

Market snapshot


Equities - India	Close	Chg .%	CYTD.%
Sensex	79,801	-0.4	2.1
Nifty-50	24,247	-0.3	2.5
Nifty-M 100	54,970	-0.1	-3.9
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	5,485	2.0	-6.7
Nasdaq	17,166	2.7	-11.1
FTSE 100	8,407	0.0	2.9
DAX	22,064	0.5	10.8
Hang Seng	8,057	-0.7	10.5
Nikkei 225	35,039	0.5	-12.2
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	67	0.0	-9.7
Gold (\$/OZ)	3,332	1.3	26.9
Cu (US\$/MT)	9,398	0.4	8.6
Almn (US\$/MT)	2,419	0.8	-4.3
Currency	Close	Chg .%	CYTD.%
USD/INR	85.3	-0.2	-0.4
USD/EUR	1.1	0.6	10.0
USD/JPY	142.4	-0.8	-9.4
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	6.3	-0.01	-0.4
10 Yrs AAA Corp	7.1	0.00	-0.2
Flows (USD b)	24-Apr	MTD	CYTD
FII	1.0	0.42	-14.1
DII	-0.06	4.26	24.0
Volumes (INRb)	24-Apr	MTD*	YTD*
Cash	1,144	1050	1017
F&O	4,85,899	2,33,948	2,06,023

Note: Flows, MTD includes provisional numbers.

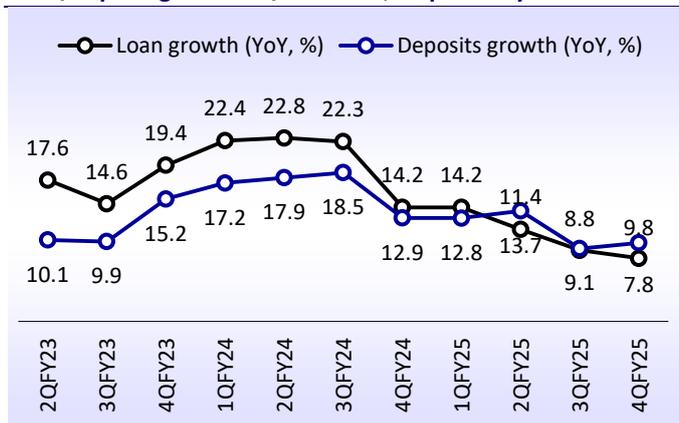
*Average


Today's top research idea
Axis Bank: Earnings in line; CD ratio eases to 88.7%

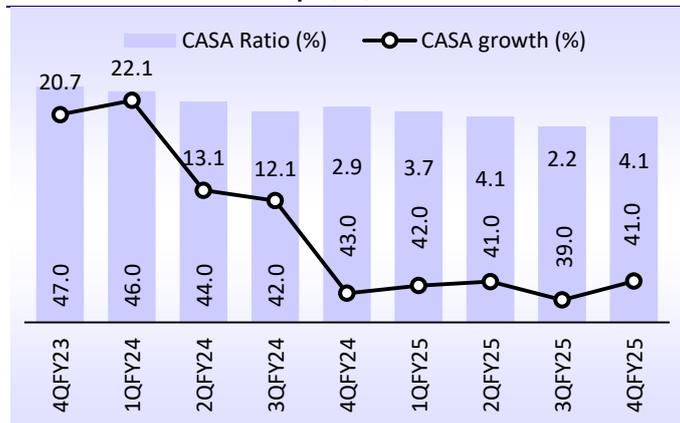
- ❖ Axis Bank (AXSB) reported 4QFY25 net profit of INR71.2b (flat YoY, up 13% QoQ, in line).
- ❖ NII grew 6% YoY/2% QoQ to INR138.1b (in line). NIMs expanded 4bp QoQ to 3.97%.
- ❖ Provisioning expenses stood at INR13.59b (14% lower than MOFSLe), driven by controlled slippages and write-back of provisioning on SR receipts.
- ❖ Loan book grew 8% YoY (3% QoQ), while deposits grew 10% YoY (7% QoQ), resulting in a moderation in the C/D ratio to 88.7%. The CASA mix increased 200bp QoQ to 41%.
- ❖ Fresh slippages stood at INR48.05b (INR54.3b in 3QFY25 and INR44.4b in 2QFY25). GNPA/NNPA ratio improved 18bp/2bp QoQ to 1.28%/0.33%. PCR moderated slightly to 75%.
- ❖ We fine-tune our earnings estimate and expect FY27E RoA/RoE of 1.7%/15.0%. Reiterate Neutral with a revised TP of INR1,300 (1.6x FY27E ABV).


Research covered

Cos/Sector	Key Highlights
Axis Bank	Earnings in line; CD ratio eases to 88.7%
Hindustan Unilever	In-line show; embracing growth over margin
Hindustan Aeronautics	Well positioned!
Nestlé India	Steady performance; cost savings boost EBITDA
SBI Life Insurance	Product mix shift to non-linked drives VNB beat
Tech Mahindra	The march of redemption continues
Other Update	SBI Cards Persistent Systems L&T Technology Dalmia Bharat Laurus Labs AAVAS Finan. Cyient Can Fin Homes Devyani Telecom Macrotech Developers ACC IEX

Chart of the Day: Axis Bank (Earnings in line; CD ratio eases to 88.7%)
Loan/deposit grew 7.8%/9.8% YoY, respectively


Source: MOFSL, Company

CASA ratio increased 200bp QoQ to 41%


Source: MOFSL, Company

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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, Bloomberg, Thomson Reuters, Factset and S&P Capital.



In the news today



Kindly click on textbox for the detailed news link

1

NBFC's credit growth to moderate to 13-15% in FY25 and FY26 from 17% witnessed in last two fiscals

NBFC credit stood at about Rs 52 trillion in December 2024, and it is set to exceed Rs 60 trillion by FY2026.

2

Customised insurance in works for nuclear plants

India is developing a specialized insurance product for nuclear power plants to facilitate private sector investment and support its ambitious goal of 100 GW nuclear energy production by 2047.

3

Senco to now operate all Melorra stores after it enters into a tie-up with August Jewellery

Senco Gold has partnered with August Jewellery Private Limited until September 2025, operating Melorra stores as a result.

4

Upbeat on demand revival, HUL plans to boost investments: MD

Hindustan Unilever plans increased investments to boost volumes despite margin pressure, anticipating improved consumer demand in the coming months.

5

Huge export potential for alcoholic beverages; may reach \$1 bn by 2030: APEDA Chairman

Indian alcoholic beverage exports are poised for significant growth, potentially reaching USD 1 billion by 2030, driven by diverse offerings like gin, beer, wine, and rum.

6

Change on cards for EV manufacturing policy

India is considering modifying its electric car manufacturing policy (SPMEPCI) to accommodate potentially lower import tariffs under a future India-US trade agreement.

7

Dulux Duel: JSW Paints, Advent-Indigo in race to acquire Akzo India

JSW Paints and a consortium of Advent International and Indigo Paints are vying to acquire Akzo Nobel India, the owner of Dulux Paints, as Akzo Nobel NV seeks to exit the Indian market amidst intense competition.

Axis Bank

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR1,207 TP: INR1,300 (+8%) Neutral

Earnings in line; CD ratio eases to 88.7%

Asset quality holding stable

- Axis Bank (AXSB) reported 4QFY25 net profit of INR71.2b (flat YoY, up 13% QoQ, in line).
- NII grew 6% YoY/2% QoQ to INR138.1b (in line). NIMs expanded 4bp QoQ to 3.97%.
- Provisioning expenses stood at INR13.59b (14% lower than MOFSLe), driven by controlled slippages and write-back of provisioning on SR receipts.
- Loan book grew 8% YoY (3% QoQ), while deposits grew 10% YoY (7% QoQ), resulting in a moderation in the C/D ratio to 88.7%. The CASA mix increased 200bp QoQ to 41%.
- Fresh slippages stood at INR48.05b (INR54.3b in 3QFY25 and INR44.4b in 2QFY25). GNPA/NNPA ratio improved 18bp/2bp QoQ to 1.28%/0.33%. PCR moderated slightly to 75%.
- **We fine-tune our earnings estimate and expect FY27E RoA/RoE of 1.7%/15.0%. Reiterate Neutral with a revised TP of INR1,300 (1.6x FY27E ABV).**

Business growth gains traction; NIM expands 4bp QoQ

- AXSB reported 4QFY25 net profit of INR71.2b (flat YoY, up 13% QoQ, in line). In FY25, earnings grew 6.1% YoY to INR263.7b.
- NII grew 6% YoY/2% QoQ to INR138.1b (in line). NIMs expanded 4bp QoQ to 3.97%. Other income stood flat YoY at INR67.8b (in line). Treasury gains stood at INR1.73b vs INR3.7b in 3QFY25. Total revenues, thus, grew 4% YoY to INR205.9b (in line).
- Opex grew 6% YoY to INR98.4b (3% higher than MOFSLe). The C/I ratio has, thus, increased 158bp QoQ to 47.8%. PPOp grew 2% YoY to INR107.5b (4% miss).
- AXSB's loan book grew 7.8% YoY/2.6% QoQ, with retail/corporate loans up 2.8% QoQ/1.6% QoQ and SME loans growing 14.4% YoY/3.9% QoQ. Deposits grew at 10% YoY (7% QoQ), resulting in a moderation in the C/D ratio to 88.7%. The CASA mix increased 200bp QoQ to 41%.
- Fresh slippages stood at INR48.05b (INR54.3b in 3QFY25 and INR44.4b in 2QFY25). The GNPA/NNPA ratio improved 18bp/2bp QoQ to 1.28%/0.33%. PCR moderated slightly to 75%. Credit cost (annualized) for the quarter stood at 50bp. Restructured loans stood stable at 0.12%.

Highlights from the management commentary

- The expansion in margin was primarily driven by better asset quality (2bp), while an additional 1bp came from interest income on IT refunds.
- A written-back provision of INR8.01b on security receipts was booked on P&L, while INR5.37b of interest on these receipts has not been booked.
- The bank has seen stabilization in the card portfolio. Personal loan will take a few more quarters to show improvement.

Bloomberg	AXSB IN
Equity Shares (m)	3096
M.Cap.(INRb)/(USDb)	3739.2 / 43.9
52-Week Range (INR)	1340 / 934
1, 6, 12 Rel. Per (%)	7/4/5
12M Avg Val (INR M)	10995

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
NII	543.5	585.4	678.9
OP	421.0	464.9	545.9
NP	263.7	280.5	330.5
NIM (%)	3.7	3.6	3.7
EPS (INR)	85.4	90.9	107.1
EPS Gr. (%)	5.9	6.4	17.8
BV/Sh. (INR)	582	659	765
ABV/Sh. (INR)	563	639	743

Ratios

RoA (%)	1.7	1.6	1.7
RoE (%)	15.9	14.6	15.0

Valuations

P/E(X)	14.2	13.3	11.3
P/E(X)*	12.7	11.9	10.1
P/BV (X)	1.9	1.6	1.4
P/ABV (X)*	1.9	1.7	1.5

* adjusted for subs

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	7.9	7.9	7.9
DII	39.5	36.0	29.1
FII	45.8	49.4	55.4
Others	6.8	6.7	7.5

FII Includes depository receipts

Valuation and view

AXSB reported in-line earnings, with margins expanding 4bp QoQ. Asset quality improved slightly as slippages were under control, while the GNPA/NNPA ratio improved sequentially. Deposits grew 7% QoQ, while advances grew 3% QoQ, leading to an improvement in the C/D ratio to 88.7%. Average LCR stood at 118%. Some stabilization was seen in the credit card portfolio; however, the bank is becoming more stringent in classifying loans, which could affect slippages going forward. Additionally, given the rate cut, margins are expected to remain under check. **We fine-tune our earnings and estimate FY27E RoA/RoE of 1.7%/15.0%. Reiterate Neutral with a TP of INR1,300 (1.6x FY27E ABV).**

Quarterly performance

(INR b)

	FY24				FY25E				FY25	FY26E	FY25E	V/s our
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Est
Net Interest Income	119.6	123.1	125.3	130.9	134.5	134.8	136.1	138.1	543.5	585.4	138.5	0%
% Change (Y-o-Y)	27.4	18.9	9.4	11.5	12.5	9.5	8.6	5.5	8.9	7.7	5.8	
Other Income	50.9	50.3	55.5	67.7	57.8	67.2	59.7	67.8	252.6	287.9	68.8	-1%
Total Income	170.5	173.5	180.9	198.5	192.3	202.1	195.8	205.9	796.0	873.4	207.3	-1%
Operating Expenses	82.3	87.2	89.5	93.2	91.3	94.9	90.4	98.4	375.0	408.4	95.3	3%
Operating Profit	88.1	86.3	91.4	105.4	101.1	107.1	105.3	107.5	421.0	464.9	112.0	-4%
% Change (Y-o-Y)	49.7	11.9	-1.5	14.9	14.7	24.1	15.2	2.1	13.4	10.4	6.3	
Provisions	10.3	8.1	10.3	11.9	20.4	22.0	21.6	13.6	77.6	90.9	15.9	-14%
Profit before Tax	77.8	78.2	81.1	93.5	80.7	85.1	83.8	93.9	343.5	374.0	96.1	-2%
Tax	19.8	19.5	20.4	22.2	20.3	15.9	20.7	22.8	79.7	93.5	24.3	-6%
Net Profits	58.0	58.6	60.7	71.3	60.3	69.2	63.0	71.2	263.7	280.5	71.9	
% Change (Y-o-Y)	40.5	10.0	3.7	7.6	4.1	18.0	3.8	-0.2	6.1	6.4	0.8	
Operating Parameters												
Deposit (INR t)	9.4	9.6	10.0	10.7	10.6	10.9	11.0	11.7	11.7	13.2	11.6	2%
Loan (INR t)	8.6	9.0	9.3	9.7	9.8	10.0	10.1	10.4	10.4	11.6	10.6	-2%
Deposit Growth (%)	17.2	17.9	18.5	12.9	12.8	13.7	9.1	9.8	9.8	12.2	8.1	
Loan Growth (%)	22.4	22.8	22.3	14.2	14.2	11.4	8.8	7.8	7.8	11.5	9.7	
Asset Quality												
Gross NPA (%)	2.0	1.7	1.6	1.4	1.5	1.4	1.5	1.3	1.4	1.4	1.5	
Net NPA (%)	0.4	0.4	0.4	0.3	0.3	0.3	0.4	0.3	0.4	0.4	0.4	
PCR (%)	79.6	79.5	77.8	78.5	78.1	76.6	76.2	74.6	74.6	75.0	76.0	

E: MOFSL Estimates

Hindustan Unilever

Estimate changes	↔
TP change	↔
Rating change	↔

CMP: INR2,325 TP: INR2,850 (+23%) Buy

Bloomberg	HUVR IN
Equity Shares (m)	2350
M.Cap.(INRb)/(USD\$b)	5463.5 / 64.1
52-Week Range (INR)	3023 / 2136
1, 6, 12 Rel. Per (%)	1/-/7/-5
12M Avg Val (INR M)	5037

Financials & Valuations (INR b)

Y/E March	2025	2026E	2027E
Sales	631.2	681.8	733.5
Sales Gr. (%)	2.0	8.0	7.6
EBITDA	148.5	158.8	172.6
EBITDA mrg. (%)	23.5	23.3	23.5
Adj. PAT	104.2	112.3	123.0
Adj. EPS (INR)	44.3	47.8	52.3
EPS Gr. (%)	1.4	7.8	9.5
BV/Sh.(INR)	210.2	216.0	223.3

Ratios

RoE (%)	20.7	22.4	23.8
RoCE (%)	28.7	30.7	32.5
Payout (%)	119.6	87.9	86.0

Valuations

P/E (x)	52.4	48.7	44.4
P/BV (x)	11.1	10.8	10.4
EV/EBITDA (x)	36.3	34.2	31.4
Div. Yield (%)	2.3	1.8	1.9

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	61.9	61.9	61.9
DII	15.6	14.7	13.3
FII	10.6	11.4	12.7
Others	11.9	11.9	12.2

FII includes depository receipts

In-line show; embracing growth over margin

- Hindustan Unilever's (HUVR) 4QFY25 consolidated revenue was up 3% at INR154.5b (in line), with 2% underlying volume growth (est. 1%, 0% in 3QFY25). Rural demand continues to show gradual improvement, while urban demand remains subdued.
- Home Care delivered mid-single-digit volume growth, with revenue up 2%. The company passed on commodity deflation benefits to consumers through calibrated price reductions. However, the segment experienced EBIT margin contraction, with EBIT declining 2% YoY.
- The Beauty & Wellbeing segment witnessed low single-digit volume growth and 6% revenue growth, impacted by the mass skin portfolio. The Hair Care portfolio reported double-digit growth, fueled by volume and company has done several new launches ahead of the summer season. Margin witnessed an expansion, with EBIT up 15% YoY.
- Personal Care posted a low single-digit volume decline, while revenue was up 3%, led by pricing. Oral Care grew in low-single digits, which was also led by pricing. EBIT growth was 5% despite the high RM inflation.
- Food & Refreshment (F&R) revenue declined 1%, with volumes declining in mid-single digits. Tea witnessed low single-digit growth, led by pricing. Coffee reported double-digit growth, while Nutrition Drinks saw a decline. The Ice Cream business grew by double digits, led by volume. EBIT declined 15% YoY.
- EBITDA margin contracted 10bp YoY to 23.1% (est. in line). Management has revised its EBITDA margin guidance for the near term to 22-23%, compared to the earlier guidance of the lower end of 23-24%. The company plans to focus aggressively on volume acceleration, alongside new launches and the reactivation of its value proposition, which is expected to drive better growth in FY26. We reiterate our BUY rating on the stock with a TP of INR2,850 (55x on Mar'27E EPS).

In-line performance; volume growth at 2% YoY

- Net sales grew 3% YoY to INR154.5b (2% in 3QFY25), with underlying volume growth at 2% (est. 1% and flat YoY in 3QFY25). Total revenue was up 3% YoY to INR156.7b (est. INR156.8b). The home care segment revenue grew 2%, beauty and wellbeing grew 6%, and personal care grew 3%, while F&R revenue declined 1% YoY.
- Gross margins for the quarter contracted 90bp YoY to 51.4% (est. 51.1%), impacted by raw material cost fluctuations. Employee expenses were up 3% YoY, other expenses were up 5% YoY, while ad spends declined 7% YoY. EBITDA margin contracted 10bp YoY to 23.1%. (est. 23.1%).
- EBITDA was up 2% YoY to INR36.2b (est. INR36.2b), PBT was up 5% YoY to INR35.0b (est. INR34.0b), and PAT (bei) grew 3% YoY to INR25.7b (est. INR25.3b).
- Reported PAT was down 4% YoY to INR24.6b, impacted by an exceptional item of INR1,380m related to acquisition and disposal profits and loss, as well as the fair valuation of financial liabilities related to the acquisition.
- In FY25, net sales, EBITDA, and APAT grew 2%, 1%, and 1%.

Management conference call highlights

- The macro outlook is set to improve in the near to medium term, aided by strong agri output, easing food inflation, and potential tax reliefs—supporting both rural and urban consumption. Internally, HUL’s portfolio transformation is gaining momentum, led by core brand relaunches (Lifebuoy, Glow & Lovely) and innovation in Future Core and Market Maker segments.
- HUVR has implemented price hikes to mitigate the impact of raw material price inflation. The company will take low single-digit price hike if commodity prices remain at the current level.
- In FY25, UVG and USG stood at 2% with flat pricing growth, as cost efficiencies and deflation in select raw materials helped offset inflationary pressures. While absolute volume tonnage grew in mid-single digits in FY25, this was partially offset by an adverse product mix.
- E-commerce contributed 7-8% of total sales in FY25, with Quick Commerce accounting for ~2%. Organized trade remained margin accretive due to a higher mix of the Future Core and Market Maker portfolio.

Valuation and view

- We cut our EPS estimates downward by 2% for FY26 and FY27, considering the impact of potential margin contraction following management’s revised EBITDA margin guidance of 22-23% in the near term (vs. the earlier range of 23-24%). We model an EBITDA margin of ~23-23.5% for FY26-FY27, and do not model margin below 23% on yearly basis. Pricing, mix, RM trajectory, and growth are expected to support the operating margin.
- The company focuses on volume-led growth through various initiatives to strengthen its core portfolio, expand TAM, drive premiumization, and transform its Beauty & Wellbeing (B&W) and Foods portfolio. The company is also exploring new growth levers through inorganic opportunities.
- We reiterate our BUY rating with a TP of INR2,850 (55x on Mar’27E EPS).

Quarterly performance (Consolidated)
(INR b)

Y/E March	FY24				FY25E				FY24	FY25	FY25 4QE	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Domestic volume growth (%)	3.0	2.0	2.0	2.0	4.0	3.0	0.0	2.0	2.3	2.0	1.0	
Net sales (INR b)	152.7	153.6	152.9	150.4	155.2	157.3	155.9	154.5	609.7	622.9	152.8	1.1%
<i>YoY change (%)</i>	6.3	3.1	-0.3	0.6	1.7	2.4	1.9	2.7	2.4	2.2	1.6	
Other operating income	2.3	2.6	2.7	1.7	1.8	2.0	2.3	2.2	9.3	8.3	4.0	
Total revenue	155.0	156.2	155.7	152.1	157.1	159.3	158.2	156.7	619.0	631.2	156.8	0.0%
<i>YoY change (%)</i>	6.0	3.2	-0.2	0.0	1.4	1.9	1.6	3.0	2.2	2.0	3.1	
COGS	76.8	73.5	74.8	72.6	75.5	77.1	77.0	76.2	298	306	76.6	
Gross Profit	78.2	82.8	80.9	79.5	81.6	82.2	81.2	80.5	321.4	325.4	80.1	
<i>Margin %</i>	50.4	53.0	52.0	52.3	52.0	51.6	51.3	51.4	51.9	51.6	51.1	
EBITDA	36.7	38.0	36.7	35.4	37.4	37.9	37.0	36.2	146.6	148.5	36.2	0.0%
<i>YoY change (%)</i>	7.7	9.1	-0.8	-1.1	2.2	-0.1	0.8	2.4	3.6	1.3	2.3	
<i>Margins (%)</i>	23.7	24.3	23.5	23.2	23.8	23.8	23.4	23.1	23.7	23.5	23.1	
Depreciation	2.9	3.0	3.1	3.2	3.3	3.4	3.4	3.5	12.2	13.6	3.4	
Interest	0.5	0.9	0.9	1.1	0.9	1.1	1.1	0.8	3.3	4.0	1.0	
Other income	1.8	1.8	2.1	2.3	2.6	2.2	2.3	3.1	8.1	10.2	2.3	
PBT	35.1	36.0	34.8	33.4	35.8	35.6	34.7	35.0	139.2	141.2	34.1	2.8%
Tax	9.2	9.3	9.4	8.6	9.2	9.5	9.9	8.9	36.4	37.4	8.8	
<i>Rate (%)</i>	26.1	25.9	27.0	25.7	25.6	26.6	28.6	25.3	26.2	26.5	25.7	
PAT bei	25.8	26.6	25.3	25.0	26.5	26.0	26.0	25.7	102.7	104.2	25.3	1.6%
<i>YoY change (%)</i>	8.0	-1.1	-2.0	-1.6	2.5	-2.1	2.9	2.6	0.7	1.4	1.1	
Reported Profit	25.5	26.6	25.1	25.6	26.1	25.9	29.8	24.6	102.8	106.7	25.3	

E: MOFSL Estimates

Hindustan Aeronautics

BSE SENSEX 79,801 S&P CNX 24,247

CMP: INR4,300 TP: INR5,100 (+19%) Buy



Bloomberg	HNAL IN
Equity Shares (m)	669
M.Cap.(INRb)/(USD\$b)	2875.7 / 33.7
52-Week Range (INR)	5675 / 3046
1, 6, 12 Rel. Per (%)	2/3/1
12M Avg Val (INR M)	11229

Financials & Valuations (INR b)

Y/E MARCH	FY25E	FY26E	FY27E
Sales	303.9	401.6	503.6
EBITDA	78.8	110.1	138.9
Adj PAT	62.5	84.6	104.1
EPS (INR)	93.5	126.5	155.7
EPS Gr. (%)	3.6	35.2	23.1
BV/Sh (INR)	494.2	580.7	691.4

Ratios

RoE (%)	18.9	21.8	22.5
RoCE (%)	19.8	22.6	23.2
Payout (%)	37.4	31.6	28.9

Valuations

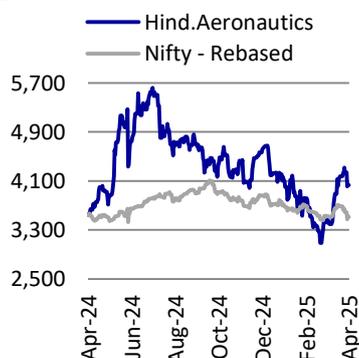
P/E (x)	46.0	34.0	27.6
P/BV (x)	8.7	7.4	6.2
EV/EBITDA (x)	32.9	23.0	17.7
Div Yield (%)	0.8	0.9	1.0

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	71.6	71.6	71.6
DII	8.3	8.2	9.6
FII	12.1	12.3	12.4
Others	8.0	8.0	6.4

FII includes depository receipts

Stock's performance (one-year)



Well positioned!

Expert Series 1: Key takeaways

Our recent interactions with industry participants and defense consultants focused on 1) the need to put defense and aerospace projects on a fast track, 2) the potential bidders for future tenders for MRFA, 3) the potential impact on the overall defense budget kitty if such large deals were to go through, and 4) how HAL can benefit from the entire situation. We continue to remain upbeat on the defense aerospace segment and believe that HAL would now have to focus on execution, given some of the major supply chain issues are broadly under control. We retain our positive stance on the Defense sector and reiterate our BUY rating on the stock with a TP of INR5,100, based on Mar'27 estimates.

Key highlights from our interaction with an industry expert

The need for modernization originates from the retiring fleet

The Indian Air Force (IAF) continues to remain committed to upgrading and modernizing the existing fleet and has mentioned to the government that there is a need for 42 squadron strength, which the IAF needs vs. the current strength of 31 squadrons. IAF presently has 31 squadrons, comprising 13 Su-30MKI + 6 Jaguar + 3 Mirage 2000 + 3 MiG-29 + 2 Tejas Mk 1 + 2 Rafale + 2 MiG-21 squadrons. Of these, 17 are to be retained long-term (the Su-30MKI, Rafale, and Tejas Mk 1). That translates to a shortfall of 25 squadrons, or about 450-500 aircraft, plus attrition replacements. To meet this requirement, there is an urgent need to order new projects as well as to put existing projects on the fast track. In this process, various options are being evaluated to fast-track projects that are in the initial stages and even to consider bids from foreign companies.

An unanswered question: How will the government's defense capex budget grow to meet these requirements?

The government's defense capex budget has clocked an 8% CAGR over FY20-25 and is budgeted to post 13% YoY growth in FY26 to INR1.8t. This budget is required to fund DPSUs, private defense companies, and import requirements. With the increase in indigenization level, import requirements have come down, and exports too have grown at a CAGR of 23% over FY20-24. During the same period, some select defense PSUs have grown faster than the rate of defense capex growth. Potentially, a 10% CAGR in defense capex is expected over the next seven years, and much higher growth is anticipated for defense PSUs over FY25-32. This can be manageable if India's net defense import bill comes down due to increased indigenization and higher exports. However, we believe that if the government agrees to 2-3 bigger deals with other countries, then it will be required to increase the defense capex budget at a much higher rate to meet both domestic PSU growth and immediate requirements via imports. This would depend on several factors, such as the urgency to upgrade the fleet and managing the fiscal deficit.

Potential scenarios for MRFA tender bids

According to our discussion with the defense expert, India is likely to seek bids this year for 114 multi-role fighter aircraft. The Indian Air Force plans to begin induction of these planes in the next four to five years through a fast-tracked MRFA global tender worth USD20b. This planned induction of these 114 multirole fighter jets is needed to help the IAF maintain its squadron strength over the next 10 years along with the indigenous fighter jets (including the different variants of the Light Combat Aircraft, such as the Mark 1A and the Mark-2). Various aircraft that can be part of the global tender and future requirements of the IAF could be the F-35, Su-57E, Super Sukhoi, South Korean KF21 Boramae, Saab JAS 39E/F Gripen, and Lockheed Martin F-21. Other options that can also be in the queue could be the F-16, F-18, MiG-29 upgrade, Eurofighter Typhoon, MiG-31, etc. However, we are given to understand that the government will have to take a balanced view based on 1) retiring the fleet and the immediate requirements of the IAF, 2) budgetary constraints in sourcing large G2G deals, 3) technology transfer and any kind of indigenization benefit to Indian players or component suppliers, as well as 4) future maintenance and integration of these new fleets into the existing fleet.

TAM for HAL remains strong over the medium to long term

We believe that over the next 2-3 years, the TAM for HAL will remain strong where initial groundwork on prototypes is already being done by HAL for projects such as follow-on orders from Tejas Mk1A (97 aircraft) worth INR650b, Su-30 Mk1 (84 aircraft) worth INR630b, followed by LUH and NUH orders, and subsequently Tejas Mk2. This translates into a medium-term pipeline of INR2.4t for HAL, and the overall long-term TAM remains around INR6t.

