

PVR-Inox

Estimate change TP change Rating change

Bloomberg	PVRINOX IN
Equity Shares (m)	98
M.Cap.(INRb)/(USDb)	110.1 / 1.3
52-Week Range (INR)	1748 / 1026
1, 6, 12 Rel. Per (%)	-10/-19/-28
12M Avg Val (INR M)	873

Financials & Valuations (INR b)

Tillaticials & Valuacions (IIVIV b)										
Y/E March	2024	2025E	2026E							
Sales	61.1	58.0	68.4							
EBITDA	7.1	3.4	7.6							
Adj. PAT	1.1	-2.0	1.0							
EBITDA Margin (%)	11.7	5.9	11.1							
Adj. EPS (INR)	11.7	-20.8	10.0							
EPS Gr. (%)	LP	-278.1	-148.3							
BV/Sh. (INR)	747.3	726.5	736.5							
Ratios										
Net D:E	1.1	1.1	0.0							
RoE (%)	1.6	-2.8	1.4							
RoCE (%)	2.8	-0.7	2.8							
Payout (%)	0.0	0.0	0.0							
Valuations										
P/E (x)	96.1	-54.0	111.8							
P/BV (x)	1.5	1.5	1.5							
EV/EBITDA (x)	17.3	35.9	16.1							
Div Yield (%)	0.0	0.0	0.0							

Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	27.5	27.5	27.8
DII	40.0	39.9	39.2
FII	19.2	20.7	21.8
Others	13.3	12.0	11.1

FII Includes depository receipts

CMP: INR1,121 TP: INR1,250 (+11%) Neutral Weak quarter despite an all-time blockbuster release

- Despite the release of the all-time blockbuster, Pushpa 2, PVRINOX (PVR)'s footfall remained stable QoQ at 25.7%, due to weaker performance from the Hindi language movies.
- Revenue increased 11% YoY to INR 17.1b (+6% QoQ, 3% beat) driven by alltime high average ticket prices (ATP), spends per head (SPH), and recovery in advertisement revenue.
- EBITDA (pre-Ind-AS 116) improved 17% QoQ to INR2.4b (5% beat) driven by lower movie exhibition costs. Margin expanded to 13.8% (20bp beat).
- FY25 has been a muted year for PVR, due to the lack of tent-pole movie releases in Hindi and the impact of the Hollywood strike.
- We expect the content pipeline to improve in FY26, with several tent-pole movie releases in Hindi and an improvement in the Hollywood movie slate.
- However, PVR's business remains highly sensitive to occupancy trends, which are dependent on the quality of content (not in PVRL's control). Although management sounded upbeat about the FY26 content pipeline, we note that even a 200-300bp blip in occupancy could derail the company's screen economics.
- We cut our FY25-26 revenue estimates by 2-5% and EBITDA by ~10-15% primarily on lower footfall assumptions. Reiterate Neutral with a TP of INR1,250 (based on ~14x pre-Ind-AS 116 FY27E EBITDA).

3Q ahead of muted expectations on lower movie exhibition costs

- Consolidated revenue grew 11% YoY (+6% QoQ) to INR17.2b (3% beat).
 Blockbuster movies such as Pusha 2 contributed to the revenue uptick.
- > Ticketing revenue at INR8.8b (+6% YoY) was up 5% QoQ, largely on account of a 9% QoQ improvement in ATP to INR281 (+4% YoY) as occupancy remained stable QoQ at 25.7% (vs. 25.2% YoY).
- F&B revenue at INR5.2b (+9% YoY) was flat QoQ as 3% QoQ higher SPH at INR140 (+6% YoY) was offset by ~4% QoQ decline in admits (+2% YoY).
- Ad revenue was up 6% YoY (-7% YoY) to INR1.5b.
- EBITDA (pre-Ind-AS 116) rose 17% YoY to INR2.4b (5% beat)
- EBITDA margin stood at 13.8% (vs. 11.5%/13.1% QoQ/YoY; 20bp beat).
- Movie exhibition costs at INR3.5b came in at ~40% as a % of ticketing revenue (vs. 39% QoQ, 45% YoY).
- F&B COGS at INR1.3b, came in at ~25.7% of F&B sales (vs. 30bp higher QoQ, 26.2% YoY).
- Depreciation declined 5% YoY (-6% QoQ, 8% below).
- Reported PAT was up ~66% YoY to INR682m (vs. est. of INR506m) led by higher EBITDA and lower depreciation.

Occupancy steady in 3Q; ATP and SPH at all-time highs

- Admits and occupancy: PVRL's admits declined 4% QoQ (up 2% YoY) to 37.3m, while the occupancy rate remained flat at 25.7% QoQ (25.2% YoY).
- ATP: PVR's ATP improved 9% QoQ to INR281 (+4% YoY).
- SPH: PVR's SPH improved 6% YoY to INR140 (up 3% QoQ).
- Ad revenue: Grew 36% QoQ (+6% YoY) to reach the highest level since the pandemic.

