>   | <b>16</b> | <b>(0)</b> |
| Municipal                          | 68,618          | 65,725          | 57,851          | 80,449          | 80,537          | 17        | 0          |
| Industrial                         | 10,927          | 10,606          | 13,250          | 11,905          | 11,564          | 6         | (3)        |
| <b>O&amp;M</b>                     | <b>54,596</b>   | <b>54,695</b>   | <b>53,737</b>   | <b>53,084</b>   | <b>55,541</b>   | <b>2</b>  | <b>5</b>   |
| Municipal                          | 44,944          | 43,907          | 42,422          | 42,014          | 44,715          | (1)       | 6          |
| Industrial                         | 9,652           | 10,788          | 11,315          | 11,070          | 10,826          | 12        | (2)        |
| <b>Framework</b>                   | <b>11,894</b>   | <b>11,609</b>   | <b>11,830</b>   | <b>12,331</b>   | <b>12,556</b>   | <b>6</b>  | <b>2</b>   |
| <b>Total</b>                       | <b>1,46,035</b> | <b>1,42,635</b> | <b>1,36,668</b> | <b>1,57,769</b> | <b>1,60,198</b> | <b>10</b> | <b>2</b>   |

# Prince pipes

**BSE SENSEX**

83,216

**S&P CNX**

25,492

## Conference Call Details


**Date:** 10<sup>th</sup> Nov 25

**Time:** 11:30 am IST

**Dial-in details:**
[click here](#)
**CMP: INR316**
**BUY**

## Healthy operating performance due to higher gross margins

### Earnings beat our estimates

- Consolidated revenue declined 4% YoY and grew 2% QoQ to INR5.9b (est. INR6.3b).
- Total volume declined 1%/2% YoY/QoQ to 42.8KMT.
- Consolidated EBITDA grew 21% YoY/39% QoQ to INR551m (est. INR501m). EBITDA margin stood at 9.3% (est. 7.9%), which expanded 190bp YoY/250bp QoQ.
- EBITDA/kg stood at INR13/kg (up 22%/42% YoY/QoQ).
- Adj. PAT remained flat YoY and grew 3x QoQ to INR146m (est. INR128m).
- Gross debt stood at INR2.3b in Sep'25 vs INR2.6b in Mar'25.
- CFO stood at INR2b in Sep'25 compared to INR990m in Sep'24.

### Consolidated - Quarterly Earning Model

| Y/E March                                     | FY25         |              |              |              | FY26         |              |              |              | FY25          | FY26E         | FY26E        | Var       |
|-----------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|-----------|
|                                               | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3QE          | 4QE          |               |               | 2Q           | %         |
| <b>Gross Sales</b>                            | <b>6,045</b> | <b>6,221</b> | <b>5,777</b> | <b>7,197</b> | <b>5,804</b> | <b>5,946</b> | <b>6,659</b> | <b>8,005</b> | <b>25,239</b> | <b>26,414</b> | <b>6,330</b> | <b>-6</b> |
| YoY Change (%)                                | 9.2          | -5.2         | -6.6         | -2.8         | -4.0         | -4.4         | 15.3         | 11.2         | -1.7          | 4.7           | 1.8          |           |
| Total Expenditure                             | 5,462        | 5,764        | 5,748        | 6,648        | 5,408        | 5,395        | 5,973        | 7,101        | 23,621        | 23,877        | 5,829        |           |
| <b>EBITDA</b>                                 | <b>583</b>   | <b>457</b>   | <b>30</b>    | <b>548</b>   | <b>396</b>   | <b>551</b>   | <b>686</b>   | <b>905</b>   | <b>1,618</b>  | <b>2,537</b>  | <b>501</b>   | <b>10</b> |
| Margins (%)                                   | 9.6          | 7.3          | 0.5          | 7.6          | 6.8          | 9.3          | 10.3         | 11.3         | 6.4           | 9.6           | 7.9          |           |
| Depreciation                                  | 257          | 276          | 264          | 273          | 307          | 325          | 315          | 320          | 1,070         | 1,267         | 310          |           |
| Interest                                      | 14           | 16           | 32           | 33           | 52           | 45           | 40           | 35           | 97            | 172           | 45           |           |
| Other Income                                  | 26           | 39           | 15           | 57           | 27           | 16           | 30           | 30           | 137           | 104           | 25           |           |
| <b>PBT before EO expense</b>                  | <b>337</b>   | <b>204</b>   | <b>-252</b>  | <b>299</b>   | <b>64</b>    | <b>198</b>   | <b>361</b>   | <b>580</b>   | <b>588</b>    | <b>1,202</b>  | <b>171</b>   |           |
| Extra-Ord expense                             | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0            |           |
| <b>PBT</b>                                    | <b>337</b>   | <b>204</b>   | <b>-252</b>  | <b>299</b>   | <b>64</b>    | <b>198</b>   | <b>361</b>   | <b>580</b>   | <b>588</b>    | <b>1,202</b>  | <b>171</b>   |           |
| Tax                                           | 90           | 57           | -48          | 58           | 15           | 51           | 91           | 146          | 157           | 304           | 43           |           |
| Rate (%)                                      | 26.7         | 28.0         | 18.9         | 19.2         | 24.2         | 26.0         | 25.2         | 25.2         | 26.7          | 25.3          | 25.1         |           |
| Minority Interest & Profit/Loss of Asso. Cos. | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0            |           |
| <b>Reported PAT</b>                           | <b>247</b>   | <b>147</b>   | <b>-204</b>  | <b>242</b>   | <b>48</b>    | <b>146</b>   | <b>270</b>   | <b>434</b>   | <b>431</b>    | <b>898</b>    | <b>128</b>   |           |
| <b>Adj PAT</b>                                | <b>247</b>   | <b>147</b>   | <b>-204</b>  | <b>242</b>   | <b>48</b>    | <b>146</b>   | <b>270</b>   | <b>434</b>   | <b>431</b>    | <b>898</b>    | <b>128</b>   | <b>14</b> |
| YoY Change (%)                                | 25.8         | -72.1        | -154.3       | -55.8        | -80.5        | -0.5         | -232.2       | 79.5         | -73.8         | 108           | -13          |           |
| Margins (%)                                   | 4.1          | 2.4          | -3.5         | 3.4          | 0.8          | 2.5          | 4.1          | 5.4          | 1.7           | 3.4           | 2.0          |           |



### **LIC India : Value of new business will continue to grow; R Doriaswamy, CEO & MD**

- Confident of strong topline
- Expect to compensate lost GST input credit
- Biz opportunities were lost B/w GST announcement & implementation, affecting APE
- Last 8 days couldn't make up for the loss

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### **Apollo Hospitals : Avg rev/patient up 9% aided by growth in high-end surgeries; Suneeta Reddy, MD**

- Healthcare services biz grew 9% this quarter
- Looking at other countries such as Indonesia, Brunei for Medical Tourism
- Focused on restructuring Apollo Health and Lifestyle this quarter
- International patient revenue accounts for 5% of sales

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### **Lupin Ltd : Expects muted Q4 & H2 despite stellar results; Ramesh Swaminathan, CFO**

- Good growth led by products with exclusivity
- Focus on more complex products to ensure sustainability in margins
- Expect secular growth over a period of time
- Exclusivity period ending in 6 months will impact performance

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### **Narayana Health : Over a period of time, margins for practice plus will improve; Sandhya J, Group CFO**

- Good success has been observed for large operators
- Will continue to improve margin for India
- To acquire UK-Based practice plus group hospitals
- Synergies Will Come By FY26-end Or By Beginning Of FY27

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### **Godrej Properties : Best ever Q2 results and an action packed H2 FY26; Gaurav Pandey, CEO & MD**

- Reaffirms pre-sales target despite muted collections
- Co achieved 81% of annual development guidance
- Added 4 new projects, estimated sales area of 5.8 mn sq ft
- Expected booking value of INR 16250 crore

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| Company             | Reco    | CMP    | TP     | % Upside | EPS (INR) |         |         | EPS Gr. YoY (%) |         |       | P/E (x) |       | P/B (x) |       | ROE (%) |       |
|---------------------|---------|--------|--------|----------|-----------|---------|---------|-----------------|---------|-------|---------|-------|---------|-------|---------|-------|
|                     |         | (INR)  | (INR)  | Downside | FY26E     | FY27E   | FY28E   | FY26E           | FY27E   | FY28E | FY26E   | FY27E | FY26E   | FY27E | FY26E   | FY27E |
| Automobiles         |         |        |        |          |           |         |         |                 |         |       |         |       |         |       |         |       |
| Amara Raja Ener.    | Neutral | 980    | 940    | -4       | 42.7      | 50.1    | 57.8    | -11.5           | 17.4    | 15.5  | 23.0    | 19.6  | 2.2     | 2.0   | 10.1    | 10.8  |
| Apollo Tyres        | Buy     | 515    | 551    | 7        | 24.0      | 29.1    | 32.1    | 22.6            | 21.3    | 10.2  | 21.5    | 17.7  | 1.7     | 1.6   | 10.0    | 11.4  |
| Ashok Ley.          | Buy     | 141    | 166    | 17       | 6.0       | 7.2     | 8.5     | 10.1            | 19.7    | 17.0  | 23.4    | 19.5  | 6.3     | 5.5   | 28.8    | 30.0  |
| Bajaj Auto          | Neutral | 8724   | 9070   | 4        | 338.9     | 370.8   | 407.5   | 13.2            | 9.4     | 9.9   | 25.7    | 23.5  | 6.9     | 6.3   | 28.1    | 28.1  |
| Balkrishna Inds     | Neutral | 2320   | 2257   | -3       | 78.0      | 96.7    | 107.3   | -19.1           | 24.0    | 11.0  | 29.8    | 24.0  | 3.9     | 3.4   | 13.7    | 15.1  |
| Bharat Forge        | Neutral | 1317   | 1109   | -16      | 24.2      | 33.0    | 40.9    | 13.0            | 36.3    | 24.1  | 54.4    | 39.9  | 6.3     | 5.7   | 12.0    | 14.9  |
| Bosch               | Neutral | 36823  | 36375  | -1       | 824.3     | 976.1   | 1,113.4 | 20.8            | 18.4    | 14.1  | 44.7    | 37.7  | 7.0     | 6.5   | 16.6    | 17.9  |
| CEAT                | Buy     | 4025   | 4523   | 12       | 161.3     | 210.5   | 241.8   | 32.1            | 30.5    | 14.9  | 25.0    | 19.1  | 3.4     | 2.9   | 14.1    | 16.4  |
| Craftsman Auto      | Neutral | 6772   | 6391   | -6       | 156.2     | 229.2   | 303.4   | 69.6            | 46.7    | 32.4  | 43.3    | 29.6  | 5.0     | 4.3   | 12.3    | 15.8  |
| Eicher Mot.         | Sell    | 6887   | 5772   | -16      | 192.1     | 213.0   | 241.2   | 11.3            | 10.9    | 13.2  | 35.8    | 32.3  | 7.7     | 6.7   | 23.0    | 22.1  |
| Endurance Tech.     | Buy     | 2854   | 3311   | 16       | 72.0      | 84.4    | 99.5    | 22.5            | 17.2    | 17.9  | 39.6    | 33.8  | 6.1     | 5.4   | 16.5    | 16.9  |
| Escorts Kubota      | Neutral | 3630   | 3672   | 1        | 107.5     | 125.5   | 136.7   | 6.9             | 16.7    | 8.9   | 33.8    | 28.9  | 3.9     | 3.6   | 12.1    | 12.9  |
| Exide Ind           | Neutral | 377    | 404    | 7        | 15.3      | 16.7    | 17.7    | 21.1            | 9.1     | 5.7   | 24.6    | 22.5  | 2.1     | 1.9   | 8.4     | 8.5   |
| Happy Forgings      | Buy     | 1012   | 1200   | 19       | 30.1      | 37.5    | 51.4    | 6.0             | 24.6    | 37.1  | 33.7    | 27.0  | 4.6     | 4.0   | 14.4    | 15.8  |
| Hero Moto           | Buy     | 5296   | 6315   | 19       | 258.3     | 283.1   | 311.5   | 14.3            | 9.6     | 10.0  | 20.5    | 18.7  | 4.9     | 4.5   | 25.1    | 25.3  |
| Hyundai Motor       | Buy     | 2329   | 2801   | 20       | 73.6      | 87.5    | 105.6   | 6.0             | 18.9    | 20.7  | 31.6    | 26.6  | 9.2     | 7.3   | 32.4    | 30.6  |
| M&M                 | Buy     | 3692   | 4122   | 12       | 120.5     | 144.7   | 167.6   | 22.1            | 20.1    | 15.8  | 30.6    | 25.5  | 6.1     | 5.1   | 21.5    | 21.8  |
| CIE Automotive      | Buy     | 431    | 502    | 16       | 21.5      | 23.2    | 25.7    | -1.0            | 8.2     | 10.8  | 20.1    | 18.6  | 2.3     | 2.1   | 11.8    | 11.7  |
| Maruti Suzuki       | Buy     | 15478  | 18712  | 21       | 484.4     | 616.5   | 720.0   | 9.1             | 27.3    | 16.8  | 32.0    | 25.1  | 4.6     | 4.1   | 14.5    | 16.2  |
| MRF                 | Sell    | 158880 | 125764 | -21      | 5,100.4   | 5,918.4 | 6,658.0 | 15.7            | 16.0    | 12.5  | 31.2    | 26.8  | 3.3     | 2.9   | 11.1    | 11.6  |
| Samvardh. Motherson | Buy     | 104    | 123    | 19       | 3.2       | 4.7     | 5.7     | -11.2           | 47.8    | 21.0  | 32.8    | 22.2  | 3.0     | 2.7   | 9.4     | 12.8  |
| Motherson Wiring    | Buy     | 47     | 55     | 17       | 1.0       | 1.4     | 1.7     | 9.0             | 37.3    | 21.7  | 47.0    | 34.3  | 15.7    | 12.5  | 35.9    | 40.5  |
| Sona BLW Preci.     | Neutral | 491    | 448    | -9       | 11.2      | 12.4    | 13.9    | 13.8            | 10.6    | 11.7  | 43.7    | 39.5  | 5.0     | 4.7   | 11.9    | 12.2  |
| Tata Motors         | Neutral | 406    | 687    | 69       | 41.9      | 54.5    | 74.7    | -33.7           | 30.1    | 36.9  | 9.7     | 7.4   | 1.2     | 1.0   | 12.6    | 14.5  |
| TVS Motor           | Buy     | 3459   | 4159   | 20       | 76.2      | 96.4    | 121.9   | 33.6            | 26.5    | 26.5  | 45.4    | 35.9  | 12.7    | 9.9   | 31.7    | 31.0  |
| Tube Investments    | Buy     | 2983   | 3680   | 23       | 43.2      | 48.6    | 53.2    | 12.0            | 12.5    | 9.5   | 69.0    | 61.3  | 9.7     | 8.5   | 15.0    | 14.8  |
| Aggregate           |         |        |        |          |           |         |         | 1.2             | 21.9    | 19.2  | 28.4    | 23.3  | 4.5     | 4.0   | 16.0    | 17.1  |
| Banks - Private     |         |        |        |          |           |         |         |                 |         |       |         |       |         |       |         |       |
| AU Small Finance    | Buy     | 909    | 925    | 2        | 35.2      | 47.5    | 62.6    | 18.0            | 35      | 31.8  | 25.8    | 19.1  | 3.5     | 2.9   | 14.3    | 16.7  |
| Axis Bank           | Neutral | 1223   | 1300   | 6        | 78.3      | 99.0    | 119.6   | -8.2            | 26.4    | 20.8  | 15.6    | 12.4  | 1.9     | 1.7   | 12.8    | 14.4  |
| Bandhan Bank        | Neutral | 154    | 175    | 14       | 9.8       | 18.2    | 23.5    | -42.5           | 86      | 29.1  | 15.7    | 8.4   | 1.0     | 0.9   | 6.4     | 11.3  |
| DCB Bank            | Buy     | 174    | 165    | -5       | 23.5      | 30.9    | 38.5    | 20.0            | 31.7    | 24.3  | 7.4     | 5.6   | 0.9     | 0.8   | 13.2    | 15.3  |
| Equitas Small Fin.  | Buy     | 61     | 70     | 15       | 0.2       | 5.7     | 9.0     | -83.9           | 2,630.3 | 58.9  | 291.4   | 10.7  | 1.2     | 1.1   | 0.4     | 10.5  |
| Federal Bank        | Buy     | 237    | 260    | 10       | 16.4      | 19.9    | 24.4    | -1.2            | 21.6    | 22.4  | 14.5    | 11.9  | 1.6     | 1.3   | 11.4    | 12.1  |
| HDFC Bank           | Buy     | 983    | 1175   | 20       | 49.1      | 54.7    | 64.7    | 11.5            | 11.5    | 18.3  | 20.0    | 18.0  | 2.7     | 2.4   | 14.3    | 14.3  |
| ICICI Bank          | Buy     | 1343   | 1700   | 27       | 72.8      | 82.7    | 95.7    | 9.0             | 13.6    | 15.8  | 18.4    | 16.2  | 2.9     | 2.5   | 16.7    | 16.5  |
| IDFC First Bk       | Neutral | 82     | 80     | -2       | 2.7       | 5.3     | 7.7     | 29.8            | 92.3    | 45.9  | 29.6    | 15.4  | 1.5     | 1.4   | 5.1     | 9.3   |
| IndusInd            | Neutral | 797    | 800    | 0        | 13.7      | 49.8    | 73.5    | -58.5           | 262.5   | 47.6  | 58.0    | 16.0  | 1.0     | 0.9   | 1.7     | 5.8   |
| Kotak Mah. Bk       | Buy     | 2089   | 2500   | 20       | 105.3     | 126.0   | 152.4   | -5.4            | 19.6    | 21.0  | 19.8    | 16.6  | 2.4     | 2.1   | 11.7    | 12.7  |
| RBL Bank            | Buy     | 328    | 350    | 7        | 16.8      | 14.5    | 20.0    | 47.2            | -13.9   | 37.9  | 19.5    | 22.7  | 1.2     | 1.2   | 6.5     | 7.5   |
| Aggregate           |         |        |        |          |           |         |         | 4.4             | 19.9    | 20.3  | 19.2    | 16.0  | 2.5     | 2.2   | 12.9    | 13.5  |
| Banks - PSU         |         |        |        |          |           |         |         |                 |         |       |         |       |         |       |         |       |
| BOB                 | Neutral | 289    | 290    | 0        | 37.2      | 41.3    | 48.2    | -1.6            | 11.0    | 16.7  | 7.8     | 7.0   | 1.1     | 1.0   | 14.6    | 14.7  |
| Canara Bank         | Buy     | 141    | 153    | 9        | 21.4      | 22.9    | 25.6    | 14.0            | 6.9     | 12.1  | 6.6     | 6.1   | 1.2     | 1.1   | 19.5    | 18.6  |
| Indian Bank         | Buy     | 874    | 900    | 3        | 93.1      | 96.4    | 107.2   | 14.9            | 3.5     | 11.2  | 9.4     | 9.1   | 1.6     | 1.4   | 18.6    | 17.0  |
| Punjab Natl.Bank    | Buy     | 122    | 135    | 10       | 14.4      | 18.9    | 22.1    | -2.5            | 31.4    | 16.5  | 8.5     | 6.5   | 1.0     | 0.9   | 13.2    | 15.4  |
| SBI                 | Buy     | 956    | 1075   | 12       | 95.5      | 103.8   | 120.4   | 9.9             | 9       | 16.0  | 10.0    | 9.2   | 1.6     | 1.3   | 16.9    | 15.5  |
| Union Bank (I)      | Neutral | 153    | 155    | 1        | 21.8      | 24.0    | 27.5    | -7.3            | 10      | 14.4  | 7.0     | 6.4   | 1.0     | 0.9   | 14.7    | 14.4  |
| Aggregate           |         |        |        |          |           |         |         | 7.2             | 12      | 15    | 9       | 8.0   | 1.4     | 1.2   | 15.2    | 15.1  |
| NBFCs               |         |        |        |          |           |         |         |                 |         |       |         |       |         |       |         |       |
| AAVAS Financiers    | Neutral | 1573   | 1800   | 14       | 80.3      | 97.6    | 117.4   | 10.6            | 21.6    | 20.3  | 19.6    | 16.1  | 2.5     | 2.2   | 13.6    | 14.4  |
| Aditya Birla Cap    | Buy     | 338    | 380    | 12       | 15.2      | 19.5    | 25.3    | 18.9            | 28.2    | 29.7  | 22.2    | 17.4  | 2.6     | 2.3   | 12.3    | 14.2  |
| Bajaj Fin.          | Neutral | 1067   | 1090   | 2        | 32.9      | 42.6    | 53.8    | 21.8            | 29.4    | 26.5  | 32.4    | 25.1  | 5.8     | 4.9   | 19.4    | 21.1  |
| Bajai Housing       | Neutral | 109    | 120    | 10       | 3.2       | 3.8     | 4.7     | 23.8            | 19.1    | 23.6  | 34.1    | 28.6  | 4.0     | 3.5   | 12.6    | 13.2  |