Financial outlook

We expect the company's overall revenue to record a CAGR of 29% over FY25-27, primarily driven by a sharp scale-up in manufacturing revenue and a 5% CAGR in RoH and spares. We project its EBITDA margin to remain strong at 25.9%/27.4%/27.6% for FY25/ FY26/FY27, fueled by indigenization efforts taken by the management. With an annual capex of INR30b/INR40b/INR50b and comfortable working capital, we expect its PAT to register a 29% CAGR over FY25-27. With improving revenue and stable margins, we expect HAL's RoE/RoCE to remain comfortable, reaching 22.5%/23.2% by FY27.

Valuation and recommendation

HAL is currently trading at 34.0x/27.6x FY26E/FY27E EPS. **We reiterate our BUY** rating with a TP of INR5,100 premised on an average of DCF and 32x P/E on Mar'27E.

Key risks and concerns

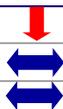
Key risks would include: 1) slower-than-expected finalization of large platform orders, 2) further delays in deliveries of key components such as engines for Tejas Mk1A, 3) delays in payments from MoD, and 4) increased involvement of the private sector.

Nestlé India

Estimate changes

TP change

Rating change



CMP: INR2,433

TP: INR2,400 (-1%)

Neutral

Steady performance; cost savings boost EBITDA

	NEST IN
Bloomberg Equity Shares (m)	964
M.Cap.(INRb)/(USDb)	2346 / 27.5
52-Week Range (INR)	2778 / 2110
1, 6, 12 Rel. Per (%)	5/8/-11
12M Avg Val (INR M)	2255

Financials & Valuations (INR b)

Y/E Dec	FY25	FY26E	FY27E
Sales	202.0	220.1	239.8
Sales Gr. (%)	3.5	9.0	9.0
EBITDA	48.5	53.9	59.7
Margin (%)	24.0	24.5	24.9
Adj. PAT	30.8	35.5	39.5
Adj. EPS (INR)	32.0	36.8	41.0
EPS Gr. (%)	-22.1	15.2	11.3
BV/Sh.(INR)	41.6	49.0	57.2

Ratios

RoE (%)	83.9	81.4	77.3
RoCE (%)	79.3	72.0	69.4
Payout (%)	80.0	80.0	80.0

Valuations

P/E (x)	76.2	66.1	60.0
P/BV (x)	58.5	49.7	42.6
EV/EBITDA (x)	48.4	43.4	39.1
Div. Yield (%)	1.1	1.2	1.3

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	62.8	62.8	62.8
DII	11.3	10.8	9.1
FII	10.0	10.3	12.1
Others	15.9	16.2	16.1

FII Includes depository receipts

- Nestle India (Nestle) reported a 4.5% YoY growth in total revenue in 4QFY25, in line with our estimate. Domestic sales grew only 4.2% YoY (vs. 9% growth in the previous eight quarters) given the macroeconomic headwinds. We believe volume growth was in the low single digit. Beverages and confectionery posted double-digit growth. Export revenue declined 9% YoY, hit by green coffee exports.
- GM contracted 60bp YoY/20bp QoQ to 56.2% (est. 55.8%). Management indicated that coffee and cocoa prices continued to be inflationary, while edible oil prices remained stable. EBITDA margin inched up 10bp YoY to 25.6% (est. 23.5%) driven by sharp cost-control measures. We model an EBITDA margin of 24.5% for FY26 and 25% for FY27.
- In FY25, beverage, pet care, and Out-of-Home (OOH) businesses delivered double-digit growth. Confectionery experienced high single-digit growth in both value and volume, primarily driven by KitKat. Meanwhile, Prepared Dishes and Cooking Aids achieved mid-single-digit growth, with Maggi reporting an increase in volume. Milk Products and Nutrition continued to do well, backed by new launches.
- Nestle has been a revenue growth outperformer over the past three years (largely due to price hikes), but growth has slowed in the last 4-5 quarters. Moderating urban consumption and high food inflation continue to pose risks to near-term recovery. The stock is trading at 66x/60x FY26/FY27 EPS. **Given the stock's expensive valuation, we reiterate our Neutral rating with a TP of INR2,400 (based on 60x P/E Mar'27E).**

In-line revenue; EBITDA better than expected

- **Domestic sales remain muted:** Nestle's total revenue rose 4.5% YoY to INR55b (est. INR55.1b) in 4QFY25. Domestic sales saw 4.2% YoY growth to INR52.3b, hit by subdued demand and higher commodity prices. Exports saw a 9% decline YoY to INR2.1b as commodity headwinds in green coffee impacted growth in coffee exports.
- **Broad-based growth across categories:** Nestle sustained broad-based growth across segments, though revenue growth was low. The growth continues to be driven by pricing and volume. The beverages and confectionery segment led with high double-digit growth, while the rest of the categories continued to do well during the quarter.
- **Commodity pressure on margin:** Gross margin dipped 60bp YoY to 56.2% (est. 55.8%) on rising RM prices. The management indicated that prices of coffee and cocoa continue to remain elevated while edible oil prices remain stable. Milk prices have cyclically firmed up with the onset of summer.

- **Beat on EBITDA:** Employee expenses rose 7% YoY, while other expenses were flat YoY. EBITDA margin expanded marginally by 10bp YoY to 25.6% (est. 23.5%, 23.4% in 3QFY25). EBITDA grew by 5% YoY to INR14.1b (est. INR 12.9b). Higher depreciation (+43% YoY) and higher interest (+43% YoY) coupled with lower other income (-68% YoY) hurt profitability. While PBT dipped 1% YoY to INR12.3b (est. INR11.6b), Adj. PAT declined 4.5% YoY to INR8.7b (est. INR8.7b).
- In FY25, net sales rose 3% YoY and EBITDA grew 1% YoY, while APAT dipped 4% YoY in FY24 (on a 12M **comparable** basis).

Valuation and view

- We largely maintain our EPS estimates for FY26 and FY27.
- The company has been focusing on its RURBAN strategy; hence, growth was higher in RURBAN markets. Most of Nestle's categories have been reaping the benefits of distribution penetration. Packaged food penetration has improved in the tier-2 and rural markets. The company continues to focus on portfolio enhancement through ongoing innovation and premiumization initiatives.
- Nestle's portfolio is relatively safe from local competition, so it does not need much overhead costs to protect its market share. However, with the ongoing inflation, it is critical to maintain margins. We model 24.5%-25% EBITDA margins for FY26/FY27.
- **The stock is trading at 66x/60x FY26/FY27 EPS. Given its expensive valuation, we reiterate our Neutral rating with a TP of INR2,400 (based on 60x P/E Mar'27E).**

Quarterly performance

Y/E December	(INR b)												
	FY24					FY25E				FY24*	FY25	FY25	Var.
	1Q	2Q	3Q	4Q	5Q	1Q	2Q	3Q	4Q		4QE		
Domestic Sales	46.1	44.2	48.2	44.2	50.2	46.1	48.8	45.7	52.3	233.0	192.9	52.4	-0.1%
YoY Change (%)	21.2	14.6	10.3	8.9	8.9	4.2	1.2	3.3	4.2	12.1	3.5	4.3	
Exports	2.0	2.0	1.9	1.6	2.3	1.8	1.9	2.0	2.1	9.7	7.8	2.4	-12.5%
YoY Change (%)	24.9	25.4	(9.6)	(5.6)	19.0	(7.2)	3.1	21.2	(8.7)	40.9	-19.5	4.3	
Sale of Products	48.1	46.2	50.1	45.8	52.5	47.9	50.7	47.6	54.5	242.8	200.8	54.8	-0.6%
YoY Change (%)	21.3	15.0	9.4	8.3	9.3	3.8	1.3	3.9	3.7	44.6	-17.3	4.3	
Other Operating Income	0.2	0.4	0.3	0.2	0.1	0.2	0.3	0.2	0.6	1.2	1.2	0	
Net Sales	48.3	46.6	50.4	46.0	52.7	48.1	51.0	47.8	55.0	243.9	202.0	55.1	-0.2%
YoY Change (%)	21.0	15.1	9.5	8.1	9.0	3.3	1.3	3.9	4.5	15.5	3.5	4.7	
Gross Profit	26.0	25.5	28.5	27.0	29.9	27.8	28.9	27.0	30.9	136.9	114.5	30.8	
Margin (%)	53.8	54.8	56.5	58.6	56.8	57.6	56.6	56.4	56.2	56.1	56.7	55.8	
EBITDA	11.2	10.7	12.5	11.3	13.4	11.3	11.9	11.2	14.1	59.1	48.5	13.0	8.5%
Margins (%)	23.3	22.9	24.8	24.5	25.5	23.4	23.4	23.4	25.6	24.2	24.0	23.5	
YoY Growth (%)	19.8	24.5	21.6	13.5	19.4	5.7	(4.2)	(0.8)	5.0	23.9	2.6	(3.3)	
Depreciation	1.0	1.1	1.1	1.1	1.1	1.1	1.2	1.5	1.6	5.4	5.4	1.3	
Interest	0.4	0.3	0.3	0.2	0.3	0.3	0.3	0.3	0.4	1.5	1.4	0.3	
Other income	0.3	0.2	0.3	0.3	0.3	0.4	0.1	0.0	0.1	1.5	0.6	0.3	
PBT	10.2	9.5	11.4	10.3	12.3	10.2	10.5	9.4	12.2	53.7	42.3	11.6	5.6%
Tax	2.5	2.4	3.1	2.3	3.2	2.6	3.0	2.3	3.2	13.6	11.1	2.9	
Rate (%)	24.9	25.4	27.6	22.5	25.6	25.7	28.7	24.1	26.1	25.2	26.2	24.6	
Adjusted PAT	7.5	7.0	8.1	7.8	9.1	7.4	7.7	6.8	8.7	39.6	30.8	8.7	0.0%
YoY Change (%)	25.8	30.0	20.7	23.5	21.7	5.1	(4.4)	(12.4)	(4.5)	30.0	-2.6	(4.5)	

E: MOFSL Estimates; *Note: FY24 is 15-month period

SBI Life Insurance

Estimate change	↑
TP change	↕
Rating change	↔

Bloomberg	SBILIFE IN
Equity Shares (m)	1002
M.Cap.(INRb)/(USD\$)	1611.6 / 18.9
52-Week Range (INR)	1936 / 1307
1, 6, 12 Rel. Per (%)	0/-1/2
12M Avg Val (INR M)	2374

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Net Premiums	840.6	984.7	1,136.6
Surplus / Deficit	29.9	36.2	43.4
Sh.PAT	24.1	28.5	33.8
NBP gr- APE (%)	7.4	14.8	14.3
Premium gr (%)	4.4	17.1	15.4
VNB margin (%)	27.8	28.5	29.0
RoE (%)	15.1	15.6	16.1
RoIC (%)	15.4	15.7	16.2
RoEV (%)	20.6	19.3	18.8
Total AUMs (INRt)	4.5	5.4	6.4
VNB	59.5	70.1	81.5
EV per share	701	838	996

Valuations

P/EV (x)	2.3	1.9	1.6
P/EVOP (x)	13.7	11.9	10.2

*VNB, VNB margins based on ETR

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	55.4	55.4	55.4
DII	18.7	17.9	15.4
FII	21.9	22.5	25.2
Others	4.1	4.2	4.0

FII includes depository receipts

CMP: INR1,608 TP: INR2,000 (+24%) BUY

Product mix shift to non-linked drives VNB beat

- SBI Life Insurance (SBILIFE) reported 2% YoY growth in new business APE to INR54.5b (in line). For FY25, it grew 8% YoY to INR214.2b.
- Absolute VNB grew 10% YoY to INR16.6b (14% beat). VNB margin for the quarter stood at 30.5% vs. our estimate of 27.4% (28.3% in 4QFY24). For FY25, VNB grew 7% YoY to INR59.5b, reflecting VNB margin of 27.8%. The strong growth in VNB was attributed to a significant shift in the product mix to non-ULIP products.
- Shareholder PAT remained flat YoY at INR8.1b (6% miss) in 4QFY25. For FY25, it grew 27% YoY to INR24b.
- Management expects 13-14% individual APE growth in FY26, which will be slightly above industry growth of 12% on the back of continued expansion and productivity improvement of agency channel (expecting 25% growth for FY26) and stable momentum in bancassurance channel (expecting 8-10% growth for FY26). VNB margin is expected to maintain the 27-28% range in FY26.
- We expect SBILIFE to clock a CAGR of 15%/17% in APE/VNB over FY25-27, while RoEV is likely to remain at ~19% over FY27. We have slightly cut our APE estimates considering company guidance and have increased our VNB margin estimates due to an expected shift toward traditional products and improvement in product-level margins. **We reiterate our BUY rating on the stock with a TP of INR2,000 (premised on 2.0x FY27E EV).**

ULIP share in individual APE declines to 54.3% in 4QFY25

- SBILIFE reported 24% YoY decline in new business premium (NBP) to INR93.2b. For FY25, NBP declined 7% YoY to INR355.8b.
- 4Q gross premium fell 5% YoY to INR240b (5% miss). For FY25, premium grew 4% YoY to INR850b. Growth was driven by 7%/13% growth in first-year/renewal premium, offset by 42% YoY decline in single premium.
- The total cost ratio was 10.1% vs. 10.7% in 4QFY24. The commission ratio was 5% vs. 4.7% in 4QFY24 owing to higher sales of traditional products through agency channel during the quarter. The operating expense ratio was 5.1% vs. 6.1% in 4QFY24, reflecting operational efficiency.
- On the product front, ULIP APE declined 5% YoY, contributing 54% to total APE (59% in 4QFY24), due to negative movement in equity markets and the company's focus on traditional products. The group business continues to face headwinds on the savings side (declined 66% YoY), while group protection grew 41% YoY. The share of total protection APE was 13% (11% in 4QFY24).
- On the distribution front, SBILIFE continues to invest in agent addition and productivity improvement. While the individual APE through agency channel grew 5% YoY in 4QFY25, non-par APE through agency channel rose 70% YoY. Individual APE through banca channel grew 10% YoY on the back of improvement in per-branch productivity in SBI channel.

- Continued improvement has been witnessed in the 13th month and 61st month persistency (based on premium) in FY25, increasing 63bp and 414bp, respectively. 49th month persistency declined 468bp and the company has launched revival programs in the affected geographies.
- AUM grew 15% YoY to INR4.5t (in line). Solvency ratio was stable at 1.96x.

Highlights from the management commentary

- Margin improvement was on the back of (1) the launch of a high-sum-assured protection product six months back, (2) several rider attachments which increased product-level margin, and (3) in-built protection in some products.
- The company expects to achieve a 5% shift toward traditional products in FY26, taking the contribution to 35% in the product mix and 65% for ULIPs (70:30 currently).
- Agency growth is expected to be driven by an increase in the agent count and improvement in productivity. 65:35 is the product mix target for agency channel, but ULIP contribution may be slightly lower than 65% due to focus on traditional products.

Valuation and view

- SBILIFE reported a strong VNB performance in 4QFY25, aided by a shift in the product mix toward traditional products. Going forward, improvement in product-level margin and continued tilt toward non-linked products should drive VNB margin improvement. Continued investments in the agency channel will boost overall growth, while digital enhancements will keep costs in check.
- We expect SBILIFE to clock a CAGR of 15%/17% in APE/VNB over FY25-27, while RoEV is likely to remain at ~19% over FY27. We have slightly cut our APE estimates considering company guidance and have increased our VNB margin estimates due to an expected shift toward traditional products and improvement in product-level margins. **We reiterate our BUY rating on the stock with a TP of INR2,000 (premised on 2.0x FY27E EV).**

Quarterly Performance

Policy holder's A/c (INRb)	FY24				FY25						in INRM	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY24	FY25	FY25E 4QE	V/s est
First year premium	26.4	46.3	56.8	45.3	31.5	49.2	64.5	48.6	174.8	193.7	48.3	0.5
Growth (%)	3%	33%	12%	11%	19%	6%	14%	7%	15%	11%	7%	
Renewal premium	73.5	101.2	127.2	130.0	85.4	117.2	144.7	146.8	431.9	494.1	147.1	(0.2)
Growth (%)	28%	11%	17%	9%	16%	16%	14%	13%	14%	14%	13%	
Single premium	35.7	54.2	40.6	77.1	38.9	37.8	40.8	44.6	207.6	162.1	57.9	(23.0)
Growth (%)	18%	35%	21%	93%	9%	-30%	0%	-42%	44%	-22%	-25%	
Gross premium income	135.6	201.8	224.6	252.4	155.7	204.1	250.0	240.0	814.3	849.8	253.4	(5.3)
Growth (%)	19%	21%	16%	26%	15%	1%	11%	-5%	21%	4%	0%	
PAT	3.8	3.8	3.2	8.1	5.2	5.3	5.5	8.1	18.9	24.1	8.6	(5.9)
Growth (%)	45%	1%	6%	4%	36%	39%	71%	0%	10%	27%	7%	
Key metrics (INRb)												
New Business APE	30.3	52.3	61.3	53.3	36.4	53.9	69.4	54.5	197.5	214.2	53.1	2.6
Growth (%)	4%	33%	13%	17%	20%	3%	13%	2%	17%	8%	0%	
VNB	8.7	14.9	16.8	15.1	9.7	14.5	18.7	16.6	55.5	59.5	14.6	14.0
Growth (%)	-1%	20%	11%	5%	11%	-3%	11%	10%	9%	7%	-4%	
AUM	3,283	3,452	3,714	3,889	4,148	4,390	4,417	4,480	3,889	4,480	4,603	(2.7)
Growth (%)	25%	22%	24%	27%	26%	27%	19%	15%	27%	15%	18%	
Key Ratios (%)												
VNB margins (%)	28.8	28.5	27.4	28.3	26.8	26.9	26.9	30.5	28.1	27.8	27.4	305

Tech Mahindra

Estimate change	↔
TP change	↔
Rating change	↔

CMP: INR1,445 **TP: INR1,950 (+35%)** **Buy**

The march of redemption continues

Both growth and margin aspirations on track despite macro uncertainty

■ Tech Mahindra (TECHM) reported 4QFY25 revenue of USD1.5b, down 1.5% QoQ in constant currency (CC) vs. our estimate of 0.8% cc decline. BFSI/Communications grew 2.4%/1.0% QoQ, while Healthcare/Hi-tech and Media declined 5.6%/8.2% QoQ. EBIT margin was up 40bp QoQ at 10.5%, beating our estimate of 10.3%. PAT stood at INR11.6b (up 18.7% QoQ/20.3% YoY), above our estimate of INR10b. For FY25, revenue/EBIT/PAT grew 4.0%/48.5%/20.3% YoY in INR terms. In 1QFY26, we expect revenue/EBIT/PAT to grow by 3.0%/30.0%/37.2% YoY. Net new deal TCV was USD798m, up 7.1% QoQ/59.6% YoY. We reiterate BUY on TECHM with a TP of INR1,950 (implying 35% upside), based on 25x FY27E EPS.

Bloomberg	TECHM IN
Equity Shares (m)	979
M.Cap.(INRb)/(USDdb)	1414.8 / 16.6
52-Week Range (INR)	1808 / 1173
1, 6, 12 Rel. Per (%)	-3/-16/14
12M Avg Val (INR M)	3422

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	530	546	581
EBIT Margin (%)	9.7	12.2	14.5
Adj. PAT	42.5	54.0	68.3
Adj. EPS (INR)	47.9	60.9	77.0
PAT	42.5	54.0	68.3
EPS (INR)	47.9	60.9	77.0
EPS Gr. (%)	79.8	27.0	26.5
BV/Sh. (INR)	309.0	317.8	329.2

Ratios

RoE (%)	15.7	19.5	23.8
RoCE (%)	16.4	20.7	25.4
Payout (%)	93.9	85.0	85.0

Valuations

P/E (x)	30.1	23.7	18.7
P/BV (x)	4.7	4.5	4.4
EV/EBITDA (x)	17.8	14.8	12.0
Div Yield (%)	3.1	3.6	4.5

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	35.0	35.0	35.1
DII	32.3	30.9	29.7
FII	23.0	24.2	24.2
Others	9.8	9.9	11.1

FII Includes depository receipts

Our view: Margin roadmap intact

- **TECHM's revenue outlook shows strength in BFSI**, where early recovery signals are visible and client progress continues. Communications remained neutral, with signs of seasonal stability returning, particularly in Europe and Asia Pacific. Manufacturing and Hi-Tech remained under pressure. Automotive continued to be soft and discretionary spends in Hi-Tech were cut during the quarter.
- **Targets maintained:** Despite these vertical-specific headwinds, management reiterated its aspiration to outgrow peers in terms of revenue by FY27.
- **Deal TCV growth best in class:** TECHM posted a 42% YoY increase in deal TCV in FY25, the strongest among large and mid-tier peers. While this partly reflects a low base, we believe a structural shift is underway in the firm's large-deal strategy—driven by a dedicated deal team, proactive propositioning, and industrialized win processes under the 'Turbocharge' and 'Large Deal' programs. Notably, the firm closed two deals with TCV of over USD100m, including one focused on churn reduction with a leading Americas-based telco and another in the device certification and 5G labs space. Management believes a TCV range of USD600-800m is a sustainable baseline going forward.
- **Margin expansion plan on track:** TECHM's FY27 margin aspiration of 15% now appears achievable, supported by structural initiatives under Project Fortius—focused on pyramid optimization, pricing improvement, automation, and utilization of T&M resources. Cost levers include an improved offshore mix, subcontractor rationalization, and SG&A efficiency. These gains are expected to offset investments in GenAI, talent upskilling, and wage hikes.
- **FY27 margin improvement contingent on growth:** While its FY26 margin expansion plan can carry on without a major pick-up in industry growth, reaching 15% in FY27 depends on growth returning to the industry. That said, management has clearly shown a plan that works, and our base case now assumes it will be fulfilled.

- **Other highlights from the analyst meet:** TECHM is doubling down on healthcare and BFSI, particularly in areas like asset and wealth management, core banking, and payments. It continues to scale up high-margin service lines such as engineering, enterprise apps (Oracle, Salesforce), and GenAI offerings, including multi-agent systems and Industry 4.0. The company is also pushing its GCC strategy and modernizing BPS delivery, with a sharp shift from voice to digital. Management stressed the role of “diamond-shaped” cost structures and strong talent planning in supporting execution and profitability.

Valuation and change in estimates

- We keep our estimates largely unchanged, reflecting steady directional progress. We estimate FY25/FY26/FY27 EBIT margins at 9.7%/12.2%/14.5%, which will result in a 27% CAGR in INR PAT over FY25-27. We value TECHM at 25x FY27E EPS with a TP of INR1,950 (35% upside). We reiterate our Buy rating on the stock.

Miss on revenues, beat on margins; healthy deal TCV growth

- Revenue stood at USD1.5b, down 1.5% CC (down 1.2% in USD terms) and below our estimates of 0.8% QoQ CC decline. For FY25, revenue stood at USD6.2b.
- IT service/BPO declined 0.3%/5.8% QoQ.
- BFSI/Communications grew 2.4%/1% QoQ. Healthcare/Hi-Tech and Media declined 5.6%/8.2% QoQ. Retail and Manufacturing were flat.
- EBIT margin was up 40bp QoQ at 10.5%, beating our estimate of 10.3%. FY25 margins stood at 9.7%, up 360bp YoY.
- Net employee count declined by 1,757 or 1.2% QoQ. Utilization (excl. trainees) was up 70bp at 86.3%. LTM attrition was up by 60bp at 11.8%.
- NN deal TCV was USD798m, up 7.1% QoQ/59.6% YoY.
- PAT stood at INR11.6b (up 18.7% QoQ/20.3% YoY), above our estimate of INR10b. FY25 PAT stood at INR42.5b.
- FCF conversion to PAT stood at 111% vs. 172% in 3Q.

Key highlights from the management commentary

- The global economic landscape remains volatile. FY25 was a foundational year focused on laying the groundwork for future growth, while FY26 is expected to be a year of acceleration.
- Consolidation and cost-takeout programs are expected to play a key role in this environment, alongside growing importance of GCC deals.
- The auto and hi-tech segments have seen softness for the past three months.
- Some BPO ramp-ups in the USA were deferred during the quarter.
- The sequential revenue decline was largely attributed to deferral of a renewal deal in the BPO segment.
- Increased deal sizes contributed to YoY growth, particularly in larger accounts.
- Margin gain in FY25 was aided by a 100bp benefit from the reduction of the non-core portfolio. A 20-30bp tailwind is expected in FY26 from the same.
- **Communication & Media:** It declined due to industry-wide headwinds. Telcos are prioritizing cost optimization over discretionary spending.

Valuation and view

We remain positive about the restructuring at TECHM under the new leadership and believe this quarter was another step in the right direction. But we expect the impact from these steps to be visible gradually. We believe its bottom-up transformation appears relatively independent of discretionary spending. With the potential for telecom recovery and improved operational efficiency, we see room for sustained margin improvement going forward. **We value TECHM at 25x FY27E EPS with a TP of INR1,950 (35% upside). We reiterate our Buy rating on the stock.**

Quarterly Performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25	Est. 4QFY25	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	1,601	1,555	1,573	1,548	1,559	1,589	1,567	1,549	6,277	6,264	1,544	0.3
QoQ (%)	-4.0	-2.8	1.1	-1.6	0.7	1.9	-1.4	-1.1	-5.0	-0.2	-1.5	32bp
Revenue (INR b)	132	129	131	129	130	133	133	134	520	530	134	0.0
YoY (%)	3.5	-2.0	-4.6	-6.2	-1.2	3.5	1.4	4.0	-2.4	1.9	4.0	-2bp
GPM (%)	25.7	22.5	23.9	27.0	26.5	27.9	28.8	29.2	24.8	28.1	27.8	137bp
SGA (%)	13.5	11.5	13.6	16.1	14.5	14.8	15.2	15.2	13.7	14.9	14.2	102bp
EBITDA	16	14	14	14	16	18	18	19	58	70	18	2.6
EBITDA Margin (%)	12.2	10.9	10.3	10.9	12.0	13.1	13.6	14.0	11.1	13.2	13.6	35bp
EBIT	12	9	9	9	11	13	14	14	40	51	14	1.9
EBIT Margin (%)	8.8	7.3	7.0	7.4	8.5	9.6	10.2	10.5	7.6	9.7	10.3	20bp
Other income	1	2	0	3	1	4	-1	1	5	5	-1	-199.1
ETR (%)	21.8	9.9	17.6	23.4	26.7	26.6	23.9	22.0	18.5	24.8	24.5	-251bp
Adj. PAT	10	10	7	10	9	13	10	12	36	43	10	16.5
QoQ (%)	-28.2	2.3	-26.5	34.9	-12.2	46.8	-21.4	18.7			1.8	1683bp
YoY (%)	-15.5	-25.3	-44.6	-27.1	-10.9	27.8	36.8	20.3	-28.5	17.4	3.3	1706bp
Extra-Ordinary Item	-2.6	-4.8	-2.1	-3.1	0.0	0.0	0.0	0.0	-12.6	0.0	0.0	
Reported PAT	7	5	5	7	9	13	10	12	24	43	10	16.5
EPS (INR)	10.8	11.0	8.1	11.0	9.6	14.1	11.1	13.2	40.9	47.9	11.3	16.5

Key Performance Indicators

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (QoQ CC %)	-4.2	-2.4	1.1	-0.8	0.7	0.7	1.2	-1.5		
Margins (%)										
Gross Margin	25.7	22.5	23.9	27.0	26.5	27.9	28.8	29.2	24.8	28.1
EBITDA margin	12.2	10.9	10.3	10.9	12.0	13.1	13.6	14.0	11.1	13.2
EBIT Margin	8.8	7.3	7.0	7.4	8.5	9.6	10.2	10.5	7.6	9.7
Net Margin	7.3	7.6	5.5	7.5	6.5	9.4	7.4	8.7	7.0	8.0
Operating Metrics										
Headcount (k)	148	151	146	145	148	154	150	149	145	149
Util excl. trainees (%)	87.2	86.0	88.0	86.0	86.0	86.0	86.0	86.0	86.8	86.0
Attrition (%)	12.8	11.4	10.0	10.0	10.0	10.6	11.2	11.8	10.0	11.8
Deal TCV (USD m)	359	640	381	500	534	603	745	798	1,880	2,680
Key Verticals (QoQ %)										
Communication	-14.3	-5.8	6.4	-8.3	-2.0	2.8	-4.0	1.0	-16.2	-6.5
Enterprise	2.9	-1.0	-1.8	2.3	2.1	1.4	0.0	-2.2	2.6	3.2
Key Geographies (QoQ %)										
North America	-0.5	0.7	-1.5	-3.7	3.9	-0.6	-1.9	-5.8	-1.3	-2.5
Europe	-6.7	-6.8	2.0	0.1	-2.6	4.5	-3.0	6.4	-8.3	0.0

SBI Cards

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	SBICARD IN
Equity Shares (m)	951
M.Cap.(INRb)/(USDb)	881.5 / 10.3
52-Week Range (INR)	931 / 648
1, 6, 12 Rel. Per (%)	6/31/15
12M Avg Val (INR M)	1230

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
NII	59.8	72.3	87.9
OP	74.5	91.3	110.6
NP	19.2	31.3	42.9
NIM (%)	11.1	11.7	12.1
EPS (INR)	20.2	32.9	45.1
EPS Gr. (%)	(20.5)	63.2	36.9
BV/Sh. (INR)	145	175	217
ABV/Sh. (INR)	139	169	211
Ratios			
RoA (%)	3.1	4.4	5.0
RoE (%)	14.8	20.6	23.0
Valuations			
P/E(X)	45.8	28.0	20.5
P/BV (X)	6.4	5.3	4.3
P/ABV (X)	6.6	5.5	4.4

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	68.6	68.6	68.6
DII	17.2	16.5	16.7
FII	9.9	9.5	8.6
Others	4.3	5.4	6.1

FII includes depository receipts

CMP: INR927 **TP: INR975 (+5%)** **Neutral**

NII in line; high provisions drive earnings miss

Revolver mix remains stable at ~24%

- SBI Cards (SBICARD) reported a 5% miss on PAT, which stood at INR5.3b in 4QFY25.
- The share of the revolver mix was flat at 24% and management expects the revolver mix to have a downward bias toward 23%. NIMs improved to 11.2%.
- Spends grew 2.6% QoQ (up 11% YoY), led by 15% YoY growth in retail spends, while corporate spends declined 17% YoY (up 63% QoQ).
- GNPA ratio improved to 3.08% (down 16bp QoQ), while NNPA ratio increased by 28bp QoQ to 1.46% as SBICARD made changes in ECL-3 classification, resulting in a decline in PCR to 53.5% (down 1,089bp QoQ).
- We raise our FY26E/FY27E EPS by 7.4%/9.9%, factoring in improvement in credit cost, rate cuts and improvement in margins. **Reiterate Neutral with a revised TP of INR975 (22x FY27E EPS).**

Margins to see a calibrated expansion from declining rate cycle

- SBICARD reported 4QFY25 PAT of INR5.37b (down 19% YoY, 5% miss vs. MOFSLe) amid high provisions (8% higher than est.). Gross credit cost for FY25 stood at 9%.
- NII grew 14.5% YoY/3.1% QoQ to INR16.2b (in line). NIMs improved by 60bp QoQ to 11.2%. However, SBICARD guides for calibrated NIM expansion as the benefit of CoF should come at a lag, while the decline in yields shall be passed on marginally. CoF declined by 20bp QoQ to 7.2% amid a decline in the benchmark rate.
- The revolver mix was sticky at 24%, and SBICARD expects to have a slight downward bias amid new vintages having a tilt toward transacting customers. Transactor share increased to 41%, while EMI share declined to 35%.
- Fee income as a proportion of total income stood stable at 52%. PPop grew 7.2% YoY/7.3% QoQ to INR19.6b (largely in line). The C/I ratio decreased to 51.4% vs. 53.5% in 3QFY25.
- Cards-in-force rose 10.1% YoY/3% QoQ to 20.8m. New card sourcing was largely flat QoQ at 1.11m, with new sourcing tilting highly toward the banca channel at 63% vs. 55% in 3Q and 38% in 2Q, while on O/S basis, sourcing stood at 42% for banca channel.
- Spends grew 2.6% QoQ (up 11% YoY), led by 15% YoY growth in retail spends, while corporate spends declined 17% YoY (up 63% QoQ). SBICARD expects corporate spends to gain pace over the next few quarters.
- GNPA ratio decreased to 3.08% (down by 16bp QoQ), while NNPA ratio increased by 28bp QoQ to 1.46% as SBICARD made changes in ECL-3 reporting, resulting in a decline in PCR to 53.5% (down 1,089bp QoQ).