Aditya Bansal - Research Analyst (Aditya.Bansa@MotilalOswal.com)

Siddhesh Chaudhari - Research Analyst (Siddhesh.Chaudhari@MotilalOswal.com)

Motilal Oswal

Highlights from the management commentary

■ **Demand trends**: 3QFY25 saw the highest box office collections of 2024 and the highest ever quarterly ATP and SPH, led by the massive success of Pushpa 2. The quarter also saw the highest advertisement revenue since the pandemic. October collections were boosted by regional movies, while the Hindi box office remained muted. However, Singham and Bhul Bhulaiya-3 led to a recovery in Nov'24, which was followed by the massive success of Pushpa 2, which accounted for ~36% of Indian box office in 3Q and ~12% of 2024 box-office collections.

- Content pipeline: The content pipeline during 2024 was subdued as there was no superstar movie release. Further, the Hollywood strike also hit the box-office performance in 2024. Hollywood started to pick up momentum with the release of Mufasa in 3Q. The upcoming content pipeline, both in Hindi (Sikander, Chhava, Sitare Zameen Par, etc.) and Hollywood (several franchise movies, F1), is strong and should drive higher footfalls. Further, management also expects some boost from the recent tax cuts.
- Screen additions: PVR added 77 screens to date and closed 67 screens. The management has guided for 100-110 gross screen additions and ~30-40 net screen additions. PVR expects to add another ~100 screens next year, with 35-40% of the screens to be opened in the South.
- Capital-light model: The company has signed 100 screens in the capital-light model with 31 screens on the management contract and 69 screens in the asset-light model. The management aims to ramp up screen additions through the capital-light model going forward and use the cashflows to further deleverage the balance sheet.

Valuation and view

- Despite the release of the all-time blockbuster, Pushpa 2, PVR's footfall remained stable QoQ at 25.7%, due to weaker performance from Hindi language movies. PVR is looking to improve occupancy through re-releases and alternative content such as sports and concert streaming.
- However, PVR's business remains highly sensitive to occupancy trends, which are dependent on the quality of content (not in PVR's control). Although the management sounded upbeat about the FY26 content pipeline, we note that even a 200-300bp blip in occupancy could derail the company's screen economics.
- Improvement in occupancy, continued recovery in advertising revenue, and ramp-up of F&B business through ventures such as PVR Café and food courts remain the key growth drivers for PVR.
- We cut our FY25-26E revenue estimates by 2-5% and EBITDA by ~10-15% primarily on lower footfall assumptions. Reiterate Neutral with a TP of INR1,250 (based on ~14x pre-Ind-AS 116 FY27E EBITDA).

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Quarterly Performance												(INR m)
Y/E March		FY2	24			FY2	5E		FY24	FY25	FY25	Est. Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	(%)
Net Sales	13,049	19,999	15,459	12,564	11,907	16,221	17,173	12,668	61,071	57,969	16,671	3
YoY Change (%)	-16.5	88.7	6.2	9.9	-8.8	-18.9	11.1	0.8	16.9	-5.1	7.8	
Total Expenditure	12,241	15,723	13,434	12,552	12,285	14,350	14,805	13,087	53,950	54,527	14,407	3
EBITDA	808	4,276	2,025	12	-378	1,871	2,368	-419	7,121	3,442	2,264	5
YoY Change (%)	-74.1	-8,018.5	-3.1	-77.4	-146.8	-56.2	16.9	-3,590.3	36.6	-51.7	11.8	
Depreciation	1,111	1,220	1,254	1,122	1,164	1,266	1,194	1,511	4,707	5,135	1,304	-8
Interest	464	486	451	453	451	489	490	498	1,854	1,928	509	-4
Other Income	195	197	234	340	179	198	215	308	966	900	225	-4
PBT before EO expense	-572	2,767	554	-1,223	-1,814	314	899	-2,120	1,526	-2,721	676	33
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	-572	2,767	554	-1,223	-1,814	314	899	-2,120	1,526	-2,721	676	33
Tax	-131	693	142	-322	-448	90	217	-544	383.0	-684.8	170	27
Rate (%)	22.9	25.0	25.6	26.3	24.7	28.7	24.1	25.7	25.1	25.2	25.2	
Reported PAT	-441	2,074	412	-901	-1,366	224	682	-1,576	1,143	-2,036	506	35
Adj PAT	-441	2,074	412	-901	-1,366	224	682	-1,576	1,143	-2,036	506	35
YoY Change (%)	-131.0	-364.5	47.7	-38.2	209.8	-89.2	65.5	74.9	-311.6	-278.1	22.8	

