

Persistent Systems

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	PSYS IN
Equity Shares (m)	158
M.Cap.(INRb)/(USD\$)	923.6 / 9.7
52-Week Range (INR)	6599 / 4243
1, 6, 12 Rel. Per (%)	7/11/11
12M Avg Val (INR M)	3639

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	147.5	188.8	226.3
EBIT Margin (%)	16.2	15.9	16.3
Adj. PAT	19.3	22.7	30.0
Adj. EPS (INR)	123.3	143.4	189.2
EPS Gr.(%)	36.7	16.2	32.0
BV/Sh.(INR)	503.6	603.6	748.6

Ratios

RoE (%)	27.3	26.3	28.3
RoCE (%)	24.6	24.7	24.7
Payout (%)	32.4	29.3	24.3

Valuations

P/E (x)	47.4	40.7	30.9
P/BV (x)	11.6	9.7	7.8
EV/EBITDA (x)	31.3	24.0	19.4
Div. Yield (%)	0.7	0.7	0.8

Shareholding pattern (%)

As On	Sep-26	Jun-26	Sep-25
Promoter	30.3	30.3	30.6
DII	32.0	30.2	30.6
FII	21.4	21.5	21.7
Others	16.4	18.0	17.2

FII Includes depository receipts

CMP: INR5,840 **TP: INR6,700 (+15%)** **Buy**

Growth accelerates owing to large deals

Margin recovery and TCV growth remain the key monitorables

- Persistent Systems (PSYS) reported a 2QFY27 revenue of USD488m (vs. est. USD475m), up 7.8% QoQ in USD terms and 7.8% in CC terms (est. +5%). EBIT margin stood at 15% (vs. our est. of 15.6%).
- EBIT grew 1.6%/19.5% QoQ/YoY to INR6.9b. Adj. PAT came in at INR4.9b (vs. our est. of INR5.7b), up 2.2%/4.7% QoQ/YoY. This excludes the Nagarro acquisition-related expenses of INR1.9b (post-tax INR1.4b).
- For 1HFY27, revenue/adj. EBIT/adj. PAT grew 29.7%/25.7%/9.0% YoY in INR terms. We expect revenue/adj. EBIT/adj. PAT to grow 26.5%/25.1%/24.8% YoY in 2HFY27. TCV stood at USD634m, down 44.7% QoQ/ up 4.4% YoY (1.3x book-to-bill). We value PSYS at 35x FY28E EPS. **We reiterate our BUY rating on the stock with a TP of INR6,700.**

Our view: Healthy growth; we await clarity on the Nagarro synergies

- PSYS's revenue grew **7.8% QoQ** in CC terms, ahead of our estimates, supported by the **ramp-up of the large technology deal**, of which over 75–80% had been ramped by 2QFY27. Growth was led by Software, Hi-Tech & Emerging (**+13.3% QoQ**) and BFSI (**+6.8% QoQ**). We model **19.8% organic** YoY CC growth for FY27 after a healthy 1H performance.
- **Margin recovery remains gradual:** EBIT margin **contracted 100bp QoQ** to 15%, below our estimate, as **wage hikes (140bp net impact)**, lower utilization (20bp) and **third-party software licenses (~90bp)** offset benefits from lower engineering expenses and favorable currency (~150bp). While management retained its **aspiration of returning to the 16–17% margin band**, recovery will depend on deal-related cost optimization and revenue scaling. We build in **15.9% margin for FY27** at the bottom of the aspirational band.
- **Nagarro acquisition remains a key monitorable:** PSYS secured 94.04% of Nagarro's share capital, with **closure likely in 4QCY26/1QCY27**, subject to regulatory approvals. The proposed funding **comprises USD450m of equity and ~USD800m of debt**, with an expected **debt cost of 5-6%**. The synergies have not been quantified. Growth and margin benefits, integration costs and incremental interest expenses will be the key monitorables.
- **Bookings reflect slower decision-making:** 2QFY27 TCV stood at USD634m, **up ~4% YoY** as the management cited slower client decision-making and macro uncertainty, with **some deals pushed into 3Q**.
- **Client-specific issues and growth outlook:** Europe revenue **declined 10% QoQ due to ramp-downs at two clients**, while Healthcare & Life Sciences (flat QoQ) is expected to grow as **issues at two clients are largely behind the business**. While growth across segments should remain healthy, supported by the pipeline and large-deal ramp-ups, macro uncertainty and geopolitical developments could delay conversion.