Highlights from the management commentary

- NIMs are influenced by two key factors — yields and interest rates. With rates trending lower, NIMs will see a calibrated expansion.
- The shift in ECL is primarily driven by changes in Stage 1 and Stage 2 assets, while Stage 3 changes are attributed to recoveries — all contributing to the ECL reduction.
- Receivables grew 10% last year and are expected to grow by 12-14% YoY this year.
- The mix of revolvers and EMI remains largely unchanged, with a slight downward bias in revolvers for new customers. As newer vintages are added, the revolver mix is likely to lean closer to 23%, given a stronger tilt towards transactors in the new portfolio.

Valuation and view

SBICARD reported a broadly in-line quarter, though provisions were higher, with management expecting further easing in the coming quarters. The revolver mix is likely to see a downward trend, and EMI yields remain under pressure. However, spends growth is expected to pick up, supported by a recovery in corporate spends and sustained traction in retail spends. Asset quality is projected to improve, aided by a reduction in forward flows. NIMs are expected to improve in a calibrated manner as the benefit from lower cost of funds will get partially offset by the yield pressure. We raise our FY26E/FY27E EPS by 7.4%/9.9%, factoring in improvement in credit cost, contained opex growth and improvement in margins. **Reiterate Neutral with a revised TP of INR975 (22x FY27E EPS).**

Quarterly performance

(INR b)

	FY24				FY25				FY25	FY26E	FY25E 4QE	V/s our Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Interest Income	12.3	13.0	13.9	14.1	14.8	15.0	15.7	16.2	59.8	72.3	15.9	2%
% Change (Y-o-Y)	14.3	16.1	21.2	21.4	19.7	15.8	13.2	14.5	16.1	20.9	12.4	
Other Income	22.4	23.2	26.6	23.4	22.4	22.7	23.7	24.2	94.8	112.7	23.9	1%
Total Income	34.8	36.2	40.5	37.5	37.2	37.7	39.4	40.4	154.6	185.0	39.8	1%
Operating Expenses	19.6	20.7	24.3	19.2	18.2	20.1	21.1	20.7	80.1	93.7	20.8	0%
Operating Profit	15.2	15.5	16.2	18.3	19.0	17.6	18.3	19.6	74.5	91.3	19.1	3%
% Change (Y-o-Y)	17.3	23.9	33.1	28.2	25.4	13.3	13.0	7.2	14.3	22.5	4.0	
Provisions	7.2	7.4	8.8	9.4	11.0	12.1	13.1	12.5	48.7	49.2	11.5	8%
Profit before Tax	8.0	8.1	7.4	8.9	8.0	5.5	5.2	7.2	25.8	42.1	7.5	-5%
Tax	2.0	2.1	1.9	2.3	2.0	1.4	1.3	1.8	6.6	10.7	1.9	-3%
Net Profit	5.9	6.0	5.5	6.6	5.9	4.0	3.8	5.3	19.2	31.3	5.6	-5%
% Change (Y-o-Y)	-5.4	14.7	7.8	11.0	0.2	-32.9	-30.2	-19.4	-20.2	63.2	-14.9	
Operating Parameters												
Loan (INRb)	418.1	435.6	471.6	490.8	508.1	536.0	528.1	539.3	539.3	627.3	552.6	
Loan Growth (%)	30.3	19.3	26.3	24.7	21.5	23.0	12.0	9.9	9.9	16.3	12.6	
Borrowings (INRb)	329.6	340.8	380.1	398.9	408.7	432.2	439.1	449.5	430.7	499.6	458.3	
Borrowing Growth (%)	32.9	20.9	29.3	28.2	24.0	26.8	15.5	12.7	8.0	16.0	15	
Asset Quality												
Gross NPA (%)	2.4	2.4	2.6	2.8	3.1	3.3	3.2	3.1	3.1	3.1	3.1	
Net NPA (%)	0.9	0.9	1.0	1.0	1.1	1.2	1.2	1.5	1.5	1.4	1.1	
PCR (%)	63.8	64.1	64.1	64.9	64.4	64.4	64.4	53.5	53.5	57.3	64.6	

Source: Company, MOFSL

Persistent Systems

Estimate change	
TP change	
Rating change	

CMP: INR5,157 TP: INR6,450 (+25%) Buy

Steadfast quarter; good visibility ahead

FY27 growth targets reaffirmed; reiterate BUY

Bloomberg	PSYS IN
Equity Shares (m)	156
M.Cap.(INRb)/(USDdb)	803.6 / 9.4
52-Week Range (INR)	6789 / 3232
1, 6, 12 Rel. Per (%)	-7/-9/41
12M Avg Val (INR M)	2959

- Persistent Systems (PSYS) reported a 4QFY25 revenue of USD375m, up 4.2% QoQ in USD terms (est. +3.8%) and 4.5% in CC (est. +4.0%). EBIT margin stood at 15.6% (est. 14.8%).
- EBIT grew 10.9% QoQ/34.9% YoY to INR5.0b. Adj. PAT came in at INR3.9b (est. INR3.9b), up 12.2% QoQ/25.5% YoY. For FY25, revenue/EBIT/PAT grew 21.6%/23.8%/22.6% YoY in INR terms.
- We expect PSYS's revenue/EBIT/PAT to grow 23.4%/38.7%/38.8% YoY in 1QFY26. TTM TCV was USD517.5m, down 13% QoQ but up 15.6% YoY (1.4x book-to-bill). We value PSYS at 45x FY27E EPS. **Reiterate BUY with a TP of INR6,450.**

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	119.4	144.5	172.5
EBIT Margin (%)	14.7	15.4	16.0
Adj. PAT	14.0	17.8	22.0
Adj. EPS (INR)	90.2	114.1	141.3
EPS Gr.(%)	20.2	26.5	23.9
BV/Sh.(INR)	411.9	478.5	564.2

Ratios

RoE (%)	24.8	26.0	27.4
RoCE (%)	22.8	23.9	25.4
Payout (%)	38.8	40.0	40.0

Valuations

P/E (x)	57.1	45.2	36.5
P/BV (x)	12.5	10.8	9.1
EV/EBITDA (x)	37.8	30.1	24.2
Div. Yield (%)	0.7	0.9	1.1

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	30.7	30.7	31.0
DII	26.9	26.3	25.9
FII	25.2	25.8	26.1
Others	17.3	17.2	17.0

FII Includes depository receipts

Our view: Balanced 4Q and 15.6% exit margin set a strong FY26 base

- **Stable quarter, well set for FY26 and FY27:** PSYS delivered a healthy QoQ growth; while the healthcare vertical was flat, gains were evenly spread across BFS and hi-tech. PSYS has reconfirmed its USD2b FY27 target, implying an 18–19% cc CAGR over FY25–27.
- **Expect margins to improve over FY26E:** With 4Q exit margin at 15.6%, PSYS expects a ~100bp uplift in FY26E as one-off M&A earn-outs roll off. We err on the side of caution: incremental ramp-up costs from any mega deals secured in FY26E could possibly temper some of these gains, in addition to a 100bp headwind from the absence of “earn-out reversal credit” in FY25.
- **Focus on platform services puts PSYS on the right side of the GenAI wave:** PSYS has structured its AI strategy around real-time data integration, ML-powered domain models, and modular delivery via its Scalable AI-Services Value Accelerator (SASVA) platform. While it is currently difficult to quantify immediate revenue upside, PSYS remains at the forefront of platform services and believes this positions it well for the next wave.

Valuation and revisions to our estimates

- **We project a 19% USD revenue CAGR over FY25-27 for PSYS**, which, combined with margin expansion, could result in a ~23%+ EPS CAGR. This places the company in a league of its own as a diversified product engineering and IT services player.
- We maintain our estimates for FY26E while we revise our FY27 estimates upward by 4%, following the reaffirmation of PSYS's USD2b revenue target for FY27. This implies a robust 18–19% CAGR over FY25–27 in CC. That said, owing to its superior earnings growth trajectory, on a PEG basis, we believe the valuation still has room for upside. We value PSYS at 45x FY27E EPS. **Reiterate BUY with a TP of INR6,450.**

Beat on revenue and margins; BFSI & Hi-tech led growth

- PSYS's 4QFY25 revenue stood at USD375m, up 4.2% QoQ in USD terms (above our estimate of 3.8% QoQ). It reported CC growth of 4.5% QoQ vs. our estimate of 4% QoQ CC growth. For FY25, revenue stood at USD 1.4b, up 18.8% YoY.
- Growth was led by BFSI (up 6.1% QoQ) and Hi-tech (up 5.2% QoQ), whereas Healthcare was flat QoQ.
- TTM TCV was USD517.5m, down 13% QoQ and up 15.6% YoY (1.4x book-to-bill). The full-year TCV stood at USD 2.1b, up 17% YoY.
- EBIT margin at 15.6% was up 70bp QoQ, and was above our estimate of 14.8%. FY25 margin stood at 14.7%.
- The net new TCV was down 2.0% QoQ to USD329m. ACV stood at USD 198m.
- Net headcount improved 2.7% QoQ. Utilization was up 70bp QoQ to 88.1%. TTM attrition was up 30bp QoQ to 12.9%.
- EBITDA grew 8.7% QoQ/28.6% YoY to INR5.8b and EBITDA margin came in at 18%, above our estimate of 17.5%.
- Adj. PAT stood at INR3.9b (up 12.2% QoQ/25.5% YoY), in line with our estimate of INR3.9b. For FY25, PAT stood at INR 14b.
- The Board approved a final dividend of INR15/share for FY24-25.

Key highlights from the management commentary

- The macroeconomic environment remains uncertain, but PSYS is leading with cost optimization offerings.
- No client cancellations were reported. Strengthening of sales channels and active engagement with clients continues.
- Confident of achieving a USD2b revenue target by FY27.
- Growth drivers for FY26: BFSI and Hi-Tech, followed by Healthcare & Life Sciences.
- Exploring micro-verticals incubation in BFSI/HLS, or inorganic entry (via acquisition) into new verticals to support USD 5B aspiration by FY31.
- Hired leadership across sub-verticals and geographies to fuel vertical-led growth.
- Aspiring a 100bp YoY improvement in margins depending on growth and market conditions. Investments in SG&A will continue.
- Low discretionary exposure; well-positioned for vendor consolidation and cost-focused initiatives. Recent vendor consolidation deal ramp-up led to higher third-party expenses.
- Payers and providers are under pressure due to lower federal funding.
- Puts and takes with DOGE initiatives led to certain customers being impacted; however, cost optimization opportunities emerged.
- Acquisitions will be used to scale to USD 5B ARR by FY31, focusing on Europe or micro-verticals in BFSI/HLS in the US to broaden horizontal solutions.

Valuation and view

- We maintain our estimates for FY26E while we revise our FY27 estimates upward by 4%, following the reaffirmation of PSYS's USD2b revenue target for FY27. This implies a robust 18–19% CAGR over FY25–27 in CC. That said, owing to its superior earnings growth trajectory, on a PEG basis, we believe the valuation still has room for upside. We value PSYS at 45x FY27E EPS. **Reiterate BUY with a TP of INR6,450.**

Quarterly Performance (IFRS)

Y/E March (Consolidated)	FY24				FY25				FY24	FY25	Est. 4QFY25	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	282.9	291.7	300.6	310.9	328.2	345.5	360.2	375.2	1,186	1,409	374.0	0.3
QoQ (%)	3.0	3.1	3.0	3.4	5.6	5.3	4.3	4.2	14.5	18.8	3.8	32bp
Revenue (INR m)	23,212	24,117	24,982	25,905	27,372	28,972	30,623	32,421	98,216	1,19,387	32,429	0.0
QoQ (%)	3.0	3.9	3.6	3.7	5.7	5.8	5.7	5.9			5.9	-3bp
YoY (%)	23.6	17.7	15.2	14.9	17.9	20.1	22.6	25.2	17.6	21.6	25.2	-3bp
GPM (%)	34.2	33.1	33.8	33.3	33.0	33.4	34.7	34.9	33.6	34.0	34.0	87bp
SGA (%)	16.0	16.3	16.1	15.7	16.4	16.8	17.1	16.8	16.0	16.8	16.5	34bp
EBITDA	4,229	4,052	4,418	4,544	4,552	4,807	5,378	5,844	17,243	20,581	5,675	3.0
EBITDA Margin (%)	18.2	16.8	17.7	17.5	16.6	16.6	17.6	18.0	17.6	17.2	17.5	52bp
EBIT	3,466	3,308	3,631	3,744	3,840	4,062	4,557	5,053	14,149	17,512	4,805	5.1
EBIT Margin (%)	14.9	13.7	14.5	14.5	14.0	14.0	14.9	15.6	14.4	14.7	14.8	77bp
Other income	90	250	262	210	165	283	263	-1	813	710	259	-100.3
ETR (%)	22.0	26.0	26.5	20.3	23.5	25.2	22.6	21.7	23.7	23.2	22.9	
Adj. PAT	2,774	2,633	2,861	3,153	3,064	3,250	3,729	3,958	11,421	14,001	3,906	1.3
QoQ (%)	10.3	-5.1	8.7	10.2	-2.8	6.1	14.7	6.1			4.7	139bp
YoY (%)	31.1	19.7	6.9	25.4	10.5	23.4	30.3	25.5	20.1	22.6	23.9	164bp
Reported EPS (INR)	15.0	17.3	18.8	20.7	19.9	21.0	23.9	25.4	71.9	90.2	25.5	-0.2

Key Performance Indicators

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (QoQ CC %)	2.9	3.2	3.1	3.4	5.6	5.1	4.6	4.5		
Margins										
Gross Margin	34.2	33.1	33.8	33.3	33.0	33.4	34.7	34.9	33.6	34.0
EBIT Margin	14.9	13.7	14.5	14.5	14.0	14.0	14.9	15.6	14.4	14.7
Net Margin	12.0	10.9	11.5	12.2	11.2	11.2	12.2	12.2	11.6	11.7
Operating metrics										
Headcount	23,130	22,842	23,336	23,850	23,519	23,237	23,942	24,594	23,850	24,594
Voluntary Attrition (%)	15.5	13.5	11.9	11.5	11.9	12.0	12.6	12.6	11.5	12.6
Utilisation (%)	78.3	80.6	81.5	80.0	82.1	84.8	87.4	88.4	80.0	88.4
Effort Mix(%)										
Global Delivery Centers	13.1	12.7	13.8	14.8	15.2	15.8	15.1	14.8	14.1	15.2
India	86.9	87.3	86.2	85.2	84.8	84.2	84.9	85.2	85.9	84.8

L&T Technology

Estimate change	↓
TP change	↓
Rating change	↔

CMP: INR4,480 TP: INR4,400 (-2%) Neutral

A soft quarter

Macro headwinds stall growth in 4QFY25

Bloomberg	LTTTS IN
Equity Shares (m)	106
M.Cap.(INRb)/(USD\$b)	474.3 / 5.6
52-Week Range (INR)	6000 / 3855
1, 6, 12 Rel. Per (%)	-5/-15/-23
12M Avg Val (INR M)	902

- L&T Technology (LTTTS)'s 4QFY25 revenue was up 10.6% QoQ/13.1% YoY in USD terms vs. our estimate of ~14.6% QoQ growth. In CC terms, revenue was up 10.5% QoQ/14.2% YoY. Growth was led by Hi-Tech (up by 27.9% QoQ) and Sustainability (up 1.9% QoQ), while Mobility was flat QoQ.
- EBIT margin stood at 13.2% vs. our estimate of 15%. Adj. PAT stood at INR3.0b (est. INR3.8b), down 2.3% QoQ/9.3% YoY.
- For FY25, revenue grew 10.6%, but EBIT/PAT declined 3.7%/3.4% YoY in INR terms. We expect revenue/EBIT/PAT to grow by 18.6%/6.5%/8.1% in 1QFY26 YoY. **We reiterate our Neutral rating on the stock with a revised TP of INR4,400 (based on 27x FY27E EPS).**

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	106.7	122.7	134.7
EBIT Margin (%)	14.9	14.6	15.5
PAT	12.6	14.8	17.1
EPS (INR)	119.0	140.6	162.3
EPS Gr. (%)	(3.2)	18.1	15.4
BV/Sh. (INR)	573.6	663.2	766.5

Ratios

RoE (%)	22.0	22.6	22.5
RoCE (%)	18.3	17.8	17.5
Payout (%)	42.0	30.0	30.0

Valuations

P/E (x)	37.6	31.8	27.6
P/BV (x)	7.8	6.8	5.8
EV/EBITDA (x)	23.6	20.8	17.7
Div Yield (%)	1.1	0.9	1.1

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	73.7	73.7	73.7
DII	13.7	14.3	12.3
FII	5.2	4.2	5.5
Others	7.5	7.9	8.4

FII includes depository receipts

Our view: Weak 4Q margin exit slightly worrying

- **Revenue misses guidance on macro headwinds:** LTTTS' Q4 performance came in below expectations despite record large deal TCW wins, as macro pressures led to ramp-up delays and deferment of deal signings. Some engagements were also executed on an investment basis to support strategic clients, impacting organic revenue realization.
- **Margins under pressure; trajectory must improve for a re-rating:** EBIT margin dipped to 13.2% in 4Q, dragged by the full-quarter impact of Intelliswift (~150bp), revenue deferrals in high-margin segments, and one-off client support investments. While management reiterated its 16% margin aspiration by Q4FY27–Q1FY28, the miss raises concerns. A clear margin trajectory reversal is critical for any sustained re-rating.
- **Vertical commentary mixed:** Tech delivered a strong 28% QoQ growth, buoyed by Intelliswift and traction in hyperscalers, retail, and healthcare. Sustainability grew 2% QoQ, with better visibility ahead in plant engineering and industrial. Mobility remained flat amid auto and off-highway softness, but management expects a turnaround by end-2Q.

Valuation and revisions to our estimates

- We expect USD revenue CAGR of 12% over FY25-27, with an EBIT margin of 14.6%/15.5% in FY26/27. We cut our FY26/FY27 EPS estimates by 7%/5% due to macro uncertainty and the recalibration of margin expectations. **We reiterate our Neutral rating on the stock with a revised TP of INR4,400 (based on 27x FY27E EPS).**

Revenue and margins below estimates; fall short of FY25 guidance

- USD revenue grew 10.5% QoQ CC below our estimated growth of 15% QoQ CC. Revenue stood at USD345.1m. For FY25, revenue stood at USD1.2b, up 8.9% YoY in CC vs. the guidance of 10% YoY in CC.
- LTTS has guided FY26 to be better than FY25, with double-digit constant currency growth and a reaffirmed medium-term revenue target of USD2b.
- Growth was led by Hi-Tech (up by 27.9% QoQ) and Sustainability (up 1.9% QoQ), while Mobility was flat QoQ.
- EBIT margin stood at 13.2%; down 270bp QoQ vs. our estimate of 15%. For Full year, EBIT margin stood at 14.9%.
- Adj. PAT was down 2.3% QoQ to INR3.0b but below our estimate of INR3.8b. For the full year, PAT stood at INR12.5b, down 3.4% YoY.
- The employee count increased 3% QoQ to 24,258, and attrition was down 10bp to 14.3%.
- Deal signings: one USD80m+, one USD50m+ along with a USD30m+, a USD20m+, and three USD 10m+ deals.
- For the full year, cash conversion was at 109% FCF/PAT.

Key highlights from the management commentary

- Investments made in 1HFY25 are expected to support future large deals. TCV in 1QFY26 appears similar to 4QFY25.
- The company anticipates FY26 to be a better year than FY25, targeting double-digit constant currency revenue growth. The medium-term goal of achieving USD2b in revenue is reaffirmed.
- Growth is expected from key clients, supported by targeted client mining initiatives. A strong deal backlog supports the FY26 double-digit revenue growth guidance.
- LTTS posted a third consecutive quarter of organic QoQ growth, despite macroeconomic headwinds.
- Deals won in 3Q are ramping up and will contribute to revenues from 1QFY26.
- Clients are increasingly demanding efficiency improvements through AI.
- A good amount of traction in digital transformation and consolidation deals are underway in the US and Europe.
- Successful integration of Intelliswift has expanded the company's portfolio in hyperscaler-driven segments, enabling LTTS to serve adjacent markets in Retail, Fintech, and Healthcare.

Valuation and view

- LTTS remains a diversified ER&D play, and with the added platform engineering capabilities from Intelliswift, it could be in pole position to capture the medium-term growth recovery.
- We expect USD revenue CAGR of 12% over FY25-27, with EBIT margins of 14.6%/15.5% in FY26/27. We have lowered our FY26/FY27 EPS estimates by 7%/5% due to macro uncertainty and the recalibration of margin expectations.
- **We reiterate our Neutral rating on the stock with a revised TP of INR4,400 (based on 27x FY27E EPS).**

Quarterly Performance

Y/E March	FY24				FY25				FY24	FY25	Est. 4QFY25	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	280	288	291	305	295	307	312	345	1,164	1,259	357	-3.5
QoQ (%)	9.8	2.9	0.9	5.0	-3.2	3.9	1.7	10.6	17.6	8.2	14.6	-397bp
Revenue (INR m)	23,014	23,865	24,218	25,375	24,619	25,729	26,530	29,824	96,472	1,06,702	30,993	-3.8
YoY (%)	22.8	19.6	18.2	21.1	7.0	7.8	9.5	17.5	20.4	10.6	22.1	-461bp
GPM (%)	30.0	28.0	29.2	28.9	29.3	29.3	29.0	27.8	29.0	28.8	28.8	-102bp
SGA (%)	10.4	8.1	9.1	9.1	10.8	11.2	10.3	11.8	9.1	11.1	11.0	83bp
EBITDA	4,528	4,756	4,877	5,028	4,562	4,660	4,947	4,755	19,189	18,924	5,517	-13.8
EBITDA Margin (%)	19.7	19.9	20.1	19.8	18.5	18.1	18.6	15.9	19.9	17.7	17.8	-186bp
EBIT	3,954	4,075	4,162	4,282	3,836	3,877	4,219	3,939	16,473	15,871	4,649	-15.3
EBIT Margin (%)	17.2	17.1	17.2	16.9	15.6	15.1	15.9	13.2	17.1	14.9	15.0	-179bp
Other income	357	286	493	428	491	531	180	334	1,564	1,536	558	-40.1
ETR	27.6	27.6	27.6	27.5	27.5	27.4	27.4	27.4	27.6	27.4	26.5	90bp
Adj. PAT	3,111	3,154	3,362	3,409	3,136	3,196	3,166	3,093	13,036	12,591	3,827	-19.2
QoQ (%)	0.5	1.4	6.6	1.4	-8.0	1.9	-0.9	-2.3			20.9	
YoY (%)	13.5	11.7	10.7	10.1	0.8	1.3	-5.8	-9.3	11.4	-3.4	12.3	
EPS (INR)	29.4	29.8	31.7	32.2	29.6	29.8	30.4	29.3	123.0	119.0	36.7	-20.2

Key Performance Indicators

Y/E March	FY24			FY25				FY24	FY25
	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (QoQ CC %)	3.2	0.9	5.1	-3.1	3.4	3.1	10.5		
Margins (%)									
Gross Margin	28.0	29.2	28.9	29.3	29.3	29.0	27.8	29.0	28.8
EBIT Margin	17.1	17.2	16.9	15.6	15.1	15.9	13.2	17.1	14.9
Net Margin	13.2	13.9	13.4	12.7	12.4	11.9	10.4	13.5	11.8
Operating metrics									
Headcount	23,880	23,298	23,812	23,577	23,698	23,465	24,258	23,812	23,577
Attrition (%)	16.7	15.8	14.8	14.8	14.3	14.4	14.3	14.8	14.8
Key Geographies (YoY %)									
North America	1.7	2.1	6.7	-1.3	1.1	1.2	9.3	3.8	2.6
Europe	15.9	20.9	15.2	23.9	24.0	17.6	18.1	15.4	20.8

Dalmia Bharat

Estimate change	↑
TP change	↑
Rating change	↔

CMP: INR1,974 **TP: INR2,300 (+17%)** **Buy**

Strong cost control; strategic expansion to drive growth

Expects industry volume growth at ~7%-8% YoY in FY26

Bloomberg	DALBHARA IN
Equity Shares (m)	188
M.Cap.(INRb)/(USDb)	370.3 / 4.3
52-Week Range (INR)	1988 / 1601
1, 6, 12 Rel. Per (%)	11/10/-8
12M Avg Val (INR M)	750
Free float (%)	44.2

Financial Snapshot (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	139.8	154.6	169.7
EBITDA	24.1	30.9	37.6
Adj. PAT	7.0	11.2	13.0
EBITDA Margin (%)	17.2	20.0	22.1
Adj. EPS (INR)	37.1	59.5	69.2
EPS Gr. (%)	-9.0	60.6	16.2
BV/Sh. (INR)	927	974	1,028

Ratios

Net D:E	0.0	0.1	0.1
RoE (%)	4.1	6.3	6.9
RoCE (%)	4.8	6.3	7.1
Payout (%)	24.3	20.2	21.7

Valuations

P/E (x)	53.1	33.1	28.5
P/BV (x)	2.1	2.0	1.9
EV/EBITDA(x)	14.5	11.8	10.1
EV/ton (USD)	86	85	79
Div. Yield (%)	0.5	0.6	0.8
FCF Yield (%)	-1.4	-2.6	0.2

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	55.8	55.8	55.8
DII	16.6	14.9	12.8
FII	8.3	9.1	11.3
Others	19.3	20.2	20.0

FII includes depository receipts

- Dalmia Bharat (DALBHARA)'s 4QFY25 EBITDA increased ~21% YoY to INR7.9b (6% miss, due to lower-than-estimated volume). EBITDA/t was up ~24% YoY at INR922 (est. INR946). OPM surged 4.2pp YoY to ~19% (est. ~20%). Profit (adj. for prior-period tax reversals) grew ~41% YoY to INR3.6b (~28% beat, led by higher other income, and lower depreciation/ETR than expected).
- Management indicated that cement demand saw a recovery in 4QFY25 with industry growth rate estimated at 7-8% YoY v/s 3-3.5% YoY in 9MFY25. It expects cement demand to grow ~7-8% YoY in FY26, led by increased government spending and pent-up demand. Management refrained from giving any company-specific guidance for FY26; though the focus would be on balancing the volume growth and profitability. Recently, cement prices have surged in South India (INR30-40/bag), while blended average price increase in company's markets is INR10-15/bag.
- We raise FY26/27E EBITDA estimates by ~2%/6% on higher realization assumptions. EPS estimates increased by ~22%/8% for FY26/27, aided by lower depreciation estimates. We value DALBHARA at 12x FY27E EV/EBITDA to arrive at a revised TP of INR2,300 (earlier INR2,150). Reiterate BUY.