Exhibit 1: Valuation summary

Particulars	Valuation
EBITDA FY27E (INR b)	9.6
Multiple (x)	14
EV (INR b)	134.2
Net Debt (INR b)	11.8
Target Market cap (INR b)	122.5
No. of shares	0.1
Target Price (INR)	1,250
CMP (INR)	1,121
Upside	11%

Source: MOFSL, Company

Exhibit 2: Key estimate changes

FY25E	FY26E	FY27E
30,483	37,766	42,638
29,773	35,867	40,698
-2.3	-5.0	-4.6
19,343	24,259	27,549
18,712	23,030	26,903
-3.3	-5.1	-2.3
4,678	4,936	5,299
4,633	4,934	5,371
-1.0	-0.1	1.3
58,571	71,550	80,294
57,969	68,372	77,747
-1.0	-4.4	-3.2
3,825	8,923	12,056
3,442	7,560	9,588
-10.0	-15.3	-20.5
6.5	12.5	15.0
5.9	11.1	12.3
-59	-141	-268
-1,750	2,003	4,298
-2,036	983	2,450
16.4	-50.9	-43.0
-18	20	44
-20.8	10.0	25.0
16.4	-50.9	-43.0
	30,483 29,773 -2.3 19,343 18,712 -3.3 4,678 4,633 -1.0 58,571 57,969 -1.0 3,825 3,442 -10.0 6.5 5.9 -59 -1,750 -2,036 16.4 -18 -20.8	30,483 37,766 29,773 35,867 -2.3 -5.0 19,343 24,259 18,712 23,030 -3.3 -5.1 4,678 4,936 4,633 4,934 -1.0 -0.1 58,571 71,550 57,969 68,372 -1.0 -4.4 3,825 8,923 3,442 7,560 -10.0 -15.3 6.5 12.5 5.9 11.1 -59 -141 -1,750 2,003 -2,036 983 16.4 -50.9 -18 20 -20.8 10.0

Source: MOFSL, Company

Motilal Oswal



Key takeaways from the management commentary

- **Demand trends**: 3QFY25 saw the highest box office collections of 2024 and the highest ever quarterly ATP and SPH, led by the massive success of Pushpa 2. The quarter also saw the highest advertisement revenue since the pandemic. October collections were boosted by regional movies, while the Hindi box office remained muted. However, Singham and Bhul Bhulaiya-3 led to a recovery in Nov'24, which was followed by the massive success of Pushpa 2, which accounted for ~36% of Indian box office in 3Q and ~12% of 2024 box-office collections.
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- Capital-light model: The company has signed 100 screens in the capital-light model with 31 screens on the management contract and 69 screens in the asset-light model. The management aims to ramp up screen additions through the capital-light model going forward and use the cashflows to further deleverage the balance sheet.
- Asset light vs. management contract: In the Asset light model, 40%-80% of capital would be deployed by the developer. It is comparable to the lease model and the developer will get ~15-20% as rentals plus a fixed yield of 6-12% for the capex incurred. In the FOCO model i.e. management contract, the developer is responsible for 100% of the capex and the gain or loss is recorded in his books. PVR would get ~6-10% net of GST revenue as the management fees.
- Merger Synergies: The cost structure reflects the bulk of merger synergies as per the management. Fixed costs have remained stagnant despite cost inflation. Further, management indicated that during the pre-Covid period, the company required ~32% occupancy to deliver ~18% margin but is now able to deliver 15% margin at 25% occupancy. As occupancy improves the benefits of synergies on revenue and margins will start reflecting.
- **F&B**: The company takes inflation-linked price hikes every year and will undertake a 5-7% price increase on certain product items. The management aims to get a 50% SHP increase through volume and the remaining 50% through value.
- Capex: PVR expects FY25 capex at ~INR4b capex (vs. INR 6.25b in FY24). Further, management indicated that capex in FY26 is likely to be ~INR 4-5b.
- Alternative content: Alternative content like re-releases, sports and concert streaming accounted for ~4.8% of total footfalls in 3Q. Re-releases accounted for ~90% of footfalls with the remaining 10% through events.