| Company                 | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |             |             | P/E (x)     |             | P/B (x)     |            | ROE (%)     |             |
|-------------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|
|                         |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E       | FY28E       | FY26E       | FY27E       | FY26E       | FY27E      | FY26E       | FY27E       |
| Can Fin Homes           | Neutral | 881   | 915   | 4        | 75.9      | 79.5  | 92.8  | 18.0            | 4.7         | 16.7        | 11.6        | 11.1        | 2.0         | 1.7        | 18.4        | 16.7        |
| Cholaman.Inv.&Fn        | Buy     | 1702  | 1935  | 14       | 60.0      | 78.0  | 97.0  | 18.5            | 30.0        | 24.4        | 28.4        | 21.7        | 4.8         | 3.9        | 18.9        | 19.8        |
| CreditAccess            | Buy     | 1348  | 1690  | 25       | 51.7      | 88.4  | 116.3 | 55.4            | 70.9        | 31.6        | 26.1        | 15.3        | 2.8         | 2.3        | 11.2        | 16.6        |
| Fusion Finance          | Buy     | 174   | 215   | 23       | -2.0      | 17.5  | 24.8  | -98.4           | LP          | 41.1        | NM          | 9.9         | 1.2         | 1.0        | -1.6        | 11.1        |
| Five-Star Business      | Buy     | 646   | 710   | 10       | 40.3      | 45.2  | 54.6  | 10.6            | 12.3        | 20.6        | 16.0        | 14.3        | 2.6         | 2.2        | 17.3        | 16.5        |
| IIFL Finance            | Buy     | 526   | 635   | 21       | 34.7      | 47.0  | 62.2  | 289.0           | 35.3        | 32.5        | 15.2        | 11.2        | 1.6         | 1.4        | 11.3        | 13.6        |
| HDB Financial           | Neutral | 712   | 820   | 15       | 31.4      | 40.8  | 50.5  | 15.0            | 29.8        | 23.6        | 22.6        | 17.4        | 2.8         | 2.4        | 14.2        | 15.0        |
| Home First Finan        | Buy     | 1132  | 1450  | 28       | 53.2      | 64.2  | 76.0  | 25.4            | 20.8        | 18.3        | 21.3        | 17.6        | 2.7         | 2.4        | 16.1        | 14.4        |
| IndoStar                | Buy     | 262   | 285   | 9        | 39.2      | 13.9  | 20.9  | 914.7           | -64.4       | 50.1        | 6.7         | 18.8        | 1.0         | 0.9        | 16.5        | 5.1         |
| L&T Finance             | Buy     | 304   | 330   | 9        | 11.9      | 16.1  | 20.2  | 12.6            | 34.9        | 25.4        | 25.4        | 18.9        | 2.7         | 2.4        | 11.1        | 13.6        |
| LIC Hsg Fin             | Neutral | 571   | 630   | 10       | 99.3      | 103.3 | 111.9 | 0.7             | 4.0         | 8.3         | 5.7         | 5.5         | 0.8         | 0.7        | 14.2        | 13.3        |
| Manappuram Fin.         | Neutral | 271   | 305   | 13       | 11.3      | 19.2  | 24.9  | -20.3           | 69.4        | 29.8        | 23.9        | 14.1        | 1.6         | 1.5        | 7.5         | 11.3        |
| MAS Financial           | Buy     | 308   | 380   | 23       | 20.0      | 24.8  | 30.2  | 18.7            | 24.0        | 21.6        | 15.4        | 12.4        | 1.9         | 1.7        | 13.4        | 14.6        |
| M&M Fin.                | Buy     | 313   | 350   | 12       | 20.2      | 24.7  | 28.4  | 6.5             | 22.4        | 14.6        | 15.5        | 12.7        | 1.8         | 1.6        | 12.6        | 13.2        |
| Muthoot Fin             | Neutral | 3230  | 3100  | -4       | 195.5     | 221.5 | 250.0 | 50.9            | 13.3        | 12.9        | 16.5        | 14.6        | 3.7         | 3.1        | 24.7        | 23.0        |
| Piramal Enterp.         | Buy     | 1124  | 1460  | 30       | 63.7      | 106.8 | 177.6 | 195.9           | 67.7        | 66.3        | 17.7        | 10.5        | 0.9         | 0.8        | 5.2         | 8.2         |
| PNB Housing             | Buy     | 896   | 1080  | 21       | 88.2      | 96.4  | 117.3 | 18.4            | 9.3         | 21.7        | 10.2        | 9.3         | 1.2         | 1.1        | 12.8        | 12.4        |
| Poonawalla Fincorp      | Buy     | 463   | 605   | 31       | 8.7       | 21.8  | 32.0  | -783.5          | 150.2       | 46.9        | 53.3        | 21.3        | 3.6         | 3.1        | 7.6         | 15.8        |
| PFC                     | Buy     | 380   | 485   | 27       | 57.9      | 61.4  | 69.2  | 10.1            | 6.0         | 12.7        | 6.6         | 6.2         | 1.2         | 1.1        | 19.6        | 18.2        |
| REC                     | Buy     | 365   | 465   | 28       | 65.9      | 70.6  | 80.8  | 10.4            | 7.0         | 14.5        | 5.5         | 5.2         | 1.1         | 0.9        | 20.7        | 19.2        |
| Repco Home Fin          | Neutral | 425   | 400   | -6       | 69.9      | 73.6  | 84.4  | -0.5            | 5.3         | 14.7        | 6.1         | 5.8         | 0.7         | 0.6        | 12.4        | 11.7        |
| Spandana Sphoorty       | Neutral | 241   | 280   | 16       | -86.6     | 27.3  | 45.8  | -40.4           | LP          | 67.8        | NM          | 8.8         | 1.0         | 0.8        | -29.0       | 10.2        |
| Shriram Finance         | Buy     | 816   | 860   | 5        | 51.7      | 61.8  | 72.9  | 17.4            | 19.7        | 17.8        | 15.8        | 13.2        | 2.4         | 2.1        | 16.1        | 16.8        |
| <b>Aggregate</b>        |         |       |       |          |           |       |       | <b>23.1</b>     | <b>19.8</b> | <b>21.1</b> | <b>17.2</b> | <b>14.3</b> | <b>2.6</b>  | <b>2.2</b> | <b>15.0</b> | <b>15.7</b> |
| <b>NBFC-Non Lending</b> |         |       |       |          |           |       |       |                 |             |             |             |             |             |            |             |             |
| 360 ONE WAM             | Buy     | 1066  | 1400  | 31       | 31.1      | 36.9  | 43.7  | 20.4            | 18.7        | 18.4        | 34.3        | 28.9        | 5.3         | 4.4        | 16.5        | 17.0        |
| Aditya Birla AMC        | Buy     | 764   | 1100  | 44       | 37.1      | 42.3  | 48.1  | 14.8            | 14.0        | 13.8        | 20.6        | 18.1        | 5.2         | 4.7        | 26.9        | 27.3        |
| Anand Rathi Wealth      | Neutral | 3124  | 2800  | -10      | 46.8      | 59.8  | 73.5  | 29.3            | 27.9        | 22.8        | 66.8        | 52.2        | 26.6        | 18.8       | 47.0        | 42.0        |
| Angel One               | Buy     | 2617  | 2900  | 11       | 91.1      | 136.0 | 187.2 | -29.9           | 49.4        | 37.6        | 28.7        | 19.2        | 3.5         | 3.1        | 14.0        | 18.7        |
| BSE                     | Neutral | 2678  | 2250  | -16      | 50.8      | 56.3  | 65.4  | 56.7            | 10.8        | 16.1        | 52.7        | 47.6        | 18.1        | 14.0       | 34.4        | 29.5        |
| Cams Services           | Buy     | 3798  | 4900  | 29       | 95.0      | 112.1 | 131.9 | 0.2             | 17.9        | 17.7        | 40.0        | 33.9        | 14.3        | 12.2       | 38.4        | 38.8        |
| CDSL                    | Neutral | 1579  | 1520  | -4       | 24.3      | 28.8  | 33.7  | -3.2            | 18.6        | 17.2        | 65.1        | 54.9        | 16.4        | 14.5       | 26.9        | 28.1        |
| HDFC AMC                | Buy     | 5432  | 6800  | 25       | 134.6     | 153.2 | 177.1 | 16.8            | 13.8        | 15.6        | 40.4        | 35.5        | 13.1        | 12.0       | 33.9        | 35.3        |
| KFin Technologies       | Neutral | 1112  | 1300  | 17       | 21.8      | 26.4  | 31.6  | 12.0            | 21.0        | 19.8        | 51.0        | 42.1        | 13.2        | 11.5       | 27.4        | 29.2        |
| MCX                     | Neutral | 9426  | 10700 | 14       | 206.0     | 257.7 | 277.0 | 87.1            | 25.1        | 7.5         | 45.8        | 36.6        | 22.9        | 20.4       | 52.7        | 58.9        |
| NSDL                    | Neutral | 1070  | 1200  | 12       | 18.0      | 21.6  | 26.0  | 5.9             | 19.8        | 20.1        | 59.3        | 49.5        | 9.1         | 7.7        | 16.6        | 16.9        |
| Nippon Life AMC         | Buy     | 850   | 1060  | 25       | 23.9      | 27.9  | 32.0  | 17.0            | 17.1        | 14.5        | 35.6        | 30.4        | 12.5        | 12.2       | 35.4        | 40.6        |
| Nuvama Wealth           | Buy     | 7297  | 9100  | 25       | 306.8     | 362.7 | 430.0 | 10.8            | 18.2        | 18.5        | 23.8        | 20.1        | 6.5         | 5.6        | 29.2        | 30.2        |
| Prudent Corp.           | Neutral | 2640  | 2800  | 6        | 54.0      | 69.4  | 90.1  | 14.3            | 28.4        | 29.9        | 48.9        | 38.1        | 63.1        | 49.0       | 29.2        | 29.0        |
| UTI AMC                 | Buy     | 1207  | 1700  | 41       | 54.7      | 78.1  | 90.4  | -14.4           | 42.9        | 15.7        | 22.1        | 15.4        | 2.9         | 2.7        | 13.2        | 18.0        |
| <b>Aggregate</b>        |         |       |       |          |           |       |       | <b>14.7</b>     | <b>20.1</b> | <b>18.2</b> | <b>40.2</b> | <b>33.5</b> | <b>10.1</b> | <b>8.7</b> | <b>25.1</b> | <b>26.1</b> |
| <b>Insurance</b>        |         |       |       |          |           |       |       |                 |             |             |             |             |             |            |             |             |
| HDFC Life Insur.        | Buy     | 749   | 910   | 21       | 8.4       | 10.0  | 11.5  | 0.2             | 18.9        | 14.7        | 89.2        | 75.0        | 2.5         | 2.2        | 15.4        | 16.5        |
| ICICI Lombard           | Buy     | 2020  | 2300  | 14       | 62.5      | 72.6  | 82.9  | 22.7            | 16.1        | 14.3        | 32.3        | 27.8        | 6.0         | 5.1        | 19.9        | 19.9        |
| ICICI Pru Life          | Buy     | 616   | 720   | 17       | 8.7       | 11.0  | 13.2  | 6.6             | 26.1        | 19.9        | 70.4        | 55.8        | 1.7         | 1.5        | 11.7        | 13.0        |
| Life Insurance Corp.    | Buy     | 924   | 1080  | 17       | 87.8      | 96.3  | 104.5 | 15.3            | 9.7         | 8.6         | 10.5        | 9.6         | 0.7         | 0.6        | 11.7        | 11.5        |
| Max Financial           | Buy     | 1619  | 2000  | 24       | 11.9      | 14.1  | 15.6  | 26.5            | 17.8        | 11.0        | 135.8       | 115.2       | 2.3         | 1.9        | 19.2        | 19.4        |
| Niva Bupa Health        | Buy     | 76    | 92    | 21       | 0.4       | 1.5   | 3.0   | -68.2           | 293.3       | 104.5       | 204.4       | 52.0        | 3.6         | 3.4        | 2.0         | 6.7         |
| SBI Life Insurance      | Buy     | 1999  | 2240  | 12       | 24.1      | 25.7  | 28.0  | -0.3            | 6.7         | 9.0         | 83.1        | 77.9        | 2.4         | 2.0        | 18.1        | 18.3        |
| Star Health Insu        | Buy     | 488   | 570   | 17       | 11.4      | 16.3  | 21.7  | 3.9             | 42.6        | 33.3        | 42.7        | 30.0        | 3.7         | 3.3        | 9.1         | 11.7        |
| <b>Chemicals</b>        |         |       |       |          |           |       |       |                 |             |             |             |             |             |            |             |             |
| Alkyl Amines            | Neutral | 1778  | 1900  | 7        | 36.7      | 42.4  | 46.4  | 1.0             | 15.4        | 9.5         | 48.4        | 42.0        | 5.9         | 5.4        | 12.8        | 13.4        |
| Atul                    | Buy     | 5687  | 7520  | 32       | 216.8     | 250.5 | 270.7 | 28.1            | 15.5        | 8.1         | 26.2        | 22.7        | 2.7         | 2.5        | 10.9        | 11.4        |
| Clean Science           | Neutral | 937   | 960   | 2        | 26.3      | 32.1  | 37.8  | 5.6             | 22.2        | 17.9        | 35.7        | 29.2        | 6.0         | 5.1        | 18.2        | 19.0        |
| Deepak Nitrite          | Sell    | 1722  | 1540  | -11      | 47.9      | 61.7  | 64.1  | -6.2            | 28.6        | 3.9         | 35.9        | 27.9        | 3.9         | 3.5        | 11.5        | 13.3        |