EBITDA/t increases 24% YoY to INR922 (vs. est. INR946)

- Consolidated revenue/EBITDA/adj. PAT stood at INR40.9b/INR7.9b/INR3.6b (-5%/+21%/+41% YoY and -4%/-6%/+28% vs. our estimate) in 4QFY25. Sales volumes declined ~2% YoY to 8.6mt (volume ex-JPA up ~5% YoY; 3% below est.). Realization declined 3% YoY to INR4,757/t (flat QoQ; in line).
- Variable cost/t declined ~11% YoY (4% above est.). Other expenses/freight cost per ton fell ~12%/2% YoY. Opex/t was down ~8% YoY (in line). EBITDA/t increased ~24% YoY to INR922 and OPM surged 4.2pp YoY to ~19%.
- In FY25, consol. revenue/EBITDA/PAT declined 5%/9%/ 9% YoY. Volume was up ~2% YoY at 29.4mt, while realization fell ~7% YoY. OPM dipped 80bp to ~17% and EBITDA/t declined 11% YoY to INR820. CFO declined ~20% to INR21.2b due to lower profitability and increase in WC. Capex stood at INR26.3b vs. INR27.2b in FY24. It posted cash outflow of INR5.1b vs. cash outflow of INR880m in FY24.

Highlights from the management commentary

- The blended fuel consumption cost stood at INR1.30/kcal vs. INR1.31/Kcal in 3QFY25. Spot fuel prices are very volatile due to the ongoing global macroeconomic uncertainty.
- It has been actively strengthening dealer network and distribution channels while investing in brand building, including the rebranding of Dalmia Cement as RCF Expert and rolling out new cement packaging across all locations.
- Capex pegged at INR35.0b for FY26 for expansion projects in Karnataka and Maharashtra and a clinker line in Assam. The company will update on its expansion strategy in the coming quarter after evaluating market, cost competitiveness, and opportunities for diversification in new geographies.

Valuation and view

- DALBHARA's reported EBITDA was below our estimate, though in line with the consensus. Management expects healthy demand growth in FY26 and is cautiously optimistic about sustainability of recent price hikes. We estimate Revenue/EBITDA/PAT CAGR of 10%/25%/37% over FY25-27, albeit on a low base. We estimate a volume CAGR of ~7% over FY25-27 and EBITDA/t of INR980/INR1,100 in FY26/FY27 vs. INR820 in FY25 (average EBITDA/t of INR1,070 over FY20-24).
- DALBHARA was lagging behind peers in terms of capacity expansion. We believe the recent capacity expansion announcement in Karnataka and Maharashtra addresses the company's growth concern to some extent. Further, the recent price hikes in its core markets may help to improve margins. DALBHARA is among the low-cost producers in the industry, backed by a higher blending ratio, green power share, and lower freight costs. At CMP, the stock is trading attractively at 12x/10x FY26E/FY27E EV/EBITDA and USD85/USD79 EV/t. We value DALBHARA at 12x FY27E EV/EBITDA to arrive at our revised TP of INR2,300 (vs. earlier TP of INR2,150). **Reiterate BUY.**

Quarterly Performance (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25	FY25	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
Net Sales	36.3	31.5	36.0	43.1	36.2	30.9	31.8	40.9	146.9	139.8	42.5	-4
YoY Change (%)	10.0	6.0	7.4	10.1	-0.3	-2.0	-11.7	-5.0	8.5	-4.8	-1.3	
Total Expenditure	30.1	25.6	28.3	36.5	29.5	26.5	26.7	33.0	120.5	115.7	34.1	-3
EBITDA	6.2	5.9	7.8	6.5	6.7	4.3	5.1	7.9	26.4	24.1	8.4	-6
Margins (%)	17.0	18.7	21.6	15.2	18.5	14.1	16.1	19.4	18.0	17.2	19.8	-43
YoY Change (%)	5.3	55.4	21.0	-7.5	8.4	-26.3	-34.4	21.3	13.9	-8.8	28.8	
Depreciation	4.0	4.0	3.7	3.3	3.2	3.4	3.6	3.1	15.0	13.3	3.7	-15
Interest	0.8	1.0	1.1	0.9	1.0	1.0	1.0	1.1	3.9	4.0	1.1	-0
Other Income	0.5	0.9	0.6	1.2	0.5	0.7	0.4	0.9	3.2	2.5	0.6	
PBT before EO Expense	1.9	1.7	3.6	3.5	3.1	0.7	0.8	4.7	10.7	9.3	4.3	9
Extra-Ord expense	0.0	0.0	0.0	0.0	1.1	0.0	0.0	0.0	0.0	1.1	0.0	
PBT after EO Expense	1.9	1.7	3.6	3.5	1.9	0.7	0.8	4.7	10.7	8.2	4.3	9
Tax	0.4	0.5	1.0	0.3	0.5	0.2	0.2	0.3	2.2	1.2	1.4	
Prior Period Tax Adjustment	0.0	0.0	0.1	-0.6	0.0	0.1	0.0	-0.8	-0.6	-0.7	0.0	
Rate (%)	22.2	27.9	24.7	26.7	16.0	20.5	22.9	22.9	15.0	5.6	31.9	
Reported PAT (Pre Minority)	1.4	1.2	2.7	3.2	1.5	0.5	0.7	4.4	8.5	7.0	2.9	51
Minority + Associate	0.1	0.1	0.0	0.1	0.0	0.0	0.1	0.0	0.3	0.2	0.1	
Adj. PAT	1.2	1.2	2.7	2.5	2.3	0.6	0.6	3.6	7.6	7.0	2.8	28
YoY Change (%)	-36.9	325.0	33.8	-3.1	82.9	-53.8	-78.1	40.7	11.5	-9.0	9.8	

Per Ton Analysis (Blended) INR/t

Sales Dispatches (m ton)	7.0	6.2	6.8	8.8	7.4	6.7	6.7	8.6	28.8	29.4	8.9	-3
YoY Change (%)	12.4	6.9	7.9	18.9	6.2	8.1	-2.0	-2.3	12.1	2.0	1.1	
Net Realization	5,209	5,079	5,300	4,894	4,893	4,607	4,773	4,757	5,101	4,760	4,775	-0
YoY Change (%)	-2.2	-0.8	-0.5	-7.4	-6.1	-9.3	-9.9	-2.8	-3.2	-6.7	-2.4	
RM Cost	812	860	921	1,111	818	664	768	891	939	793	761	17
Employee Expenses	319	365	325	230	308	327	335	250	302	301	260	-4
Power, Oil & Fuel	1,294	1,126	1,068	898	1,023	1,055	999	899	1,082	988	957	-6
Freight and Handling Outward	1,161	1,018	1,093	1,159	1,122	1,099	1,122	1,130	1,112	1,119	1,088	4
Other Expenses	739	761	749	753	719	815	782	665	750	739	762	-13
Total Expenses	4,324	4,129	4,154	4,151	3,989	3,960	4,006	3,835	4,185	3,940	3,828	0
EBITDA	885	950	1,146	743	904	648	767	922	916	820	946	-3

Source: Company, MOFSL Estimates

Laurus Labs

Estimate change	↑
TP change	↑
Rating change	↔

CMP: INR646 TP: INR750 (+16%) Buy

FDF/CDMO drives earnings; ends FY25 on strong note

Asset turn to normalize over the next two years

- Laurus Lab (LAURUS) delivered a second consecutive quarter with better-than-expected performance, led by healthy traction in the Formulation (FDF)/API segment. Despite softer-than-expected performance in the CDMO business during 4QFY25, the quarterly sales run rate continued its uptrend.
- We slightly raise our FY26/FY27 estimates by 3%/1%, factoring in: a) the scale-up from new launches in the FDF segment, and b) an accelerated pace of product orders in late-phase clinical trials/commercial stage and improved operating leverage. We value LAURUS at 47x 12M forward earnings to arrive at a TP of INR750.
- After three years of deteriorated earnings, LAURUS ended FY25 on a strong note, with 92% YoY growth in PAT. The long manufacturing lead times for CDMO projects and higher capex intensity not only impacted earnings but also affected overall return ratios over the past two years. With improving asset utilization driven by project execution in the CDMO segment and new launches in the FDF segment, we expect 18%/25%/57% CAGR in sales/EBITDA/PAT over FY25-27. Reiterate BUY on the stock.

Scale-up in revenues and better product mix lead to uptrend in profitability

- LAURUS' 4QFY25 revenues grew 19.5% YoY to INR17b (our est. INR15.2b). The Synthesis business (27% of sales) was up 95% YoY to INR4.6b, led by improved deliveries of projects. FDF sales grew 26.5% YoY to INR5.4b (32% of sales). API sales (40% of sales) were down 8% YoY to INR7b. The Bio division's sales (1% of sales) were stable YoY at INR290m.
- Gross Margin (GM) expanded 460bp YoY to 54.5% due to a change in the segmental mix.
- EBITDA margin expanded ~770bp YoY to 24.4% (our est: 23.4%) due to better operating leverage (other expenses/employee expenses down 220bp/90bp YoY as a % of sales).
- EBITDA grew 74% YoY to INR4.2b (Our est. INR3.5b).
- Other income comprised income from the sale of land (INR588m).
- Adj. for the same, PAT grew 2.5x YoY to INR1.9m (our est: INR1.4b).
- In FY25 Revenue/EBITDA/PAT grew at 10%/36%/93% to INR55.5b/INR10.5b/INR3.2b.

Highlights from the management commentary

- LAURUS expects the ARV business to remain stable at ~INR25b-26b in FY26 as well.
- The company has the capability to manufacture payloads and linkers, although its current business is limited to a few million dollars.
- The capex outlay of INR10b in FY26 would be largely met by internal accruals, and management does not foresee an increase in net debt in FY26.
- Management indicated meaningful traction in the animal health and crop protection businesses from end-FY26 onwards.

Bloomberg	LAURUS IN
Equity Shares (m)	539
M.Cap.(INRb)/(USDb)	348.1 / 4.1
52-Week Range (INR)	661 / 385
1, 6, 12 Rel. Per (%)	1/45/40
12M Avg Val (INR M)	1354

Financials & valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	55.5	68.2	77.8
EBITDA	10.6	14.0	16.4
Adj. PAT	3.1	5.6	7.7
EBIT Margin (%)	11.3	14.1	15.5
Cons. Adj. EPS (INR)	5.8	10.5	14.3
EPS Gr. (%)	92.4	80.6	36.2
BV/Sh. (INR)	85.4	94.3	106.3

Ratios

Net D:E	0.5	0.4	0.3
RoE (%)	7.2	11.7	14.2
RoCE (%)	6.7	9.5	11.1
Payout (%)	15.6	15.6	15.6

Valuations

P/E (x)	111.5	61.7	45.3
EV/EBITDA (x)	35.5	26.7	22.6
Div. Yield (%)	0.1	0.2	0.3
FCF Yield (%)	0.6	2.1	1.5
EV/Sales (x)	6.7	5.5	4.8

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	27.6	27.6	27.2
DII	11.8	12.7	11.8
FII	25.5	25.6	26.0
Others	35.1	34.1	35.1

FII includes depository receipts

Consolidated- Quarterly Earning Model
(INRm)

Y/E March	FY24				FY25E				FY24	FY25	FY25	vs Est (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	11,818	12,245	11,949	14,397	11,949	12,237	14,151	17,203	50,408	55,540	15,179	13.3
YoY Change (%)	-23.2	-22.3	-22.6	4.3	1.1	-0.1	18.4	19.5	-16.6	10.2	5.4	
EBITDA	1,667	1,879	1,814	2,415	1,712	1,783	2,852	4,206	7,775	10,553	3,553	18.4
YoY Change (%)	-63.3	-58.1	-55.0	-15.4	2.7	-5.1	57.2	74.2	-51.2	35.7	47.1	
Margins (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.2	24.4	15.4	19.0	23.4	3.26
Depreciation	906	934	984	1,023	1,061	1,075	1,061	1,104	3,846	4,301	1,109	
EBIT	762	945	830	1,392	651	708	1,791	3,102	3,929	6,252	2,444	26.9
YoY Change (%)	-80.1	-74.3	-74.0	-29.9	-14.5	-25.1	115.7	122.8	-69.0	59.1	75.5	
Margins (%)	6.4	7.7	6.9	9.7	5.5	5.8	12.7	18.0	7.8	11.3	16.1	
Interest	392	424	508	505	492	526	578	564	1,829	2,160	540	
Other Income	36	18	24	185	25	46	94	-3	263	163	102	
PBT before EO expense	406	539	346	1,073	185	228	1,307	2,535	2,364	4,254	2,007	26.3
Extra-Ord expense	0	0	0	0	0	0	0	-589	0	-589	0	
PBT	406	539	346	1,073	185	228	1,307	3,123	2,364	4,843	2,007	55.6
Tax	122	146	95	320	63	51	401	785	682	1,299	531	
Rate (%)	30.0	27.0	27.3	29.8	33.9	22.3	30.7	25.1	28.8	26.8	26.5	
Minority Interest & Profit/Loss of Asso. Cos.	16	24	20	-3	-5	-21	-17	20	57	-23	101	
Reported PAT	268	370	231	756	127	198	923	2,319	1,625	3,567	1,377	68.4
Adj PAT	268	370	231	756	127	198	923	1,878	1,625	3,126	1,377	36.4
YoY Change (%)	-89.4	-84.2	-88.6	-28.1	-52.7	-46.3	298.9	148.4	-79.6	92.4	82.1	
Margins (%)	2.3	3.0	1.9	5.3	1.1	1.6	6.5	10.9	3.2	5.6	9.1	

Key Performance Indicators (Consolidated)
(INRb)

Y/E March	FY24				FY25E				FY24	FY25	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			
API	6.0	6.3	5.7	7.5	6.6	5.6	5.3	6.9	25.5	22.2	4.7
YoY Change (%)	2.4	(7.5)	(9.2)	4.3	11.2	(11.4)	(7.5)	(7.9)	(2.5)	(12.6)	(36.6)
Custom Synthesis	2.5	2.2	2.1	2.4	2.1	3.0	4.0	4.6	9.2	13.7	6.1
YoY Change (%)	(56.7)	(68.9)	(67.0)	3.5	(14.4)	33.5	88.7	95.3	(57.5)	49.0	157.8
Formulation	2.9	3.3	3.7	4.3	2.7	3.3	4.4	5.4	14.1	15.8	3.8
YoY Change (%)	(18.3)	122.8	47.4	9.4	(3.9)	(1.2)	18.8	26.5	24.0	11.9	(12.6)
Cost Break-up											
RM Cost (% of Sales)	49.4	47.5	45.6	50.2	44.9	44.8	43.1	45.5	48.3	44.6	42.7
Staff Cost (% of Sales)	13.5	13.4	13.0	11.2	14.6	14.6	13.4	10.3	12.7	13.0	12.3
R&D Expenses(% of Sales)	4.1	4.7	3.6	4.5	5.4	5.5	4.2	3.8	3.4	3.1	4.3
Other Cost (% of Sales)	22.9	23.8	26.2	21.9	26.2	26.0	23.4	19.7	23.6	23.4	21.6
Gross Margins(%)	50.6	52.5	54.4	49.8	55.1	55.2	56.9	54.5	51.7	55.4	57.3
EBITDA Margins(%)	14.1	15.3	15.2	16.8	14.3	14.6	20.2	24.4	15.4	19.0	23.4
EBIT Margins(%)	6.4	7.7	6.9	9.7	5.5	5.8	12.7	18.0	7.8	11.3	16.1

AAVAS Financiers

Estimate change	
TP change	
Rating change	

CMP: INR2,104 TP: INR2,070 (-2%) Neutral

Tech transformation benefits likely to materialize from FY26

Earnings in line; AUM growth weaker than guidance even as NIM expands

Bloomberg	AAVAS IN
Equity Shares (m)	79
M.Cap.(INRb)/(USD\$b)	166.5 / 2
52-Week Range (INR)	2238 / 1457
1, 6, 12 Rel. Per (%)	2/27/20
12M Avg Val (INR M)	522

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
NII	10.1	11.8	13.7
PPP	7.6	9.1	10.8
PAT	5.7	6.9	8.1
EPS (INR)	73	87	103
EPS Gr. (%)	17	19	19
BV/Sh. (INR)	551	638	740

Ratios (%)

NIM	5.4	5.3	5.2
C/I ratio	43.8	42.3	41.1
Credit cost	0.18	0.19	0.19
RoA	3.3	3.4	3.4
RoE	14.1	14.6	14.9

Valuation

P/E (x)	28.9	24.2	20.4
P/BV (x)	3.8	3.3	2.8

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	26.5	26.5	26.5
DII	10.8	25.7	24.0
FII	29.7	34.0	34.8
Others	33.1	13.9	14.7

FII includes depository receipts

- AAVAS Financiers (AAVAS)'s 4QFY25 PAT grew ~8% YOY to ~INR1.54b (in line). FY25 PAT grew ~17% YoY to INR5.7b. NII in 4QFY25 grew 14% YoY to ~INR2.7b (in line). Other income grew 16% YoY, aided by higher assignment income of ~INR652m (PY: INR551m).
 - 4QFY25 NIM (calc.) expanded ~10bp QoQ to ~6.9%. Reported spreads declined ~5bp QoQ to 4.9% from ~4.95% as of Dec'24.
 - Opex rose ~20% YoY to INR1.7b (~10% higher than MOFSLe). The opex-to-avg. AUM stood at ~3.5% (PY: 3.4% and PQ: ~3.1%). We estimate the opex-to-avg. AUM will decline to ~2.9% by FY27E from ~3.1% in FY25.
 - Aavas continues to strengthen its distribution network and added 24 branches in 4QFY25. The company will front-end its branch expansion strategy and accelerate new branch additions in 1HFY26. AAVAS will continue to focus on <INR1m ticket-size loans, where it can command better risk-adjusted yields.
 - We estimate ~18%/19% CAGR in AUM and PAT over FY25-27E, with an RoA/RoE of 3.4%/15% by FY27E. AAVAS trades at 2.8x FY27E P/BV. Valuations factor in the company's readiness to demonstrate operating efficiencies, now that all major technology transformations have been completed.
- Reiterate Neutral with a TP of INR2,070 (based on 2.8x Mar'27E BVPS).**

AUM rises ~18% YoY; share of HL in disbursements stands at ~61.5%

- AUM grew 18% YoY to ~INR204b. AUM growth in FY25 was lower than the guidance due to the caution exercised by the company in certain states in western India and in lending to customers who were overleveraged.
- Disbursements rose ~7% YoY and ~27% QoQ to ~INR20.2b. Share of HL in 4QFY25 disbursements stood at ~62%. The annualized run-off in the loan book was slightly elevated at ~17.5% (PY and PQ: ~16.4%).
- Management has guided for ~20% growth in disbursements in FY26 and targets an AUM CAGR of ~20% in the medium term. The company exhibited strong momentum in customer logins and disbursements, suggestive of an improvement in the business activity.
- Securitization during the quarter amounted to ~INR4.5b (PY: ~INR4.0b) and the securitization margin improved ~120bp QoQ to 14.4%.

Highlights from the management commentary

- The company remains cautiously optimistic in the MSME segment. In light of ongoing stress in the unsecured lending space and potential spillover effects, it has adopted a cautious approach towards the MSME segment.
- The company does not anticipate any compression in spreads, even in a declining interest rate environment.
- With ~36% of its borrowings tied to EBLR and ~21% linked to the 3M MCLR, Aavas is well-positioned for a faster repricing of its liabilities in a declining interest rate environment, which will lead to a decline in its CoB.

Valuation and view

- AAVAS reported an RoA/RoE of ~3.3%/~14.1% in 4QFY25. The company's continuous efforts to improve its technological edge and relentless focus on asset quality have positioned it as a standout player among its peers. Notably, its 1+DPD remains well below the guided levels, driven by its prudent underwriting process and efficient collection efforts.
- Now that the company has completed all major tech transformations, we expect no disruptions to business activities in the future. Moreover, the improvement in TAT (down to 7 days from 11 days earlier) should translate into a stronger disbursement growth trajectory in the subsequent quarters.
- The stock trades at 2.8x FY27E P/BV, and the sustenance of these valuation multiples will depend on stronger AUM growth and delivery of operating efficiencies to further improve the RoA profile. **Reiterate Neutral with a TP of INR2,070 (based on 2.8x Mar'27E BVPS).**

Quarterly performance

Y/E March	INR m											
	FY24				FY25E				FY24	FY25E	4QFY25E	vs. Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	4,128	4,259	4,373	4,586	4,797	4,906	5,121	5,353	17,347	20,177	5,377	0
Interest Expenses	1,866	2,036	2,166	2,216	2,352	2,489	2,587	2,647	8,284	10,075	2,749	-4
Net Income	2,262	2,223	2,208	2,371	2,446	2,418	2,533	2,705	9,063	10,102	2,628	3
YoY Growth (%)	26	18	6	7	8	9	15	14	14	11	11	
Other income	540	716	719	882	628	898	859	1,022	2,856	3,407	962	6
Total Income	2,802	2,938	2,926	3,252	3,074	3,316	3,392	3,728	11,919	13,509	3,590	4
YoY Growth (%)	28	16	12	14	10	13	16	15	17	13	10	
Operating Expenses	1,339	1,308	1,349	1,434	1,379	1,368	1,447	1,719	5,430	5,912	1,560	10
YoY Growth (%)	30	14	12	19	3	5	7	20	19	9	9	
Operating Profits	1,464	1,631	1,577	1,818	1,695	1,948	1,945	2,009	6,489	7,597	2,030	-1
YoY Growth (%)	27	17	11	10	16	19	23	10	15.6	17.1	11.7	
Provisions	57	65	80	43	86	48	61	76	245	271	53	44
Profit before Tax	1,407	1,565	1,497	1,775	1,609	1,900	1,884	1,932	6,244	7,326	1,977	-2
Tax Provisions	310	348	331	349	348	421	420	395	1,338	1,585	390	2
Profit after tax	1,097	1,217	1,166	1,426	1,261	1,479	1,464	1,537	4,907	5,741	1,588	-3
YoY Growth (%)	23	14	9	13	15	22	26	8	14.1	17.0	11.3	

Estimate change	↓
TP change	↓
Rating change	↔

CMP: INR1,243 **TP: INR1,120 (-10%)** **Sell**

Muted quarter

Expect short-term growth and margin challenges

- DET business reported 4QFY25 revenues of USD170m, down 1.9% QoQ in CC vs. our estimate of flat revenue. Connectivity revenue was down 4% QoQ in CC terms. Transportation/new growth areas declined 1.1%/5.9% QoQ CC. EBIT margin of the DET business contracted 50bp QoQ/300bp YoY to 13%, below our estimate of 13.5%. Service order intake was muted at USD181m, down 19% YoY. DET PAT was up 31% QoQ/down 6% YoY at INR1,631m (est. INR1,579m). For FY25, DET revenue/EBIT/PAT declined 1.6%/17.5%/12% YoY in INR terms. In 1QFY26, we expect DET revenue EBIT/PAT to grow by 5%/10%/19% YoY. Our SOTP-based TP of INR1,120 implies a downside of 10%.

Our view: 1Q to remain muted, margin defense seems challenging

- **Revenue trends remain soft; 1Q to stay weak:** DET revenue declined 1.9% QoQ in CC, with broad-based softness and Mar'25 deferrals weighing on performance. Management has flagged spillover weakness in 1QFY26 as well, and continues to face challenges around revenue predictability and deal closure timelines.
- **Margin expectations revised down:** EBIT margin stood at 13.0%, down 48bp QoQ. Management now aims to stabilize margins at ~15% over the next 24 months (vs. 16% earlier), citing continued macro pressure and investment prudence. While cost control remains a strength, the margin reset reflects ongoing structural challenges.
- **New CEO focuses on execution stability:** New CEO Mr. Sukomal Banerjee has acknowledged past volatility and is prioritizing rhythm in sales and delivery. While no major overhaul is planned, targeted leadership additions and a temporary pause on guidance signal a reset phase. Management remains hopeful of rebuilding confidence, but near-term visibility remains limited.

Bloomberg	CYL IN
Equity Shares (m)	111
M.Cap.(INRb)/(USDb)	138 / 1.6
52-Week Range (INR)	2157 / 1050
1, 6, 12 Rel. Per (%)	-8/-29/-43
12M Avg Val (INR M)	1003

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	73.6	77.5	84.8
EBIT Margin (%)	12.0	14.3	14.5
PAT	6.2	8.3	9.2
EPS (INR)	55.4	74.6	83.2
EPS Gr. (%)	-17.2	34.6	11.6
BV/Sh. (INR)	476.0	511.5	545.1

Ratios

RoE (%)	12.1	14.0	14.7
RoCE (%)	11.2	12.5	13.1
Payout (%)	46.9	60.0	60.0

Valuations

P/E (x)	22.4	16.7	14.9
P/BV (x)	2.6	2.4	2.3
EV/EBITDA (x)	11.1	8.2	7.3
Div Yield (%)	2.1	3.6	4.0

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	23.3	23.1	23.2
DII	34.1	30.3	25.9
FII	24.7	29.0	31.9
Others	17.9	17.5	19.0

FII includes depository receipts

Valuation and change in estimates

- We maintain our sell rating on the stock as we believe a weak 4Q and seasonally weak 1H could lead to lower revenue growth for FY26E, and margins could be impacted in a similar vein. We cut our estimates by ~5% for FY26E/FY27E, largely on recalibration in margin expectations and industry-wide uncertainties for key growth areas such as sustainability and aerospace. Based on SOTP, we value the company's stake in DLM at a market valuation with a holding company discount of 20%. In our P/E-based valuation, we value the DET business at 17x FY27E EPS. Our SOTP-based TP of INR1,120 implies a 10% downside.

Miss on revenues and margins; deal TCV down -41% QoQ

- DET revenue stood at USD170m, down 1.9% QoQ CC vs. our estimate of flat revenue. Consolidated revenue came in at USD220m, up 0.1% YoY CC. For FY25, revenue stood at 687.7m, down 3% YoY CC (below our expected decline of 2.7% YoY CC).
- Connectivity revenue was down 4% QoQ in CC terms. Transportation/new growth areas declined 1.1%/5.9% QoQ CC, while Sustainability revenue grew 1.1% QoQ CC.
- DET margins came in at 13% (est. 13.5%), down 50bp QoQ/300bp YoY. DET 4QFY25 margins were also lower than the guidance of 13.5%.
- The order intake came in at USD184.2m, down 41% QoQ/19% YoY.
- DET PAT was up 31% QoQ/down 6% YoY at INR1,631m (est. INR1,579m). For FY25, PAT was INR6b, down 12% YoY.
- Cyient declared a final dividend of INR14/share.

Key highlights from the management commentary

- Macro headwinds impacted performance in Mar'25. Management expects this uncertainty to persist in the near term.
- New CEO commented –The company needs to work on the execution side. It is building leadership team and has hired a few industry veterans as vertical leaders. Cyient is sub-segmenting the Sustainability vertical into Utilities, Energy and minerals and mining verticals.
- The company has taken GCC-focused view, going into FY26. It has created a new team in India and has realigned its existing clients. GCC deals will not be EBIT dilutive. Cyient will take steps to ensure overheads are lower in GCC deals.
- Aerospace client issued profit warning, but no major impact yet on Cyient.
- There could be some impact in the future; however, since the work related to MRO is based on flight hours, the business has not been significantly affected so far.
- Cyient has signed a large deal for green hydrogen for a marine company in Norway. Ramp-up is in process. It is a meaningful deal for overall business.
- A former employee has joined the company and will lead the energy division in Germany.
- Cost controls helped cushion the margin decline amid revenue pressure.
- It aims to stabilize margins at 15% over the next 24 months.