Exhibit 3: Consolidated quarterly performance (INR m)

Quarterly performance (INR m)	3QFY24	2QFY25	3QFY25	YoY (%)	QoQ (%)	3QFY25E	v/s est (%)
Revenue	15,459	16,221	17,173	11	6	16,671	3
Total operating cost	13,434	14,350	14,805	10	3	14,407	3
EBITDA	2,025	1,871	2,368	17	27	2,264	5
EBITDA margin (%)	13.1	11.5	13.8	69	225	13.6	20.9
Depreciation	1,254	1,266	1,194	-5	-6	1,304	-8
EBIT	771	605	1,174	52	94	960	22
Interest	451	489	490	9	0	509	-4
Other Income	234	198	215	-8	9	225	-4
РВТ	554	314	899	62	186	676	33
Exceptional Items	0	0	0	NM	NM	0	NM
РВТ	554	314	899	62	186	676	33
Tax	142	90	217	53	141	170	27
Reported PAT	412	224	682	66	204	506	35
Adjusted PAT	412	224	682	66	204	506	35

Source: MOFSL, Company

Exhibit 4: Revenue breakup

	3QFY24	2QFY25	3QFY25	YoY (%)	QoQ (%)
Net Box Office	8,308	8,376	8,791	5.8	5.0
Food & Beverages	4,763	5,232	5,209	9.4	-0.4
Advertising	1,405	1,093	1,486	5.8	36.0
Convenience income	527	650	581	10.2	-10.6
Other operating	690	1,068	1,321	91.4	23.7

Exhibit 5: KPI snapshot

KPI	3QFY24	2QFY25	3QFY25	YoY (%)	QoQ (%)
Screens	1,708	1,745	1,745	2%	0%
Admits ('000)	36,500	38,800	37,300	2%	-4%
Occupancy (%)	25.2%	25.7%	25.7%	2%	0%
ATP (INR)	271	257	281	4%	9%
SPH (INR)	132	136	140	6%	3%

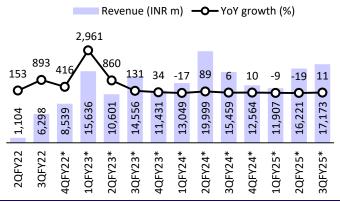
Exhibit 6: Operating expenses (INR m)

	3QFY24	2QFY25	3QFY25	YoY (%)	QoQ (%)	3QFY25E	v/s est (%)
Movie exhibition cost	3,710	3,257	3,549	-4.3	9.0	3,955	-10.3
Consumption of food and beverages	1,248	1,330	1,340	7.4	0.8	1,332	0.6
Employee expenses	1,629	1,773	1,740	6.8	-1.9	1,834	-5.1
Other Expenses	6,847	7,990	8,176	19.4	2.3	7,286	12.2
Total							
Opex (% of revenue)							
Movie exhibition cost	24.0	20.1	20.7	-333	59	23.7	-306
Consumption of food and beverages	8.1	8.2	7.8	-27	-40	8.0	-19
Employee expenses	10.5	10.9	10.1	-41	-80	11.0	-87
Other Expenses	44.3	49.3	47.6	332	-165	43.7	391
Rent	19.4	19.3	18.3	-112	-97		
Other Expenses	24.9	30.0	29.3	444	-68		

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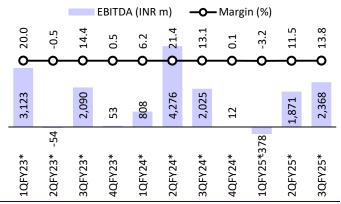
Story in charts