| Company                | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |             |             | P/E (x)     |             | P/B (x)    |            | ROE (%)     |             |
|------------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------------|-------------|-------------|-------------|------------|------------|-------------|-------------|
|                        |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E       | FY28E       | FY26E       | FY27E       | FY26E      | FY27E      | FY26E       | FY27E       |
| Ellenbarrie Industrial | Buy     | 463   | 640   | 38       | 9.4       | 15.6  | 18.7  | 59.3            | 65.3        | 20.2        | 49.2        | 29.7        | 6.4        | 5.2        | 17.5        | 19.3        |
| Fine Organic           | Sell    | 4353  | 3980  | -9       | 136.8     | 138.7 | 158.2 | 7.7             | 1.4         | 14.1        | 31.8        | 31.4        | 5.1        | 4.5        | 17.4        | 15.2        |
| Galaxy Surfact.        | Buy     | 2236  | 2630  | 18       | 89.7      | 105.2 | 118.8 | 4.3             | 17.3        | 13.0        | 24.9        | 21.3        | 3.1        | 2.8        | 12.8        | 13.6        |
| Navin Fluorine         | Neutral | 5971  | 5400  | -10      | 108.2     | 129.8 | 149.4 | 86.0            | 19.9        | 15.1        | 55.2        | 46.0        | 8.0        | 7.0        | 17.2        | 16.3        |
| NOCIL                  | Neutral | 176   | 170   | -3       | 3.7       | 4.9   | 6.1   | -42.3           | 31.8        | 24.8        | 47.2        | 35.8        | 1.6        | 1.6        | 3.5         | 4.5         |
| PI Inds.               | Buy     | 3756  | 4310  | 15       | 98.8      | 118.0 | 134.3 | -9.6            | 19.4        | 13.9        | 38.0        | 31.8        | 5.0        | 4.4        | 13.9        | 14.7        |
| SRF                    | Buy     | 2898  | 3650  | 26       | 68.1      | 91.8  | 105.7 | 47.9            | 34.7        | 15.1        | 42.5        | 31.6        | 6.1        | 5.3        | 15.2        | 17.9        |
| Tata Chemicals         | Neutral | 858   | 900   | 5        | 29.0      | 44.5  | 60.0  | 75.9            | 53.4        | 34.9        | 29.6        | 19.3        | 1.0        | 1.0        | 3.4         | 5.1         |
| Vinati Organics        | Buy     | 1644  | 2100  | 28       | 52.1      | 60.9  | 71.2  | 30.0            | 17.0        | 17.0        | 31.6        | 27.0        | 5.3        | 4.5        | 17.8        | 18.0        |
| <b>Aggregate</b>       |         |       |       |          |           |       |       | <b>15.1</b>     | <b>20.2</b> | <b>11.5</b> | <b>37.2</b> | <b>30.9</b> | <b>4.5</b> | <b>4.0</b> | <b>12.0</b> | <b>12.8</b> |
| <b>Capital Goods</b>   |         |       |       |          |           |       |       |                 |             |             |             |             |            |            |             |             |
| ABB India              | Buy     | 5014  | 5800  | 16       | 79.1      | 89.3  | 104.4 | -10.6           | 12.9        | 16.8        | 63.4        | 56.1        | 13.7       | 12.6       | 22.6        | 23.4        |
| Bharat Electronics     | Buy     | 414   | 500   | 21       | 8.3       | 9.9   | 11.5  | 15.0            | 18.6        | 16.2        | 49.8        | 42.0        | 12.1       | 9.6        | 24.2        | 23.0        |
| Bharat Dynamics        | Buy     | 1447  | 1900  | 31       | 28.2      | 37.8  | 52.0  | 88.4            | 34.0        | 37.4        | 51.2        | 38.2        | 11.0       | 8.9        | 21.5        | 23.3        |
| Cummins India          | Buy     | 4294  | 4950  | 15       | 87.6      | 98.5  | 114.9 | 22.2            | 12.5        | 16.7        | 49.0        | 43.6        | 14.9       | 13.1       | 32.3        | 31.9        |
| Hind.Aeronautics       | Buy     | 4627  | 5800  | 25       | 141.2     | 161.2 | 197.9 | 13.0            | 14.2        | 22.7        | 32.8        | 28.7        | 7.4        | 6.2        | 22.6        | 21.8        |
| Hitachi Energy         | Sell    | 20879 | 18000 | -14      | 203.2     | 266.4 | 334.5 | 162.4           | 31.1        | 25.5        | 102.7       | 78.4        | 17.3       | 14.1       | 17.8        | 18.9        |
| Kalpataru Proj.        | Buy     | 1294  | 1500  | 16       | 52.7      | 73.5  | 85.6  | 33.9            | 39.6        | 16.4        | 24.6        | 17.6        | 2.8        | 2.4        | 11.9        | 14.7        |
| KEC International      | Neutral | 759   | 950   | 25       | 34.9      | 44.2  | 53.6  | 62.6            | 26.9        | 21.1        | 21.8        | 17.2        | 3.3        | 2.9        | 16.2        | 17.9        |
| Kirloskar Oil          | Buy     | 964   | 1230  | 28       | 33.6      | 40.9  | 47.6  | 16.7            | 21.8        | 16.5        | 28.7        | 23.6        | 4.1        | 3.6        | 15.3        | 16.4        |
| Larsen & Toubro        | Buy     | 3882  | 4500  | 16       | 130.2     | 154.9 | 184.9 | 21.9            | 19.0        | 19.4        | 29.8        | 25.1        | 4.9        | 4.3        | 17.2        | 18.1        |
| Siemens                | Neutral | 3035  | 3300  | 9        | 75.8      | 66.9  | 77.8  | 33.5            | -11.7       | 16.3        | 40.1        | 45.4        | 6.0        | 5.3        | 14.9        | 11.7        |
| Siemens Energy         | Buy     | 3229  | 3800  | 18       | 32.4      | 41.5  | 61.4  | 65.3            | 28.2        | 47.8        | 99.7        | 77.8        | 26.3       | 19.7       | 26.4        | 25.3        |
| Thermax                | Sell    | 3191  | 3450  | 8        | 68.0      | 79.8  | 94.6  | 20.5            | 17.5        | 18.5        | 47.0        | 40.0        | 6.5        | 5.7        | 14.6        | 15.2        |
| Triveni Turbine        | Buy     | 515   | 620   | 20       | 11.8      | 14.0  | 16.8  | 4.4             | 19.0        | 19.8        | 43.7        | 36.8        | 11.0       | 9.1        | 27.7        | 27.1        |
| Zen Technologies       | Neutral | 1359  | 1400  | 3        | 21.6      | 40.5  | 53.3  | -26.0           | 87.6        | 31.8        | 63.0        | 33.6        | 6.5        | 5.5        | 10.9        | 17.7        |
| <b>Aggregate</b>       |         |       |       |          |           |       |       | <b>21.3</b>     | <b>17.3</b> | <b>20.6</b> | <b>39.6</b> | <b>33.8</b> | <b>7.4</b> | <b>6.4</b> | <b>18.7</b> | <b>18.9</b> |
| <b>Cement</b>          |         |       |       |          |           |       |       |                 |             |             |             |             |            |            |             |             |
| Ambuja Cem.            | Buy     | 559   | 740   | 32       | 11.4      | 14.9  | 17.9  | 41.2            | 30.9        | 19.8        | 49.0        | 37.5        | 2.4        | 2.3        | 5.1         | 6.3         |
| ACC                    | Neutral | 1842  | 2040  | 11       | 88.2      | 116.3 | 136.1 | 23.9            | 31.9        | 17.0        | 20.9        | 15.8        | 1.7        | 1.5        | 8.5         | 10.1        |
| Birla Corp.            | Buy     | 1215  | 1600  | 32       | 67.9      | 84.8  | 95.9  | 60.7            | 25.0        | 13.1        | 17.9        | 14.3        | 1.3        | 1.2        | 7.2         | 8.4         |
| Dalmia Bhar.           | Buy     | 2040  | 2660  | 30       | 68.0      | 72.8  | 84.7  | 83.5            | 7.0         | 16.4        | 30.0        | 28.0        | 2.1        | 2.0        | 7.1         | 7.2         |
| Grasim Inds.           | Buy     | 2724  | 3410  | 25       | 84.4      | 105.4 | 127.0 | 13.9            | 24.9        | 20.5        | 32.3        | 25.9        | 3.3        | 3.2        | -4.3        | -1.1        |
| India Cem              | Sell    | 379   | 300   | -21      | -1.2      | 3.8   | 11.3  | -95.2           | LP          | 195.1       | NM          | 99.3        | 1.2        | 1.2        | -0.4        | 1.2         |
| JSW Cement             | Neutral | 128   | 150   | 18       | 2.3       | 2.9   | 3.6   | -510.2          | 27.0        | 21.5        | 55.3        | 43.6        | 2.8        | 2.6        | 7.4         | 6.2         |
| J K Cements            | Buy     | 5632  | 7000  | 24       | 146.1     | 187.9 | 217.1 | 41.1            | 28.6        | 15.6        | 38.6        | 30.0        | 6.1        | 5.2        | 17.1        | 18.7        |
| JK Lakshmi Ce          | Buy     | 845   | 1100  | 30       | 41.3      | 51.0  | 51.3  | 70.7            | 23.3        | 0.6         | 20.4        | 16.6        | 2.7        | 2.3        | 13.9        | 15.1        |
| Ramco Cem              | Neutral | 1033  | 1060  | 3        | 16.0      | 24.6  | 34.6  | 309.6           | 53.6        | 40.3        | 64.4        | 41.9        | 3.1        | 3.0        | 5.0         | 7.3         |
| Shree Cem              | Neutral | 27371 | 30030 | 10       | 529.5     | 561.8 | 676.6 | 56.7            | 6.1         | 20.4        | 51.7        | 48.7        | 4.4        | 4.1        | 8.7         | 8.7         |
| Ultratech              | Buy     | 11851 | 14460 | 22       | 272.7     | 350.5 | 423.9 | 31.4            | 28.5        | 20.9        | 43.5        | 33.8        | 4.6        | 4.2        | 11.0        | 13.0        |
| <b>Aggregate</b>       |         |       |       |          |           |       |       | <b>42.0</b>     | <b>26.1</b> | <b>20.4</b> | <b>39.1</b> | <b>31.0</b> | <b>3.2</b> | <b>3.0</b> | <b>8.2</b>  | <b>9.7</b>  |
| <b>Consumer</b>        |         |       |       |          |           |       |       |                 |             |             |             |             |            |            |             |             |
| Asian Paints           | Neutral | 2619  | 2500  | -5       | 44.2      | 51.8  | 58.3  | 4.1             | 17.3        | 12.5        | 59.3        | 50.5        | 12.8       | 12.2       | 21.7        | 24.8        |
| Britannia              | Buy     | 6161  | 7150  | 16       | 108.4     | 126.4 | 143.5 | 18.0            | 16.6        | 13.5        | 56.8        | 48.7        | 29.1       | 23.8       | 55.2        | 53.7        |
| Colgate                | Buy     | 2168  | 2850  | 31       | 51.9      | 57.8  | 63.0  | 1.0             | 11.5        | 8.9         | 41.8        | 37.5        | 37.3       | 37.5       | 87.0        | 99.7        |
| Dabur                  | Neutral | 519   | 525   | 1        | 10.8      | 12.2  | 13.4  | 6.7             | 12.4        | 9.7         | 47.9        | 42.6        | 7.9        | 7.7        | 17.2        | 18.4        |
| Emami                  | Buy     | 514   | 725   | 41       | 20.7      | 22.7  | 24.6  | 2.2             | 9.5         | 8.4         | 24.8        | 22.7        | 7.4        | 6.7        | 31.7        | 31.1        |
| Godrej Cons.           | Buy     | 1122  | 1400  | 25       | 21.3      | 25.9  | 30.1  | 15.2            | 21.6        | 16.0        | 52.6        | 43.3        | 9.2        | 8.8        | 17.8        | 20.8        |
| HUL                    | Buy     | 2415  | 3050  | 26       | 45.8      | 52.1  | 56.4  | 3.3             | 13.8        | 8.2         | 52.7        | 46.3        | 11.3       | 10.9       | 21.6        | 24.0        |
| ITC                    | Buy     | 404   | 515   | 27       | 16.8      | 18.5  | 19.8  | 5.4             | 9.6         | 7.4         | 24.0        | 21.9        | 7.0        | 6.7        | 29.6        | 31.3        |
| Indigo Paints          | Buy     | 1005  | 1400  | 39       | 33.2      | 38.5  | 44.5  | 11.4            | 16.0        | 15.5        | 30.3        | 26.1        | 4.2        | 3.6        | 14.5        | 14.7        |
| Jyothy Lab             | Neutral | 312   | 365   | 17       | 10.7      | 11.9  | 13.3  | 4.7             | 11.8        | 11.2        | 29.2        | 26.2        | 5.4        | 5.0        | 18.8        | 19.8        |
| L T Foods              | Buy     | 405   | 550   | 36       | 20.5      | 26.9  | 31.8  | 17.6            | 31.3        | 18.1        | 19.7        | 15.0        | 3.2        | 2.7        | 17.3        | 19.6        |
| Marico                 | Buy     | 711   | 850   | 20       | 14.0      | 16.3  | 18.1  | 13.4            | 15.8        | 11.4        | 50.7        | 43.8        | 22.0       | 20.3       | 44.5        | 48.2        |
| Nestle                 | Neutral | 1261  | 1300  | 3        | 16.9      | 20.1  | 22.5  | 5.4             | 19.6        | 11.8        | 74.8        | 62.6        | 56.1       | 51.5       | 77.9        | 85.8        |