Valuation and view

We maintain our Sell rating on the stock as we believe a weak 4Q and seasonally weak 1H could lead to lower revenue growth in FY26, and margins could be impacted in a similar vein. We cut our estimates by ~5% for FY26E/FY27E, largely on recalibration in margin expectations and industry-wide uncertainties for key growth areas such as sustainability and aerospace. Based on SOTP, we value the company's stake in DLM at a market valuation with a holding company discount of 20%. In our P/E-based valuation, we value the DET business at 17x FY27E EPS. Our SOTP-based TP of INR1,120 implies a 10% downside.

DET Quarterly Performance
(INR M)

Y/E March	FY24				FY25				FY24	FY25	Est. 4QFY25	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	177	178	179	179	170	173	175	170	714	688	174	-2.0
QoQ (%)	0.5	0.7	0.4	0.1	-5.4	2.0	1.3	-3.0	12.9	-3.7	-1.0	-200bp
Revenue (INR m)	14,546	14,762	14,914	14,892	14,144	14,496	14,799	14,719	59,114	58,158	15,043	-2.2
YoY (%)	37.2	22.5	8.1	2.8	-2.8	-1.8	-0.8	-1.2	16.1	-1.6	1.0	-218bp
GPM (%)	39.8	40.2	40.0	39.8	39.5	39.7	38.9	38.8	39.9	39.2	38.9	-15bp
SGA (%)	19.5	19.7	20.0	19.7	21.9	21.5	21.6	21.9	19.7	21.7	21.5	40bp
EBITDA	2,956	3,036	2,981	2,987	2,487	2,642	2,562	2,481	11,960	10,172	2,617	-5.2
EBITDA Margin (%)	20.3	20.6	20.0	20.1	17.6	18.2	17.3	16.9	20.2	17.5	17.4	-54bp
EBIT	2,336	2,439	2,385	2,385	1,903	2,058	1,995	1,914	9,545	7,870	2,031	-5.8
EBIT Margin (%)	16.1	16.5	16.0	16.0	13.5	14.2	13.5	13.0	16.1	13.5	13.5	-50bp
Other income	-122	-180	-139	-107	-54	282	-338	271	-548	161	75	260.3
ETR (%)	23.1	23.5	23.1	23.8	23.5	24.5	25.3	25.4	23.4	24.7	25.0	
Adj. PAT	1,703	1,728	1,727	1,735	1,414	1,766	1,238	1,630	6,893	6,048	1,579	3.2
QoQ (%)	6.1	1.5	-0.1	0.5	-18.5	24.9	-29.9	31.7			27.5	412bp
YoY (%)	56.4	60.4	17.3	8.1	-17.0	2.2	-28.3	-6.1	31.5	-12.3	-9.0	294bp
EPS (INR)	15	16	16	16	13	16	11	15	63	55	14.3	3.2

Key Performance Indicators (Consol)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Margins (%)										
Gross Margin	36.6	35.7	35.4	35.2	35.7	34.2	34.4	36.1	35.7	35.1
EBIT Margin	14.7	14.6	14.3	14.4	11.9	12.5	11.4	12.3	14.5	12.0
Net Margin	10.5	10.3	10.2	10.2	8.6	9.7	6.6	8.9	10.3	8.4
Operating metrics										
Headcount	15,306	15,438	15,678	15,461	15,083	14,799	14,378	14,151	15,461	14,151
Attrition (%)	23.0	20.4	18.4	17.1	23.0	15.0	15.5	16.5	17.1	16.5
Key Geographies (YoY %)										
North America	5.3%	0.1%	-2.6%	-3.3%	4.2%	8.9%	10.2%	-5.2%	-0.3%	4.5%
Europe	104%	41%	14%	7%	-9%	-13%	-20%	-5%	32%	-11%

Can Fin Homes

Estimate changes



TP change



Rating change



	CANF IN
Bloomberg	
Equity Shares (m)	133
M.Cap.(INRb)/(USDb)	94.4 / 1.1
52-Week Range (INR)	952 / 559
1, 6, 12 Rel. Per (%)	1/-16/-13
12M Avg Val (INR M)	592

Financials Snapshot (INR b)

Y/E March	FY25	FY26E	FY27E
NII	13.5	14.7	16.8
PPP	11.5	12.5	14.2
PAT	8.6	9.4	10.6
EPS (INR)	64.4	70.4	79.9
EPS Gr (%)	14	9	14
BVPS (INR)	381	438	504

Ratios (%)

NIM	3.7	3.7	3.7
C/I ratio	17.1	17.3	18.0
RoAA	2.2	2.2	2.2
RoE	18.2	17.2	17.0
Payout	18.6	18.5	17.5

Valuation

P/E (x)	11.0	10.1	8.9
P/BV (x)	1.9	1.6	1.4
Div. Yield (%)	1.7	1.8	2.0

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	30.0	30.0	30.0
DII	24.7	28.1	27.9
FII	12.1	11.4	11.5
Others	33.2	30.5	30.6

FII Includes depository receipts

CMP: INR709

TP: INR770 (+9%)

Neutral

Disbursement momentum accelerates; earnings in line

Management overlay buildup a negative surprise

- Can Fin Homes (CANF)'s 4QFY25 PAT grew ~12% YoY to ~INR2.3b (in line). FY25 PAT grew ~14% YoY to INR8.6b. 4Q NII grew ~6% YoY to ~INR3.5b (in line). Fees and other income stood at ~INR168m (PY: INR159m).
- Opex declined ~2% YoY to INR707m (~6% higher than MOFSLe). The cost-income ratio stood at ~19.4% (PQ: 16.9%, PY: 20.9%). PPop grew ~8% YoY to INR2.95b (in line). The effective tax rate for the quarter was lower at ~16% (PQ: ~21% and PY: ~23%) because of tax provision reversal from the prior years. CANF's 4QFY25 RoA/RoE stood at ~2.6%/~18.5%.
- Management guided a disbursement growth of ~20% and loan growth of ~15% in FY26. The company has begun witnessing signs of recovery in Karnataka, with disbursements picking up in Feb'25 and Mar'25, supported by a gradual improvement in e-Khata issuances. Additionally, the management indicated that disbursement volumes in Telangana have bottomed out and would only improve from hereon.
- We estimate an advances/PAT CAGR of ~13%/11% over FY25-27, with an RoA/RoE of ~2.2%/~17.0% in FY27. CANF, in our view, is a robust franchise with strong moats on the liability side. However, we await: 1) execution on loan growth guidance and 2) disruptions (if any) from the tech transformation that the company will embark on in the current calendar year, before turning constructive on the stock. The stock's valuation of 1.4x FY27E P/BV suggests management's inability to deliver on its loan growth guidance because of recurring external events that impede business momentum. **We reiterate our Neutral rating with a TP of INR770 (premised on 1.5x Mar'27E P/BV).**

Disbursement momentum picks up; advances rise ~9% YoY

- CANF's 4QFY25 disbursements grew ~6% YoY and ~30% QoQ to INR24.5b. Disbursements clocked healthy momentum during the quarter.
- Advances grew ~9% YoY to ~INR382b. Annualized run-off in advances stood at ~15% (PQ: 14% and PY: ~16%).

Reported NIM dips ~10bp QoQ; debt market borrowings pickup

- NIM (reported) dipped ~10bp QoQ to ~3.64%. Reported spreads declined ~13bp QoQ due to a decline in yields and an increase in CoB. We model largely stable NIMs of ~3.7% each in FY26-FY27.
- The bank term loans declined to ~52% in the borrowing mix (PQ: 60%). The majority of the borrowings were through NCDs during the quarter.
- The company expects the repo rate cut of ~25bp in Feb'24 to translate into ~10bp decline in its CoB. The company will, in its next ALCO meeting, decide how much of this benefit in CoB it will pass on to the customers.

Minor improvement in asset quality; GS3 declines ~5bp QoQ

- Asset quality improved slightly, with GS3 declining ~5bp QoQ to ~0.87% and NS3 declining ~4bp QoQ to ~0.45%. PCR on stage 3 loans rose ~260bp QoQ to ~48%.
- Credit costs stood at INR154m (vs. est. INR69m), resulting in annualized credit costs of ~16bp (PQ: ~24bp and PY: ~2bp).
- While there was a minor decline in PCR on standard loans, CANF increased the management overlay provisions to INR590m (PQ: ~INR340m). In 4QFY25, the company recorded provision write-backs of INR100m, while simultaneously creating an additional INR250m in management overlay. Management highlighted that the increase in overlay reflects a prudent approach and clarified that it is not driven by any specific concerns or emerging risks.
- CANF guided for credit costs of ~15bp in FY26 but suggested that it could be lower than that. We model credit costs of ~15bp each for FY26/FY27.

Highlights from the management commentary

- Karnataka disbursements, which stood at INR4.5b-4.75b in 3QFY25, increased to ~INR7b in 4QFY25. CANF disbursed ~INR2b, INR2b, and INR3b in each of Jan'25, Feb'25, and Mar'25 in the State of Karnataka.
- Management guided a cost-to-income ratio of ~17% in FY26, which will increase to ~18% in FY27. This increase will be driven by IT transformation expenses, which are set to commence from Apr'26 and will begin impacting operating expenses from FY27 onwards.
- Bank borrowings, which constitute 52% of the company's liability mix, are linked to the repo rate and are expected to benefit from the anticipated decline in interest rates. However, the impact of the Apr'25 Repo rate cut on CANF's cost of borrowings will reflect only towards the end of Jun'25.

Valuation and View

- CANF reported a decent quarter as earnings were in line with estimates, driven by a lower effective tax rate. Disbursements saw strong sequential momentum, asset quality improved marginally, while NIMs contracted by ~10bp QoQ.
- CANF has successfully demonstrated its ability to maintain its pristine asset quality for several years, and we expect the same to continue. However, CANF will have to accelerate its disbursements in the next year to deliver on its guided loan growth. We estimate a CAGR of 11% each in NII/PPOP/PAT over FY25-27, with an RoA of 2.2% and RoE of ~17% in FY27. **Reiterate Neutral with a TP of INR770 (premised on 1.5x Mar'27E P/BV).**

Quarterly performance
INR m

Y/E March	FY24				FY25E				FY24	FY25	4Q FY25E	Act vs est. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	8,181	8,652	8,948	9,117	9,242	9,553	9,803	9,829	34,899	38,426	9,911	-1
Interest Expenses	5,330	5,484	5,660	5,839	6,027	6,155	6,356	6,343	22,314	24,882	6,405	-1
Net Interest Income	2,851	3,168	3,288	3,278	3,214	3,398	3,447	3,485	12,585	13,544	3,506	-1
YoY Growth (%)	13.9	26.1	30.6	25.5	12.7	7.3	4.8	6.3	24.0	7.6	7.0	
Other income	60	58	71	159	70	74	58	168	348	370	98	72
Total Income	2,911	3,226	3,359	3,437	3,284	3,472	3,506	3,653	12,933	13,915	3,604	1
YoY Growth (%)	13.9	25.7	30.8	25.7	12.8	7.6	4.4	6.3	24.1	7.6	4.9	
Operating Expenses	435	524	494	720	488	594	593	707	2,173	2,382	669	6
YoY Growth (%)	7.4	29.5	12.7	39.3	12.3	13.3	20.0	-1.7	23.1	9.6	-7.0	
Operating Profits	2,476	2,702	2,865	2,717	2,796	2,878	2,913	2,946	10,760	11,532	2,935	0
YoY Growth (%)	15.2	25.0	34.6	22.5	12.9	6.5	1.7	8.4	24.3	7.2	8.0	
Provisions	137	722	308	18	245	137	221	154	1,185	758	69	123
Profit before Tax	2,339	1,980	2,557	2,700	2,551	2,741	2,691	2,792	9,575	10,775	2,866	-3
Tax Provisions	504	399	556	609	555	626	570	452	2,068	2,203	636	-29
Profit after tax	1,835	1,581	2,001	2,090	1,996	2,115	2,121	2,339	7,507	8,572	2,230	5
YoY Growth (%)	13.1	11.5	32.1	26.1	8.8	33.8	6.0	11.9	20.8	14.2	6.7	
Key Parameters (%)												
Yield on loans	10.2	10.5	10.6	10.6	10.5	10.6	10.6	10.4				
Cost of funds	7.3	7.3	7.3	7.4	7.5	7.4	7.6	7.1				
Spread	3.0	3.2	3.3	3.2	3.0	3.2	3.1	3.3				
NIM	3.6	3.8	3.9	3.80	3.6	3.8	3.7	3.70				
Credit cost	0.17	0.88	0.37	0.02	0.28	0.15	0.24	0.16				
Cost to Income Ratio (%)	14.9	16.2	14.7	20.9	14.9	17.1	16.9	19.4				
Tax Rate (%)	21.6	20.2	21.7	22.6	21.7	22.8	21.2	16.2				
Balance Sheet Parameters												
Loans (INR B)	325.1	333.6	340.5	350.0	355.6	365.9	371.6	382.2				
Growth (%)	18.0	15.7	13.1	10.9	9.4	9.7	9.1	9.2				
AUM mix (%)												
Home loans	89.1	89.1	89.1	88.9	88.9	88.5	88.3	87.8				
Non-housing loans	10.9	10.9	10.9	11.1	11.1	11.5	11.7	12.2				
Salaried customers	72.7	72.4	72.1	71.9	71.7	70.9	70.9	70.4				
Self-employed customers	27.2	27.5	27.8	28.0	28.3	29.1	29.0	29.5				
Disbursements (INR B)	19.7	20.2	18.8	23.1	18.5	23.8	18.8	24.6				
Change YoY (%)	14.2	-10.1	-23.1	-8.8	-5.7	17.9	0.0	6.1				
Borrowing mix (%)												
Banks	54.0	57.0	60.0	59.0	56.0	60.0	60.0	52.0				
NHB	22.0	19.0	19.0	16.0	16.0	14.0	14.0	17.0				
Market borrowings	23.0	23.0	20.0	24.0	27.0	25.0	25.0	30.0				
Deposits	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0				
Asset Quality												
GNPL (INR m)	2,052	2,540	3,088	2,860	3,250	3,200	3,410	3,330				
NNPL (INR m)	1,096	1,420	1,674	1,470	1,740	1,720	1,870	1,740				
GNPL ratio %	0.63	0.76	0.91	0.82	0.91	0.88	0.92	0.87				
NNPL ratio %	0.34	0.43	0.49	0.42	0.49	0.47	0.50	0.46				
PCR %	46.6	44.1	45.8	48.6	47.0	46.0	45.2	47.7				
Return Ratios (%)												
ROA (Rep)	2.2	1.9	2.3	2.5	2.2	2.3	2.3	2.6				
ROE (Rep)	19.2	16.0	19.4	19.3	17.6	18.0	17.6	18.5				

E: MOFSL Estimates

Devyani

BSE SENSEX
79,801

S&P CNX
24,247

CMP: INR179

Buy



Sky Gate valuation

Particulars	(INR m)
(FY25 unaudited)	Amount
Consideration	4,193
Stake acquisition (%)	81%
Total EV	5,195
FY25 sales (ex. Peanutbutter and Krazy Kebab)	2,770
EV/sales (x)	1.9x

DEVYANI acquires majority stake in Sky Gate Hospitality

Devyani International (DEVYANI) has announced a strategic acquisition of an 80.72% controlling stake in Sky Gate Hospitality Pvt. Ltd., the owner of brands such as Biryani By Kilo (BBK), Goila Butter Chicken, and The Bhojan.

Transaction Highlights:

- **Acquirer:** Devyani International Ltd.
- **Seller:** Sky Gate Hospitality Pvt. Ltd.
- **Deal Value:** INR4.2b
- **Consideration:** Equity swap via preferential allotment of DIL shares (@INR ~176.78/share), leading to a **~1.93% dilution** for existing shareholders
- **Expected Closure:** By May 2025

Sky Gate Portfolio - Sky Gate operates a multi-brand platform with **100+ outlets across 45 cities**, including ~35 dine-in locations. The company operates five brands — **BBK, Goila Butter Chicken, The Bhojan, Get-A-Way (Peanutbutter), and Krazy Kebab Co.** As part of the acquisition, **DEVYANI will integrate three core brands: BBK, Goila Butter Chicken, and The Bhojan**, while the remaining two will be disinvested over the next nine months.

BBK:

- Premium biryani chain with a differentiated 'dum-cooked in handi' offering
- Cook-to-order model, delivery-first with pan-India presence

Goila Butter Chicken:

- Premium North Indian cuisine brand founded by celebrity chef Saransh Goila
- Healthier butter chicken variants and a wide array of Indian main courses

The Bhojan:

- Affordable, pure-veg meals and snacks brand
- Targets high-frequency, value-conscious consumers

Strategic Rationale:

- Enhances DIL's positioning in the **Indian cuisine segment**, complementing its existing QSR portfolio
- Provides access to the **INR200-250b largely unorganized biryani market** with high growth potential
- Leverages the existing **cloud kitchen infrastructure**, enabling cross-utilization across DIL's food court and delivery networks
- Potential for **margin expansion** via operational synergies (supply chain, finance, HR) and maturing store base
- BBK remains loss-making due to accelerated expansion, but improving gross margins and DIL's back-end strengths pave the way for profitability

- Enables DIL to scale its non-Yum! portfolio in a disciplined manner, enhancing brand diversification and long-term growth visibility
- **Financials:** Sky Gate recorded revenue of INR1.3b/INR2.2b/INR2.7b in FY22/FY23/FY24. The company is currently operating at a loss. In FY25, the company recorded sales of INR2.8b from the three brands under acquisition.
- **Outlook** - The acquisition offers a high-growth runway for DIL in Indian cuisine, supported by BBK's strong brand equity, Goila's premium appeal, and The Bhojan's affordability. Near-term earnings may see limited impact due to dilution and integration costs, but long-term strategic benefits remain compelling.

Sky Gate business overview

Company Overview

- Founded in 2015 by Kaushik Roy & Vishal Jindal
- One of the Leading Biryani Delivery Brand in India
- Aspirational and Focused on Customer Delight
- Delivery First, Cloud Kitchen model
- Fresh, fully standardised processes to bring consistency of flavour and customer experience
- HQ in Gurgaon

Pan India Presence

100+ outlets across ~ 40+ cities

Note: Map not to scale

Brand Portfolio

Premium Biryani

Butter Chicken & North Indian

Affordable Daily Veg Meals

Kaushik Roy
Founder & CEO

- 30+ yrs experience in hospitality
- Ex-Nirulas, Pizza Express, Britannia

Vishal Jindal
Founder & Co-CEO

- 25+ yrs entrepreneurial experience
- Founded Carpediem Capital, PE Fund

Sky Gate Financials

Sky Gate consol (INR m)	FY19	FY20	FY21	FY22	FY23	FY24
Net sales	287	469	652	1,327	2,181	2,683
YoY growth (%)		63%	39%	103%	64%	23%
Gross Profit	175	279	395	767	1,228	1,571
GP margin (%)	61.1%	59.5%	60.5%	57.8%	56.3%	58.6%
Employee Benefit Expense	99	193	215	417	789	699
Other expenses	133	263	304	731	1,320	1,423
EBITDA	(57)	(177)	(125)	(380)	(881)	(552)
YoY growth (%)		212%	-29%	204%	132%	-37%
EBITDA margin (%)	-19.8%	-37.8%	-19.2%	-28.6%	-40.4%	-20.6%
Depreciation	11	23	42	65	144	169
Interest	1	4	5	5	8	58
Other Income	4	11	5	24	37	39
PBT	(64)	(193)	(167)	(426)	(996)	(740)
Tax	-	-	-	-	-	-
PAT	(64)	(193)	(167)	(426)	(996)	(740)

Subscriber loss significantly moderates for Vi in Feb'25

The Telecom Regulatory Authority of India (TRAI) released the subscriber data for Feb'25. The key highlights are as follows:

- **Wireless subs (excl. M2M): Subscriber declines moderate sharply for Vi**

 - Industry's wireless subscribers (excl. M2M subs) increased by a modest ~1.1m in Feb'25, though still down ~29m since the tariff hike (Jun'24).
 - Vi's net subscriber declines moderated to a modest 0.2m in Feb'25 vs. ~1.8m monthly net decline on average since the tariff hike. This is a key positive. Including M2M subs, Vi lost ~1.4m subs in Jan-Feb'25 and is **trending better than our estimate of ~3.5m net declines in 4QFY25**. However, we would wait for trend to sustain for a few more months before we can turn constructive on Vi.
 - After a loss of ~1.3m wireless subs (excl. M2M) in Jan'25, **Bharti** added ~0.8m net wireless subs in Feb'25. However, for Jan-Feb'25, Bharti lost ~0.5m wireless subs and **could miss our estimate of ~3.5m paying wireless net adds in 4QFY25**.
 - **RJio's** subscriber trend improved with 1.2m wireless net adds (excl. M2M) in Feb'25. In Jan-Feb'25, RJio added 1.3m net wireless subs (2.5m including M2M), and is **tracking ahead of our estimate of ~3m wireless net adds in 4QFY25**.
 - The trend of port-ins to BSNL in the initial few months of tariff hike continues to reverse, with BSNL's net wireless subs declining for the fourth successive month with 0.6m net decline in Feb'25.
 - Mobile Number Portability (MNP) requests remained elevated at 12.1m in Feb'25 (though slight moderation from ~14m in Jan'25).
- **VLR (or peak active) subs: VLR base continues to rise faster than wireless subs**

 - VLR subscriber base increased ~3m MoM in Feb'25. We note that compared to ~29m wireless subs decline since Jun'24, VLR base inched up by ~7m.
 - As opposed to net wireless subs decline in Jan-Feb'25 for Bharti, VLR subs improved by ~6.1m (vs. 1.4m net adds in 3QFY25).
 - RJio's VLR net additions remained muted with ~0.4m uptick in Feb'25. However, compared to ~14m net wireless subs decline since Jun'24, RJio's VLR trends have been better with ~5m net adds, indicating churn was restricted to inactive subs.
 - Vi continues to lose VLR subs, with ~0.5m net decline in Feb'25. However, VLR subs decline has moderated over the last three months (vs. ~2m monthly run-rate in 9MFY25).
- **Fixed Wireless Access (FWA): Bharti and RJio continue to see good traction**

 - Industry's FWA subs inched up by ~0.55m (up 10% MoM) in Feb'25 to reach 6.3m.
 - RJio continues to lead in FWA rollouts, adding ~0.4m subs (up ~8% MoM) to reach ~5.2m FWA subs for ~84% market share.
 - Bharti added 0.16m (up ~19% MoM) subs to reach 1m FWA subs in Feb'25.
 - With the acceleration in FWA rollouts, we expect India's home broadband market to also turn into an effective duopoly in the longer term.
- **Data subs: Reclassifications and lack of data make analysis difficult**

 - Over the past few months, TRAI's disclosures on Mobile Broadband (MBB) and Fixed Broadband (FBB) subs have been erratic due to the reclassification of FWA subs and the lack of updated data from Bharti and RJio since Nov'24.
 - Vi lost ~0.5m MBB subs in Jan-Feb'25 and could miss our estimate of ~0.4m MBB net adds for 4QFY25. We note that despite rising M2M subs base (up ~1.3m since Apr'24), Vi's MBB base has declined by ~0.6m, indicating declining quality of data subscribers on Vi's network.

Macrotech Developers

BSE SENSEX 79,801
S&P CNX 24,247

CMP: INR1,320

Buy

Conference Call Details



Date: 25 April 2025

Time: 15:30 IST

Dial-in details:

+91-22 6280 1197 /

+91-22 7115 8098

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	137.8	181.1	189.3
EBITDA	39.9	51.6	53.9
EBITDA Margin (%)	28.9	28.5	28.5
PAT	27.6	36.3	38.9
EPS (INR)	28.7	37.7	40.4
EPS Gr. (%)	70.4	31.6	7.1
BV/Sh. (INR)	209.5	247.2	287.6
Ratios			
RoE (%)	14.6	16.5	15.1
RoCE (%)	12.1	13.6	13.1
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	46.1	35.0	32.7
P/BV (x)	6.3	5.3	4.6
EV/EBITDA (x)	33.2	25.5	23.6
Div yld (%)	0.3	0.3	0.3

Robust performance; double-digit growth across key metrics

Operational performance

4QFY25

- Presales rose 14% YoY/7% QoQ to INR48.1b (2.8% below our estimate).
- Volumes grew 8% YoY/7% QoQ to 3.6msf (2.1% above our estimate).
- Launched projects with saleable area of 3.4msf with GDV of INR33b across seven projects.
- Collections were up 26% YoY/3% QoQ at INR 44.4b (20% above our estimate).
- OCF increased 13% YoY to INR23.2b.
- Two new projects were added in Pune with total GDV of INR43b, bringing the total number of Pune projects to nine.
- Net debt reduced by INR3.2b to INR39.9b (vs. INR43.1b in 3QFY25), with net D/E of 0.20x.
- Credit rating was upgraded to AA (Stable) by Crisil and India Ratings.

FY25

- Presales grew 21% YoY to INR176.3b (0.8% below our estimate and 1% above guidance of INR175b). FY26 presales are guided at INR210b.
- Volumes were up 10% YoY at 12.5msf (0.6% above our estimate).
- Launched 9.8msf with GDV of INR137b across micro-markets (30% of presales from new launches) and guided for 13.1msf with GDV of INR188b across 17 projects for FY26.
- Collections were up 29% YOY at INR144.9b (5.4% above our estimate).
- LODHA also reported 26% YoY growth in OCF to INR65.3b, aided by healthy collections. OCF for FY26 is guided at INR77b.
- 10 new projects were added (excluding digital infra projects) with INR237b of GDV across MMR, Bengaluru and Pune, surpassing its full-year guidance of INR210b. For digital infra, LODHA added two locations in NCR and Chennai and acquired JV stake in the existing platform. FY26 business development (BD) is guided at INR250b.
- India Ratings upgraded LODHA's credit rating to IND AA/(Stable).
- Among key markets, South & Central, Extended Eastern Suburbs, Pune and Western Suburbs were major contributors to presales growth.
- Acquired two new land parcels in NCR (33acres) and Chennai (45acres).
- Declared a final dividend of INR4.25 for FY25.

Financial performance

4QFY25

- Revenue stood at INR42b, up 5% YoY/3% QoQ (1% below estimate).
- EBITDA (excl. other income) was up 17% YoY and down 7% QoQ at INR12b (36% above our estimate). Reported EBITDA margin improved by 285bp YoY to 29%. According to management, the embedded EBITDA margin for presales stood at ~32%. Adjusted EBITDA (excluding interest charge-off and capitalized interest) stood at INR14.6b, with a margin of 34.6%.

- Adjusted PAT came in at INR9.2b, up 37% YoY and down 2% QoQ (2.6x above estimates), with a margin of 22%.