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

Valuation and revisions to our estimates

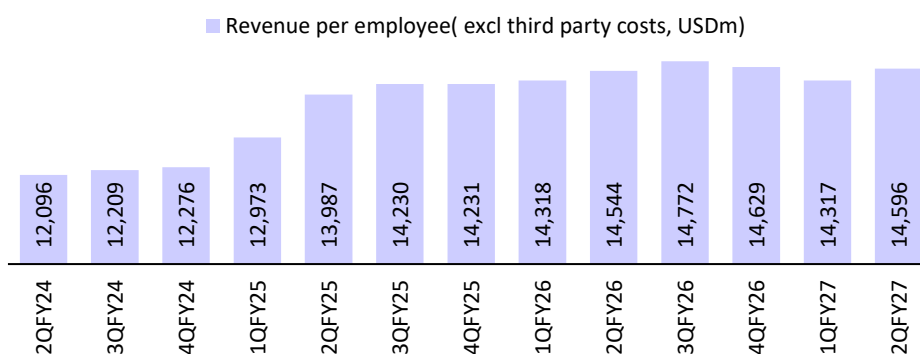
- **We now model ~19% USD revenue CAGR over FY26-28E for PSYS**, reflecting growth acceleration driven by the ramp-up of large deals. **We are not factoring in margin expansion in FY27 over FY26**, as additional hiring leading to lower utilization, transition costs related to large deals, and AI investments/tool purchases are expected to keep margins under pressure.
- We cut our **EPS estimates** for FY27 by 2.5% to factor in the INR1,853m Nagarro-related acquisition expenses, which had ~3.1% impact on PAT in 2Q. We value PSYS at **35x FY28E EPS**. We reiterate our **BUY rating** with a revised TP of **INR6,700**.

Beat on revenue but miss on margins; deal TCV down 44% QoQ/up 4% YoY

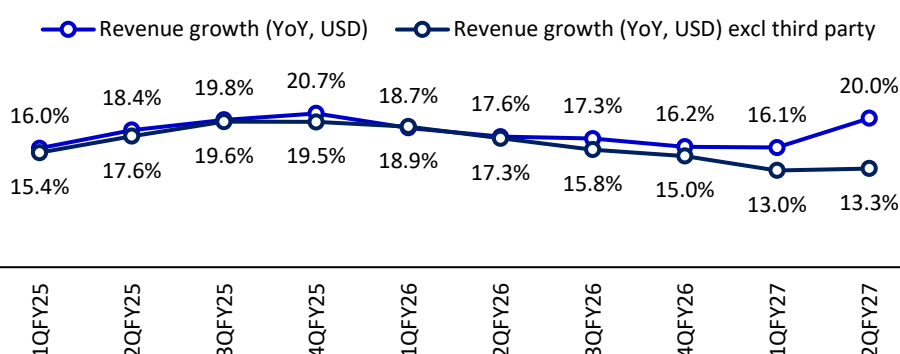
- PSYS's 2QFY27 revenue stood at USD488m, up 7.8% QoQ in USD terms (above our estimate of 5% QoQ). The company reported a CC revenue growth of 7.8% QoQ, above our estimate of 5% QoQ CC growth.
- Growth was fueled by Hi-Tech (up 11.3% QoQ) and BFSI (up 6.8% QoQ).
- EBIT margin at 15% was down by 100bp QoQ, below our estimate of 15.6%.
- TCV was USD634m, down 44.7% QoQ but up 4.4% YoY (1.3x book-to-bill).
- Net new TCV was down 61.4% QoQ at USD367m. TTM ACV stood at USD481m.
- Net headcount increased by 3.3% QoQ. Utilization declined 70bp QoQ to 85.8%. TTM attrition was down 40bp QoQ to 11.9%.
- Adj. PAT stood at INR4.9b (up 2.2% QoQ/4.7% YoY), below our estimate of INR5.7b. This excludes the Nagarro acquisition-related expenses of INR1.9b (post-tax INR1.4b).