| Company                  | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |             |             | P/E (x)     |             | P/B (x)     |             | ROE (%)     |             |
|--------------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                          |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E       | FY28E       | FY26E       | FY27E       | FY26E       | FY27E       | FY26E       | FY27E       |
| Page Inds                | Buy     | 39733 | 50000 | 26       | 725.3     | 830.8 | 937.2 | 11.1            | 14.5        | 12.8        | 54.8        | 47.8        | 26.1        | 21.8        | 47.7        | 45.6        |
| Pidilite Ind.            | Neutral | 1456  | 1500  | 3        | 23.9      | 27.6  | 31.6  | 15.7            | 15.5        | 14.3        | 60.9        | 52.7        | 13.5        | 11.9        | 23.4        | 24.0        |
| P&G Hygiene              | Neutral | 13147 | 14000 | 6        | 268.1     | 296.7 | 330.1 | 36.9            | 10.7        | 11.2        | 49.0        | 44.3        | 46.8        | 38.6        | 105.7       | 95.7        |
| Radico Khaitan           | Buy     | 3309  | 3600  | 9        | 41.9      | 53.3  | 65.5  | 62.5            | 27.3        | 22.8        | 79.0        | 62.1        | 14.1        | 11.9        | 17.9        | 19.2        |
| Tata Consumer            | Buy     | 1166  | 1450  | 24       | 17.0      | 20.1  | 22.1  | 21.1            | 18.8        | 9.5         | 68.7        | 57.8        | 5.1         | 4.8         | 8.2         | 9.2         |
| United Brew              | Neutral | 1788  | 1750  | -2       | 16.4      | 26.9  | 34.8  | -7.2            | 64.0        | 29.6        | 109.1       | 66.5        | 10.3        | 9.5         | 9.7         | 14.9        |
| United Spirits           | Neutral | 1429  | 1575  | 10       | 23.0      | 25.6  | 28.2  | 16.8            | 11.1        | 10.2        | 62.0        | 55.8        | 10.9        | 9.1         | 17.5        | 16.3        |
| Varun Beverages          | Buy     | 470   | 580   | 23       | 9.1       | 10.7  | 12.8  | 18.3            | 18.4        | 18.9        | 51.8        | 43.8        | 8.4         | 7.4         | 17.3        | 18.0        |
| <b>Aggregate</b>         |         |       |       |          |           |       |       | <b>8.3</b>      | <b>14.2</b> | <b>10.6</b> | <b>45.0</b> | <b>39.4</b> | <b>10.8</b> | <b>10.1</b> | <b>23.9</b> | <b>25.6</b> |
| <b>Consumer Durables</b> |         |       |       |          |           |       |       |                 |             |             |             |             |             |             |             |             |
| Havells India            | Neutral | 1449  | 1640  | 13       | 24.5      | 31.2  | 37.5  | 4.5             | 27.2        | 20.4        | 59.1        | 46.5        | 9.7         | 8.6         | 16.5        | 18.4        |
| KEI Industries           | Buy     | 3940  | 4960  | 26       | 92.2      | 108.5 | 128.9 | 26.5            | 17.7        | 18.8        | 42.7        | 36.3        | 5.7         | 5.0         | 14.2        | 14.6        |
| LG Electronics           | Buy     | 1610  | 1800  | 12       | 33.2      | 39.0  | 45.1  | 2.4             | 17.2        | 15.8        | 48.4        | 41.3        | 14.7        | 11.9        | 33.7        | 31.9        |
| Polycab India            | Buy     | 7543  | 9110  | 21       | 176.2     | 199.0 | 237.5 | 31.2            | 12.9        | 19.4        | 42.8        | 37.9        | 9.5         | 8.0         | 22.2        | 21.1        |
| R R Kabel                | Neutral | 1378  | 1470  | 7        | 39.7      | 43.2  | 50.9  | 44.2            | 8.6         | 17.9        | 34.7        | 31.9        | 6.2         | 5.3         | 19.2        | 17.9        |
| Voltas                   | Neutral | 1321  | 1340  | 1        | 23.0      | 31.4  | 38.0  | -9.4            | 36.3        | 21.0        | 57.4        | 42.1        | 6.2         | 5.5         | 10.8        | 13.1        |
| <b>Aggregate</b>         |         |       |       |          |           |       |       | <b>13.2</b>     | <b>19.0</b> | <b>18.7</b> | <b>48.1</b> | <b>40.4</b> | <b>9.1</b>  | <b>7.8</b>  | <b>19.0</b> | <b>19.4</b> |
| <b>EMS</b>               |         |       |       |          |           |       |       |                 |             |             |             |             |             |             |             |             |
| Amber Enterp.            | Buy     | 7232  | 8400  | 16       | 90.4      | 158.0 | 224.9 | 25.5            | 74.8        | 42.3        | 80.0        | 45.8        | 7.0         | 6.1         | 10.8        | 14.3        |
| Avalon Tech              | Buy     | 1038  | 1330  | 28       | 15.3      | 25.0  | 34.1  | 59.6            | 63.4        | 36.5        | 67.8        | 41.5        | 9.6         | 7.8         | 15.3        | 20.8        |
| Cyient DLM               | Buy     | 444   | 550   | 24       | 9.5       | 16.8  | 23.7  | 2.4             | 76.0        | 41.1        | 46.5        | 26.4        | 3.4         | 3.0         | 7.6         | 12.0        |
| Data Pattern             | Neutral | 2616  | 2500  | -4       | 48.2      | 62.8  | 80.6  | 21.6            | 30.3        | 28.5        | 54.3        | 41.7        | 8.3         | 6.9         | 16.4        | 18.1        |
| Dixon Tech.              | Buy     | 14846 | 22500 | 52       | 174.9     | 276.9 | 363.8 | 49.3            | 58.3        | 31.4        | 84.9        | 53.6        | 22.3        | 15.9        | 30.0        | 34.7        |
| Kaynes Tech              | Buy     | 6228  | 8200  | 32       | 83.3      | 131.9 | 194.9 | 90.2            | 58.3        | 47.7        | 74.7        | 47.2        | 8.3         | 7.1         | 14.2        | 16.2        |
| Syrma SGS Tech.          | Buy     | 799   | 940   | 18       | 15.3      | 22.4  | 30.6  | 58.3            | 46.4        | 36.8        | 52.3        | 35.7        | 7.1         | 6.0         | 14.5        | 18.3        |
| <b>Aggregate</b>         |         |       |       |          |           |       |       | <b>53.5</b>     | <b>54.7</b> | <b>37.6</b> | <b>71.5</b> | <b>46.2</b> | <b>11.3</b> | <b>9.1</b>  | <b>15.8</b> | <b>19.8</b> |
| <b>Healthcare</b>        |         |       |       |          |           |       |       |                 |             |             |             |             |             |             |             |             |
| Alembic Phar             | Neutral | 922   | 1020  | 11       | 36.2      | 44.9  | 53.7  | 24.2            | 24.1        | 19.7        | 25.5        | 20.5        | 3.1         | 2.8         | 12.8        | 14.2        |
| Alkem Lab                | Neutral | 5674  | 5270  | -7       | 206.3     | 182.6 | 209.5 | 13.9            | -11.5       | 14.7        | 27.5        | 31.1        | 4.9         | 4.5         | 19.2        | 15.1        |
| Ajanta Pharma            | Buy     | 2526  | 3000  | 19       | 83.0      | 98.7  | 111.0 | 11.1            | 18.9        | 12.5        | 30.4        | 25.6        | 6.9         | 5.8         | 24.9        | 24.5        |
| Apollo Hospitals         | Buy     | 7638  | 9015  | 18       | 130.1     | 155.6 | 193.1 | 29.4            | 19.6        | 24.1        | 58.7        | 49.1        | 10.6        | 8.7         | 20.5        | 20.2        |
| Aurobindo                | Buy     | 1123  | 1350  | 20       | 62.4      | 78.3  | 94.6  | 2.3             | 25.4        | 20.9        | 18.0        | 14.3        | 1.8         | 1.6         | 10.6        | 11.9        |
| Biocon                   | Buy     | 380   | 408   | 7        | 4.1       | 8.8   | 11.6  | 99.0            | 117.4       | 31.7        | 93.5        | 43.0        | 2.1         | 2.0         | 2.2         | 4.7         |
| Blue Jet Health          | Buy     | 600   | 770   | 28       | 20.5      | 25.7  | 32.3  | 16.5            | 25.2        | 25.8        | 29.3        | 23.4        | 7.1         | 5.5         | 27.4        | 26.6        |
| Cipla                    | Neutral | 1504  | 1500  | 0        | 61.3      | 61.8  | 68.7  | -2.3            | 0.9         | 11.1        | 24.5        | 24.3        | 3.4         | 3.0         | 13.8        | 12.4        |
| Divis Lab                | Neutral | 6656  | 6925  | 4        | 92.6      | 114.7 | 137.1 | 14.0            | 23.9        | 19.5        | 71.9        | 58.0        | 10.6        | 9.4         | 15.5        | 17.1        |
| Dr Reddy's               | Neutral | 1205  | 1250  | 4        | 68.9      | 63.1  | 68.5  | 2.4             | -8.4        | 8.6         | 17.5        | 19.1        | 2.6         | 2.3         | 15.8        | 12.7        |
| Dr Agarwal's Hea         | Buy     | 505   | 600   | 19       | 4.0       | 5.2   | 7.9   | 50.5            | 31.1        | 50.4        | 126.6       | 96.6        | 8.0         | 7.4         | 6.5         | 7.9         |
| ERIS Lifescience         | Neutral | 1590  | 1635  | 3        | 37.7      | 54.4  | 62.5  | 47.1            | 44.3        | 14.9        | 42.2        | 29.2        | 6.6         | 5.5         | 16.8        | 20.6        |
| Gland Pharma             | Buy     | 1861  | 2310  | 24       | 54.2      | 68.0  | 80.4  | 27.8            | 25.5        | 18.3        | 34.3        | 27.4        | 3.1         | 2.7         | 9.3         | 10.6        |
| Glenmark                 | Buy     | 1815  | 2400  | 32       | 58.9      | 77.9  | 91.1  | 23.3            | 32.3        | 17.0        | 30.8        | 23.3        | 4.9         | 4.1         | 17.2        | 19.2        |
| GSK Pharma               | Neutral | 2591  | 2800  | 8        | 59.8      | 69.3  | 78.5  | 10.9            | 15.9        | 13.2        | 43.3        | 37.4        | 17.6        | 13.7        | 40.6        | 36.7        |
| Global Health            | Buy     | 1251  | 1590  | 27       | 24.2      | 30.3  | 36.8  | 24.9            | 25.5        | 21.5        | 51.8        | 41.3        | 8.6         | 7.3         | 17.7        | 19.1        |
| Granules India           | Buy     | 555   | 625   | 13       | 23.0      | 30.7  | 37.6  | 16.7            | 33.7        | 22.4        | 24.1        | 18.0        | 3.2         | 2.7         | 14.1        | 16.3        |
| IPCA Labs                | Buy     | 1322  | 1570  | 19       | 40.9      | 50.8  | 60.1  | 13.7            | 24.2        | 18.4        | 32.3        | 26.0        | 4.3         | 3.8         | 14.0        | 15.4        |
| Laxmi Dental             | Buy     | 312   | 400   | 28       | 8.8       | 12.2  | 15.0  | 84.4            | 38.5        | 23.6        | 35.5        | 25.7        | 6.7         | 5.3         | 20.7        | 23.0        |
| Laurus Labs              | Buy     | 983   | 1110  | 13       | 13.4      | 16.8  | 19.6  | 131.5           | 25.0        | 16.8        | 73.1        | 58.5        | 10.2        | 8.9         | 14.7        | 16.2        |
| Lupin                    | Neutral | 1972  | 2100  | 7        | 101.3     | 98.9  | 101.4 | 40.8            | -2.4        | 2.5         | 19.5        | 19.9        | 4.0         | 3.3         | 23.1        | 18.1        |
| Mankind Pharma           | Buy     | 2263  | 2800  | 24       | 46.0      | 59.5  | 72.3  | -8.0            | 29.4        | 21.5        | 49.2        | 38.0        | 5.9         | 5.3         | 12.6        | 14.7        |
| Max Healthcare           | Buy     | 1136  | 1350  | 19       | 18.7      | 24.3  | 25.6  | 23.6            | 30.1        | 5.5         | 60.8        | 46.7        | 9.1         | 7.7         | 16.0        | 17.8        |
| Piramal Pharma           | Buy     | 199   | 240   | 21       | -0.3      | 1.4   | 3.5   | -148.9          | LP          | 146.9       | NM          | 138.8       | 2.9         | 2.9         | -0.5        | 2.3         |
| Rubicon Research         | Buy     | 627   | 740   | 18       | 13.1      | 17.8  | 24.0  | 60.4            | 35.9        | 34.7        | 47.8        | 35.2        | 8.6         | 7.1         | 24.7        | 22.0        |
| Sun Pharma               | Buy     | 1693  | 1960  | 16       | 49.2      | 57.5  | 64.7  | 4.4             | 16.8        | 12.6        | 34.4        | 29.5        | 5.0         | 4.4         | 15.4        | 16.0        |
| Torrent Pharma           | Neutral | 3580  | 3770  | 5        | 70.0      | 84.6  | 104.2 | 21.2            | 20.8        | 23.1        | 51.1        | 42.3        | 6.7         | 5.5         | 28.4        | 28.6        |
| Zydus Lifesciences       | Neutral | 944   | 990   | 5        | 44.9      | 44.5  | 48.6  | -2.4            | -1.0        | 9.4         | 21.0        | 21.2        | 3.3         | 2.9         | 17.2        | 14.7        |