FY25

- Revenue came in at INR138b, up 34% YoY (in line with estimates).
- EBITDA (excl. other income) rose 49% YoY to INR40b (9% above our estimate). Reported EBITDA margin improved by 300bp YoY to 29%. According to management, the embedded EBITDA margin for presales stood at ~33%. Adjusted EBITDA (excluding interest charge-off and capitalized interest) stood at INR49.6b, with a margin of 36.1%.
- Adjusted PAT came in at INR27.6b, up 70% YoY (26% above estimate), with a margin of 20%.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25	FY25E 4Q Est.	4QE Var (%/bp)	FY25 Est.	FY25E Var (%/bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Gross Sales	16,174	17,496	29,306	40,185	28,465	26,257	40,830	42,243	1,03,161	1,37,795	42,775	-1	1,38,327	0
YoY Change (%)	-40	-1	65	23	76	50	39	5	8.9	33.6	6.4		34.1	
Total Expenditure	12,874	13,335	20,479	29,716	20,897	19,211	27,771	30,036	76,404	97,915	33,791		1,01,670	
EBITDA	3,300	4,161	8,827	10,469	7,568	7,046	13,059	12,207	26,757	39,880	8,984	36	36,657	9
Margins (%)	20.4	23.8	30.1	26.1	26.6	26.8	32.0	28.9	25.9	28.9	21.0		26.5	
Adj. EBITDA (as per co.)	4,600	5,500	10,800	13,400	9,600	9,600	15,900	14,600	34,300	49,700	8,984	63	41,530	20
Margins (%)	28.4	31.4	36.9	33.3	33.7	36.6	38.9	34.6	33.2	36.1	21.0		30.0	
Depreciation	240	293	333	1,173	604	665	672	778	2,039	2,719	465		2,406	
Interest	1,241	1,231	1,168	1,158	1,172	1,365	1,441	1,517	4,798	5,495	1,060	43	5,038	9
Other Income	544	55	281	654	718	589	636	1,960	1,534	3,903	431	355	2,374	64
PBT before EO expense	2,363	2,692	7,607	8,792	6,510	5,605	11,582	11,872	21,454	35,569	7,889	50	31,586	13
Extra-Ord expense	0	0	1,049	0	0	0	0	0	1,049	0	0		0	
PBT	2,363	2,692	6,558	8,792	6,510	5,605	11,582	11,872	20,405	35,569	7,889	50	31,586	13
Tax	556	624	1,439	2,115	1,747	1,368	2,137	2,637	4,734	7,889	4,224		9,476	
Rate (%)	23.5	23.2	21.9	24.1	26.8	24.4	18.5	22.2	0.2	0.2	53.5		0.3	
Minority Interest & Profit/Loss of Asso. Cos.	23	49	86	22	10	8	1	18	180	37	173		180	
Reported PAT	1,784	2,019	5,033	6,655	4,753	4,229	9,444	9,217	15,491	27,643	3,492	164	21,930	26
Adj PAT (as per co.)	1,700	2,100	5,700	6,700	4,800	4,200	9,400	9,200	16,200	27,600	3,492	163	21,923	26
YoY Change (%)	42	-43	90	-11	182	100	65	37	5.4	70.4	-47.6		35.6	
Margins (%)	10.5	12.0	19.4	16.7	16.9	16.0	23.0	21.8	15.7	20.0	8.2	1361bp	15.8	418bp

Source: Company, MOFSL

Quarterly Performance

Key metrics	FY24				FY25E				FY24	FY25	4Q	4QE Var (%/bp)	FY25E	FY25E Var (%/bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sale Volume (msf)	2.8	2.6	2.6	3.3	2.4	3.2	3.3	3.6	11	12	3	2.1	12	0.6
Sale Value (INRb)	33.5	35.3	34.1	42.3	40.3	42.9	45.1	48.1	145	176	49	-2.8	178	-0.8
Collections (INRb)	24.0	27.5	25.9	35.1	26.9	30.7	42.9	44.4	113	145	37	20.2	137	5.4
Realization (INR/sft)	11,429	13,308	12,192	12,394	14,708	13,500	13,500	13,500	12,850	14,133	14,172	-4.7	14,326	-1.3

Source: Company, MOFSL

BSE Sensex
79,801

S&P CNX
24,247

CMP: INR2,068

Buy

Conference Call Details



Date: 29th April 2025

Time: 14:00 IST

Dial-in details:

+ 91 22 6280 1458

+ 91 22 7115 8846

[\(Link For Call\)](#)

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	210.3	234.7	263.0
EBITDA	23.8	30.1	38.6
Adj. PAT	13.4	16.8	22.7
EBITDA Margin (%)	11.3	12.8	14.7
Adj. EPS (INR)	71.2	89.2	120.9
EPS Gr. (%)	-28.3	25.3	35.5
BV/Sh. (INR)	972	1,054	1,167

Ratios

Net D:E	-0.2	-0.2	-0.2
RoE (%)	7.8	8.8	10.9
RoCE (%)	8.0	9.1	11.1
Payout (%)	5.8	8.4	8.3

Valuations

P/E (x)	29.0	23.2	17.1
P/BV (x)	2.1	2.0	1.8
EV/EBITDA(x)	14.4	11.3	8.4
EV/ton (USD)	97	91	86
Div. Yield (%)	0.4	0.4	0.5
FCF Yield (%)	-1.1	1.5	4.6

Beat led by higher volume and realizations

- ACC's 4QFY25 EBITDA declined 4% YoY to INR8.0b (15% beat), led by higher-than-estimated volume and realization. EBITDA/t fell ~16% YoY to INR673 (est. INR608). OPM contracted 2.2pp YoY to ~13% (est. ~12%). PAT (adjusted for exceptional gain) rose ~4% YoY to INR5.1b (est. INR4.1b).
- During the quarter, ACC invested INR6.4b in its subsidiary (ACC Mineral Resources or AMRL) by acquiring optionally convertible debentures. With these funds, AMRL has acquired 15 companies, which hold certain land parcels (including land parcels with mining rights) that are proposed to be developed for setting up manufacturing plants in line with the company's future expansion plans. We would want to get more clarity on these investments and the company's capex plan.

Sales volume above estimates; EBITDA/t at INR673 (vs. est. INR608)

- Revenue/EBITDA/PAT stood at INR60.1b/INR8.0b/INR5.1b (+11%/-4%/+4% YoY and +6%/+15%/+26% vs. estimates) in 4QFY25. Sales volumes were up 14% YoY at 11.9mt (+4% vs. estimate). Cement realization was down 3% YoY at INR4,696/t (+2% QoQ; +2% vs. estimate).
- Variable cost/t increased ~5% YoY (-1% QoQ; +2% vs. estimates.). Freight cost/other expenses per ton declined ~8%/6% YoY (in line). Overall opex/t remained flat YoY (down 2% QoQ; +1% vs. estimate). OPM contracted 2.2pp YoY to ~13% and EBITDA/t declined ~16% YoY to INR673.
- In FY25, revenue/EBITDA/adj. PAT stood at INR210.3b/INR23.8b/ INR13.4b (up 5%/down 22%/down 28% YoY). Sales volume was up 14% YoY, while realization declined ~8% YoY. EBITDA/t was down 32% YoY at INR565.
- OCF declined ~43% YoY to INR17.1b in FY25 due to an increase in WC. Capex stood at INR21.3b in FY25 vs. INR13.6b in FY24. It posted cash outflow of INR4.2b in FY25 vs. cash inflow of INR16.2b in FY24.

Key takeaways from press release

- Cement demand grew ~8% YoY in 4QFY25, led by a pick-up in construction activities, improvement in rural demand, stable demand in the real estate sector and higher government spending. It expects strong demand momentum to continue in FY26 and anticipates growth of ~7-8% YoY.
- Fuel consumption cost stood at INR1.47/kcal vs. INR1.91/INR1.68 in 4QFY24/3QFY25. The WHRS share stood at 13.5% vs. 8.2% YoY/10.0% QoQ. Overall green power share increased to 22.5% vs. 18.7% in 3QFY25. The AFR share increased to 11.0% vs. 9.6% in 3QFY25.
- Cash balance stood at INR35.9b as of Mar'25 vs. INR46.7b/INR25.3 as of Mar'24/Dec'24.

Valuation and view

- ACC posted higher-than-estimated profitability, led by higher volume growth (driven by higher MSA volume). However, the company's profitability remains lower than its historical average due to weak realizations.
- We have a **BUY** rating on the stock and will review our assumptions after the concall on 29th Apr'25 at 2:00 pm. [\(Link\)](#).

Standalone quarterly performance
(INR b)

Y/E March	FY24				FY25				FY24	FY25	FY25	Var.	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Net Sales	52.0	44.3	49.2	54.0	51.6	46.1	52.6	60.1	199.5	210.3	56.7	6	11	14
YoY Change (%)	16.4	11.2	8.4	12.7	(0.9)	3.9	6.9	11.3	(10.2)	5.4	5.1			
EBITDA	7.7	5.5	9.0	8.4	6.8	4.3	4.7	8.0	30.6	23.8	7.0	15	(4)	69
Margins (%)	14.8	12.4	18.4	15.5	13.1	9.3	9.0	13.3	15.3	11.3	12.3	102	(219)	434
YoY Change (%)	80.8	3,4563	138.7	79.5	(11.9)	(21.7)	(47.7)	(4.4)	140.5	(22.2)	(16.6)			
Depreciation	2.0	2.1	2.3	2.3	2.2	2.3	2.5	2.5	8.8	9.6	2.6	(1)	10	1
Interest	0.3	0.3	0.3	0.7	0.3	0.3	0.3	0.1	1.5	1.1	0.3	(55)	(80)	(53)
Other Income	0.8	2.1	0.8	1.2	0.7	1.5	1.1	0.6	4.9	4.0	1.0	(36)	(48)	(44)
PBT before EO expense	6.2	5.2	7.2	6.6	4.9	3.2	3.1	6.0	25.2	17.2	5.1	17	(10)	94
Extra-Ord expense	0.0	0.0	0.0	0.0	0.0	0.0	11.7	2.6	0.0	14.3	0.0			
PBT	6.2	5.2	7.2	6.6	4.9	3.2	14.8	8.6	25.2	31.5	5.1	68	30	(42)
Tax	1.6	1.3	1.9	-0.9	1.3	0.8	3.9	1.2	3.9	7.2	1.0			
Rate (%)	25.5	25.5	26.6	(13.2)	25.6	26.5	26.2	14.4	15.7	22.9	20.0			
Reported PAT	4.6	3.8	5.3	7.5	3.7	2.3	10.9	7.4	21.2	24.2	4.1	80	(2)	(32)
Adj PAT	4.6	3.8	5.3	4.9	3.7	2.3	2.3	5.1	18.7	13.4	4.1	26	4	128
Margins (%)	8.9	8.7	10.7	9.1	7.1	5.1	4.3	8.5	9.4	6.4	7.2			
YoY Change (%)	108.8	NM	212.1	72.0	(21.1)	(39.1)	(57.3)	4.5	88.7	(28.3)	(16.9)			

Per ton analysis (INR/t)

Y/E March	FY24				FY25				FY24	FY25	4QE	Var	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sales Volume	9.40	8.10	8.88	10.44	10.20	9.30	10.70	11.90	36.88	42.10	11.47	4	14	11
YoY Change (%)	23.8	18.2	15.3	24.0	8.5	14.8	20.5	14.0	-4.4	14.2	9.9			
Realization	5,533	5,475	5,538	5,171	5,054	4,955	4,915	5,049	5,410	4,996	4,945	2	(2)	3
YoY Change (%)	(6.0)	(5.9)	(6.0)	(9.1)	(8.7)	(9.5)	(11.2)	(2.3)	(6.0)	(7.7)	(4.4)			
RM Cost	1,596	1,598	1,512	1,746	1,730	1,942	2,043	2,095	1,579	1,960	1,947	8	20	3
Employee Expenses	210	240	201	157	157	192	182	145	199	168	161	(10)	(7)	(20)
Power, Oil & Fuel	1,196	1,093	1,141	931	970	830	786	720	1,083	822	801	(10)	(23)	(8)
Freight & handling	1,245	1,177	1,084	1,058	1,075	1,020	971	970	1,136	1,007	985	(1)	(8)	(0)
Other Expenses	469	689	583	477	458	508	491	447	584	474	444	1	(6)	(9)
Total Expenditure	4,715	4,798	4,521	4,369	4,391	4,493	4,474	4,377	4,581	4,430	4,337	1	0	(2)
EBITDA	818	677	1,017	802	664	462	442	673	829	565	608	11	(16)	52

BSE SENSEX
79,801

S&P CNX
24,247

CMP: INR190

Neutral

Conference Call Details



Date: 25 April 2025

Time: 14:30 HRS IST

Dial in:

+91 22 6280 1145

+91 22 7115 8046

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	5.4	6.3	7.3
EBITDA	4.6	5.5	6.4
Adj. PAT	4.1	4.8	5.6
EPS (INR)	4.7	5.4	6.3
EPS Gr.%	21.4	15.1	17.2
BV/Sh. (INR)	12.3	15.6	18.8

Ratios

Net D:E	(0.1)	(0.5)	(0.6)
RoE (%)	40.5	37.4	36.5
RoCE (%)	39.5	36.8	35.9
Payout (%)	64.5	50.0	50.0

Valuation

P/E (x)	40.9	35.6	30.3
P/B (x)	15.5	12.2	10.1
EV/EBITDA (x)	37.0	29.9	25.1
Div. yield (%)	1.6	1.4	1.6

Performance in line

- Indian Energy Exchange (IEX) reported a 4QFY25 standalone revenue of INR1,413m (+16.5% YoY), 7% below our estimate, due to a lower-than-estimated per unit transaction fee.
- The reported standalone PAT was in line with our estimate at INR1,120m (+17.8% YoY), driven by higher revenue. This was attributed to an 18% YoY rise in electricity volumes and other income.
- Operational performance:
 - In 4QFY25, electricity volumes were up 18% YoY to 31.7BUs.
 - Within the electricity volume segment, the Day Ahead Market (DAM) was up 13.5% YoY. Volumes of the Term Ahead Market (TAM) dipped 7.6% YoY in 4QFY25.
 - Renewable energy certificates (RECs) traded in 4QFY25 stood at 6.7m (+107.5% YoY).
 - The green market segment reported a strong performance, with volumes surging 100.5% YoY to reach 1.9BUs.
- In the gas market, the Indian Gas Exchange (IGX) posted a 132% YoY jump in traded volumes in 4QFY25, reaching 20.2m MMBtu. Reported PAT grew 102.9% YoY to INR89m.
- The Board has recommended a final dividend of INR1.50/share for FY25 (Record date: 16th May'25).

FY25 performance

- In FY25, traded electricity volumes were up 19% YoY at ~120.7BUs. 17.8m RECs were traded during FY25, a surge of 136% YoY.
- Consolidated revenue grew 19% YoY to INR6.5b in FY25, while reported PAT rose 22% YoY to INR4.29b vs. INR3.5b in FY24.
- For FY25, India's electricity consumption stood at 1,694BUs, a 4.4% increase YoY.
- Sell liquidity in the DAM segment rose 36% YoY in FY'25, helping keep prices competitive. The market clearing price declined by 14.7% YoY to INR4.47/unit (INR5.24/unit in FY'24).
- IGX recorded gas volumes at 60m MMBtu in FY'25 (+47% YoY), while its PAT rose 34.3% YoY to INR310m.

Standalone Qtrly performance
(INR m)

Y/E March	FY24				FY25				FY24	FY25	FY25E	Var. %	YoY %	QoQ %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE			
Net Sales	1,040	1,085	1,153	1,213	1,236	1,392	1,313	1,413	4,492	5,354	1,519	-7%	16.5	7.6
YoY Change (%)	5.8	14.0	15.0	13.3	18.8	28.3	13.9	16.5	12.0	19.2	25.2			
EBITDA	816	922	999	1,049	1,000	1,203	1,128	1,220	3,785	4,551	1,299	-6%	16.3	8.1
Margin (%)	78.4	84.9	86.6	86.5	81.0	86.4	85.9	86.3	84.3	85.0	85.6			
Depreciation	50	51	52	52	52	53	54	53	204	212	53	-1%	1.0	-2.5
Interest	7	7	7	7	7	7	7	6	28	26	8	-26%	-14.8	-8.7
Other Income	232	244	258	282	308	286	285	310	1,016	1,189	272	14%	9.9	8.5
PBT before EO items	991	1,108	1,198	1,271	1,249	1,429	1,353	1,471	4,568	5,502	1,510			
Extraordinary Inc / (Exp)	0	0	0	0	0	0	0	0	0	0	0			
PBT	991	1,108	1,198	1,271	1,249	1,429	1,353	1,471	4,568	5,502	1,510	-3%	15.7	8.7
Tax	250	279	305	320	315	368	322	351	1,154	1,356	392	-11%	9.5	9.0
Rate (%)	25.2	25.2	25.5	25.2	25.2	25.8	23.8	23.8	25.3	24.6	25.9			
JV and Associates	0	0	0	0	0	0	0	0	0	0	0			
Reported PAT	741	829	893	951	934	1,061	1,031	1,120	3,414	4,146	1,118	0%	17.8	8.6
Adj PAT	741	829	893	951	934	1,061	1,031	1,120	3,414	4,146	1,118	0%	17.8	8.6
YoY Change (%)	8.1	18.3	25.5	14.8	26.0	28.0	15.5	17.8	16.7	21.4	17.6			
Margin (%)	71.3	76.4	77.5	78.4	75.6	76.2	78.6	79.3	76.0	77.5	73.6			



Supreme Industries : Revenue Guidance For FY26 Is At ₹12,000 Cr; MP Taparia, MD

- Volumes to outgrow Above Industry Levels By 3-4%:
- PVC Prices have bottomed OUT
- FY26 Margin to be 14.5-15% vs 13.5%-14% in FY25
- Some low growth was seen due to loss of infrastructure business

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Persistent : Entering The Year With Strong EBIT Margin; Sandeep Kalra, CEO

- Some delay in deal Flows and Delay in decision making is there due to past few weeks macro uncertainty
- Order book should be better and expected to be bit better going forward
- Healthcare vertical was growth driver till now but going forward will be BFSI & Tech taking the lead next 3-4 Qtrs
- Started the year with utilization of 81-82% & ended the year with 88%

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Samhi Hotel: The Deal With GIC Significantly Reduces Debt And Frees Cash For Growth; Ashish Jakhanwala, CMD & CEO

- To use Rs149 cr over next 2 years to fund capex, Majority of the investments will be done by June
- Committed to make this a \$300 m business
- Expect Rs380cr reduction in debt at 15-20% increase in profit
- The Deal With GIC Significantly Reduces Debt And Frees Cash For Growth

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HUL: Expect Urban Demand To Start Inching Up As Macroeconomic Triggers Turn Positive; Rohit Jawa, Managing director and CEO & Ritesh Tiwari, CFO

- Anticipated H1 of this fiscal to be better than H2 of last fiscal
- FMCG Market witnessed subdued demand conditions
- Low single digit price growth expected
- Ice Cream business demerger to be completed by the end of FY26

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Tata Power : See An Opportunity In Supplying Solar Modules To India, US & Other Countries; Praveer Sinha, MD & CEO

- See opportunity to supplying solar modules to India, US & Other countries
- Examining capacity expansion plans at the moment few decisions to be made next few months
- Discussion on with across players for advance technology and the opportunity it hold to produce clean power
- Small Modular Reactor Capex close to Rs 16-18 cr

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Automobiles																
Amara Raja Ener.	Neutral	1001	1094	9	50.9	54.3	60.7	2.8	6.6	11.9	19.7	18.5	2.4	2.2	13.4	13.5
Apollo Tyres	Buy	470	510	8	19.6	26.8	29.9	-33.0	36.7	11.5	24.0	17.5	1.6	1.5	8.7	11.0
Ashok Ley.	Buy	231	255	11	10.3	11.5	13.0	12.8	11.5	13.0	22.4	20.1	6.5	5.7	31.6	30.2
Bajaj Auto	Neutral	8200	7990	-3	284.6	320.5	363.2	3.1	12.6	13.3	28.8	25.6	8.4	7.6	30.4	31.1
Balkrishna Inds	Neutral	2579	2744	6	89.8	103.9	126.4	17.3	15.7	21.6	28.7	24.8	4.9	4.2	18.2	18.3
Bharat Forge	Neutral	1107	1120	1	20.6	29.9	40.0	4.3	45.5	33.7	53.8	37.0	5.7	5.3	11.8	14.8
Bosch	Neutral	28411	29028	2	690.7	780.3	907.1	11.3	13.0	16.3	41.1	36.4	6.4	5.8	16.2	16.7
CEAT	Buy	3096	3340	8	116.5	161.6	196.3	-31.2	38.7	21.4	26.6	19.2	2.8	2.5	11.2	14.0
Craftsman Auto	Neutral	4878	4380	-10	76.9	141.3	208.5	-46.7	83.8	47.6	63.5	34.5	3.9	3.5	7.9	10.7
Eicher Mot.	Sell	5649	4435	-21	170.1	179.7	204.3	16.3	5.6	13.7	33.2	31.4	7.3	6.3	23.7	21.6
Endurance Tech.	Buy	1950	2465	26	56.0	70.4	82.2	18.4	25.7	16.7	34.8	27.7	4.9	4.3	14.9	16.5
Escorts Kubota	Neutral	3389	3455	2	88.9	104.3	123.3	-6.3	17.3	18.3	38.1	32.5	3.6	3.3	10.5	10.5
Exide Ind	Neutral	382	359	-6	12.8	14.2	15.5	3.4	10.5	9.2	29.8	27.0	2.3	2.2	7.8	8.0
Happy Forgings	Buy	810	990	22	27.8	32.5	38.0	7.9	16.9	17.0	29.1	24.9	4.2	3.7	15.2	15.7
Hero Moto	Buy	3954	4500	14	228.6	239.8	259.6	11.8	4.9	8.3	17.3	16.5	4.1	3.9	24.6	24.1
Hyundai Motor	Buy	1719	1990	16	65.8	66.5	76.5	-11.7	1.0	15.0	26.1	25.8	9.5	7.6	42.2	32.6
M&M	Buy	2901	3220	11	98.3	116.4	130.2	10.8	18.4	11.9	29.5	24.9	5.7	4.8	20.8	20.9
CIE Automotive	Buy	415	466	12	21.7	21.0	23.3	2.8	-3.2	10.9	19.1	19.8	2.4	2.2	13.1	11.6
Maruti Suzuki	Buy	11901	14050	18	457.5	489.4	541.0	8.9	7.0	10.5	26.0	24.3	4.0	3.6	14.7	14.7
MRF	Sell	129927	96200	-26	3,925.4	4,361.3	5,062.7	-21.3	11.1	16.1	33.1	29.8	3.0	2.8	9.5	9.7
Samvardh. Motherson	Buy	136	165	21	5.1	5.8	6.9	37.4	14.7	18.3	26.7	23.3	2.8	2.5	11.8	11.4
Motherson Wiring	Buy	56	61	9	1.3	1.6	1.9	-7.8	19.8	20.2	42.2	35.3	13.0	10.8	32.8	33.5
Sona BLW Precis.	Neutral	469	495	6	9.4	9.7	11.1	5.1	3.7	13.9	49.9	48.1	5.2	5.0	14.0	10.6
Tata Motors	Neutral	668	725	9	61.8	57.5	54.9	5.3	-6.8	-4.7	10.8	11.6	2.3	2.0	23.8	18.3
TVS Motor	Neutral	2778	2645	-5	53.3	63.9	76.0	21.6	19.8	19.0	52.1	43.5	13.4	10.7	28.8	27.4
Tube Investments	Buy	2655	3385	27	44.4	57.6	68.4	29.2	29.7	18.7	59.8	46.1	8.7	7.4	15.6	17.4
Aggregate								5.2	7.8	10.1	25.3	23.4	4.6	4.0	18.0	17.1
Banks - Private																
AU Small Finance	Buy	681	775	14	29.8	36.9	49.7	29.7	24	34.6	22.9	18.4	3.0	2.7	14.3	15.2
Axis Bank	Neutral	1207	1300	8	85.4	90.9	107.1	5.9	6.4	17.8	14.2	13.3	1.9	1.6	15.9	14.6
Bandhan Bank	Neutral	171	170	0	17.9	22.2	25.8	29.0	24	16.1	9.6	7.7	1.2	1.1	12.8	14.4
DCB Bank	Buy	129	150	16	19.1	23.7	30.4	11.3	24.2	28.2	6.8	5.5	0.7	0.7	11.8	13.1
Equitas Small Fin.	Buy	72	70	-2	1.6	5.5	8.7	-77.9	248.0	59.7	45.5	13.1	1.4	1.3	3.0	10.0
Federal Bank	Buy	202	225	11	16.2	18.1	22.8	-1.0	11.8	26.2	12.5	11.2	1.5	1.3	12.8	12.7
HDFC Bank	Buy	1916	2200	15	88.7	96.7	112.6	10.7	9.1	16.4	21.6	19.8	2.9	2.6	14.3	14.0
ICICI Bank	Buy	1402	1650	18	66.8	72.9	85.5	14.4	9.2	17.3	21.0	19.2	3.4	3.1	18.0	17.1
IDFC First Bk	Neutral	68	65	-4	2.1	4.0	6.7	-51.5	91.1	66.3	32.3	16.9	1.3	1.2	4.3	7.4
IndusInd	Neutral	820	850	4	61.2	81.3	104.0	-47.0	32.9	27.9	13.4	10.1	1.0	0.9	7.3	9.1
Kotak Mah. Bk	Buy	2224	2200	-1	94.3	106.2	126.4	2.9	12.7	19.0	23.6	20.9	3.0	2.6	13.5	13.0
RBL Bank	Neutral	198	180	-9	10.8	20.1	31.9	-43.9	85.9	58.2	18.3	9.8	0.8	0.7	4.4	7.8
Aggregate								5.8	12.0	18.9	20.1	18.0	2.8	2.5	13.7	13.8
Banks - PSU																
BOB	Neutral	252	250	-1	37.5	39.1	44.2	9.2	4.3	13.0	6.7	6.4	1.0	0.9	16.9	15.6
Canara Bank	Buy	99	115	16	17.8	19.7	21.7	11.2	10.2	10.2	5.6	5.1	1.0	0.8	19.2	18.4
Indian Bank	Buy	574	670	17	80.3	83.6	92.5	29.1	4.1	10.7	7.1	6.9	1.2	1.1	19.0	17.2
Punjab Natl. Bank	Buy	103	125	22	14.8	16.8	19.1	97.1	13.8	13.8	7.0	6.1	1.0	0.8	15.3	15.1
SBI	Buy	813	925	14	88.8	97.3	112.7	18.1	10	15.8	9.2	8.4	1.6	1.3	18.7	17.2
Union Bank (I)	Buy	129	135	5	23.1	24.1	26.3	22.2	5	8.9	5.6	5.3	0.9	0.8	17.9	16.2
Aggregate								23.6	9	14	8	7.1	1.3	1.1	16.5	15.9
NBFCs																
AAVAS Financiers	Neutral	2104	2070	-2	73.0	87.0	103.0	17.7	19.2	18.4	28.9	24.2	3.8	3.3	14.1	14.6
Aditya Birla Cap	Buy	203	240	18	12.9	15.2	19.4	27.2	18.2	27.6	15.8	13.3	1.8	1.6	11.8	12.5
Bajaj Fin.	Neutral	9298	9000	-3	270.3	336.9	426.2	15.6	24.6	26.5	34.4	27.6	5.9	5.0	19.2	19.5