Key highlights from the management commentary

- Management described the pipeline as healthy across verticals, though decision-making slowed in the last few weeks as the Middle East and macroeconomic volatility delayed some closures.
- Key demand themes are vendor consolidation, data modernization, and AI-readiness, with AI unlocking legacy and mainframe modernization that was earlier seen as too hard to attempt.
- Rising token costs are pushing clients toward services partners for model routing, small purpose-built models and token FinOps.
- Growth was broad-based, with the top 5 clients up ~38.9% YoY, the top 10 ~29.9% and the top 100 ~21.6%, while USD 10m+ clients rose to 34 (from 25) and USD 1m+ clients to 218 (from 191).
- Management attributed the dip to a few deal slippages and slower decision-making, and pointed to TTM TCV growth of ~36.3% and ACV growth of ~21.9% YoY as the fairer comparison.
- The Nagarro open offer secured ~94.04% of its share capital, with a squeeze-out planned, while Austria and Spain FDI and RBI approvals are pending and closure is expected by 4QCY26 or 1QCY27.
- The new software reinvention services offering targets both growth and cost challenges faced by software companies, differing from the pre-2019 model through AI-led product diagnostics and outcome-based commercials.

Exhibit 1: Revenue per employee increased 13.3% YoY


Source: Company, MOFSL

Exhibit 2: Excluding software licenses, revenue growth accelerated 13.3%/20% YoY


Source: Company, MOFSL

Quarterly performance (IFRS)

Y/E March (Consolidated)	FY26				FY27E				FY26	FY27E	Est.	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QFY27	
Revenue (USD m)	390	406	423	436	452	488	510	527	1,654	1,977	475.0	2.7
QoQ (%)	3.9	4.2	4.0	3.2	3.8	7.8	4.5	3.5	17.4	19.5	5.0	280bp
Revenue (INR m)	33,336	35,807	37,782	40,559	43,032	46,639	48,691	50,395	1,47,485	1,88,757	45,385	2.8
QoQ (%)	2.8	7.4	5.5	7.4	6.1	8.4	4.4	3.5			5.5	291bp
YoY (%)	21.8	23.6	23.4	25.1	29.1	30.3	28.9	24.2	23.5	28.0	26.7	350bp
GPM (%)	35.3	36.0	36.1	35.3	35.1	33.7	35.0	35.0	35.7	34.7	34.6	-85bp
SGA (%)	16.9	16.9	16.8	16.4	16.5	15.2	15.4	15.4	16.7	15.6	16.3	-108bp
EBITDA	6,116	6,838	7,324	7,677	8,022	8,644	9,543	9,877	27,955	36,086	8,305	4.1
EBITDA Margin (%)	18.3	19.1	19.4	18.9	18.6	18.5	19.6	19.6	19.0	19.1	18.3	23bp
EBIT	5,178	5,837	6,318	6,592	6,869	6,977	7,888	8,265	23,925	29,999	7,080	-1.5
EBIT Margin (%)	15.5	16.3	16.7	16.3	16.0	15.0	16.2	16.4	16.2	15.9	15.6	-64bp
Other income	376	331	222	148	-638	-587	341	353	1,078	-531	318	NA
ETR (%)	23.5	23.6	22.6	21.5	22.5	22.7	23.0	23.5	22.7	23.0	23.0	
Adj. PAT	4,249	4,715	5,063	5,293	4,830	4,937	6,336	6,592	19,320	22,696	5,696	-13.3
QoQ (%)	7.4	10.9	7.4	4.5	-8.7	2.2	28.3	4.0			17.9	-1573bp
YoY (%)	38.7	45.1	35.8	33.7	13.7	4.7	25.2	24.6	38.0	17.5	20.8	-1611bp
Exceptional Items	0.0	0.0	668.3	0.0	0.0	1,421.6	0.0	0.0	668.3	1,421.6	0.0	
PAT	4,249	4,715	4,395	5,293	4,830	3,515	6,336	6,592	18,651	21,274	5,696	-38.3
Adj. EPS (INR)	27.2	30.2	32.4	33.6	30.5	31.2	40.0	41.6	123.3	143.4	36.0	-13.3