| Company            | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |       |       | P/E (x) |       | P/B (x) |       | ROE (%) |       |
|--------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------|-------|---------|-------|---------|-------|---------|-------|
|                    |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E | FY28E | FY26E   | FY27E | FY26E   | FY27E | FY26E   | FY27E |
| Aggregate          |         |       |       |          |           |       |       | 10.5            | 13.6  | 14.9  | 34.5    | 30.4  | 4.8     | 4.3   | 14.1    | 14.1  |
| Infrastructure     |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| G R Infraproject   | Buy     | 1144  | 1433  | 25       | 79.9      | 101.1 | 116.5 | 7.0             | 26.4  | 15.2  | 14.3    | 11.3  | 1.3     | 1.1   | 9.3     | 10.7  |
| IRB Infra          | Neutral | 44    | 45    | 1        | 2.2       | 2.8   | 3.9   | 92.9            | 27.6  | 39.7  | 20.6    | 16.1  | 1.3     | 1.2   | 6.4     | 7.7   |
| KNR Constructions  | Neutral | 180   | 210   | 16       | 8.7       | 14.4  | 15.1  | -38.2           | 65.9  | 5.2   | 20.8    | 12.5  | 1.2     | 1.1   | 6.0     | 9.2   |
| Aggregate          |         |       |       |          |           |       |       |                 |       |       | 18.5    | 14.1  | 1.3     | 1.2   | 6.9     | 8.3   |
| Logistics          |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| Adani Ports        | Buy     | 1449  | 1770  | 22       | 62.6      | 73.3  | 82.3  | 24.9            | 17.0  | 12.3  | 23.1    | 19.8  | 4.3     | 3.6   | 19.9    | 19.7  |
| Blue Dart Express  | Buy     | 6220  | 7900  | 27       | 139.6     | 197.1 | 204.9 | 35.4            | 41.2  | 3.9   | 44.6    | 31.6  | 7.8     | 6.4   | 18.8    | 22.3  |
| Concor             | Buy     | 522   | 670   | 28       | 18.3      | 22.8  | 26.4  | 7.5             | 24.4  | 16.1  | 28.5    | 22.9  | 3.0     | 2.8   | 10.9    | 12.6  |
| Delhivery          | Buy     | 430   | 570   | 32       | 3.4       | 6.3   | 8.3   | 52.3            | 83.0  | 32.1  | 125.8   | 68.7  | 3.3     | 3.2   | 2.7     | 4.7   |
| JSW Infra          | Buy     | 280   | 360   | 28       | 7.5       | 8.9   | 12.6  | 7.3             | 18.6  | 42.1  | 37.4    | 31.5  | 5.4     | 4.7   | 15.3    | 15.8  |
| Mahindra Logistics | Neutral | 343   | 330   | -4       | 2.5       | 17.2  | 22.3  | -149.9          | 595.7 | 29.3  | 138.3   | 19.9  | 2.9     | 2.5   | 3.3     | 13.4  |
| Transport Corp.    | Buy     | 1136  | 1500  | 32       | 61.5      | 66.9  | 76.2  | 14.9            | 8.8   | 14.0  | 18.5    | 17.0  | 3.4     | 2.9   | 19.8    | 18.2  |
| TCI Express        | Neutral | 633   | 720   | 14       | 26.1      | 33.2  | 36.3  | 16.5            | 27.4  | 9.1   | 24.3    | 19.0  | 2.9     | 2.6   | 12.5    | 14.4  |
| VRL Logistics      | Buy     | 273   | 350   | 28       | 12.6      | 14.8  | 16.5  | 20.6            | 17.4  | 11.6  | 21.7    | 18.5  | 3.9     | 3.7   | 19.2    | 20.6  |
| Aggregate          |         |       |       |          |           |       |       |                 |       |       | 26.7    | 22.3  | 4.2     | 3.6   | 15.5    | 16.1  |
| Media              |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| PVR Inox           | Neutral | 1154  | 1245  | 8        | 25.1      | 31.0  | 39.3  | -262.6          | 23.6  | 26.5  | 46.0    | 37.2  | 1.6     | 1.5   | 3.4     | 4.1   |
| Sun TV             | Neutral | 554   | 645   | 16       | 43.4      | 44.4  | 46.3  | 0.0             | 2.2   | 4.2   | 12.8    | 12.5  | 1.8     | 1.6   | 13.7    | 12.9  |
| Zee Ent.           | Neutral | 99    | 100   | 1        | 6.3       | 7.5   | 8.8   | -22.8           | 18.6  | 17.1  | 15.7    | 13.2  | 0.8     | 0.8   | 5.2     | 5.9   |
| Aggregate          |         |       |       |          |           |       |       | 9.4             | 8.1   | 10.0  | 16.6    | 15.4  | 1.3     | 1.3   | 8.1     | 8.3   |
| Metals             |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| Coal India         | Buy     | 376   | 440   | 17       | 51.3      | 57.7  | 60.3  | -10.6           | 12.4  | 4.6   | 7.3     | 6.5   | 2.0     | 1.8   | 27.6    | 27.0  |
| Hindalco           | Buy     | 790   | 920   | 16       | 74.1      | 75.0  | 79.1  | -0.9            | 1.1   | 5.5   | 10.7    | 10.5  | 1.6     | 1.4   | 15.8    | 13.9  |
| Hind. Zinc         | Neutral | 475   | 510   | 7        | 27.5      | 32.2  | 35.1  | 11.3            | 17.3  | 8.8   | 17.3    | 14.7  | 10.1    | 7.1   | 70.0    | 56.4  |
| JSPL               | Buy     | 1070  | 1240  | 16       | 58.8      | 87.1  | 97.9  | 41.9            | 48.1  | 12.5  | 18.2    | 12.3  | 2.1     | 1.8   | 12.1    | 15.8  |
| JSW Steel          | Buy     | 1172  | 1350  | 15       | 44.2      | 72.4  | 89.9  | 184.0           | 63.7  | 24.2  | 26.5    | 16.2  | 3.2     | 2.7   | 12.8    | 18.0  |
| Jindal Stainless   | Buy     | 733   | 875   | 19       | 36.4      | 44.7  | 49.2  | 19.2            | 23.0  | 10.0  | 20.2    | 16.4  | 3.1     | 2.7   | 15.4    | 16.2  |
| Nalco              | Neutral | 234   | 250   | 7        | 25.6      | 24.2  | 24.5  | -10.7           | -5.5  | 1.2   | 9.1     | 9.7   | 2.0     | 1.7   | 23.7    | 18.7  |
| NMDC               | Buy     | 74    | 88    | 18       | 8.6       | 9.5   | 10.2  | 15.8            | 10.4  | 7.3   | 8.6     | 7.8   | 1.9     | 1.6   | 23.5    | 22.2  |
| SAIL               | Neutral | 141   | 150   | 7        | 8.4       | 13.2  | 14.2  | 158.3           | 57    | 8.0   | 16.8    | 10.7  | 0.9     | 0.9   | 5.7     | 8.5   |
| Tata Steel         | Buy     | 181   | 210   | 16       | 9.2       | 14.2  | 15.6  | 174.9           | 54    | 9.7   | 19.6    | 12.7  | 2.3     | 2.0   | 12.1    | 16.5  |
| Vedanta            | Neutral | 515   | 540   | 5        | 41.6      | 46.8  | 54.5  | 19.8            | 12    | 16.5  | 12.4    | 11.0  | 4.2     | 3.5   | 36.7    | 34.8  |
| Aggregate          |         |       |       |          |           |       |       | 17.3            | 22.7  | 10.3  | 13.6    | 11.1  | 2.4     | 2.1   | 17.4    | 18.5  |
| Oil & Gas          |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| Aegis Logistics    | Neutral | 760   | 770   | 1        | 23.3      | 24.3  | 26.0  | 23.3            | 4.3   | 7.0   | 33.8    | 32.5  | 5.4     | 4.8   | 16.7    | 15.7  |
| BPCL               | Neutral | 367   | 395   | 8        | 49.1      | 37.5  | 31.3  | 54.2            | -23.6 | -16.6 | 7.5     | 9.8   | 1.6     | 1.4   | 23.3    | 15.4  |
| Castrol India      | Buy     | 191   | 260   | 36       | 9.6       | 9.7   | 10.7  | 2.7             | 1.1   | 10.2  | 19.9    | 19.6  | 7.7     | 7.1   | 40.1    | 37.5  |
| GAIL               | Buy     | 181   | 205   | 14       | 13.9      | 14.9  | 16.0  | -3.6            | 7.5   | 7.3   | 13.0    | 12.1  | 1.5     | 1.4   | 12.4    | 12.2  |
| Gujarat Gas        | Buy     | 400   | 500   | 25       | 16.3      | 18.8  | 21.7  | -1.8            | 15.1  | 15.6  | 24.5    | 21.3  | 3.0     | 2.7   | 12.7    | 13.5  |
| Gujarat St. Pet.   | Neutral | 299   | 327   | 9        | 12.9      | 13.6  | 14.3  | -10.2           | 5.6   | 5.3   | 23.2    | 22.0  | 1.5     | 1.4   | 6.6     | 6.6   |
| HPCL               | Buy     | 480   | 590   | 23       | 78.6      | 63.5  | 46.6  | 148.3           | -19.2 | -26.6 | 6.1     | 7.5   | 1.6     | 1.4   | 29.3    | 19.9  |
| IOC                | Neutral | 169   | 152   | -10      | 18.6      | 14.6  | 10.6  | 140.0           | -21.7 | -27.2 | 9.1     | 11.6  | 1.1     | 1.1   | 13.1    | 9.4   |
| IGL                | Buy     | 212   | 250   | 18       | 10.9      | 12.8  | 13.8  | 3.8             | 17.9  | 7.6   | 19.5    | 16.5  | 2.9     | 2.6   | 15.6    | 16.7  |
| Mahanagar Gas      | Buy     | 1217  | 1700  | 40       | 98.5      | 102.8 | 113.8 | -7.3            | 4.4   | 10.7  | 12.4    | 11.8  | 1.9     | 1.7   | 15.7    | 15.0  |
| Oil India          | Neutral | 434   | 426   | -2       | 32.7      | 32.0  | 28.4  | -12.9           | -2.4  | -11.1 | 13.3    | 13.6  | 1.4     | 1.3   | 11.3    | 10.2  |
| ONGC               | Neutral | 252   | 240   | -5       | 31.0      | 32.0  | 32.6  | 1.4             | 3.1   | 2.0   | 8.1     | 7.9   | 0.9     | 0.8   | 10.9    | 10.5  |
| PLNG               | Buy     | 279   | 400   | 44       | 24.3      | 30.9  | 26.3  | -7.1            | 27.1  | -15.0 | 11.5    | 9.0   | 1.9     | 1.7   | 17.8    | 20.1  |
| Reliance Ind.      | Buy     | 1478  | 1700  | 15       | 55.6      | 61.2  | 67.8  | 8.0             | 10.1  | 10.8  | 26.6    | 24.2  | 2.2     | 2.0   | 8.6     | 8.7   |
| Aggregate          |         |       |       |          |           |       |       | 22.6            | -1.4  | -1.0  | 15.7    | 15.9  | 1.7     | 1.6   | 10.9    | 10.0  |
| Real Estate        |         |       |       |          |           |       |       |                 |       |       |         |       |         |       |         |       |
| Anant Raj          | Buy     | 620   | 831   | 34       | 14.7      | 13.0  | 31.9  | 18.2            | -11.5 | 146.1 | 42.3    | 47.8  | 4.6     | 4.2   | 10.8    | 8.8   |
| Brigade Enterpr.   | Buy     | 978   | 1494  | 53       | 38.1      | 54.0  | 78.1  | 35.9            | 41.7  | 44.6  | 25.6    | 18.1  | 3.7     | 3.1   | 15.3    | 18.4  |
| DLF                | Buy     | 760   | 1002  | 32       | 17.4      | 17.3  | 18.1  | -1.5            | -0.6  | 4.5   | 43.7    | 44.0  | 2.9     | 2.7   | 9.7     | 8.9   |