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Can Fin Homes	Neutral	709	770	9	64.4	70.4	79.9	14.2	9.4	13.5	11.0	10.1	1.9	1.6	18.2	17.2
Cholaman.Inv.&Fn	Buy	1551	1770	14	50.2	64.6	85.0	23.3	28.8	31.5	30.9	24.0	5.5	4.3	19.5	20.3
CreditAccess	Buy	1148	1150	0	34.8	75.6	114.6	-61.6	117.1	51.6	33.0	15.2	2.6	2.2	8.2	15.9
Fusion Finance	Neutral	172	155	-10	-119.0	10.6	20.7	-337.1	LP	95.4	NM	16.2	1.0	1.3	-53.3	7.2
Five-Star Business	Buy	810	900	11	36.6	41.6	48.6	28.0	13.6	16.9	22.2	19.5	3.8	3.2	18.7	17.7
IIFL Finance	Buy	374	415	11	9.3	41.3	60.1	-79.9	344.4	45.7	40.3	9.1	1.3	1.2	3.5	13.6
Home First Finan	Buy	1264	1500	19	43.0	52.0	63.8	24.4	21.1	22.6	29.4	24.3	4.5	3.1	16.6	15.9
IndoStar	Buy	318	325	2	5.9	9.3	18.6	-30.8	58.2	99.9	54.0	34.1	1.3	1.3	2.4	3.9
L&T Finance	Buy	180	190	6	10.6	12.3	16.1	14.1	15.8	30.5	16.9	14.6	1.8	1.6	10.8	11.5
LIC Hsg Fin	Buy	614	670	9	97.0	94.8	107.1	12.0	-2.2	13.0	6.3	6.5	0.9	0.8	15.9	13.8
Manappuram Fin.	Neutral	229	240	5	19.1	24.5	29.9	-26.4	28.0	22.4	12.0	9.4	1.5	1.2	13.2	15.1
MAS Financial	Buy	284	325	15	17.0	21.6	26.4	12.7	27.1	22.2	16.7	13.1	2.1	1.8	14.6	14.6
M&M Fin.	Buy	269	335	25	19.0	23.3	29.3	33.2	22.8	25.8	14.1	11.5	1.7	1.5	12.4	13.8
Muthoot Fin	Neutral	2151	2400	12	129.7	173.7	194.5	28.6	33.9	12.0	16.6	12.4	3.0	2.5	19.8	22.4
Piramal Enterp.	Neutral	1023	1025	0	22.7	49.5	66.0	-130.3	117.6	33.5	45.0	20.7	0.9	0.8	1.9	4.1
PNB Housing	Buy	1008	1150	14	72.7	88.3	107.2	25.3	21.5	21.4	13.9	11.4	1.6	1.4	11.9	12.9
Poonawalla Fincorp	Buy	396	425	7	0.3	15.2	25.4	-97.9	5,315.2	66.5	1,407.4	26.0	3.8	3.3	0.3	13.6
PFC	Buy	434	505	16	50.4	56.5	61.3	15.7	12.2	8.5	8.6	7.7	1.6	1.4	19.6	19.2
REC	Buy	440	530	20	56.9	70.1	74.7	6.9	23.1	6.6	7.7	6.3	1.5	1.2	20.2	21.4
Repco Home Fin	Neutral	398	380	-4	70.3	70.1	76.6	11.5	-0.3	9.3	5.7	5.7	0.8	0.7	14.2	12.5
Spandana Sphoorty	Buy	317	285	-10	-142.4	5.4	28.4	-302.7	LP	427.3	NM	58.9	0.9	0.8	-32.4	1.4
Shriram Finance	Buy	697	800	15	44.1	52.5	62.7	15.3	19.0	19.5	15.8	13.3	2.3	2.0	15.8	16.3
Aggregate								7.6	27.5	19.5	18.3	14.4	2.6	2.2	14.2	15.6
NBFC-Non Lending																
360 ONE WAM	Buy	1018	1300	28	25.8	32.8	37.3	15.3	26.9	13.9	39.4	31.1	5.7	5.3	19.3	17.6
Aditya Birla AMC	Buy	655	780	19	31.5	35.2	40.0	16.2	11.8	13.6	20.8	18.6	5.3	4.7	26.8	26.6
Anand Rathi Wealth	Neutral	1761	1900	8	36.2	44.3	51.8	33.7	22.4	17.1	48.7	39.8	21.7	15.3	45.5	45.0
Angel One	Buy	2498	2800	12	129.8	106.6	150.6	-3.1	-17.9	41.2	19.2	23.4	3.7	3.3	27.1	16.2
BSE	Buy	6494	6700	3	87.2	132.7	150.2	52.9	52.2	13.2	74.5	48.9	24.0	21.0	32.3	42.8
Cams Services	Buy	4045	4500	11	91.8	108.7	125.9	28.2	18.4	15.8	44.1	37.2	18.1	15.2	44.8	44.3
CDSL	Neutral	1367	1300	-5	24.8	30.3	36.9	23.7	21.8	21.8	55.1	45.2	16.7	15.2	32.7	35.2
HDFC AMC	Buy	4547	5000	10	115.2	131.3	149.0	26.6	14.0	13.4	39.5	34.6	11.9	11.0	32.4	33.1
KFin Technologies	Neutral	1226	1200	-2	19.4	23.3	29.9	33.5	20.0	28.3	63.1	52.6	17.5	15.0	29.6	30.7
MCX	Neutral	6225	6000	-4	113.9	146.2	180.8	597.1	28.4	23.7	54.7	42.6	21.2	19.3	40.3	47.4
Nippon Life AMC	Buy	673	720	7	20.0	23.4	26.0	13.8	17.3	11.1	33.7	28.7	10.5	10.3	31.4	36.2
Nuvama Wealth	Buy	6130	7600	24	267.7	305.5	344.7	59.0	14.1	12.8	22.9	20.1	6.6	5.8	30.8	31.1
Prudent Corp.	Neutral	2480	2400	-3	45.5	58.6	74.9	35.7	28.9	27.9	54.6	42.3	78.9	59.1	33.2	31.9
UTI AMC	Buy	1124	1250	11	66.6	75.2	86.0	5.7	12.9	14.4	16.9	14.9	2.7	2.6	16.6	17.8
Aggregate								29.4	17.6	16.8	38.9	33.1	10.0	9.1	25.6	27.4
Insurance																
HDFC Life Insur.	Buy	708	850	20	8.4	10.2	11.5	14.9	21.2	13.3	84.5	69.8	2.7	2.4	16.7	16.9
ICICI Lombard	Buy	1881	2200	17	50.9	57.9	67.0	30.7	13.7	15.8	36.9	32.5	6.5	5.7	19.1	18.6
ICICI Pru Life	Buy	602	680	13	8.2	10.3	12.3	39.0	25.5	19.4	73.2	58.3	1.8	1.6	13.3	13.0
Life Insurance Corp.	Buy	815	1050	29	69.4	77.7	86.4	8.4	11.8	11.2	11.7	10.5	0.6	0.6	15.4	10.9
Max Financial	Neutral	1248	1200	-4	12.4	16.4	21.5	63.5	33.0	30.9	100.9	75.9	2.3	2.0	18.8	19.1
Niva Bupa Health	Buy	88	100	13	0.8	0.5	1.6	69.6	-40.0	217.0	105.6	176.0	5.3	5.2	6.0	3.0
SBI Life Insurance	Buy	1609	2000	24	24.1	28.5	33.8	27.3	18.3	18.6	66.7	56.5	2.3	1.9	20.6	19.3
Star Health Insu	Buy	403	470	17	13.1	15.8	18.8	-9.3	20.8	18.7	30.8	25.4	3.2	2.8	10.9	11.8
Chemicals																
Alkyl Amines	Neutral	1835	1610	-12	37.6	46.0	53.7	29.2	22.3	16.8	48.8	39.9	6.7	6.1	14.5	16.0
Atul	Buy	6233	8420	35	153.5	198.8	240.5	39.5	29.5	21.0	40.6	31.4	3.3	3.1	8.5	10.2
Clean Science	Neutral	1220	1290	6	24.8	35.1	43.0	7.8	41.7	22.6	49.3	34.8	9.1	7.4	20.0	23.4



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Deepak Nitrite	Neutral	2000	1850	-8	44.3	66.8	74.0	-19.6	50.7	10.9	45.1	29.9	5.1	4.5	11.9	15.9
Fine Organic	Sell	4254	3565	-16	138.6	117.6	118.8	15.5	-15.2	1.0	30.7	36.2	5.8	5.1	20.7	14.9
Galaxy Surfact.	Buy	2224	2535	14	74.5	85.3	101.3	-12.3	14.4	18.8	29.8	26.1	3.3	3.0	11.6	12.2
Navin Fluorine	Neutral	4349	3840	-12	60.0	83.5	96.0	30.1	39.2	15.0	72.5	52.1	8.3	7.4	11.9	15.1
NOCIL	Neutral	191	185	-3	7.1	8.2	12.2	-9.4	15.0	48.8	26.7	23.2	1.8	1.7	6.9	7.6
PI Inds.	Buy	3655	4100	12	107.8	118.5	136.9	-2.5	9.9	15.6	33.9	30.9	5.4	4.7	17.3	16.4
SRF	Buy	3038	3520	16	42.7	71.6	100.1	-10.2	68.0	39.7	71.2	42.4	7.4	6.5	10.7	16.3
Tata Chemicals	Neutral	864	930	8	18.2	42.3	58.1	-49.5	131.8	37.2	47.3	20.4	1.0	1.0	2.1	4.8
Vinati Organics	Buy	1715	2125	24	39.8	50.6	60.8	27.5	27.3	20.0	43.1	33.9	6.4	5.6	15.7	17.6
Aggregate								4.8	26.8	16.1	43.4	34.3	5.0	4.5	11.6	13.1
Capital Goods																
ABB India	Buy	5682	6700	18	88.5	96.9	108.5	50.2	9.5	12.0	64.2	58.6	17.0	14.8	28.8	27.0
Bharat Electronics	Buy	306	360	18	6.7	7.8	9.4	21.7	16.5	21.0	45.7	39.2	11.0	8.9	24.1	22.6
Cummins India	Buy	2933	4100	40	72.0	85.2	100.2	20.1	18.3	17.5	40.7	34.4	11.7	10.3	30.5	31.9
Hind.Aeronautics	Buy	4299	5100	19	93.5	126.5	155.7	3.6	35.2	23.1	46.0	34.0	8.7	7.4	18.9	21.8
Hitachi Energy	Sell	13929	10500	-25	75.5	143.3	218.1	95.4	89.9	52.2	184.6	97.2	34.1	25.2	18.5	26.0
Kalpataru Proj.	Buy	989	1200	21	37.4	54.5	72.6	19.8	45.6	33.3	26.4	18.2	2.3	2.1	9.8	12.1
KEC International	Neutral	739	900	22	20.4	34.7	43.0	57.0	69.9	23.7	36.1	21.3	3.7	3.3	11.5	16.3
Kirloskar Oil	Buy	752	1150	53	28.1	34.0	41.8	12.5	20.8	23.2	26.8	22.2	3.7	3.3	14.7	15.9
Larsen & Toubro	Buy	3301	4100	24	104.9	135.1	156.2	11.1	28.8	15.6	31.5	24.4	4.7	4.1	15.7	17.8
Siemens	Neutral	2904	5750	98	76.3	76.9	94.9	38.5	0.8	23.4	38.0	37.8	6.7	6.0	19.1	16.7
Thermax	Sell	3629	3350	-8	57.3	68.9	82.4	9.9	20.2	19.6	63.3	52.7	8.3	7.4	13.8	14.8
Triveni Turbine	Buy	520	780	50	11.4	14.1	17.9	34.8	23.9	26.3	45.6	36.8	13.5	10.7	33.3	32.5
Zen Technologies	Buy	1417	1600	13	27.9	36.5	53.3	98.5	30.9	46.1	50.8	38.8	7.5	6.3	23.3	17.6
Aggregate								16.6	25.7	19.7	40.9	32.5	7.0	6.1	17.2	18.7
Cement																
Ambuja Cem.	Buy	572	650	14	7.7	10.9	15.5	-44.4	41.7	42.0	74.0	52.2	2.5	2.5	3.9	4.8
ACC	Buy	2068	-		65.6	89.0	121.3	-33.9	35.7	36.2	31.5	23.2	2.2	2.0	7.3	9.0
Birla Corp.	Buy	1116	1320	18	18.6	49.4	71.6	-65.6	166.2	45.1	60.1	22.6	1.3	1.2	2.1	5.5
Dalmia Bhar.	Buy	1975	2300	16	37.1	59.5	69.2	-9.0	60.4	16.3	53.1	33.1	2.1	2.0	4.1	6.3
Grasim Inds.	Buy	2729	3120	14	74.5	96.2	115.0	-22.1	29.1	19.6	36.6	28.4	3.4	3.3	-3.8	0.8
India Cem	Sell	291	300	3	-23.9	-3.9	3.4	216.0	Loss	LP	NM	NM	1.9	2.0	-14.7	-2.6
J K Cements	Buy	5263	6000	14	95.7	126.9	164.2	-6.8	32.6	29.3	55.0	41.5	6.8	6.0	12.6	15.4
JK Lakshmi Ce	Buy	813	970	19	22.1	37.7	40.2	-44.2	70.5	6.7	36.8	21.6	2.8	2.6	7.9	12.4
Ramco Cem	Neutral	986	900	-9	8.2	17.8	24.6	-50.8	116.6	38.0	120.0	55.4	3.1	2.9	2.6	5.4
Shree Cem	Neutral	30698	28000	-9	297.3	314.2	454.7	-56.5	5.7	44.7	103.2	97.7	5.3	5.1	5.2	5.3
Ultratech	Buy	12163	13700	13	221.9	296.4	374.9	-9.2	33.6	26.5	54.8	41.0	5.4	4.6	10.2	12.2
Aggregate								-28.0	40.3	29.4	54.9	39.1	3.6	3.3	6.5	8.4
Consumer																
Asian Paints	Neutral	2465	2550	3	44.1	49.6	56.7	-23.9	12.6	14.2	55.9	49.7	12.5	12.0	22.4	24.6
Britannia	Neutral	5464	5200	-5	91.1	102.6	114.9	2.7	12.6	12.0	60.0	53.3	30.5	26.8	53.2	53.6
Colgate	Neutral	2731	2650	-3	52.8	57.2	61.7	7.3	8.4	7.8	51.7	47.7	35.6	32.5	72.5	71.3
Dabur	Buy	491	575	17	10.1	11.6	12.9	-4.8	14.9	11.4	48.8	42.5	8.3	7.8	17.5	18.9
Emami	Buy	646	750	16	20.2	21.9	23.7	11.8	8.4	8.4	32.0	29.5	10.2	9.1	33.8	32.6
Godrej Cons.	Buy	1267	1400	11	19.3	23.9	27.7	-0.2	23.6	16.2	65.6	53.1	9.6	8.9	15.1	17.4
HUL	Buy	2325	2850	23	44.3	47.8	52.3	1.4	7.9	9.4	52.4	48.7	11.1	10.8	20.7	22.4
ITC	Buy	430	525	22	15.9	17.0	18.4	-2.9	6.9	8.0	27.0	25.3	7.0	6.8	26.3	27.4
Indigo Paints	Buy	1036	1350	30	28.1	33.1	38.2	-9.4	18.1	15.4	36.9	31.3	4.9	4.4	14.0	14.7
Jyothy Lab	Neutral	384	375	-2	10.4	11.5	12.6	5.5	11.4	9.6	37.1	33.3	7.5	6.8	20.6	21.4
L T Foods	Buy	365	460	26	17.3	22.7	27.2	1.5	31.0	19.9	21.1	16.1	3.3	2.8	16.6	18.8
Marico	Buy	713	775	9	12.6	14.0	15.3	10.0	11.3	9.5	56.6	50.8	23.2	22.1	41.8	44.6
Nestle	Neutral	2435	2400	-1	32.0	36.8	41.0	-22.0	15.0	11.4	76.2	66.1	58.5	49.7	83.9	81.4
Page Inds	Buy	45015	57500	28	616.9	708.4	839.8	20.9	14.8	18.5	73.0	63.5	28.6	24.6	39.2	38.7
Pidilite Ind.	Neutral	3075	3000	-2	41.1	47.5	54.6	16.1	15.6	14.7	74.8	64.7	16.5	14.6	23.4	23.9
P&G Hygiene	Neutral	14384	15000	4	251.2	278.9	309.3	14.0	11.0	10.9	57.3	51.6	49.8	41.7	95.3	88.1



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Tata Consumer	Buy	1160	1360	17	14.0	17.0	20.0	-2.4	21.7	17.4	82.9	68.1	5.7	5.1	7.7	8.2
United Brew	Neutral	2177	2000	-8	17.2	27.5	36.3	10.8	59.7	32.3	126.5	79.2	13.0	12.0	10.6	15.7
United Spirits	Neutral	1561	1550	-1	19.2	21.5	24.0	22.1	12.2	11.2	81.3	72.4	13.5	11.3	16.6	15.6
Varun Beverages	Buy	532	670	26	7.7	10.4	12.1	26.2	36.1	15.9	69.4	51.0	10.8	9.3	22.0	19.7
Aggregate								-1.6	12.4	11.0	49.6	44.1	11.2	10.6	22.6	24.0
Consumer Durables																
Havells India	Neutral	1604	1710	7	23.5	27.6	34.2	15.7	17.9	23.8	68.4	58.0	12.1	10.6	17.6	18.3
KEI Industries	Neutral	2980	3000	1	68.9	78.9	92.4	7.1	14.4	17.2	43.2	37.8	4.9	4.4	14.7	12.3
Polycab India	Buy	5517	6950	26	129.0	146.9	173.8	8.6	13.9	18.3	42.8	37.6	8.6	7.3	20.0	19.4
R R Kabel	Neutral	981	1020	4	24.7	31.1	40.8	-6.3	25.8	31.2	39.6	31.5	5.5	4.9	14.5	16.3
Voltas	Buy	1276	1710	34	25.6	30.2	38.0	253.5	18.2	25.8	49.9	42.2	6.4	5.7	12.8	13.5
Aggregate								24.3	16.4	21.7	51.7	44.4	8.3	7.3	16.0	16.4
EMS																
Amber Enterp.	Buy	6398	7800	22	76.2	114.0	173.6	93.2	49.6	52.3	84.0	56.1	9.3	8.0	11.7	15.3
Avalon Tech	Buy	862	970	13	9.9	16.8	25.5	131.4	70.1	52.3	87.4	51.4	9.2	7.8	11.2	16.5
Cyient DLM	Buy	483	600	24	9.3	15.2	22.0	20.8	63.6	44.5	51.8	31.7	4.0	3.6	8.0	12.0
Data Pattern	Neutral	2152	1870	-13	36.1	48.6	62.2	11.4	34.4	28.0	59.6	44.3	7.9	6.7	14.2	16.4
Dixon Tech.	Buy	16591	20500	24	124.1	168.2	242.4	101.9	35.5	44.1	133.6	98.6	41.0	29.1	36.1	34.5
Kaynes Tech	Buy	5834	6400	10	46.4	83.6	134.0	61.8	80.0	60.3	125.7	69.8	13.4	11.2	11.3	17.5
Syrma SGS Tech.	Buy	521	600	15	9.6	15.3	21.4	56.6	59.4	39.9	54.3	34.1	5.3	4.6	10.1	14.5
Aggregate								69.9	49.3	46.7	105.5	70.6	15.4	12.7	14.6	18.0
Healthcare																
Alembic Phar	Neutral	881	960	9	27.0	35.5	44.9	-14.2	31.5	26.4	32.7	24.8	3.3	3.0	10.4	12.5
Alkem Lab	Neutral	5220	5240	0	186.0	198.7	224.6	16.5	6.8	13.1	28.1	26.3	5.2	4.5	19.9	18.3
Ajanta Pharma	Buy	2786	3160	13	72.5	81.6	96.8	16.5	12.5	18.6	38.4	34.1	8.3	7.0	23.5	22.3
Apollo Hospitals	Buy	7161	8050	12	99.6	120.3	155.9	59.6	20.8	29.5	71.9	59.5	12.0	10.0	18.8	19.0
Aurobindo	Neutral	1258	1190	-5	61.8	68.9	79.1	10.2	11.4	14.8	20.4	18.3	2.2	2.0	11.5	11.5
Biocon	Buy	326	410	26	0.3	3.9	9.0	-80.9	1,044.6	128.5	946.7	82.7	1.9	1.9	0.2	2.3
Cipla	Neutral	1551	1530	-1	62.2	61.2	68.2	18.5	-1.6	11.4	24.9	25.4	4.0	3.5	16.0	13.8
Divis Lab	Neutral	6216	5980	-4	76.3	96.0	118.0	27.2	25.8	22.9	81.4	64.7	11.0	9.9	14.2	16.1
Dr Reddy's	Neutral	1201	1200	0	63.0	69.1	65.6	-0.6	9.6	-5.0	19.1	17.4	3.0	2.6	17.2	16.2
Dr Agarwal's Hea	Buy	390	510	31	2.9	4.0	5.3	9.7	37.2	32.2	134.2	97.8	5.8	5.5	5.3	5.8
ERIS Lifescience	Neutral	1511	1320	-13	26.9	39.6	54.5	-7.9	46.8	37.9	56.1	38.2	7.2	6.2	13.6	17.5
Gland Pharma	Buy	1466	1830	25	42.5	55.1	66.4	-10.8	29.7	20.6	34.5	26.6	2.6	2.3	7.7	9.2
Glenmark	Buy	1422	1690	19	49.7	60.7	71.1	1,902.5	22.0	17.1	28.6	23.4	4.4	3.7	16.5	17.1
GSK Pharma	Neutral	2917	3030	4	51.3	59.0	69.0	18.4	15.1	16.9	56.9	49.4	22.6	18.2	39.8	36.8
Global Health	Buy	1242	1410	13	19.8	24.9	30.9	11.0	26.2	23.9	62.9	49.8	10.1	8.6	17.1	18.7
Granules India	Buy	476	560	18	19.5	26.5	33.4	12.5	35.7	26.0	24.4	17.9	3.1	2.7	13.7	16.2
IPCA Labs	Buy	1446	1820	26	34.4	45.5	56.1	38.5	32.2	23.3	42.0	31.8	5.2	4.6	13.0	15.3
Laurus Labs	Buy	647	750	16	5.8	10.5	14.3	92.3	81.0	36.2	111.5	61.7	8.0	7.2	7.2	11.7
Lupin	Neutral	2105	2150	2	71.9	79.1	85.6	73.1	10.1	8.1	29.3	26.6	5.5	4.6	20.7	18.9
Mankind Pharma	Buy	2603	2930	13	49.0	54.3	71.3	2.6	10.9	31.3	53.1	47.9	7.8	6.9	17.4	15.2
Max Healthcare	Buy	1108	1301	17	15.4	22.2	26.1	11.8	44.6	17.3	72.1	49.9	10.1	8.4	14.9	18.3
Piramal Pharma	Buy	220	280	27	0.7	2.2	4.0	66.5	214.6	81.7	311.8	99.1	3.3	3.2	1.2	3.6
Sun Pharma	Buy	1805	2000	11	49.2	59.5	66.6	18.7	21.0	11.9	36.7	30.3	5.9	5.0	17.2	17.9
Torrent Pharma	Neutral	3324	3390	2	56.9	74.9	93.8	20.8	31.5	25.4	58.4	44.4	7.0	5.8	25.8	28.5
Zydus Lifesciences	Neutral	880	930	6	44.3	48.7	43.0	17.7	10.0	-11.7	19.9	18.1	3.5	3.0	19.7	17.8
Aggregate								19.9	17.8	13.7	37.5	31.9	5.3	4.7	14.2	14.6
Infrastructure																
G R Infraproject	Buy	1114	1330	19	70.3	76.3	93.3	-3.7	8.5	22.4	15.9	14.6	1.4	1.3	9.0	9.0
IRB Infra	Neutral	48	50	3	1.1	2.4	2.8	9.2	116.7	17.2	44.3	20.4	1.5	1.4	3.9	7.0
KNR Constructions	Buy	242	290	20	14.9	15.2	20.0	-1.9	1.8	31.2	16.2	15.9	1.7	1.6	11.7	10.3
Aggregate											26.5	17.9	1.5	1.4	5.5	7.6
Logistics																



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Adani Ports	Buy	1237	1560	26	50.3	60.5	73.0	21.9	20.2	20.7	24.6	20.5	4.3	3.6	18.8	19.2
Blue Dart Express	Buy	6540	7500	15	115.5	181.4	234.1	-5.0	57.0	29.1	56.6	36.1	9.9	8.4	18.2	25.1
Concor	Buy	707	840	19	22.6	28.1	33.4	12.6	24.2	18.8	31.3	25.2	3.4	3.2	11.3	13.1
JSW Infra	Buy	301	380	26	6.7	7.7	9.8	15.1	15.9	26.5	45.2	39.0	7.0	6.1	16.4	16.8
Mahindra Logistics	Neutral	317	300	-5	-5.0	14.2	26.7	-38.8	LP	87.7	NM	22.3	5.2	4.4	-7.5	20.6
Transport Corp.	Buy	1163	1330	14	53.3	63.1	73.9	16.4	18.3	17.1	21.8	18.4	3.8	3.1	18.4	18.3
TCI Express	Neutral	693	680	-2	22.8	29.9	34.2	-33.8	31.2	14.4	30.4	23.2	3.5	3.1	11.9	14.3
VRL Logistics	Buy	485	600	24	18.5	20.5	25.0	82.2	11.1	22.2	26.3	23.7	4.2	3.9	16.4	17.0
Aggregate											27.9	22.9	4.5	3.9	16.1	16.9
Media																
PVR Inox	Neutral	1012	1075	6	-18.1	9.4	23.2	-255.5	LP	147.9	NM	108.2	1.4	1.4	-2.5	1.3
Sun TV	Neutral	659	630	-4	42.2	45.1	48.5	-11.4	7.1	7.4	15.6	14.6	2.3	2.1	14.6	14.4
Zee Ent.	Neutral	114	115	1	8.0	8.9	9.6	77.2	10.6	7.8	14.2	12.8	1.0	0.9	6.9	7.3
Aggregate								-7.0	20.8	12.2	20.6	17.1	1.6	1.5	7.5	8.6
Metals																
Coal India	Buy	400	480	20	55.9	63.3	70.5	-7.9	13.3	11.3	7.2	6.3	2.5	2.1	34.6	32.9
Hindalco	Buy	628	770	23	70.3	65.8	70.7	54.1	-6.5	7.6	8.9	9.6	1.5	1.3	18.0	14.6
Hind. Zinc	Neutral	459	460	0	23.7	31.1	32.0	29.1	31.3	2.8	19.4	14.8	15.5	9.4	72.2	79.3
JSPL	Buy	909	1130	24	40.0	63.5	96.6	-31.5	58.7	52.2	22.7	14.3	1.9	1.7	8.7	12.6
JSW Steel	Buy	1045	1220	17	16.4	54.0	82.9	-55.6	230.3	53.5	63.9	19.3	3.2	2.7	5.0	15.2
Nalco	Neutral	162	185	14	24.4	14.0	16.5	168.3	-42.6	17.6	6.6	11.6	1.6	1.5	27.5	13.4
NMDC	Buy	68	80	18	8.0	8.5	9.3	21.6	5.7	9.9	8.5	8.0	1.9	1.7	24.8	22.2
SAIL	Neutral	118	125	6	2.1	17.5	15.9	-20.5	743	-9.1	56.9	6.8	0.8	0.8	1.5	11.9
Tata Steel	Neutral	142	140	-1	2.5	10.7	15.5	-6.6	322	45.5	56.0	13.3	2.1	2.0	3.7	15.6
Vedanta	Neutral	420	500	19	34.5	41.9	48.4	160.3	21	15.7	12.2	10.0	5.1	4.1	42.0	45.6
Aggregate								11.6	37.2	19.1	14.4	10.5	2.4	2.1	16.5	19.9
Oil & Gas																
Aegis Logistics	Neutral	775	715	-8	14.8	20.0	20.4	-9.0	35.3	2.1	52.5	38.8	6.4	5.8	12.7	15.7
BPCL	Neutral	302	257	-15	28.7	26.0	26.2	-54.7	-9.6	0.8	10.5	11.6	1.6	1.5	15.6	13.1
Castrol India	Buy	209	260	25	9.4	9.5	10.1	7.3	1.8	6.0	22.2	21.9	9.1	8.4	42.1	39.8
GAIL	Buy	193	214	11	13.4	16.9	18.3	-2.3	26.1	8.5	14.4	11.4	1.7	1.6	16.5	14.8
Gujarat Gas	Buy	458	475	4	15.8	17.2	19.0	-1.1	8.9	10.3	29.0	26.6	3.8	3.4	13.5	13.5
Gujarat St. Pet.	Neutral	319	315	-1	15.5	10.3	10.3	-31.9	-33.3	-0.7	20.6	30.8	1.7	1.6	8.3	5.3
HPCL	Buy	390	455	17	31.7	45.4	46.9	-57.8	43.0	3.3	12.3	8.6	1.6	1.4	13.7	17.4
IOC	Buy	138	152	10	6.3	10.2	10.1	-78.6	60.9	-0.9	21.9	13.6	1.0	1.0	4.6	7.2
IGL	Neutral	185	228	23	10.1	11.9	13.1	-19.1	17.4	10.3	18.4	15.6	2.7	2.4	15.6	16.4
Mahanagar Gas	Buy	1324	1750	32	106.4	110.4	117.7	-19.6	3.8	6.6	12.4	12.0	2.3	2.0	19.3	17.9
MRPL	Sell	141	115	-19	-0.8	10.4	12.2	-103.7	LP	17.3	NM	13.6	1.9	1.7	-1.0	13.1
Oil India	Buy	403	485	20	36.2	42.7	47.2	-25.5	17.8	10.5	11.1	9.4	1.4	1.2	12.8	13.7
ONGC	Buy	249	290	16	35.8	37.4	39.7	-22.8	4.4	6.3	7.0	6.7	0.9	0.8	12.8	12.2
PLNG	Neutral	312	330	6	24.2	29.3	31.3	2.8	20.7	7.1	12.9	10.7	2.5	2.2	20.3	21.8
Reliance Ind.	Buy	1302	1510	16	50.4	60.6	67.9	-2.0	20.3	12.1	25.8	21.5	2.1	1.9	8.3	9.2
Aggregate								-32.1	17.8	8.2	17.5	14.8	1.6	1.5	9.4	10.3
Real Estate																
Anant Raj	Buy	489	1085	122	12.4	17.9	20.8	59.4	44.6	15.8	39.4	27.3	4.0	3.5	10.2	12.9
Brigade Enterpr.	Buy	1038	1415	36	37.8	44.1	63.1	71.0	16.6	43.1	27.5	23.5	3.6	3.1	16.2	14.3
DLF	Buy	681	960	41	11.1	17.5	13.0	0.6	58.1	-25.4	61.5	38.9	2.8	2.6	6.7	9.8
Godrej Propert.	Buy	2147	2475	15	51.3	64.4	64.8	90.9	25.5	0.6	41.8	33.3	3.4	3.1	10.4	9.8
Kolte Patil Dev.	Buy	341	394	15	15.1	41.5	36.4	-265.1	174.4	-12.3	22.6	8.2	3.2	2.3	14.8	32.7
Oberoi Realty	Neutral	1681	1809	8	61.2	82.7	100.7	15.4	35.2	21.8	27.5	20.3	3.9	3.3	15.0	17.5
Macrotech Devel.	Buy	1320	-		22.6	34.1	36.8	33.5	50.9	8.0	58.4	38.7	6.5	5.6	11.7	15.5
Mahindra Lifespace	Neutral	337	345	2	5.5	6.0	17.8	-13.5	9.9	196.0	61.7	56.2	2.7	2.6	4.5	4.8
SignatureGlobal	Buy	1172	1815	55	19.1	58.6	120.5	1,522.4	207.1	105.7	61.4	20.0	18.4	9.6	35.2	63.0
Sunteck Realty	Buy	409	535	31	12.5	32.2	10.1	157.7	157.9	-68.5	32.7	12.7	1.8	1.6	5.7	13.4