Exhibit 7: Revenue up 11% YoY



^{*}Merged entity revenue

Exhibit 8: EBITDA margin (Pre-Ind AS116) rose to 13.8%

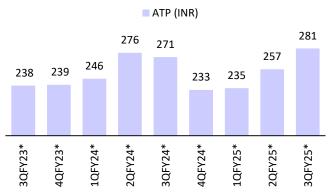


^{*}Merged entity EBITDA

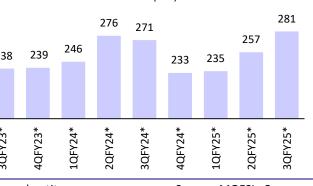
Source: MOFSL, Company

Exhibit 9: ATP came in at INR281, up 9% QoQ

Exhibit 10: SPH came in at INR140, up 3% QoQ

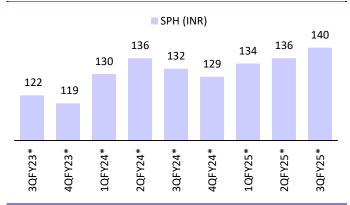






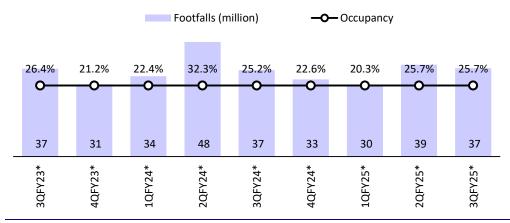
Source: MOFSL, Company

Source: MOFSL, Company



*Merged entity; Source: MOFSL, Company

Exhibit 11: Footfall lower QoQ at 37m, while occupancy stable QoQ at 25.7%



^{*}Merged entity; Source: MOFSL, Company

7 6 February 2025

Financials and valuations

EVOC	EV24	EVAA	EVOC	EVOC	EVACE	EVACE	(INR m)
							FY27E
							77,747
							13.7
							23,615
							8,300
							14,432
							21,812
•							68,159
· · · · · · · · · · · · · · · · · · ·							9,588
							12.3
							5,465
•							4,123
	1,490						1,814
	336	777	881	966	900		966
2,294	-8,540	-5,738	510	1,526	-2,721	1,314	3,275
5	0	0	352	0	0	0	C
2,288	-8,540	-5,738	158	1,526	-2,721	1,314	3,275
627	-2,539	-1,548	2,280	383	-685	331	824
0	0	0	0	0	0	0	C
27.4	29.7	27.0	1443.0	25.1	25.2	25.2	25.2
-5	3	0	0	0	0	0	C
1,656	-5,998	-4,190	-2,122	1,143	-2,036	983	2,450
1,708	-6,010	-4,190	-540	1,143	-2,036	983	2,450
5.0	-217.1	-31.5	-1.0	1.9	-3.5	1.4	3.2
1,652	-5,994	-4,190	-2,122	1,143	-2,036	983	2,450
	·		•		·		•
						(INR m)	
FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
514	608	610	980	980	980	980	980
14,289	17,726	13,094	72,319	72,254	70,218	71,201	73,652
							74,632
•	0		-7				-3
							-4,881
							77,035
							65,858
							1,46,783
•							1,42,124
							54,917
							2,464
							161
							19,145
							19,143
	307	707			1,906		
1 000		/U/	1,825	2,346	1,900	2,248	· ·
1,893			2 616	√ ∪ 20	1 220	1 /110	6 265
3,223	7,314	5,781	3,616	4,038	1,320	1,418	6,365
3,223 6,377	7,314 6,235	5,781 5,754	9,332	8,781	9,529	11,239	12,780
3,223 6,377 10,750	7,314 6,235 9,161	5,781 5,754 7,573	9,332 10,922	8,781 11,911	9,529 12,512	11,239 15,011	12,780 17,111
3,223 6,377 10,750 10,571	7,314 6,235 9,161 8,909	5,781 5,754 7,573 7,448	9,332 10,922 10,291	8,781 11,911 11,214	9,529 12,512 12,334	11,239 15,011 14,833	12,780 17,11 1 16,934
3,223 6,377 10,750	7,314 6,235 9,161	5,781 5,754 7,573	9,332 10,922	8,781 11,911	9,529 12,512	11,239 15,011	12,780 17,11 1
	5 2,288 627 0 27.4 -5 1,656 1,708 5.0 1,652	34,144 2,769 10.7 -91.9 9,971 1,156 3,938 2,171 5,659 1,196 8,815 3,249 28,383 7,771 5,762 -5,003 16.9 -180.7 2,324 2,383 3,437 -7,386 1,521 1,490 378 336 2,294 -8,540 5 0 2,288 -8,540 627 -2,539 0 0 27.4 29.7 -5 3 1,656 -5,998 1,708 -6,010 5.0 -217.1 1,652 -5,994 FY20 FY21 514 608 14,289 17,726 14,802 18,334 3 0 -2,049 -3,987 48,723 47,524 37,715 36,512 61,479 61,871 58,860 54,751 30,047 27,554 1,547 2,172 23 3 11,799 14,106	34,144 2,769 13,294 10.7 -91.9 380.2 9,971 1,156 4,013 3,938 2,171 2,651 5,659 1,196 3,213 8,815 3,249 5,749 28,383 7,771 15,625 5,762 -5,003 -2,331 16.9 -180.7 -17.5 2,324 2,383 2,642 3,437 -7,386 -4,973 1,521 1,490 1,542 378 336 777 2,294 -8,540 -5,738 5 0 0 2,288 -8,540 -5,738 627 -2,539 -1,548 0 0 0 27.4 29.7 27.0 -5 3 0 1,656 -5,998 -4,190 1,708 -6,010 -4,190 5.0 -217.1 -31.5 1,652 -5,994 -4,190 FY20 FY21 FY22	34,144 2,769 13,294 52,224 10.7 -91.9 380.2 292.8 9,971 1,156 4,013 14,408 3,938 2,171 2,651 5,375 5,659 1,196 3,213 10,426 8,815 3,249 5,749 16,803 28,383 7,771 15,625 47,012 5,762 -5,003 -2,331 5,212 16.9 -180.7 -17.5 10.0 2,324 2,383 2,642 3,915 3,437 -7,386 -4,973 1,297 1,521 1,490 1,542 