| Company                | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |             |             | P/E (x)     |             | P/B (x)     |            | ROE (%)     |             |
|------------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|
|                        |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E       | FY28E       | FY26E       | FY27E       | FY26E       | FY27E      | FY26E       | FY27E       |
| Godrej Propert.        | Buy     | 2144  | 2843  | 33       | 82.3      | 80.0  | 126.4 | 78.4            | -2.8        | 57.9        | 26.0        | 26.8        | 3.3         | 2.9        | 13.4        | 11.5        |
| Kolte Patil Dev.       | Buy     | 422   | 514   | 22       | 41.6      | 38.6  | 78.6  | 196.7           | -7.2        | 103.8       | 10.1        | 10.9        | 2.3         | 1.9        | 30.2        | 19.1        |
| Oberoi Realty          | Neutral | 1794  | 1779  | -1       | 78.8      | 99.7  | 109.3 | 28.7            | 26.6        | 9.6         | 22.8        | 18.0        | 3.6         | 3.0        | 16.9        | 18.2        |
| Lodha Developers       | Buy     | 1228  | 1888  | 54       | 37.0      | 40.6  | 43.1  | 33.6            | 9.8         | 6.2         | 33.2        | 30.3        | 5.2         | 4.5        | 16.9        | 16.0        |
| Mahindra Lifespace     | Neutral | 398   | 447   | 12       | 2.7       | 12.8  | 15.1  | -32.4           | 380.6       | 17.6        | 148.8       | 31.0        | 2.5         | 2.4        | 2.2         | 7.8         |
| SignatureGlobal        | Buy     | 1057  | 1760  | 67       | 55.7      | 125.3 | 184.8 | 674.8           | 124.7       | 47.5        | 19.0        | 8.4         | 9.8         | 4.5        | 70.0        | 73.6        |
| Sri Lotus              | Buy     | 176   | 250   | 42       | 6.1       | 12.0  | 15.8  | 30.5            | 97.7        | 31.6        | 28.9        | 14.6        | 4.4         | 3.4        | 20.5        | 26.0        |
| Sunteck Realty         | Buy     | 443   | 574   | 30       | 9.4       | 8.4   | 15.8  | -8.5            | -10.5       | 88.5        | 47.2        | 52.7        | 1.9         | 1.9        | 4.1         | 3.6         |
| Sobha                  | Buy     | 1701  | 1877  | 10       | 33.7      | 50.6  | 72.4  | 281.0           | 49.9        | 43.2        | 50.4        | 33.6        | 3.7         | 3.4        | 7.6         | 10.5        |
| Prestige Estates       | Buy     | 1740  | 2038  | 17       | 27.5      | 32.1  | 35.7  | 116.0           | 16.6        | 11.3        | 63.3        | 54.3        | 4.2         | 3.9        | 6.9         | 7.5         |
| Phoenix Mills          | Buy     | 1772  | 2003  | 13       | 46.1      | 50.2  | 69.5  | 67.4            | 9.0         | 38.3        | 38.5        | 35.3        | 5.3         | 4.6        | 14.7        | 14.0        |
| <b>Aggregate</b>       |         |       |       |          |           |       |       | <b>38.6</b>     | <b>17.0</b> | <b>26.4</b> | <b>35.0</b> | <b>30.0</b> | <b>4.2</b>  | <b>3.7</b> | <b>11.9</b> | <b>12.3</b> |
| <b>Retail</b>          |         |       |       |          |           |       |       |                 |             |             |             |             |             |            |             |             |
| Aditya Birla Fashion   | Neutral | 80    | 90    | 13       | -5.1      | -5.6  | -4.6  | -16.2           | Loss        | Loss        | NM          | NM          | 1.3         | 1.5        | -9.7        | -11.6       |
| Aditya Birla Lifestyle | Neutral | 130   | 155   | 19       | 1.8       | 2.2   | 2.6   | 35.7            | 27.4        | 16.1        | 74.3        | 58.3        | 10.7        | 9.0        | 15.5        | 16.8        |
| Avenue Supermarts      | Buy     | 4011  | 5000  | 25       | 45.0      | 53.9  | 64.8  | 8.1             | 19.9        | 20.2        | 89.2        | 74.4        | 10.7        | 9.4        | 12.8        | 13.4        |
| United Foodbrands      | Neutral | 198   | 265   | 34       | -8.1      | -7.6  | -7.1  | 16.6            | Loss        | Loss        | NM          | NM          | 2.3         | 2.6        | -9.5        | -9.9        |
| Bata India             | Neutral | 1063  | 985   | -7       | 16.3      | 21.4  | 25.6  | -16.1           | 31.3        | 19.9        | 65.2        | 49.7        | 8.2         | 7.6        | 12.9        | 15.8        |
| Campus Activewe.       | Buy     | 278   | 315   | 13       | 4.8       | 6.2   | 7.8   | 20.1            | 29.5        | 27.1        | 58.5        | 45.2        | 9.8         | 8.3        | 16.7        | 18.3        |
| Devyani Intl.          | Buy     | 148   | 180   | 22       | -0.1      | 1.2   | 2.2   | -172.0          | LP          | 88.9        | NM          | 127.0       | 29.6        | 38.7       | -1.9        | 26.4        |
| Go Fashion (I)         | Buy     | 625   | 750   | 20       | 16.6      | 21.8  | 25.9  | -4.0            | 31.4        | 18.9        | 37.7        | 28.7        | 4.4         | 3.9        | 11.0        | 12.8        |
| Jubilant Food.         | Neutral | 577   | 700   | 21       | 5.8       | 8.2   | 10.8  | 62.1            | 41.3        | 32.5        | 99.7        | 70.5        | 18.3        | 18.0       | 18.4        | 25.5        |
| Kalyan Jewellers       | Buy     | 513   | 675   | 32       | 11.2      | 14.3  | 17.0  | 43.4            | 27.6        | 18.9        | 45.7        | 35.8        | 9.4         | 8.0        | 22.1        | 24.1        |
| Metro Brands           | Buy     | 1122  | 1400  | 25       | 14.9      | 17.8  | 20.9  | 6.9             | 19.1        | 17.7        | 75.3        | 63.2        | 15.1        | 13.1       | 22.1        | 22.8        |
| P N Gadgil Jewellers   | Buy     | 653   | 825   | 26       | 23.8      | 29.0  | 35.4  | 36.6            | 21.9        | 22.1        | 27.5        | 22.5        | 4.7         | 3.9        | 18.8        | 19.0        |
| Raymond Lifestyle      | Buy     | 1155  | 1405  | 22       | 35.2      | 54.5  | 66.7  | 113.5           | 54.6        | 22.5        | 32.8        | 21.2        | 0.7         | 0.7        | 4.8         | 7.1         |
| Restaurant Brand       | Buy     | 66    | 120   | 82       | -3.2      | -1.4  | -0.2  | -19.6           | Loss        | Loss        | NM          | NM          | 5.4         | 6.1        | -23.4       | -12.4       |
| Relaxo Footwear        | Sell    | 432   | 400   | -7       | 8.3       | 9.4   | 10.6  | 21.6            | 12.8        | 12.9        | 51.8        | 46.0        | 4.8         | 4.4        | 9.5         | 10.0        |
| Sapphire Foods         | Buy     | 270   | 350   | 30       | -0.3      | 2.0   | 3.1   | -128.6          | LP          | 54.6        | NM          | 134.0       | 6.2         | 6.0        | -0.7        | 4.6         |
| Senco Gold             | Neutral | 332   | 385   | 16       | 17.2      | 18.4  | 22.7  | 38.9            | 6.9         | 23.5        | 19.3        | 18.1        | 2.4         | 2.2        | 13.4        | 12.8        |
| Shoppers Stop          | Neutral | 473   | 520   | 10       | 1.4       | -0.4  | -1.3  | 127.4           | PL          | Loss        | 339.6       | NM          | 11.1        | 11.3       | 4.4         | -1.3        |
| Titan Company          | Buy     | 3769  | 4500  | 19       | 56.8      | 67.2  | 79.5  | 34.3            | 18.4        | 18.2        | 66.4        | 56.0        | 22.1        | 17.3       | 37.7        | 34.7        |
| Trent                  | Buy     | 4625  | 6000  | 30       | 52.4      | 58.9  | 67.2  | 21.3            | 12.4        | 14.1        | 88.3        | 78.5        | 21.6        | 17.1       | 29.6        | 25.9        |
| Vedant Fashions        | Neutral | 640   | 725   | 13       | 16.3      | 17.2  | 18.6  | 1.6             | 5.6         | 8.1         | 39.4        | 37.3        | 8.1         | 7.3        | 19.9        | 18.9        |
| Vishal Mega Mart       | Buy     | 143   | 170   | 19       | 1.8       | 2.3   | 2.8   | 30.6            | 27.5        | 24.1        | 79.7        | 62.5        | 9.1         | 8.0        | 12.2        | 13.6        |
| V-Mart Retail          | Buy     | 818   | 1055  | 29       | 13.7      | 22.5  | 33.1  | 429.1           | 64.2        | 46.9        | 59.6        | 36.3        | 7.1         | 5.9        | 12.6        | 17.7        |
| Westlife Foodworld     | Neutral | 576   | 675   | 17       | -0.2      | 2.0   | 5.4   | -129.3          | LP          | 165.1       | NM          | 283.0       | 14.5        | 13.8       | -0.6        | 5.0         |
| <b>Aggregate</b>       |         |       |       |          |           |       |       | <b>29.7</b>     | <b>24.0</b> | <b>22.2</b> | <b>77.4</b> | <b>63.6</b> | <b>11.1</b> | <b>9.9</b> | <b>14.3</b> | <b>15.6</b> |
| <b>Technology</b>      |         |       |       |          |           |       |       |                 |             |             |             |             |             |            |             |             |
| Cyient                 | Sell    | 1111  | 1050  | -6       | 60.7      | 75.5  | 93.6  | 9.5             | 24.4        | 24.1        | 18.3        | 14.7        | 2.2         | 2.1        | 11.4        | 13.5        |
| HCL Tech.              | Buy     | 1512  | 1800  | 19       | 65.9      | 73.6  | 77.0  | 3.2             | 11.6        | 4.6         | 22.9        | 20.5        | 6.0         | 6.1        | 25.8        | 29.3        |
| Hexaware Tech.         | Buy     | 673   | 850   | 26       | 23.9      | 27.8  | 32.0  | 24.1            | 16.0        | 15.4        | 28.1        | 24.2        | 6.7         | 5.9        | 25.8        | 26.3        |
| Infosys                | Neutral | 1477  | 1650  | 12       | 69.1      | 72.4  | 76.7  | 8.4             | 4.7         | 5.9         | 21.4        | 20.4        | 6.4         | 6.4        | 29.9        | 31.3        |
| KPIT Technologies      | Buy     | 1153  | 1500  | 30       | 29.8      | 37.2  | 45.6  | 2.6             | 24.7        | 22.7        | 38.7        | 31.0        | 8.9         | 7.5        | 25.4        | 26.5        |
| LTI Mindtree           | Buy     | 5569  | 6650  | 19       | 185.8     | 207.1 | 234.1 | 19.6            | 11.5        | 13.0        | 30.0        | 26.9        | 6.4         | 5.6        | 22.6        | 22.1        |
| L&T Technology         | Neutral | 4086  | 4400  | 8        | 128.4     | 154.6 | 176.6 | 7.9             | 20.4        | 14.2        | 31.8        | 26.4        | 6.2         | 5.4        | 20.9        | 21.9        |
| Mphasis                | Neutral | 2739  | 2900  | 6        | 100.3     | 111.2 | 124.8 | 12.4            | 10.9        | 12.2        | 27.3        | 24.6        | 5.0         | 4.6        | 19.1        | 19.6        |
| Coforge                | Buy     | 1740  | 2400  | 38       | 44.7      | 58.7  | 74.3  | 77.3            | 31.4        | 26.5        | 38.9        | 29.6        | 8.1         | 7.1        | 17.4        | 20.7        |
| Persistent Sys         | Buy     | 5780  | 6550  | 13       | 119.1     | 147.0 | 172.7 | 32.0            | 23.4        | 17.5        | 48.5        | 39.3        | 12.1        | 10.2       | 27.1        | 28.3        |
| TCS                    | Buy     | 2992  | 3500  | 17       | 141.8     | 149.5 | 156.1 | 5.6             | 5.5         | 4.4         | 21.1        | 20.0        | 11.0        | 10.6       | 53.1        | 53.8        |
| Tata Elxsi             | Sell    | 5181  | 4400  | -15      | 105.4     | 136.6 | 156.3 | -16.4           | 29.6        | 14.4        | 49.2        | 37.9        | 9.8         | 8.9        | 21.3        | 24.5        |
| Tata Technologies      | Sell    | 673   | 570   | -15      | 16.8      | 19.8  | 22.5  | 1.4             | 17.7        | 13.5        | 40.0        | 34.0        | 6.8         | 6.4        | 18.0        | 19.4        |
| Tech Mah               | Buy     | 1387  | 1900  | 37       | 60.1      | 78.0  | 86.3  | 25.3            | 29.8        | 10.7        | 23.1        | 17.8        | 4.4         | 4.2        | 19.2        | 24.1        |
| Wipro                  | Sell    | 237   | 200   | -15      | 12.5      | 12.6  | 13.1  | -0.2            | 1.2         | 3.6         | 18.9        | 18.7        | 2.9         | 2.9        | 15.7        | 15.6        |
| Zensar Tech            | Neutral | 699   | 730   | 4        | 31.7      | 34.1  | 36.5  | 11.8            | 7.4         | 7.2         | 22.0        | 20.5        | 3.6         | 3.3        | 17.2        | 17.0        |



| Company                | Reco    | CMP   | TP    | % Upside | EPS (INR) |       |       | EPS Gr. YoY (%) |       |        | P/E (x) |       | P/B (x) |       | ROE (%) |       |
|------------------------|---------|-------|-------|----------|-----------|-------|-------|-----------------|-------|--------|---------|-------|---------|-------|---------|-------|
|                        |         | (INR) | (INR) | Downside | FY26E     | FY27E | FY28E | FY26E           | FY27E | FY28E  | FY26E   | FY27E | FY26E   | FY27E | FY26E   | FY27E |
| Aggregate              |         |       |       |          |           |       |       | 7.3             | 8.2   | 6.6    | 22.9    | 21.1  | 6.6     | 6.4   | 29.1    | 30.4  |
| Telecom                |         |       |       |          |           |       |       |                 |       |        |         |       |         |       |         |       |
| Bharti Airtel          | Buy     | 2001  | 2365  | 18       | 52.4      | 67.1  | 87.4  | 72.8            | 28.1  | 30.3   | 38.2    | 29.8  | 8.3     | 6.4   | 24.5    | 26.4  |
| Bharti Hexacom         | Neutral | 1757  | 1975  | 12       | 37.2      | 53.5  | 69.7  | 45.1            | 43.9  | 30.2   | 47.2    | 32.8  | 12.0    | 9.8   | 28.1    | 32.9  |
| Indus Towers           | Neutral | 401   | 390   | -3       | 25.9      | 30.1  | 30.3  | 41.3            | 15.9  | 0.8    | 15.5    | 13.3  | 2.7     | 2.7   | 19.0    | 19.8  |
| Vodafone Idea          | Neutral | 10    | 10    | 4        | -2.5      | -2.4  | -2.0  | -35.8           | Loss  | Loss   | NM      | NM    | -0.5    | -0.4  | NM      | NM    |
| Tata Comm              | Neutral | 1850  | 1750  | -5       | 42.0      | 61.5  | 75.3  | 46.0            | 46.6  | 22.5   | 44.1    | 30.1  | 15.4    | 11.5  | 37.1    | 44    |
| Aggregate              |         |       |       |          |           |       |       | LP              | 99.5  | 65.6   | 116     | 58    | 12.6    | 11.0  | 10.9    | 19.0  |
| Utilities              |         |       |       |          |           |       |       |                 |       |        |         |       |         |       |         |       |
| Acme Solar             | Buy     | 265   | 385   | 45       | 8.7       | 10.6  | 24.5  | 92.5            | 22.2  | 130.7  | 30.5    | 25.0  | 3.2     | 2.8   | 11.0    | 12.0  |
| Indian Energy Exchange | Neutral | 139   | 150   | 8        | 5.3       | 5.4   | 5.8   | 13.1            | 3.4   | 6.4    | 26.4    | 25.5  | 9.6     | 8.4   | 39.4    | 35.1  |
| Inox Wind              | Buy     | 150   | 168   | 12       | 3.9       | 6.6   | 7.4   | 11.0            | 69.8  | 12.7   | 38.5    | 22.7  | 4.5     | 3.8   | 12.5    | 18.1  |
| JSW Energy             | Buy     | 520   | 655   | 26       | 10.9      | 15.3  | 23.8  | 1.8             | 41.0  | 55.3   | 47.9    | 34.0  | 3.1     | 2.9   | 6.7     | 8.8   |
| NTPC                   | Neutral | 326   | 372   | 14       | 22.5      | 27.7  | 31.1  | 8.4             | 23.0  | 12.3   | 14.5    | 11.8  | 1.6     | 1.5   | 11.9    | 13.4  |
| Power Grid Corpn       | Neutral | 272   | 300   | 10       | 17.6      | 19.0  | 19.9  | 5.3             | 8.3   | 4.7    | 15.5    | 14.3  | 2.6     | 2.4   | 17.0    | 17.2  |
| Suzlon Energy          | Buy     | 57    | 74    | 29       | 1.4       | 2.2   | 2.5   | 27.1            | 57.9  | 14.2   | 41.9    | 26.5  | 9.0     | 6.7   | 25.3    | 29.1  |
| Tata Power Co.         | Buy     | 393   | 480   | 22       | 13.4      | 17.5  | 20.3  | 9.2             | 31.1  | 16.0   | 29.4    | 22.4  | 3.2     | 2.9   | 11.4    | 13.5  |
| Waaree Energies        | Buy     | 3279  | 4000  | 22       | 137.3     | 158.2 | 177.5 | 110.9           | 15.2  | 12.2   | 23.9    | 20.7  | 7.1     | 5.3   | 34.6    | 29.3  |
| Aggregate              |         |       |       |          |           |       |       | 12.9            | 20.8  | 13.6   | 19      | 16    | 2.6     | 2.3   | 13.2    | 14.4  |
| Others                 |         |       |       |          |           |       |       |                 |       |        |         |       |         |       |         |       |
| APL Apollo Tubes       | Buy     | 1800  | 2100  | 17       | 42.0      | 54.9  | 64.5  | 54.0            | 30.6  | 17.3   | 42.8    | 32.8  | 9.6     | 7.6   | 24.8    | 25.9  |
| Astral                 | Buy     | 1557  | 1880  | 21       | 22.4      | 28.9  | 35.5  | 14.8            | 29.5  | 22.8   | 69.6    | 53.8  | 7.7     | 6.6   | 15.6    | 17.7  |
| Cello World            | Buy     | 636   | 700   | 10       | 16.3      | 22.1  | 25.2  | 6.5             | 35.1  | 14.2   | 38.9    | 28.8  | 5.4     | 4.7   | 14.4    | 17.8  |
| Coromandel Intl        | Buy     | 2149  | 2800  | 30       | 78.6      | 100.8 | 114.0 | 28.3            | 28.2  | 13.2   | 27.3    | 21.3  | 4.9     | 4.1   | 19.2    | 20.8  |
| Dreamfolks Services    | Buy     | 122   | 160   | 31       | 14.6      | 17.7  | 0.0   | 22.3            | 21.3  | -100.0 | 8.4     | 6.9   | 1.7     | 1.4   | 23.4    | 22.5  |
| EPL                    | Buy     | 195   | 280   | 43       | 13.8      | 16.7  | 19.4  | 21.7            | 21.5  | 15.7   | 14.2    | 11.7  | 2.4     | 2.1   | 17.6    | 18.9  |
| Eternal                | Buy     | 306   | 410   | 34       | 0.8       | 2.7   | 5.6   | 32.2            | 246.9 | 107.7  | 393.5   | 113.5 | 8.9     | 8.2   | 2.3     | 7.5   |
| Godrej Agrovet         | Buy     | 590   | 790   | 34       | 26.0      | 35.3  | 39.7  | 16.2            | 35.7  | 12.4   | 22.7    | 16.7  | 6.5     | 5.1   | 24.2    | 34.1  |
| Gravita India          | Buy     | 1710  | 2200  | 29       | 55.3      | 72.3  | 90.1  | 30.7            | 30.7  | 24.7   | 30.9    | 23.7  | 5.1     | 4.2   | 18.0    | 19.5  |
| Indiamart Inter.       | Buy     | 2449  | 2900  | 18       | 81.9      | 93.7  | 109.1 | -10.6           | 14.3  | 16.4   | 29.9    | 26.1  | 5.7     | 5.0   | 20.7    | 20.3  |
| Indian Hotels          | Buy     | 692   | 880   | 27       | 13.0      | 15.7  | 17.4  | 12.8            | 20.9  | 10.9   | 53.2    | 44.0  | 7.6     | 6.5   | 15.4    | 16.0  |
| Info Edge              | Neutral | 1346  | 1450  | 8        | 16.2      | 19.3  | 20.3  | 35.8            | 19.4  | 5.2    | 83.1    | 69.6  | 3.1     | 3.0   | 3.7     | 4.3   |
| Interglobe             | Buy     | 5582  | 7300  | 31       | 170.6     | 242.8 | 274.7 | -9.3            | 42.4  | 13.1   | 32.7    | 23.0  | 13.8    | 8.8   | 53.0    | 46.9  |
| Kajaria Ceramics       | Buy     | 1125  | 1451  | 29       | 33.6      | 38.4  | 44.6  | 91.4            | 14.2  | 16.2   | 33.5    | 29.3  | 5.8     | 5.2   | 17.3    | 17.6  |
| Lemon Tree Hotel       | Buy     | 163   | 195   | 20       | 3.5       | 4.4   | 4.9   | 39.3            | 26.0  | 13.2   | 47.1    | 37.3  | 9.0     | 7.2   | 21.1    | 21.4  |
| MTAR Tech              | Buy     | 2420  | 2900  | 20       | 33.3      | 59.1  | 85.5  | 93.7            | 77.5  | 44.6   | 72.7    | 40.9  | 9.0     | 7.3   | 13.1    | 19.7  |
| One 97                 | Neutral | 1347  | 1200  | -11      | 13.1      | 19.0  | 29.2  | -156.1          | 45.5  | 53.5   | 103.0   | 70.8  | 5.7     | 5.6   | 5.6     | 8.1   |
| Prince Pipes           | Buy     | 315   | 420   | 33       | 8.0       | 13.9  | 19.5  | 104.0           | 73.3  | 41.0   | 39.4    | 22.7  | 0.9     | 0.8   | 5.5     | 8.9   |
| Qess Corp              | Neutral | 226   | 280   | 24       | 14.8      | 16.7  | 19.2  | -2.4            | 12.9  | 14.7   | 15.3    | 13.5  | 2.7     | 3.2   | 21.8    | 28.5  |
| SBI Cards              | Neutral | 872   | 1000  | 15       | 24.8      | 35.4  | 43.7  | 22.9            | 42.8  | 23.7   | 35.2    | 24.7  | 5.2     | 4.4   | 15.9    | 19.3  |
| Safari Inds.           | Buy     | 2051  | 2700  | 32       | 42.7      | 50.0  | 59.1  | 46.3            | 17.0  | 18.3   | 48.0    | 41.0  | 8.8     | 7.4   | 20.0    | 19.5  |
| SIS                    | Buy     | 333   | 410   | 23       | 30.7      | 37.8  | 41.6  | 39.4            | 23.1  | 10.2   | 10.9    | 8.8   | 0.8     | 0.7   | 16.7    | 17.2  |
| Supreme Inds.          | Buy     | 3832  | 4850  | 27       | 78.5      | 107.8 | 129.6 | 3.8             | 37.2  | 20.3   | 48.8    | 35.6  | 7.8     | 6.8   | 16.8    | 20.5  |
| Swiggy                 | Buy     | 402   | 550   | 37       | -17.2     | -8.7  | 3.8   | 26.3            | Loss  | LP     | NM      | NM    | 13.0    | 15.6  | -45.5   | -30.9 |
| Team Lease Serv.       | Buy     | 1723  | 2000  | 16       | 89.9      | 105.9 | 122.9 | 38.6            | 17.8  | 16.0   | 19.2    | 16.3  | 2.7     | 2.4   | 14.9    | 15.2  |
| Time Technoplast       | Buy     | 210   | 289   | 38       | 10.6      | 13.1  | 16.0  | 24.4            | 23.7  | 21.7   | 19.8    | 16.0  | 2.9     | 2.5   | 15.5    | 16.7  |
| Updater Services       | Neutral | 201   | 230   | 14       | 17.7      | 21.0  | 23.2  | -0.1            | 18.5  | 10.5   | 11.3    | 9.6   | 1.2     | 1.1   | 11.6    | 12.2  |
| UPL                    | Neutral | 748   | 740   | -1       | 41.9      | 57.2  | 66.1  | 67.4            | 36.7  | 15.6   | 17.9    | 13.1  | 1.2     | 1.1   | 10.6    | 13.4  |
| VIP Inds.              | Buy     | 391   | 530   | 36       | 2.4       | 9.3   | 13.4  | -145.4          | 288.2 | 44.9   | 163.7   | 42.2  | 8.5     | 7.1   | 5.4     | 18.3  |
| VA Tech Wabag          | Buy     | 1389  | 1900  | 37       | 61.3      | 73.1  | 87.8  | 28.7            | 19.2  | 20.2   | 22.7    | 19.0  | 3.5     | 3.0   | 15.3    | 15.7  |