Key performance indicators

Y/E March	FY26				FY27		FY26
	1Q	2Q	3Q	4Q	1Q	2Q	
Revenue (QoQ CC %)	3.3	4.4	4.1	3.4	4.1	7.8	
Margins							
Gross Margin	35.3	36.0	36.1	35.3	35.1	33.7	35.7
EBIT Margin	15.5	16.3	16.7	16.3	16.0	15.0	16.2
Net Margin	12.7	13.2	13.4	13.0	11.2	10.6	13.1
Operating metrics							
Headcount	25,340	26,224	26,711	27,502	28,640	29,598	25,340
Voluntary Attrition (%)	13.9	13.8	13.5	13.0	12.3	13.8	13.9
Utilization (%)	88.7	88.2	88.4	88.0	86.5	85.8	88.7
Effort Mix (%)							
Global Delivery Centers	14.5	14.1	14.2	14.6	15.2	15.7	15.2
India	85.5	85.9	85.8	85.4	84.8	84.3	84.8



Highlights from the management commentary

Growth and demand outlook

- Management described the pipeline as healthy across verticals, though decision-making slowed in the last few weeks as the Middle East and macroeconomic volatility delayed some closures.
- Key demand themes are vendor consolidation, data modernization, and AI-readiness, with AI unlocking legacy and mainframe modernization that was earlier seen as too hard to attempt.
- Rising token costs are pushing clients toward services partners for model routing, small purpose-built models and token FinOps.
- Growth was broad-based, with the top 5 clients up ~38.9% YoY, the top 10 ~29.9% and the top 100 ~21.6%, while USD 10m+ clients rose to 34 (from 25) and USD 1m+ clients to 218 (from 191).
- Management attributed the dip to a few deal slippages and slower decision-making, and pointed to TTM TCV growth of ~36.3% and ACV growth of ~21.9% YoY as the fairer comparison.
- The Nagarro open offer secured ~94.04% of its share capital, with a squeeze-out planned, while Austria and Spain FDI and RBI approvals are pending and closure is expected by 4QCY26 or 1QCY27.
- The new software reinvention services offering targets both growth and cost challenges faced by software companies, differing from the pre-2019 model through AI-led product diagnostics and outcome-based commercials.
- Productivity gains were not cited as a drag on deal sizes, and while management gives no guidance, it is confident all segments will grow well.
- Revenue grew ~7.8% QoQ and ~20% YoY to USD 487.6m, the 26th consecutive quarter of sequential growth, with CC growth at ~7.8% QoQ and ~20.8% YoY.
- Bookings look soft against the prior quarter's record TCV of ~USD 1.15b and ACV of ~USD 537m, which included the USD 650m+ large deal.
- The large deal is a 6.5-year, USD 650m+ engagement across 20 products, with ~75-80% ramped up by Q2, and USD 650m is the floor with no performance-linked contingency.
- Software reinvention commercials are outcome-based, with committed customer cost savings and a revenue-share element backed by a floor, while partner-channel upside from AI vendors is not in the numbers.
- **BFSI:** It grew ~16.2% YoY, supported by a vendor consolidation win at a large financial services client (the Estonia-based acquisition effective 1 July). Key themes are data modernization for AI-readiness and legacy modernization unlocked by AI.

- **Hi-tech:** Software, hi-tech and emerging verticals grew ~28.5% YoY, led by the large deal and the new software reinvention offering. Product engineering is a historical strength, and management expects the offering to create a multi-year moat.
- **Healthcare and Life Sciences:** Healthcare and life sciences grew ~12% YoY, below the other verticals due to dynamics at a couple of clients, which management said are largely baked in.
- **Europe:** It declined ~8.5% YoY due to two client-specific events, a ramp-down after a key client's acquisition and the planned end of a fixed-price engagement.
- Management expects the large-deal drag to ease gradually as FinOps, AI-led engineering and revenue scale optimize costs, though license costs should stay at current levels.
- The combination creates a ~USD 2.9b revenue run rate with 46,000+ professionals, and Nagarro's 200+ USD 1m+ clients overlap with only ~10 of PSYS's, with integration expected to take ~5-6 months post-closing.
- PSYS plans to refinance the EUR 1.4b bridge loan by raising ~USD 1.25b, including ~USD 450m through QIP or equity-linked instruments, approved at the EGM on 5 October.
- One-time transaction costs are guided at ~USD 50m over 3-4 quarters, with ~USD 19-20m booked in Q2 and ~USD 25-30m expected over the next two quarters.
- Intangibles rose sharply QoQ on third-party licenses and tools from the large deal, while the ESG score improved to ~83.3 from ~81.7.
- AI strategy rests on engineering hyper productivity, business hyper productivity, and enterprise data readiness, with a 3C architecture (context, core, coordination) to help clients combine models with their own data and governance.
- On growth, the SASVA platform has cut time to market by ~50% in recent programs, while co-sale and go-to-market tie-ups improve it by more than 25%.
- ESOP vesting requires 12% revenue and 12% EPS growth, and the board may seek approval to exclude Nagarro one-offs from this test.