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Sobha	Buy	1293	1714	33	11.6	48.9	81.2	124.3	320.7	66.2	111.3	26.5	3.6	3.2	3.8	12.9
Prestige Estates	Buy	1291	1725	34	21.7	22.2	26.5	14.4	2.4	19.5	59.6	58.2	2.8	2.7	5.7	4.8
Phoenix Mills	Neutral	1670	1693	1	30.1	41.3	55.7	-2.2	37.2	34.9	55.5	40.4	5.7	5.0	10.8	13.3
Aggregate								27.8	48.4	10.9	51.2	34.5	4.4	4.0	8.7	11.5
Retail																
Aditya Birla Fashion	Neutral	273	285	4	-4.7	-0.6	-0.6	-22.8	Loss	Loss	NM	NM	3.3	3.3	-8.8	-0.9
Avenue Supermarts	Buy	4497	4650	3	42.5	50.2	59.5	9.0	18.2	18.5	105.9	89.6	13.6	11.8	13.8	14.1
Barbeque-Nation	Neutral	288	325	13	-2.3	-1.0	0.4	-20.2	Loss	LP	NM	NM	2.9	3.0	-2.3	-1.0
Bata India	Neutral	1225	1185	-3	20.7	24.4	29.6	-9.2	18.2	21.2	59.2	50.1	9.0	8.3	16.3	17.3
Campus Activewe.	Buy	249	300	20	4.0	5.3	6.6	37.5	30.8	26.0	62.1	47.4	9.9	8.2	15.9	17.2
Devyani Intl.	Buy	179	200	12	0.2	1.5	2.1	-78.0	799.8	39.1	1,060.0	117.8	35.4	42.6	2.4	32.8
Jubilant Food.	Neutral	716	715	0	4.3	6.6	8.5	9.0	53.6	29.3	166.6	108.4	21.6	21.5	13.0	19.8
Kalyan Jewellers	Buy	520	625	20	8.0	10.4	12.6	38.5	29.7	21.4	64.7	49.9	11.4	9.8	18.6	21.2
Metro Brands	Buy	1097	1350	23	13.6	16.3	20.8	6.8	19.9	27.7	80.6	67.2	13.6	11.6	18.5	19.1
P N Gadgil Jewellers	Buy	529	825	56	16.8	21.9	27.9	28.2	30.7	27.1	31.6	24.1	4.5	3.8	21.2	16.9
Raymond Lifestyle	Buy	1033	1600	55	21.6	56.0	73.1	-73.1	159.2	30.5	47.8	18.4	0.6	0.6	2.9	7.2
Restaurant Brand	Buy	78	135	74	-4.2	-2.5	-0.4	-2.2	Loss	Loss	NM	NM	4.7	5.6	-30.0	-16.7
Relaxo Footwear	Sell	437	370	-15	6.9	7.8	9.1	-14.1	12.4	17.6	63.1	56.1	5.1	4.8	8.3	8.8
Sapphire Foods	Buy	340	425	25	1.3	3.2	4.9	-23.1	153.3	52.7	271.0	107.0	7.9	7.4	3.0	7.1
Senco Gold	Neutral	385	350	-9	11.2	14.0	17.1	-3.5	24.7	21.8	34.2	27.4	3.3	2.9	11.1	11.3
Shoppers Stop	Neutral	562	600	7	-0.2	-2.0	-3.8	-103.8	Loss	Loss	NM	NM	14.6	15.7	-0.7	-7.1
Titan Company	Buy	3384	3800	12	42.8	53.1	63.2	9.0	24.1	19.1	79.1	63.7	25.0	19.6	35.5	34.5
Trent	Buy	5321	6800	28	42.2	55.0	66.8	44.5	30.3	21.3	126.0	96.7	31.8	23.5	31.2	29.9
Vedant Fashions	Neutral	801	850	6	16.5	19.0	21.4	-3.2	15.0	12.4	48.5	42.1	11.1	9.9	23.6	22.7
V-Mart Retail	Neutral	3330	3350	1	-8.2	23.7	58.6	-83.2	LP	147.4	NM	140.7	8.2	7.8	NM	6.2
Westlife Foodworld	Neutral	724	800	11	0.3	4.3	8.0	-93.0	1,278.2	87.4	2,322.3	168.5	15.4	16.3	0.7	9.4
Aggregate								16.0	36.6	22.8	103.4	77.0	13.1	11.7	12.6	15.2
Technology																
Cyient	Sell	1243	1120	-10	55.4	74.6	83.2	-17.2	34.7	11.5	22.4	16.7	2.6	2.4	12.1	14.0
HCL Tech.	Buy	1587	1800	13	63.9	68.8	75.0	10.3	7.7	9.1	24.8	23.1	6.2	6.2	25.2	27.1
Infosys	Neutral	1471	1600	9	63.8	66.9	71.9	0.8	4.8	7.5	23.1	22.0	6.4	6.3	28.8	29.0
LTI Mindtree	Buy	4531	5150	14	155.3	172.4	193.6	0.3	11.0	12.3	29.2	26.3	5.9	5.2	23.3	21.1
L&T Technology	Neutral	4480	4400	-2	119.0	140.6	162.3	-3.3	18.2	15.4	37.6	31.8	7.8	6.8	22.0	22.6
Mphasis	Neutral	2467	2550	3	89.5	100.0	109.6	9.5	11.7	9.5	27.5	24.7	4.9	4.6	18.7	19.4
Coforge	Buy	7253	11000	52	127.9	233.8	282.1	-0.5	82.7	20.7	56.7	31.0	11.5	9.8	21.3	33.8
Persistent Sys	Buy	5158	6450	25	90.2	114.1	141.3	20.1	26.5	23.8	57.1	45.2	12.5	10.8	24.8	26.0
TCS	Buy	3401	3850	13	134.2	142.5	153.1	6.3	6.2	7.5	25.3	23.9	13.0	12.5	52.4	53.3
Tech Mah	Buy	1446	1950	35	48.0	61.0	77.1	17.3	27.1	26.4	30.1	23.7	4.7	4.5	15.7	19.5
Wipro	Sell	243	215	-11	12.5	12.1	12.6	22.8	-3.7	4.3	19.4	20.1	3.1	3.0	16.6	15.1
Zensar Tech	Neutral	703	770	10	28.0	32.0	36.1	-4.0	14.3	13.1	25.1	22.0	4.0	3.5	16.9	17.0
Aggregate								8.5	7.2	8.7	25.3	23.6	7.2	7.0	28.4	29.5
Telecom																
Bharti Airtel	Buy	1845	1990	8	36.5	44.7	62.1	85.6	22.5	38.9	50.6	41.3	10.1	7.6	22.8	22.8
Bharti Hexacom	Buy	1640	1625	-1	23.3	38.4	56.2	44.2	64.9	46.5	70.4	42.7	14.1	11.5	22.3	29.6
Indus Towers	Neutral	406	385	-5	23.0	24.1	25.8	2.5	5.0	7.0	17.7	16.9	3.2	3.1	19.7	18.2
Vodafone Idea	Sell	8	7	-18	-3.9	-2.8	-2.6	-39.5	Loss	Loss	NM	NM	-0.2	-0.3	NM	NM
Tata Comm	Neutral	1607	1660	3	28.7	52.6	69.7	-32.0	82.9	32.5	55.9	30.6	15.2	12.2	34.1	44
Aggregate								LP	352.7	219.5	997	220	37.6	17.7	3.8	8.0
Utilities																
Acme Solar	Buy	223	290	30	3.3	5.7	10.4	38.6	75.2	82.2	68.2	38.9	3.0	2.8	5.5	7.3
Indian Energy Exchange	Neutral	191	-		4.7	5.4	6.3	21.4	15.1	17.2	41.0	35.6	14.7	12.2	39.4	37.4



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
JSW Energy	Buy	504	674	34	10.1	15.2	19.5	-3.8	50.2	28.7	49.9	33.2	4.0	3.6	8.2	11.3
NTPC	Neutral	363	368	1	20.8	25.4	27.6	-3.2	22.4	8.5	17.5	14.3	2.0	1.9	12.1	13.7
Power Grid Corpn	Buy	314	381	21	17.9	19.3	20.4	7.0	7.8	5.4	17.5	16.3	3.1	2.9	18.4	18.4
Suzlon Energy	Buy	60	75	25	1.0	1.6	2.4	81.3	70.7	47.5	63.3	37.1	15.7	11.0	28.4	35.0
Tata Power Co.	Buy	396	482	22	12.3	16.2	17.5	12.6	31.4	7.8	32.1	24.4	3.5	3.1	11.5	13
Aggregate								3.8	20.4	10.5	22	18	2.9	2.6	13.2	14.5
Others																
APL Apollo Tubes	Buy	1630	1850	13	25.7	42.9	55.8	-2.6	66.8	30.1	63.4	38.0	10.9	8.7	18.4	25.5
Cello World	Buy	582	700	20	16.0	17.8	23.4	2.8	11.0	31.4	36.3	32.7	8.4	6.7	23.1	20.6
Coromandel Intl	Buy	2233	2350	5	60.1	76.4	90.3	7.7	27.2	18.2	37.2	29.2	6.1	5.2	17.5	19.2
Dreamfolks Services	Buy	252	300	19	12.3	17.2	20.5	-1.6	39.7	19.1	20.4	14.6	4.3	3.3	24.9	26.8
EPL	Buy	199	270	36	10.9	14.1	16.6	34.0	29.2	18.2	18.3	14.2	2.8	2.5	15.9	18.5
Eternal	Buy	236	260	10	0.8	2.3	4.5	91.1	191.4	98.2	303.3	104.1	9.7	8.8	3.2	8.9
Godrej Agrovet	Buy	795	930	17	23.4	32.8	38.0	24.9	40.2	15.8	34.0	24.3	5.5	6.8	17.0	25.0
Gravita India	Buy	1942	2300	18	41.9	57.8	76.3	20.9	38.1	32.1	46.4	33.6	6.7	5.6	20.8	18.2
Indiamart Inter.	Buy	2317	2500	8	79.2	79.7	92.9	43.5	0.6	16.6	29.3	29.1	6.5	5.6	24.6	20.7
Indian Hotels	Buy	818	950	16	11.7	15.1	17.9	32.0	28.8	18.6	69.9	54.3	10.3	8.8	16.1	17.5
Info Edge	Neutral	7163	7000	-2	61.5	91.3	112.1	-4.4	48.5	22.8	116.5	78.5	3.5	3.4	2.9	4.4
Interglobe	Buy	5520	6550	19	142.8	257.9	272.0	-32.6	80.6	5.5	38.7	21.4	28.5	12.2	117.6	80.1
Kajaria Ceramics	Buy	818	1020	25	22.9	26.3	30.2	-15.8	14.6	15.2	35.7	31.1	4.7	4.5	13.1	14.3
Lemon Tree Hotel	Buy	146	190	30	2.2	3.9	4.6	18.2	73.5	17.7	64.8	37.4	10.0	7.9	16.6	23.5
MTAR Tech	Buy	1425	1900	33	23.5	43.3	69.8	28.8	84.3	61.2	60.6	32.9	5.9	5.0	10.1	16.3
One 97	Neutral	906	870	-4	-3.6	2.9	15.7	-83.9	LP	435.7	NM	308.8	4.5	4.5	-1.7	1.5
Qess Corp	Neutral	350	720	106	25.9	31.7	37.7	26.8	22.5	18.7	13.5	11.0	1.3	1.2	13.5	15.5
SBI Cards	Neutral	927	975	5	20.2	32.9	45.1	-20.4	62.9	37.1	45.8	28.0	6.4	5.3	14.8	20.6
SIS	Buy	343	400	17	24.7	31.0	37.3	90.6	25.2	20.6	13.9	11.1	0.8	0.7	13.8	15.0
Swiggy	Neutral	341	380	11	-13.1	-16.2	-11.3	22.9	Loss	Loss	NM	NM	8.6	14.5	-35.9	-51.1
Team Lease Serv.	Buy	1985	2200	11	64.9	109.1	126.5	0.1	68.2	15.9	30.6	18.2	3.7	3.1	12.4	18.1
Updater Services	Buy	304	370	22	16.8	20.8	25.6	47.7	24.0	23.0	18.1	14.6	2.1	1.8	12.3	13.3
UPL	Neutral	685	670	-2	27.8	45.9	67.1	660.9	64.8	46.2	24.6	14.9	1.4	1.3	8.5	13.3



Index	1 Day (%)	1M (%)	12M (%)
Sensex	-0.4	2.3	8.1
Nifty-50	-0.3	2.5	8.2
Nifty Next 50	-0.1	3.6	4.1
Nifty 100	-0.3	2.7	7.3
Nifty 200	-0.3	3.0	7.7
Company	1 Day (%)	1M (%)	12M (%)
Automobiles	-0.3	2.0	2.1
Amara Raja Ener.	-1.0	-6.5	-11.8
Apollo Tyres	2.2	8.7	-3.3
Ashok Leyland	0.0	8.5	29.9
Bajaj Auto	-0.7	0.9	-5.7
Balkrishna Inds	0.0	-1.2	10.5
Bharat Forge	-2.6	-7.9	-9.5
Bosch	0.0	0.5	-1.5
CEAT	2.4	8.3	22.4
Craftsman Auto	0.7	1.8	6.0
Eicher Motors	-1.6	4.2	24.7
Endurance Tech.	-0.3	-2.4	0.9
Escorts Kubota	-1.6	3.6	4.3
Exide Inds.	0.4	4.5	-14.0
Happy Forgings	-0.1	-5.2	-15.4
Hero Motocorp	0.4	9.0	-10.0
Hyundai Motor	-0.1	-2.3	
M & M	-0.6	4.6	41.0
CIE Automotive	0.0	1.4	-14.6
Maruti Suzuki	-0.1	-0.2	-8.1
MRF	1.5	13.9	1.1
Sona BLW Precis.	-1.9	-6.5	-29.6
Motherson Sumi	0.3	1.6	7.3
Motherson Wiring	-0.1	0.5	-20.7
Tata Motors	1.3	-6.3	-32.6
TVS Motor Co.	-1.2	13.5	41.2
Tube Investments	-0.7	-7.0	-26.4
Banks-Private	-0.2	6.6	14.3
AU Small Fin. Bank	2.3	23.8	10.0
Axis Bank	0.0	10.0	13.5
Bandhan Bank	0.1	15.9	-7.1
DCB Bank	0.9	11.4	-5.2
Equitas Sma. Fin	-0.5	0.4	-20.9
Federal Bank	1.1	3.1	31.4
HDFC Bank	-0.4	6.5	26.8
ICICI Bank	-1.5	3.3	27.9
IDFC First Bank	-1.2	16.9	-18.8
Indusind Bank	3.2	22.5	-44.4
Kotak Mah. Bank	-0.2	2.2	20.6
RBL Bank	3.5	13.2	-24.4
SBI Cards	1.2	8.4	23.6
Banks-PSU	-0.2	5.7	-6.3
BOB	0.2	12.3	-2.7
Canara Bank	-0.1	8.8	-16.8
Indian Bank	-1.4	4.8	12.6
Punjab Natl.Bank	-0.3	7.1	-22.8
St Bk of India	0.0	4.2	5.2

Index	1 Day (%)	1M (%)	12M (%)
Nifty 500	-0.3	3.0	7.0
Nifty Midcap 100	-0.1	4.7	10.0
Nifty Smallcap 100	0.0	3.7	1.3
Nifty Midcap 150	-0.2	4.0	8.8
Nifty Smallcap 250	0.0	3.4	2.0
Union Bank (I)	-0.6	0.8	-12.6
NBFCs	-0.5	5.0	22.7
Aditya Birla Capital Ltd	-4.9	3.4	-4.7
Bajaj Fin.	1.1	15.3	-23.5
Cholaman.Inv.&Fn	-3.0	16.2	44.1
Can Fin Homes	3.6	14.5	-64.7
CreditAcc. Gram.	-1.6	11.0	-8.9
Fusion Microfin.	0.1	3.8	25.4
Five-Star Bus.Fi	-0.3	13.2	7.7
Home First Finan	0.0	6.1	-8.9
Indostar Capital	-1.3	-4.8	18.9
IIFL Finance	-0.5	-8.4	4.1
L&T Finance	2.9	9.8	-4.7
LIC Housing Fin.	-1.9	-8.6	30.9
MCX	-0.6	-1.0	-25.1
M & M Fin. Serv.	0.9	15.6	29.9
Muthoot Finance	-0.2	-1.0	0.0
Manappuram Fin.	-1.6	14.1	-19.7
MAS Financial Serv.	0.3	2.0	8.0
PNB Housing	-1.1	12.1	-22.9
Power Fin.Corp.	3.8	20.0	-64.7
REC Ltd	-3.9	4.0	27.1
Repco Home Fin	-1.9	0.9	18.7
Shriram Finance	-1.2	-2.8	-10.4
Spandana Sphoort	-0.4	5.2	-12.1
Nippon Life Ind.	0.5	10.7	31.4
UTI AMC	-0.3	10.9	24.2
Nuvama Wealth	-4.6	7.7	87.2
Prudent Corp.	1.4	15.4	62.1
NBFC-Non Lending			
360 One	-2.3	10.0	-6.1
Aditya AMC	-1.4	6.1	25.3
Anand Rathi Wea.	0.0	13.7	14.8
Angel One	-1.2	1.2	32.4
BSE	0.1	0.0	-10.2
C D S L	-0.7	-1.9	13.8
Cams Services	-2.4	12.2	16.7
HDFC AMC	0.8	39.5	107.5
KFin Technolog.	-0.2	2.3	26.9
MCX	-0.6	-1.0	-25.1
Nippon Life Ind.	0.5	10.7	31.4
Nuvama Wealth	-4.6	7.7	87.2
Prudent Corp.	1.4	15.4	62.1
UTI AMC	-0.3	10.9	24.2
Insurance			
HDFC Life Insur.	-0.1	4.2	19.2
ICICI Pru Life	-0.8	0.9	4.6
ICICI Lombard	0.0	5.3	10.6



Company	1 Day (%)	1M (%)	12M (%)
Life Insurance	-0.7	1.8	-17.7
Max Financial	0.5	7.8	21.0
Niva Bupa Health	5.2	18.8	
SBI Life Insuran	-0.5	2.4	10.1
Star Health Insu	-0.7	12.3	-29.3
Chemicals			
Alkyl Amines	-0.8	3.9	-12.2
Atul	0.3	4.1	5.6
Clean Science	0.2	-0.4	-6.2
Deepak Nitrite	-0.5	-4.2	-16.5
Fine Organic	-0.6	7.0	-4.5
Galaxy Surfact.	1.1	2.5	-15.0
Navin Fluor.Intl.	1.0	3.8	32.6
NOCIL	1.1	0.8	-31.3
P I Inds.	0.0	4.8	-2.6
SRF	1.3	1.6	16.0
Tata Chemicals	0.8	1.3	-23.3
Vinati Organics	3.0	8.0	5.1
Capital Goods	1.5	0.4	-49.7
A B B	-0.4	2.8	-10.3
Bharat Electron	0.0	1.2	29.3
Cummins India	-1.0	-3.9	-9.5
Hind.Aeronautics	-0.2	4.1	9.0
Hitachi Energy	0.1	13.6	69.5
K E C Intl.	0.0	-7.9	0.0
Kalpataru Proj.	0.0	0.9	-15.8
Kirloskar Oil	-0.5	0.4	-20.9
Larsen & Toubro	0.0	-5.2	-9.2
Siemens	1.1	11.8	3.0
Thermax	5.4	5.0	-18.0
Triveni Turbine	-0.2	-9.7	-3.3
Zen Technologies	-1.6	-7.0	40.9
Cement			
Ambuja Cem.	-0.4	10.1	-11.2
ACC	0.7	6.9	-19.2
Birla Corp.	1.2	5.2	-24.2
Dalmia Bhar.	4.5	13.1	0.6
Grasim Inds.	1.6	8.6	16.7
India Cem	1.0	3.0	27.9
J K Cements	3.6	11.0	26.0
JK Lakshmi Cem.	1.5	4.8	1.2
The Ramco Cement	1.1	14.7	21.8
Shree Cement	1.1	4.3	26.0
UltraTech Cem.	1.8	10.0	25.9
Consumer	-1.1	6.9	5.5
Asian Paints	0.5	6.1	-14.1
Britannia Inds.	-1.5	13.9	13.1
Colgate-Palm.	1.6	12.6	-0.6
Dabur India	1.1	-3.1	-3.5
Emami	-0.2	12.7	44.7
Godrej Consumer	0.0	14.6	4.5
Hind. Unilever	-4.1	3.1	2.9
ITC	-0.2	4.7	6.0
Indigo Paints	-1.6	3.2	-21.4

Company	1 Day (%)	1M (%)	12M (%)
Jyothy Lab.	-2.0	12.0	-9.0
L T Foods	-1.0	-6.5	69.0
Marico	-0.5	12.6	39.9
Nestle India	0.0	7.5	-2.7
Page Industries	-2.0	4.4	24.1
Pidilite Inds.	0.3	9.0	4.3
P & G Hygiene	1.0	3.5	-9.4
Tata Consumer	1.0	19.7	5.9
United Breweries	-2.8	10.9	7.2
United Spirits	-1.2	12.1	31.9
Varun Beverages	-3.1	0.2	-7.9
Consumer Durables	-0.2	4.6	6.7
Polycab India	-0.5	8.2	2.3
R R Kabel	-1.3	3.4	-24.5
Havells	-1.8	9.7	-1.5
Voltas	0.5	5.1	-40.5
KEI Industries	-1.8	-11.9	-9.8
EMS			
Amber Enterp.	-3.3	-8.8	68.6
Avalon Tech	-3.5	8.9	62.5
Cyient DLM	-2.3	13.2	-33.1
Data Pattern	-0.8	23.9	-29.7
Dixon Technolog.	-0.1	13.6	103.6
Kaynes Tech	-1.4	15.9	122.5
Syrma SGS Tech.	0.1	8.1	9.3
Healthcare	1.1	0.9	18.2
Alembic Pharma	-0.4	-8.2	-8.1
Alkem Lab	-0.6	2.9	10.2
Apollo Hospitals	0.2	8.2	13.9
Ajanta Pharma	3.8	0.8	30.8
Aurobindo	0.9	4.0	16.0
Biocon	-2.7	-6.5	12.8
Zydus Lifesci.	1.4	-4.7	-5.7
Cipla	1.2	1.8	11.0
Divis Lab	4.9	5.2	63.0
Dr Reddy's	1.2	-0.8	0.9
Dr Agarwals Health	-2.2	-11.9	
ERIS Lifescience	2.6	11.2	73.8
Gland Pharma	-0.9	-9.0	-16.6
Glenmark	-0.5	0.9	-13.9
Global Health	-2.0	-7.1	13.6
Granules	2.4	1.1	40.4
GSK Pharma	0.6	-4.8	32.7
IPCA Labs	-1.7	-0.5	7.3
Laurus Labs	-0.8	3.6	48.6
Lupin	0.7	-0.7	33.2
Mankind Pharma	-1.9	-3.3	36.7
Max Healthcare	2.1	9.6	8.4
Piramal Pharma	-1.7	0.4	58.5
Sun Pharma	0.8	1.1	21.4
Torrent Pharma	-0.2	1.6	23.8
Infrastructure	-0.3	2.6	2.8
G R Infraproject	0.6	6.9	-17.5



Company	1 Day (%)	1M (%)	12M (%)
IRB Infra.Devl.	-0.2	3.0	-28.3
KNR Construct.	3.6	0.6	-7.5
Logistics			
Adani Ports	-0.2	3.0	-6.4
Blue Dart Exp.	0.2	9.4	4.9
Container Corpn.	-0.8	-1.2	-27.3
JSW Infrast	2.2	-3.7	21.0
Mahindra Logis.	1.3	18.8	-32.0
Transport Corp.	6.1	5.4	32.6
TCL Express	-0.3	0.0	-36.0
VRL Logistics	0.8	0.1	-13.1
Media	0.1	3.3	-14.9
PVR INOX	3.0	3.6	-28.1
Sun TV	0.3	1.2	6.3
Zee Ent.	-0.6	8.1	-18.7
Metals	0.2	-5.5	-4.2
Hindalco	-0.1	-10.4	-1.2
Hind. Zinc	2.3	1.3	12.1
JSPL	-1.2	-1.6	-3.0
JSW Steel	0.5	-1.6	18.3
Nalco	0.0	-13.4	-13.8
NMDC	-0.1	-2.2	-17.8
SAIL	1.1	0.7	-28.3
Tata Steel	0.3	-10.7	-14.5
Vedanta	0.5	-11.0	9.6
Oil & Gas	-0.2	3.1	-8.3
Aegis Logistics	0.0	1.7	64.1
BPCL	-1.0	3.1	18.5
Castrol India	-0.7	-1.8	28.2
GAIL	0.5	7.7	1.8
Gujarat Gas	-0.1	6.6	-6.8
Gujarat St. Pet.	0.1	-4.8	-1.8
HPCL	1.7	10.3	-15.7
IOCL	-0.7	8.4	7.6
IGL	0.4	7.9	20.2
Mahanagar Gas	0.5	3.5	-18.0
MRPL	-0.1	-8.9	-18.2
Oil India	0.0	-1.4	-43.2
ONGC	0.1	-4.7	-6.9
PLNG	-1.0	1.1	-0.7
Reliance Ind.	-1.1	2.3	-10.7
Real Estate	-1.4	0.9	-8.4
Anant Raj	-1.8	-9.6	34.1
Brigade Enterpr.	-1.1	4.4	1.7
DLF	-1.0	-3.6	-23.8
Godrej Propert.	-0.3	-2.0	-15.9
Kolte Patil Dev.	0.4	1.4	-37.0
Mahindra Life.	1.5	0.4	-49.7
Macrotech Devel.	-3.4	8.5	5.6
Oberoi Realty Ltd	-1.6	0.2	14.9
SignatureGlobal	-0.9	1.2	-3.2
Sobha	-0.2	2.7	-23.0
Sunteck Realty	-0.5	0.9	-7.3

Company	1 Day (%)	1M (%)	12M (%)
Phoenix Mills	-0.3	-0.7	4.7
Prestige Estates	-2.3	6.0	-1.3
Retail			
Aditya Bir. Fas.	0.1	7.3	5.1
Avenue Super.	-0.2	15.2	-6.2
Bata India	-0.6	-0.9	-10.1
Campus Activewe.	0.2	3.6	-0.1
Barbeque-Nation	2.1	0.9	-48.7
Devyani Intl.	2.0	20.6	7.6
Jubilant Food	0.4	8.9	62.8
Kalyan Jewellers	-3.4	6.1	23.2
Metro Brands	-0.4	1.8	1.2
P N Gadgil Jewe.	-2.0	-3.6	
Raymond Lifestyl	-1.8	-1.7	
Restaurant Brand	-0.3	20.7	-22.8
Relaxo Footwear	1.2	-0.4	-47.1
Sapphire Foods	0.4	10.6	21.5
Senco Gold	-0.4	26.9	-20.0
Shoppers St.	2.4	7.4	-21.2
Titan Co.	0.8	9.9	-6.3
Trent	-0.1	5.3	26.1
V-Mart Retail	1.3	14.0	58.9
Vedant Fashions	-0.8	1.6	-14.6
Westlife Food	0.7	-1.0	-11.7
Technology	-0.3	-5.1	5.6
Cyient	-0.4	-5.9	-34.3
HCL Tech.	-0.5	-1.1	7.3
Infosys	-0.2	-7.6	2.8
LTIMindtree	-0.1	-1.9	-4.1
L&T Technology	0.6	-2.2	-14.6
Mphasis	-1.6	-0.6	10.0
Coforge	-1.9	-6.7	39.6
Persistent Sys	-0.1	-4.9	48.8
TCS	-0.3	-6.3	-11.2
Tech Mah	0.4	-0.9	21.9
Wipro	-0.3	-9.9	5.6
Zensar Tech	1.8	0.9	21.1
Telecom	-0.3	8.1	8.5
Bharti Airtel	-1.9	7.4	38.1
Indus Towers	1.6	16.5	16.7
Idea Cellular	-1.0	8.0	-39.5
Tata Comm	1.5	-0.2	-7.9
Utilites	-0.2	2.7	-1.8
ACME Solar Hold.	-0.4	11.7	
Coal India	0.2	-1.5	-9.9
Indian Energy Ex	-0.3	7.2	24.0
JSW Energy	-1.0	-12.4	-16.1
NTPC	-0.2	-1.0	3.3
Power Grid Corpn	-0.2	7.7	8.3
Suzlon Energy	0.2	3.8	43.8
Tata Power Co.	0.4	3.3	-7.6
Others			
APL Apollo Tubes	-0.9	2.8	4.6



Company	1 Day (%)	1M (%)	12M (%)
Cello World	0.4	6.1	3.0
Coromandel Intl	-0.3	1.5	14.0
Dreamfolks Servi	-1.2	-2.8	-10.4
EPL Ltd	-0.3	-3.7	-19.9
Eternal Ltd	-1.2	6.1	28.2
Godrej Agrovet	2.1	-6.1	13.4
Gravita India	3.0	1.2	45.8
Havells	-1.8	9.7	-1.5
Indiamart Inter.	-4.6	7.7	87.2
Indian Hotels	1.1	8.3	-12.2
Info Edge	-0.3	10.9	24.2
Interglobe	1.0	0.7	21.8
Kajaria Ceramics	-0.7	11.1	47.5
Lemon Tree Hotel	-4.2	33.4	256.0
MTAR Technologie	-0.8	4.9	6.5
One 97	2.4	18.3	136.7
Piramal Enterp.	0.0	-0.1	16.2
Qess Corp	-2.1	5.8	14.5
SIS	1.9	1.2	-27.9
Swiggy	-2.1	-3.1	
Team Lease Serv.	3.5	3.1	-38.9
Updater Services	0.2	5.2	-2.3
UPL	0.6	3.9	43.1
Voltas	0.5	5.1	-40.5

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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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