| Index                | 1 Day (%)   | 1M (%)      | 12M (%)     |
|----------------------|-------------|-------------|-------------|
| <b>Sensex</b>        | <b>-0.1</b> | <b>1.6</b>  | <b>4.6</b>  |
| <b>Nifty-50</b>      | <b>-0.1</b> | <b>1.5</b>  | <b>5.3</b>  |
| <b>Nifty Next 50</b> | <b>0.1</b>  | <b>1.0</b>  | <b>-1.8</b> |
| <b>Nifty 100</b>     | <b>0.0</b>  | <b>1.4</b>  | <b>4.1</b>  |
| <b>Nifty 200</b>     | <b>0.1</b>  | <b>1.7</b>  | <b>4.2</b>  |
| Company              | 1 Day (%)   | 1M (%)      | 12M (%)     |
| <b>Automobiles</b>   | <b>0.6</b>  | <b>-0.6</b> | <b>12.5</b> |
| Amara Raja Ener.     | -0.9        | -2.6        | -25.3       |
| Apollo Tyres         | 1.9         | 7.7         | 3.6         |
| Ashok Leyland        | 0.0         | 1.0         | 30.9        |
| Bajaj Auto           | 0.0         | -2.0        | -11.5       |
| Balkrishna Inds      | -0.8        | 1.8         | -19.0       |
| Bharat Forge         | -0.2        | 8.2         | -9.0        |
| Bosch                | -0.6        | -5.1        | 4.0         |
| CEAT                 | 1.4         | 16.0        | 40.1        |
| Craftsman Auto       | -0.1        | 1.2         | 34.8        |
| Eicher Motors        | 1.2         | -1.0        | 41.2        |
| Endurance Tech.      | 0.7         | -3.3        | 17.6        |
| Escorts Kubota       | -1.6        | 3.0         | -0.4        |
| Exide Inds.          | -0.7        | -6.3        | -15.7       |
| Happy Forgings       | 2.3         | 7.1         | -10.6       |
| Hero Motocorp        | -0.6        | -5.7        | 10.0        |
| Hyundai Motor        | -1.2        | -5.2        | 26.9        |
| M & M                | 2.0         | 5.7         | 27.6        |
| CIE Automotive       | 0.4         | 5.2         | -13.1       |
| Maruti Suzuki        | 0.2         | -3.9        | 37.0        |
| MRF                  | 0.9         | 3.2         | 31.1        |
| Sona BLW Precis.     | 1.7         | 18.6        | -30.3       |
| Motherson Sumi       | -0.1        | -0.3        | -14.8       |
| Motherson Wiring     | -2.1        | 0.9         | 9.0         |
| Tata Motors          | -0.5        | -4.0        | -18.2       |
| TVS Motor Co.        | 0.3         | -1.6        | 39.4        |
| Tube Investments     | 0.4         | -7.1        | -24.9       |
| <b>Banks-Private</b> | <b>0.4</b>  | <b>1.6</b>  | <b>10.5</b> |
| AU Small Fin. Bank   | 3.1         | 18.9        | 50.9        |
| Axis Bank            | -0.5        | 3.0         | 5.4         |
| Bandhan Bank         | 0.5         | -6.5        | -15.3       |
| DCB Bank             | 7.0         | 31.5        | 42.8        |
| Equitas Sma. Fin     | -0.1        | 5.0         | -14.0       |
| Federal Bank         | 0.6         | 19.1        | 15.2        |
| HDFC Bank            | -0.2        | 0.0         | 12.5        |
| ICICI Bank           | 1.7         | -2.4        | 5.0         |
| IDFC First Bank      | 1.4         | 13.2        | 22.5        |
| Indusind Bank        | 1.4         | 6.4         | -24.6       |
| Kotak Mah. Bank      | 0.2         | -1.8        | 19.5        |
| RBL Bank             | 0.8         | 20.0        | 91.6        |
| SBI Cards            | 0.2         | -3.7        | 24.5        |
| <b>Banks-PSU</b>     | <b>0.9</b>  | <b>10.1</b> | <b>19.6</b> |
| BOB                  | 0.9         | 10.4        | 10.0        |
| Canara Bank          | 1.0         | 9.8         | 33.9        |
| Indian Bank          | 0.9         | 15.3        | 52.1        |
| Punjab Natl.Bank     | 1.6         | 7.2         | 14.7        |
| St Bk of India       | -0.5        | 10.5        | 11.2        |

| Index                     | 1 Day (%)   | 1M (%)      | 12M (%)     |
|---------------------------|-------------|-------------|-------------|
| <b>Nifty 500</b>          | <b>0.0</b>  | <b>1.3</b>  | <b>3.1</b>  |
| <b>Nifty Midcap 100</b>   | <b>0.6</b>  | <b>2.7</b>  | <b>4.8</b>  |
| <b>Nifty Smallcap 100</b> | <b>-0.2</b> | <b>0.5</b>  | <b>-3.7</b> |
| <b>Nifty Midcap 150</b>   | <b>0.5</b>  | <b>1.8</b>  | <b>3.9</b>  |
| <b>Nifty Smallcap 250</b> | <b>-0.2</b> | <b>-0.2</b> | <b>-5.0</b> |
| Union Bank (I)            | 2.1         | 10.7        | 27.7        |
| <b>NBFCs</b>              | <b>0.8</b>  | <b>1.7</b>  | <b>13.7</b> |
| Aditya Birla Capital Ltd  | 3.4         | 11.4        | 66.3        |
| AAVAS Financiers          | -1.9        | -6.0        | -7.7        |
| Bajaj Fin.                | 2.4         | 4.9         | 54.5        |
| Bajaj Housing             | 0.1         | -1.4        | -20.9       |
| Cholaman.Inv.&Fn          | 1.2         | 4.4         | 32.8        |
| Can Fin Homes             | 0.4         | 9.5         | 2.6         |
| CreditAcc. Gram.          | 0.7         | -3.2        | 42.2        |
| Fusion Microfin.          | 1.5         | -9.9        | -14.3       |
| Five-Star Bus.Fi          | 3.5         | 21.3        | -1.3        |
| HDB FINANC SER            | -1.2        | -4.0        |             |
| Home First Finan          | -0.4        | -6.4        | -1.0        |
| Indostar Capital          | 2.8         | 6.8         | -7.6        |
| IIFL Finance              | 1.1         | 10.7        | 15.9        |
| L&T Finance               | 10.3        | 17.1        | 110.6       |
| LIC Housing Fin.          | 0.0         | 0.6         | -10.8       |
| MCX                       | 1.9         | 14.9        | 46.8        |
| M & M Fin. Serv.          | 0.4         | 10.9        | 18.1        |
| Muthoot Finance           | 1.5         | -0.4        | 77.1        |
| Manappuram Fin.           | -1.2        | -7.0        | 76.0        |
| MAS Financial Serv.       | 1.0         | -0.6        | 2.2         |
| PNB Housing               | -1.4        | 0.7         | -7.6        |
| Power Fin.Corp.           | -1.5        | -7.0        | -17.7       |
| REC Ltd                   | 0.6         | -3.4        | -31.0       |
| Repco Home Fin            | -2.2        | 10.7        | -12.9       |
| Shriram Finance           | 3.0         | 22.4        | 32.9        |
| Spandana Sphoort          | 0.8         | -7.1        | -35.7       |
| Nippon Life Ind.          | -2.0        | -2.9        | 18.1        |
| UTI AMC                   | 0.6         | -8.9        | -11.1       |
| Nuvama Wealth             | -0.1        | 4.9         | -1.3        |
| Prudent Corp.             | 5.8         | 0.6         | -10.3       |
| <b>NBFC-Non Lending</b>   |             |             |             |
| 360 One                   | -0.2        | -0.3        | 2.9         |
| Aditya AMC                | -0.6        | -6.7        | -7.0        |
| Anand Rathi Wea.          | 0.6         | 7.1         | 57.7        |
| Angel One                 | 5.2         | 16.3        | -9.4        |
| BSE                       | 9.1         | 20.0        | 64.9        |
| C D S L                   | 3.0         | 1.0         | -1.4        |
| Cams Services             | 1.5         | -0.1        | -18.6       |
| HDFC AMC                  | 0.8         | -2.2        | 20.3        |
| KFin Technolog.           | 4.7         | 5.9         | 7.2         |
| MCX                       | 1.9         | 14.9        | 46.8        |
| N S D L                   | 1.1         | -10.7       |             |
| Nippon Life Ind.          | -2.0        | -2.9        | 18.1        |
| Nuvama Wealth             | -0.1        | 4.9         | -1.3        |
| Prudent Corp.             | 5.8         | 0.6         | -10.3       |
| UTI AMC                   | 0.6         | -8.9        | -11.1       |



| Company              | 1 Day (%) | 1M (%) | 12M (%) |
|----------------------|-----------|--------|---------|
| <b>Insurance</b>     |           |        |         |
| HDFC Life Insur.     | 1.8       | -0.8   | 5.3     |
| ICICI Pru Life       | 1.9       | 2.0    | -13.8   |
| ICICI Lombard        | 1.0       | 6.0    | 5.4     |
| Life Insurance       | 3.1       | 1.3    | -0.6    |
| Max Financial        | 2.1       | 2.0    | 30.9    |
| Niva Bupa Health     | 0.8       | -4.6   |         |
| SBI Life Insuran     | 1.4       | 12.0   | 25.7    |
| Star Health Insu     | 0.4       | 2.6    | -2.0    |
| <b>Chemicals</b>     |           |        |         |
| Alkyl Amines         | -1.8      | -5.7   | -16.6   |
| Atul                 | -1.4      | -6.9   | -29.3   |
| Clean Science        | -4.4      | -11.6  | -36.8   |
| Deepak Nitrite       | -0.7      | -4.5   | -38.9   |
| Ellen.Indl.Gas       | 0.8       | 6.4    |         |
| Fine Organic         | -1.0      | -5.9   | -15.4   |
| Galaxy Surfact.      | -1.2      | -1.3   | -27.9   |
| Navin Fluor.Intl.    | -1.8      | 30.6   | 68.6    |
| NOCIL                | 0.0       | -5.0   | -37.9   |
| P I Inds.            | 0.2       | 4.9    | -19.9   |
| SRF                  | -0.1      | -2.3   | 21.8    |
| Tata Chemicals       | -1.7      | -6.9   | -23.4   |
| Vinati Organics      | -1.6      | -4.3   | -14.7   |
| <b>Capital Goods</b> |           |        |         |
| A B B                | -4.0      | -3.9   | -28.3   |
| Bharat Dynamics      | 0.7       | -5.4   | 34.4    |
| Bharat Electron      | 1.3       | 1.0    | 37.9    |
| Cummins India        | -0.6      | 8.2    | 20.7    |
| Hind.Aeronautics     | 0.7       | -4.4   | 4.3     |
| Hitachi Energy       | 3.2       | 18.9   | 45.3    |
| K E C Intl.          | -3.5      | -11.9  | -27.7   |
| Kalpataru Proj.      | -0.7      | 1.8    | 2.0     |
| Kirloskar Oil        | -2.4      | 9.4    | -17.7   |
| Larsen & Toubro      | 0.0       | 4.1    | 6.5     |
| Siemens              | -1.6      | -6.7   | -13.7   |
| Siemens Ener         | 1.3       | -1.6   |         |
| Thermax              | -2.0      | 0.0    | -37.5   |
| Triveni Turbine      | -2.0      | -1.5   | -21.4   |
| Zen Technologies     | -1.1      | -5.2   | -27.3   |
| <b>Cement</b>        |           |        |         |
| Ambuja Cem.          | 0.1       | -2.0   | -2.1    |
| ACC                  | 0.4       | -0.9   | -20.7   |
| Birla Corp.          | 2.3       | 1.3    | 5.1     |
| Dalmia Bhar.         | -0.6      | -9.2   | 13.3    |
| Grasim Inds.         | 0.9       | -3.0   | 6.3     |
| India Cem            | -2.7      | -3.7   | 5.1     |
| JSW Cement           | -0.6      | -8.6   |         |
| J K Cements          | -1.2      | -12.9  | 38.3    |
| JK Lakshmi Cem.      | -3.0      | -0.9   | 8.9     |
| The Ramco Cement     | 0.0       | 2.8    | 17.9    |
| Shree Cement         | -0.3      | -7.3   | 10.5    |
| UltraTech Cem.       | -0.5      | -2.7   | 7.2     |