Margin performance and outlook

- EBIT margin dipped ~100bp QoQ to 15.0%, as ~190bp of headwinds outweighed ~150bp of tailwinds.
- The annual wage hike had a ~180bp impact, cut to a net ~140bp by lower stock compensation cost, while lower utilization cost another ~20bp.
- Higher amortization of ~USD 4m on third-party licenses and tools from the large deal had a ~90bp impact, while lower engineering expenses and currency added ~150bp.
- Management reiterated an aspirational EBIT margin range of ~16-17%.
- High-tech margins are lower on incremental revenue due to this deal and productivity pass-throughs, and management asked investors to view margins on a portfolio basis.
- Adj PAT rose ~5% YoY to ~INR 5.0b (~10.6% margin), but reported PAT fell ~25.4% YoY to ~INR 3.5b as Nagarro one-offs of ~INR 1.85b weighed ~3.1% on PAT and EPS.
- Cash improved to ~INR 30.0b (~USD 315m) on record collections, with billed DSO down to 50 days from 61, TTM OCF to PAT at ~96.6% (from ~76.2%) and ROCE at ~45.6%.

Exhibit 3: BFSI and Hi-tech led growth

Verticals (QoQ USD, %)	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26	4Q26	1Q27	2Q27
BFSI	0.0	-0.5	1.8	5.9	7.7	4.9	6.1	9.0	7.0	4.6	1.7	2.3	6.8
Healthcare and Lifesciences	7.0	16.4	14.8	16.5	9.6	4.3	0.4	-1.9	3.8	4.8	6.9	-0.2	0.1
Software and Hi-tech and Emerging verticals	3.8	0.1	-0.8	-0.5	0.8	3.7	5.2	3.6	2.2	3.0	2.2	7.7	13.3

Source: Company, MOFSL

Exhibit 4: North America runs the growth show

Geographies (QoQ USD, %)	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26	4Q26	1Q27	2Q27
North America	3.1	3.7	3.9	6.4	6.1	3.2	4.2	3.0	4.2	6.2	3.1	0.8	10.9
Europe	1.0	-3.5	-9.4	5.6	6.6	8.2	6.7	11.3	7.7	-4.9	-1.7	8.9	-10.0
RoW	5.0	4.0	9.8	0.3	-1.1	9.1	2.3	4.8	1.4	-4.6	8.4	22.5	0.0

Source: Company, MOFSL

Valuation and view

- **We now model ~19% USD revenue CAGR over FY26-28E for PSYS**, reflecting growth acceleration driven by the ramp-up of large deals. **We are not factoring in margin expansion in FY27 over FY26**, as additional hiring leading to lower utilization, transition costs related to large deals, and AI investments/tool purchases are expected to keep margins under pressure.
- We cut our **EPS estimates** for FY27 by 2.5% to factor in the INR1,853m Nagarro-related acquisition expenses, which had ~3.1% impact on PAT in 2Q. We value PSYS at **35x FY28E EPS**. We reiterate our **BUY rating** with a revised TP of **INR6,700**.