1,668 378 336 777 881 2,294 -8,540 -5,738 510 5 0 0 352 2,288 -8,540 -5,738 158 627 -2,539 -1,548 2,280 0 0 0 0 27.4 29.7 27.0 1443.0 -5 3 0 0 <td< td=""><td>34,144 2,769 13,294 52,224 61,071 10.7 -91.9 380.2 292.8 16.9 9,971 1,156 4,013 14,408 19,107 3,938 2,171 2,651 5,375 6,573 5,659 1,196 3,213 10,426 11,928 8,815 3,249 5,749 16,803 16,342 28,383 7,771 15,625 47,012 53,950 5,762 -5,003 -2,331 5,212 7,121 16.9 -180.7 -17.5 10.0 11.7 2,324 2,383 2,642 3,915 4,707 3,437 -7,386 -4,973 1,297 2,414 1,521 1,490 1,542 1,668 1,854 378 336 777 881 966 2,294 -8,540 -5,738 510 1,526 5 0 0 352 0 627 -2,539</td><td>34,144 2,769 13,294 52,224 61,071 57,969 10.7 -91.9 380.2 292.8 16.9 -5.1 9,971 1,156 4,013 14,408 19,107 16,618 3,938 2,171 2,651 5,375 6,573 6,993 5,659 1,196 3,213 10,426 11,928 12,406 8,815 3,249 5,749 16,803 16,342 18,510 28,383 7,771 15,625 47,012 53,950 54,527 5,762 -5,003 -2,331 5,212 7,121 3,442 16.9 -180.7 -17.5 10.0 11.7 5.9 2,324 2,383 2,642 3,915 4,707 5,135 3,437 -7,386 -4,973 1,297 2,414 -1,693 1,521 1,490 1,542 1,668 1,854 1,928 378 336 777 881 966 900 <td>34,144 2,769 13,294 52,224 61,071 57,969 68,372 10.7 -91.9 380.2 292.8 16.9 -5.1 17.9 9,971 1,156 4,013 14,408 19,107 16,618 20,463 3,938 2,171 2,651 5,375 6,573 6,993 7,479 5,659 1,196 3,213 10,426 11,928 12,406 13,184 8,815 3,249 5,749 16,803 16,342 18,510 19,686 28,383 7,771 15,625 47,012 53,950 54,527 60,812 5,762 -5,003 -2,331 5,212 7,121 3,442 7,560 16.9 -180.7 -17.5 10.0 11.7 5,99 11.1 2,324 2,383 2,642 3,915 4,707 5,135 5,308 3,437 -7,386 -4,973 1,297 2,414 -1,693 2,252 1,521 <td< td=""></td<></td></td></td<>	34,144 2,769 13,294 52,224 61,071 10.7 -91.9 380.2 292.8 16.9 9,971 1,156 4,013 14,408 19,107 3,938 2,171 2,651 5,375 6,573 5,659 1,196 3,213 10,426 11,928 8,815 3,249 5,749 16,803 16,342 28,383 7,771 15,625 47,012 53,950 5,762 -5,003 -2,331 5,212 7,121 16.9 -180.7 -17.5 10.0 11.7 2,324 2,383 2,642 3,915 4,707 3,437 -7,386 -4,973 1,297 2,414 1,521 1,490 1,542 1,668 1,854 378 336 777 881 966 2,294 -8,540 -5,738 510 1,526 5 0 0 352 0 627 -2,539	34,144 2,769 13,294 52,224 61,071 57,969 10.7 -91.9 380.2 292.8 16.9 -5.1 9,971 1,156 4,013 14,408 19,107 16,618 3,938 2,171 2,651 5,375 6,573 6,993 5,659 1,196 3,213 10,426 11,928 12,406 8,815 3,249 5,749 16,803 16,342 18,510 28,383 7,771 15,625 47,012 53,950 54,527 5,762 -5,003 -2,331 5,212 7,121 3,442 16.9 -180.7 -17.5 10.0 11.7 5.9 2,324 2,383 2,642 3,915 4,707 5,135 3,437 -7,386 -4,973 1,297 2,414 -1,693 1,521 1,490 1,542 1,668 1,854 1,928 378 336 777 881 966 900 <td>34,144 2,769 13,294 52,224 61,071 57,969 68,372 10.7 -91.9 380.2 292.8 16.9 -5.1 17.9 9,971 1,156 4,013 14,408 19,107 16,618 20,463 3,938 2,171 2,651 5,375 6,573 6,993 7,479 5,659 1,196 3,213 10,426 11,928 12,406 13,184 8,815 3,249 5,749 16,803 16,342 18,510 19,686 28,383 7,771 15,625 47,012 53,950 54,527 60,812 5,762 -5,003 -2,331 5,212 7,121 3,442 7,560 16.9 -180.7 -17.5 10.0 11.7 5,99 11.1 2,324 2,383 2,642 3,915 4,707 5,135 5,308 3,437 -7,386 -4,973 1,297 2,414 -1,693 2,252 1,521 <td< td=""></td<></td>	34,144 2,769 13,294 52,224 61,071 57,969 68,372 10.7 -91.9 380.2 292.8 16.9 -5.1 17.9 9,971 1,156 4,013 14,408 19,107 16,618 20,463 3,938 2,171 2,651 5,375 6,573 6,993 7,479 5,659 1,196 3,213 10,426 11,928 12,406 13,184 8,815 3,249 5,749 16,803 16,342 18,510 19,686 28,383 7,771 15,625 47,012 53,950 54,527 60,812 5,762 -5,003 -2,331 5,212 7,121 3,442 7,560 16.9 -180.7 -17.5 10.0 11.7 5,99 11.1 2,324 2,383 2,642 3,915 4,707 5,135 5,308 3,437 -7,386 -4,973 1,297 2,414 -1,693 2,252 1,521 <td< td=""></td<>