| Company                  | 1 Day (%) | 1M (%) | 12M (%) |
|--------------------------|-----------|--------|---------|
| <b>Consumer</b>          |           |        |         |
| Asian Paints             | 0.4       | 11.1   | -8.1    |
| Britannia Inds.          | 2.4       | 4.6    | 8.2     |
| Colgate-Palm.            | -0.3      | -2.9   | -25.6   |
| Dabur India              | -1.0      | 5.4    | -3.0    |
| Emami                    | -1.7      | -6.9   | -23.4   |
| Godrej Consumer          | -2.1      | -2.7   | -10.9   |
| Hind. Unilever           | -0.9      | -4.1   | -2.5    |
| ITC                      | -0.8      | 1.1    | -10.6   |
| Indigo Paints            | 1.6       | -4.8   | -38.2   |
| Jyothy Lab.              | -0.4      | 0.5    | -37.3   |
| L T Foods                | -0.8      | 1.8    | 3.6     |
| Marico                   | -0.2      | -0.5   | 12.7    |
| Nestle India             | -0.3      | 7.3    | 11.6    |
| Page Industries          | 0.0       | -4.7   | -11.8   |
| Pidilite Inds.           | 0.8       | -1.1   | -7.9    |
| P & G Hygiene            | 0.1       | -7.7   | -14.8   |
| Radico Khaitan           | 3.9       | 10.5   | 39.1    |
| Tata Consumer            | -1.9      | 4.2    | 18.5    |
| United Breweries         | -1.2      | -0.3   | -7.8    |
| United Spirits           | 0.9       | 5.7    | -0.7    |
| Varun Beverages          | -0.3      | 6.9    | -21.3   |
| <b>Consumer Durables</b> |           |        |         |
| Havells                  | 0.4       | -3.6   | -13.1   |
| KEI Industries           | 0.8       | -5.7   | -1.3    |
| LG Electronics           | -0.5      |        |         |
| Polycab India            | -0.7      | -0.7   | 10.6    |
| R R Kabel                | -1.5      | 8.6    | -11.1   |
| Voltas                   | 2.3       | -3.7   | -25.2   |
| <b>EMS</b>               |           |        |         |
| Amber Enterp.            | -7.7      | -14.1  | 16.2    |
| Avalon Tech              | -1.9      | -16.8  | 47.3    |
| Cyient DLM               | -0.6      | -1.3   | -33.0   |
| Data Pattern             | 0.1       | -7.3   | 9.3     |
| Dixon Technolog.         | -1.5      | -13.8  | -5.4    |
| Kaynes Tech              | -2.1      | -18.0  | 7.7     |
| Syrma SGS Tech.          | 1.4       | -6.2   | 40.7    |
| <b>Healthcare</b>        |           |        |         |
| Ajanta Pharma            | -1.7      | 2.6    | -15.5   |
| Alembic Pharma           | 0.7       | 0.6    | -14.6   |
| Alkem Lab                | 0.5       | 3.2    | -0.9    |
| Apollo Hospitals         | -1.8      | -0.8   | 2.9     |
| Aurobindo                | -1.6      | 3.0    | -16.9   |
| Biocon                   | -1.2      | 9.4    | 16.0    |
| Blue Jet Health          | 6.5       | -11.2  | 10.7    |
| Cipla                    | 0.3       | -0.5   | -4.5    |
| Divis Lab                | -3.3      | 9.0    | 11.7    |
| Dr Agarwals Health       | -0.2      | -0.6   |         |
| Dr Reddy's               | 0.0       | -3.5   | -6.4    |
| ERIS Lifescience         | 0.6       | -0.3   | 22.4    |
| Gland Pharma             | -1.9      | -4.0   | 3.3     |
| Glenmark                 | 0.1       | -7.7   | 9.3     |
| Global Health            | -1.4      | -6.6   | 16.4    |
| Granules                 | 0.4       | -0.3   | -3.1    |





| Company               | 1 Day (%)   | 1M (%)      | 12M (%)      |
|-----------------------|-------------|-------------|--------------|
| GSK Pharma            | -0.7        | -5.6        | -0.9         |
| IPCA Labs             | 0.8         | -3.3        | -15.6        |
| Laurus Labs           | 0.2         | 13.8        | 98.4         |
| Laxmi Dental          | 0.4         | -4.4        |              |
| Lupin                 | 0.8         | 2.4         | -6.6         |
| Mankind Pharma        | -2.0        | -8.8        | -17.1        |
| Max Healthcare        | 0.9         | 0.4         | 5.2          |
| Piramal Pharma        | -0.1        | 1.8         | -31.9        |
| Rubicon Research      | -1.8        |             |              |
| Sun Pharma            | 0.3         | 2.3         | -5.6         |
| Torrent Pharma        | 0.7         | 1.2         | 13.2         |
| Zydus Lifesci.        | 0.8         | -4.4        | -3.0         |
| <b>Infrastructure</b> | <b>-1.0</b> | <b>2.7</b>  | <b>7.1</b>   |
| G R Infraproject      | 0.2         | -8.0        | -30.2        |
| IRB Infra.Devl.       | -0.8        | 7.2         | -14.7        |
| KNR Construct.        | 0.7         | -7.6        | -39.3        |
| <b>Logistics</b>      |             |             |              |
| Adani Ports           | 0.8         | 3.5         | 7.0          |
| Blue Dart Exp.        | -1.7        | 10.6        | -21.8        |
| Delhivery             | -2.9        | -8.4        | 21.4         |
| Container Corp.       | 0.5         | -2.0        | -23.2        |
| JSW Infrast           | -1.3        | -8.9        | -11.0        |
| Mahindra Logis.       | 0.3         | -4.8        | -9.5         |
| Transport Corp.       | -1.8        | -7.1        | -6.9         |
| TCI Express           | -4.4        | -11.0       | -35.6        |
| VRL Logistics         | 1.5         | 2.1         | -4.6         |
| <b>Media</b>          | <b>-0.3</b> | <b>-5.9</b> | <b>-25.6</b> |
| PVR INOX              | 0.9         | 5.5         | -23.4        |
| Sun TV                | 1.1         | -5.0        | -27.1        |
| Zee Ent.              | -1.0        | -12.1       | -20.9        |
| <b>Metals</b>         | <b>1.4</b>  | <b>2.7</b>  | <b>11.0</b>  |
| Hindalco              | 0.3         | 2.9         | 22.0         |
| Hind. Zinc            | 1.6         | -3.1        | -6.5         |
| JSPL                  | 2.3         | 3.5         | 12.9         |
| JSW Steel             | 0.2         | 1.3         | 18.4         |
| Jindal Stainless      | 0.3         | -3.5        | 1.2          |
| Nalco                 | 1.8         | 8.1         | -1.6         |
| NMDC                  | 1.5         | -2.4        | -6.8         |
| SAIL                  | 2.2         | 6.1         | 14.3         |
| Tata Steel            | 2.3         | 5.8         | 20.2         |
| Vedanta               | 2.0         | 9.2         | 12.5         |
| <b>Oil &amp; Gas</b>  | <b>0.1</b>  | <b>4.2</b>  | <b>2.7</b>   |
| Aegis Logistics       | -0.7        | -7.2        | -4.9         |
| BPCL                  | -0.2        | 7.4         | 16.6         |
| Castrol India         | 0.4         | -5.5        | -9.5         |
| GAIL                  | 0.8         | 0.3         | -14.2        |
| Gujarat Gas           | -0.4        | -7.3        | -26.2        |
| Gujarat St. Pet.      | -2.0        | -7.4        | -23.3        |
| HPCL                  | 1.4         | 5.6         | 20.9         |
| IOCL                  | 0.5         | 9.6         | 17.3         |
| IGL                   | 0.7         | -3.5        | -2.7         |
| Mahanagar Gas         | -1.4        | -7.5        | -15.4        |
| Oil India             | 0.2         | 2.7         | -17.3        |
| ONGC                  | 0.3         | 2.8         | -4.9         |

| Company            | 1 Day (%)   | 1M (%)     | 12M (%)      |
|--------------------|-------------|------------|--------------|
| PLNG               | 1.3         | -3.1       | -19.7        |
| Reliance Ind.      | -1.2        | 6.7        | 13.2         |
| <b>Real Estate</b> | <b>0.0</b>  | <b>6.1</b> | <b>-5.0</b>  |
| Anant Raj          | -0.6        | -15.7      | -17.1        |
| Brigade Enterpr.   | -0.3        | 6.8        | -14.3        |
| DLF                | 0.1         | 3.0        | -5.5         |
| Godrej Propert.    | -2.3        | 3.3        | -23.8        |
| Kolte Patil Dev.   | 1.4         | -2.6       | 13.0         |
| Mahindra Life.     | -1.0        | 10.0       | -16.1        |
| Macrotech Devel.   | -0.5        | 7.1        | 0.8          |
| Oberoi Realty Ltd  | 0.7         | 9.6        | -11.8        |
| SignatureGlobal    | -1.6        | 3.2        | -23.5        |
| Sri Lotus          | 1.0         | -6.1       |              |
| Sobha              | 2.8         | 15.7       | 3.1          |
| Suntech Realty     | -1.1        | 0.1        | -21.2        |
| Phoenix Mills      | 1.6         | 10.0       | 17.0         |
| Prestige Estates   | 0.6         | 13.4       | 5.4          |
| <b>Retail</b>      |             |            |              |
| Aditya Bir. Fas.   | 2.1         | -7.0       | -26.3        |
| A B Lifestyle      | -1.5        | -11.8      |              |
| Avenue Super.      | -1.7        | -6.8       | 3.1          |
| United Foodbrands  | 0.3         | -14.8      | -65.8        |
| Bata India         | 1.1         | -12.8      | -20.8        |
| Campus Activewe.   | 2.0         | -0.4       | -11.9        |
| Devyani Intl.      | -4.9        | -10.6      | -14.0        |
| Go Fashion (I)     | -2.5        | -9.1       | -47.6        |
| Jubilant Food      | -1.2        | -6.1       | -3.3         |
| Kalyan Jewellers   | 0.0         | 5.1        | -27.4        |
| Metro Brands       | -0.6        | -11.5      | -5.5         |
| P N Gadgil Jewe.   | 0.9         | -0.5       | -12.2        |
| Raymond Lifestyl   | 0.2         | -1.9       | -47.1        |
| Relaxo Footwear    | -1.4        | -1.0       | -44.6        |
| Restaurant Brand   | -1.5        | -12.0      | -28.7        |
| Sapphire Foods     | -3.1        | -7.1       | -15.0        |
| Senco Gold         | 1.3         | -4.5       | -42.4        |
| Shoppers St.       | -0.5        | -9.3       | -27.7        |
| Titan Co.          | -0.1        | 10.3       | 20.8         |
| Trent              | -1.1        | -1.3       | -28.9        |
| Vedant Fashions    | -0.9        | -7.6       | -54.1        |
| V-Mart Retail      | -0.3        | -0.3       | -24.3        |
| Vishal Mega Mart   | 1.5         | -4.3       |              |
| Westlife Food      | -1.7        | -15.9      | -25.7        |
| <b>Technology</b>  | <b>-0.6</b> | <b>1.2</b> | <b>-15.9</b> |
| Cyient             | -2.6        | -5.6       | -42.1        |
| HCL Tech.          | -0.9        | 5.5        | -17.4        |
| Hexaware Tech.     | -3.9        | -3.0       |              |
| Infosys            | 0.7         | 1.3        | -18.1        |
| KPIT Technologi.   | -0.5        | -1.5       | -20.0        |
| LTIMindtree        | -1.5        | 5.7        | -5.4         |
| L&T Technology     | -0.3        | -4.9       | -20.5        |
| Mphasis            | -1.4        | -2.9       | -3.6         |
| Coforge            | -1.3        | 3.2        | 10.8         |
| Persistent Sys     | -1.0        | 9.7        | 0.8          |
| TCS                | -0.6        | 0.6        | -27.9        |



| Company          | 1 Day (%)   | 1M (%)      | 12M (%)      |
|------------------|-------------|-------------|--------------|
| Tata Technolog.  | -0.6        | -5.6        | -33.8        |
| Tata Elxsi       | -1.2        | -3.9        | -27.7        |
| Tech Mah         | -1.9        | -3.6        | -16.0        |
| Wipro            | -1.5        | -2.9        | -16.0        |
| Zensar Tech      | -0.6        | -8.1        | -5.2         |
| <b>Telecom</b>   | <b>-1.2</b> | <b>4.0</b>  | <b>5.3</b>   |
| Bharti Airtel    | -4.5        | 3.7         | 27.0         |
| Indus Towers     | 0.6         | 12.0        | 18.1         |
| Idea Cellular    | 3.7         | 4.7         | 19.4         |
| Tata Comm        | 0.4         | 11.3        | 2.4          |
| <b>Utilities</b> | <b>-0.5</b> | <b>-1.8</b> | <b>-14.5</b> |
| ACME Solar Hold. | -1.5        | -8.6        |              |
| Coal India       | 0.8         | -2.3        | -13.6        |
| Indian Energy Ex | 0.6         | -1.9        | -20.1        |
| Inox Wind        | -0.4        | 7.2         | -30.6        |
| JSW Energy       | 0.3         | -5.3        | -27.4        |
| NTPC             | -0.2        | -3.5        | -19.2        |
| Power Grid Corpn | 0.7         | -5.9        | -13.1        |
| Suzlon Energy    | -3.7        | 6.2         | -14.1        |
| Tata Power Co.   | 0.4         | 0.2         | -11.6        |
| Waaree Energies  | -2.8        | -3.7        | -2.2         |
| <b>Others</b>    |             |             |              |
| APL Apollo Tubes | 0.8         | 3.7         | 18.1         |
| Astral           | -0.6        | 9.7         | -13.0        |
| Cello World      | -1.2        | 7.1         | -26.4        |
| Coromandel Intl  | -0.2        | -6.2        | 20.7         |
| Dreamfolks Servi | -1.6        | 11.9        | -73.6        |
| EPL Ltd          | -0.5        | -9.2        | -28.6        |
| Eternal Ltd      | 0.1         | -9.4        | 19.9         |
| Godrej Agrovet   | -4.7        | -12.5       | -19.9        |
| Gravita India    | 0.4         | 9.4         | -25.6        |
| Havells          | 0.4         | -3.6        | -13.1        |
| Indiamart Inter. | -1.0        | 4.3         | 1.6          |
| Indian Hotels    | -0.8        | -5.7        | 1.1          |
| Info Edge        | 1.4         | -2.8        | -14.9        |
| Interglobe       | -1.9        | -1.4        | 39.7         |
| Kajaria Ceramics | -1.5        | -6.5        | -8.0         |
| Lemon Tree Hotel | -2.0        | -2.7        | 37.4         |
| MTAR Technologie | 1.9         | 23.0        | 45.6         |
| One 97           | 2.0         | 8.8         | 69.2         |
| Prince Pipes     | 0.8         | -6.4        | -33.7        |
| Quess Corp       | 1.5         | -8.8        | -35.4        |
| Safari Inds.     | -1.4        | -6.3        | -9.1         |
| SIS              | -2.0        | 1.6         | -15.3        |
| Supreme Inds.    | -0.4        | -9.4        | -18.1        |
| Swiggy           | -0.6        | -4.6        |              |
| Time Technoplast | 0.2         | -5.2        | 0.5          |
| Team Lease Serv. | 2.3         | -3.7        | -36.7        |
| Updater Services | -1.3        | -21.0       | -52.2        |
| UPL              | 2.0         | 10.0        | 37.5         |
| Voltas           | 2.3         | -3.7        | -25.2        |
| V I P Inds.      | -1.5        | -8.6        | -17.7        |

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## NOTES

| 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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