Exhibit 5: Changes to our estimates

	Revised		Earlier		Change	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
INR/USD	95.4	96.0	95.4	96.0	0.0%	0.0%
USD Revenue (m)	1,977	2,358	1,933	2,258	2.3%	4.4%
Growth (%)	19.5	19.3	16.8	16.8	270bp	240bp
EBIT margin (%)	15.9	16.3	16.2	16.6	-30bp	-30bp
PAT (INR m)	22,696	29,955	23,279	29,111	-2.5%	2.9%
EPS	143.4	189.2	147.0	183.9	-2.5%	2.9%

Source: MOFSL, Company

Story in charts

Exhibit 4: BTB was 1.3x; TCV stood at USD634m

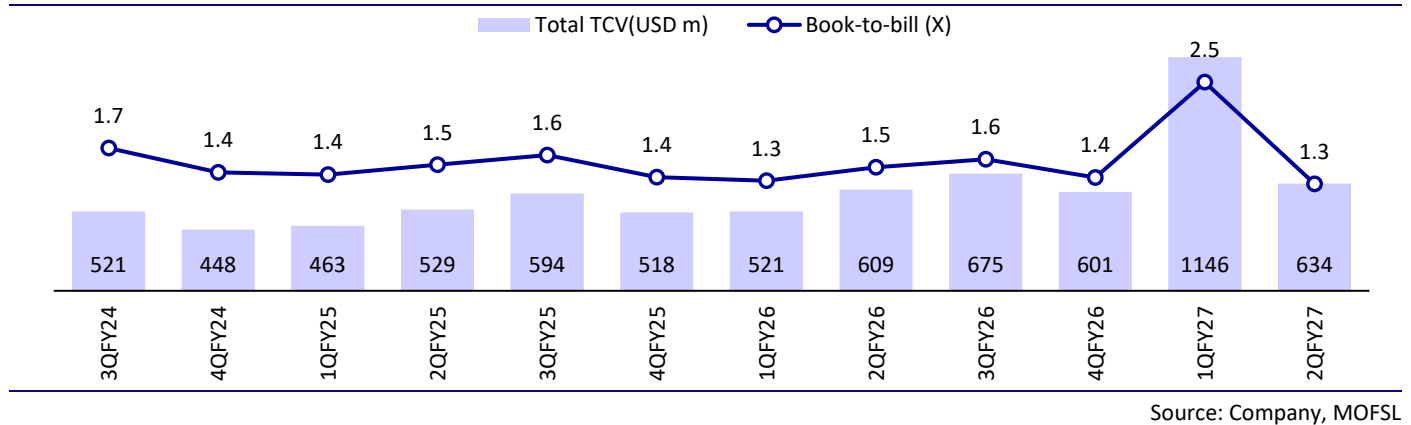


Exhibit 5: Revenue grew 7.8% QoQ CC in 2QFY27

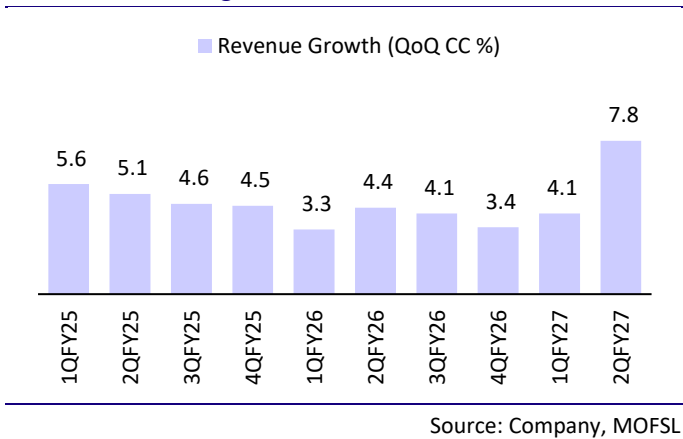


Exhibit 6: Margin contracted 100bp QoQ

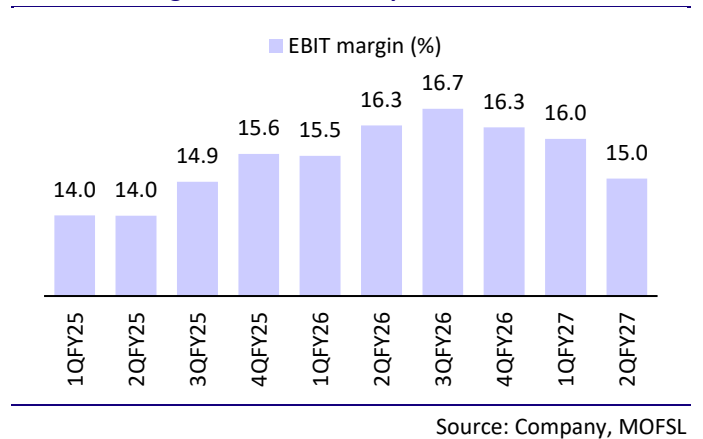


Exhibit 7: Utilization declined 70bp to 85.8% in 2QFY27

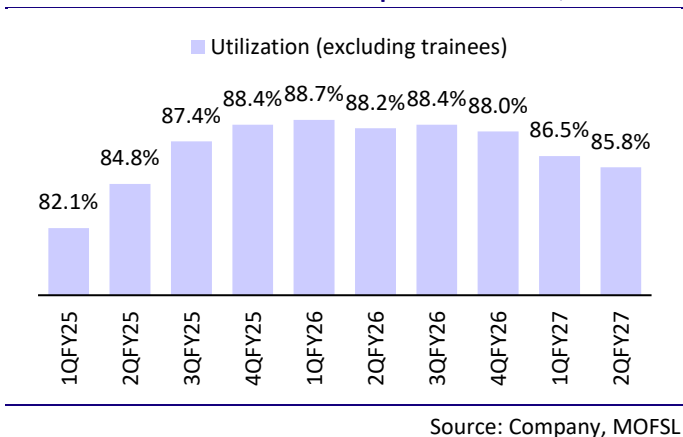


Exhibit 8: Attrition rate increased 150bp QoQ

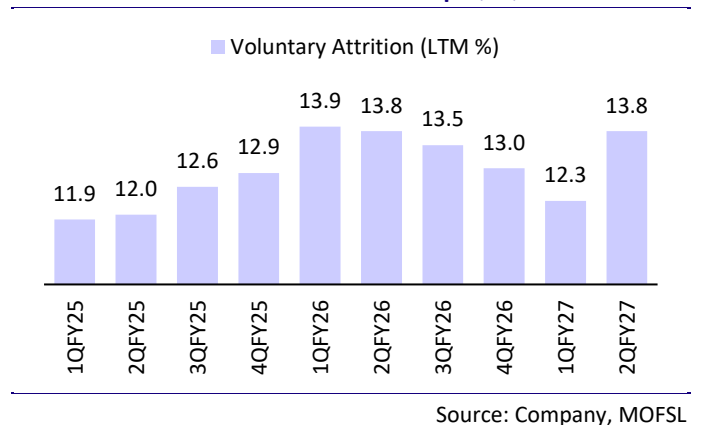


Exhibit 9: Operating metrics

	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27
Geography (%)									
North America	81.3	80.5	80.5	79.8	79.8	81.5	81.4	79.1	81.4