Financials and valuations

Ratios								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)	1120			1123	1124	11232	11202	112/2
EPS EPS	32.2	-98.7	-68.7	-21.7	11.7	-20.8	10.0	25.0
Cash EPS	78.5	-59.7	-25.4	34.4	59.7	31.6	64.2	80.8
BV/Share	288.3	301.7	224.7	748.2	747.3	726.5	736.5	761.5
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
P/E	34.9	NM	-16.3	-51.8	96.1	-54.0	111.8	44.8
Cash P/E	14.3	NM	-44.2	32.6	18.8	35.5	17.5	13.9
P/BV	3.9	3.7	5.0	1.5	1.5	1.5	1.5	1.5
EV/Sales	4.6	54.2	11.7	3.6	3.1	3.3	2.7	2.3
EV/EBITDA	27.0	NM	-51.1	23.8	17.3	35.9	16.1	12.0
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Return Ratios (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
RoE	11.1	-36.2	-26.2	-4.9	1.6	-2.8	1.4	3.3
RoCE	10.7	-30.2	-10.5	-48.8	2.8	-0.7	2.8	4.4
RolC	11.7	-10.7	-22.5	-36.0	2.3	-1.6	2.2	4.4
Working Capital Ratios	11.7	-14.5	-22.5	-30.0	2.5	-1.0	2.2	4.2
Asset Turnover (x)	0.6	0.0	0.2	0.4	0.4	0.4	0.5	0.5
	3	33	9	5	4	4	4	
Inventory (Days)	20	40	19	13	14	12	12	0
Debtor (Days)	113		204	72	67	78	79	79
Creditor (Days)		1,175						
Working Capital Turnover (Days)	-23	-312	-21	6	0	-3	-4	-20
Leverage Ratio (x)	1.1	1 5	17	1 4	1.2	1 1	1.0	1 1
Current Ratio	1.1	1.5	1.7	1.4	1.3	1.1	1.0	1.1
Debt/Equity	3.3	2.6	3.8	1.1	1.1	1.1	1.1	1.0
Consolidated - Cash Flow Statement								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Profit / (Loss) Before Tax / EO	896	-9,388	-6,807	-2,089	-439	-2,721	1,314	3,275
Depreciation	5,425	5,748	6,144	3,010	4,524	5,135	5,308	5,465
Interest & Finance Charges	4,730	4,949	4,938	5,600	7,913	1,928	1,904	1,814
Direct Taxes Paid	-295	72	99	3,000	326	685	-331	-824
(Inc)/Dec in WC	-2,647	-803	434	-1,969	890	433	306	3,532
CF from Operations	8,108	578	4,808	4,553	13,214	5,460	8, 502	13,262
Others	-238	-4,705	-3,140	4,086	6,576	-900	-966	-966
	7,870					4,560	7,536	
CF from Operating incl EO	7,070							
(inc)/doc in EA		- 4,127	1,668	8,639	19,790			12,296
(inc)/dec in FA	-3,838	-1,166	-1,245	-6,339	-6,269	-4,250	-4,500	-4,500
Free Cash Flow	-3,838 4,033	-1,166 -5,293	-1,245 423	-6,339 2,300	-6,269 13,521			
Free Cash Flow (Pur)/Sale of Investments	-3,838 4,033 0	-1,166 -5,293 0	-1,245 423 0	-6,339 2,300 0	-6,269 13,521 -161	-4,250 310	-4,500 3,036	-4,500 7,796
Free Cash Flow (Pur)/Sale of Investments Others	-3,838 4,033 0 -66	-1,166 - 5,293 0 -1,720	-1,245 423 0 1,217	-6,339 2,300 0 581	-6,269 13,521 -161 164	-4,250 310 900	-4,500 3,036 966	-4,500 7,796 966
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments	-3,838 4,033 0 -66 -3,903	-1,166 - 5,293 0 -1,720 - 2,886	-1,245 423 0 1,217 -28	-6,339 2,300 0 581 -5,759	-6,269 13,521 -161 164 -6,266	-4,250 310 900 - 3,350	-4,500 3,036 966 - 3,534	-4,500 7,796 966 - 3,534
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares	-3,838 4,033 0 -66 -3,903 5,041	-1,166 - 5,293 0 -1,720 - 2,886 10,931	-1,245 423 0 1,217 -28 183	-6,339 2,300 0 581 - 5,759 305	-6,269 13,521 -161 164 -6,266 188	-4,250 310 900 - 3,350 0	-4,500 3,036 966 - 3,534	-4,500 7,796 966 - 3,534 0
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt	-3,838 4,033 0 -66 -3,903 5,041 -674	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768	-1,245 423 0 1,217 -28 183 1,553	-6,339 2,300 0 581 -5,759 305 1,260	-6,269 13,521 -161 164 -6,266 188 -732	-4,250 310 900 -3,350 0 -2,000	-4,500 3,036 966 -3,534 0 -2,000	-4,500 7,796 966 -3,534 0 -2,000
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982	-1,245 423 0 1,217 -28 183 1,553 -1,246	-6,339 2,300 0 581 -5,759 305 1,260 -1,442	-6,269 13,521 -161 164 -6,266 188 -732 -1,792	-4,250 310 900 -3,350 0 -2,000 -1,928	-4,500 3,036 966 - 3,534 0 -2,000 -1,904	-4,500 7,796 966 - 3,534 0 -2,000 -1,814
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0	-1,245 423 0 1,217 -28 183 1,553 -1,246	-6,339 2,300 0 581 -5,759 305 1,260 -1,442	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0	-4,250 310 900 -3,350 0 -2,000 -1,928	-4,500 3,036 966 - 3,534 0 -2,000 -1,904	-4,500 7,796 966 - 3,534 0 -2,000 -1,814