Europe	7.9	8.2	8.4	9	9.3	8.5	8.1	8.5	7.1
India	9.2	9.4	9.3	9.8	9.2	7.8	8.3	9.8	9.2
RoW	1.6	1.9	1.8	1.4	1.7	2.2	2.2	2.6	2.3
Vertical Mix (%)									
BFSI	31.5	31.7	32.3	33.9	34.8	35	34.5	34	33.7
Healthcare & Life Science	27.8	27.8	26.8	25.3	25.2	25.4	26.3	25.3	23.5
Tech. Cos. & Emerging Verticals	40.7	40.5	40.9	40.8	40	39.6	39.2	40.7	42.8
Client Metrics (%)									
Top 5 Clients	31.4	30.8	32.7	31.8	32.9	32.9	31.5	33.2	38.1
Top 10 Clients	41.5	40	42.2	42	43.2	43.7	42.1	43	46.8
Employee Metrics									
Technical People	21,675	22,407	23,072	23,787	24,608	25,077	25,849	26,905	27,814
Sales & BD	492	489	485	496	510	520	543	579	603
Others	1,070	1,046	1,037	1,057	1,106	1,114	1,110	1,156	1,181
Total	23,237	23,942	24,594	25,340	26,224	26,711	27,502	28,640	29,598
Effort Mix									
- Global Delivery Centers	15.80	15.10	14.80	14.50	14.10	14.20	14.60	15.20	15.70
- India	84.20	84.90	85.20	85.50	85.90	85.80	85.40	84.80	84.30
Attrition (%)	84.8	87.4	88.4	88.7	88.2	88.4	88	86.5	85.8
Linear Utilization %	12.0	12.6	12.9	13.9	13.8	13.5	13.0	12.3	13.8