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589	-4,250 310 900 -3,350 0 -2,000 -1,928 0	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others CF from Fin. Activity	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965 -2,110	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962 10,755	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658 -2,168	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059 -6,935	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589 -12,925	-4,250 310 900 -3,350 0 -2,000 -1,928 0 0 -3,928	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0 0 -3,904	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0 0
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others CF from Fin. Activity Inc/Dec of Cash	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965 -2,110 1,857	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962 10,755 3,742	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658 -2,168 -528	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059 -6,935 -4,055	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589 -12,925 599	-4,250 310 900 -3,350 0 -2,000 -1,928 0 0 -3,928 -2,718	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0 0 -3,904 97	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0 0 -3,814 4,948
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others CF from Fin. Activity Inc/Dec of Cash Add: Beginning Balance	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965 -2,110 1,857 -74	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962 10,755 3,742 1,783	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658 -2,168 -528 5,524	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059 -6,935 -4,055 4,996	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589 -12,925 599 941	-4,250 310 900 -3,350 0 -2,000 -1,928 0 0 -3,928 -2,718 1,540	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0 0 -3,904 97 -1,178	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0 0 -3,814 4,948 -1,080
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others CF from Fin. Activity Inc/Dec of Cash Add: Beginning Balance Closing Balance	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965 -2,110 1,857 -74 1,783	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962 10,755 3,742 1,783 5,524	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658 -2,168 -528 5,524 4,996	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059 -6,935 -4,055 4,996 941	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589 -12,925 599 941 1,540	-4,250 310 900 -3,350 0 -2,000 -1,928 0 0 -3,928 -2,718 1,540 -1,178	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0 0 -3,904 97 -1,178 -1,080	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0 0 -3,814 4,948 -1,080 3,867
Free Cash Flow (Pur)/Sale of Investments Others CF from Investments Issue of Shares (Inc)/Dec in Debt Interest Paid Dividend Paid Others CF from Fin. Activity Inc/Dec of Cash Add: Beginning Balance	-3,838 4,033 0 -66 -3,903 5,041 -674 -1,151 -360 -4,965 -2,110 1,857 -74	-1,166 -5,293 0 -1,720 -2,886 10,931 1,768 -982 0 -962 10,755 3,742 1,783	-1,245 423 0 1,217 -28 183 1,553 -1,246 0 -2,658 -2,168 -528 5,524	-6,339 2,300 0 581 -5,759 305 1,260 -1,442 0 -7,059 -6,935 -4,055 4,996	-6,269 13,521 -161 164 -6,266 188 -732 -1,792 0 -10,589 -12,925 599 941	-4,250 310 900 -3,350 0 -2,000 -1,928 0 0 -3,928 -2,718 1,540	-4,500 3,036 966 -3,534 0 -2,000 -1,904 0 0 -3,904 97 -1,178	-4,500 7,796 966 -3,534 0 -2,000 -1,814 0 0 -3,814 4,948 -1,080

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MOTILAL OSWAL PVR

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	

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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Nainesh Rajani

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

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