Source: Company, MOFSL

Financials and valuations

Income Statement						(INR m)	
Y/E March	2022	2023	2024	2025	2026	2027E	2028E
Sales	57,107	83,506	98,216	1,19,387	1,47,485	1,88,757	2,26,344
Change (%)	36.4	46.2	17.6	21.6	23.5	28.0	19.9
Cost of Goods Sold	37,895	55,315	65,231	78,740	94,874	1,23,220	1,47,123
Gross Profit	19,212	28,191	32,985	40,647	52,610	65,537	79,220
Selling Expenses	9,556	12,999	15,742	20,066	24,656	29,451	35,536
EBITDA	9,656	15,191	17,243	20,581	27,955	36,086	43,684
% of Net Sales	16.9	18.2	17.6	17.2	19.0	19.1	19.3
Depreciation	1,660	2,719	3,094	3,069	4,030	6,088	6,790
EBIT	7,996	12,472	14,149	17,512	23,925	29,999	36,894
% of Net Sales	14.0	14.9	14.4	14.7	16.2	15.9	16.3
Other Income	1,321	233	813	710	1,078	-531	2,263
PBT	9,317	12,705	14,962	18,222	25,002	29,467	39,157
Tax	2,339	3,198	3,541	4,222	5,683	6,772	9,202
Rate (%)	25.1	25.2	23.7	23.2	22.7	23.0	23.5
Extraordinary Item	75	297	486	0	668	1,422	0
Adjusted PAT	6,904	9,211	10,935	14,001	18,651	21,274	29,955
Change (%)	53.2	33.4	18.7	28.0	33.2	14.1	40.8

Balance Sheet						(INR m)	
Y/E March	2022	2023	2024	2025	2026	2027E	2028E
Share Capital	764	764	770	779	789	789	789
Other Reserves	32,918	38,887	48,807	62,411	77,590	93,636	1,16,308
Net Worth	33,682	39,651	49,577	63,191	78,379	94,425	1,17,097
Loans	4,889	4,947	99	-	-	-	-
Other liabilities	1,360	2,013	2,218	2,848	6,144	7,864	9,430
Capital Employed	39,931	46,610	51,894	66,038	84,523	1,02,288	1,26,526
Gross Block	27,391	33,914	32,079	36,920	42,839	48,339	53,839
Less : Depreciation	14,965	17,684	20,777	23,847	27,876	33,964	40,754
Net Block	4,276	7,058	6,727	8,150	9,441	8,853	7,563
CWIP	1,071	161	335	42	107	107	107
Intangibles	11,060	16,355	15,488	17,261	19,119	19,119	19,119
Investments	3,878	4,516	5,539	6,415	7,001	7,001	7,001
Deferred Tax Assets	1,123	1,129	1,360	2,024	3,460	4,428	5,310
Other	4,394	1,792	3,056	3,215	3,665	4,690	5,624
Current Assets	28,339	35,179	41,232	50,260	70,973	93,594	1,22,668
Debtors	9,484	15,705	16,761	18,478	21,332	26,891	32,246
Investments	10,514	6,242	6,330	6,899	22,665	13,153	15,653
Cash & BB	2,978	4,670	6,625	6,744	10,749	32,782	49,866
Loans & Advances	16	-	-	-	-	-	-
Other Current Assets	5,347	8,562	11,515	18,139	16,227	20,768	24,903
Current Liab. & Prov	14,210	19,581	21,842	21,328	29,243	35,505	40,866
Trade payables	4,299	5,689	8,139	8,886	11,342	14,997	17,983
Other Liabilities	5,961	9,243	10,372	8,413	9,058	9,191	9,312
Provisions	3,950	4,649	3,331	4,029	8,843	11,318	13,571
Net Current Assets	14,130	15,598	19,390	28,932	41,730	58,089	81,802
Application of Funds	39,931	46,610	51,894	66,038	84,523	1,02,288	1,26,526

Financials and valuations

Ratios

Y/E March	2022	2023	2024	2025	2026	2027E	2028E
EPS	45.7	62.5	75.1	90.2	123.3	143.4	189.2
Cash EPS	56.5	80.4	95.4	110.0	149.0	181.8	232.1
Book Value	220.4	260.7	325.9	411.9	503.6	603.6	748.6
DPS	15.5	25.0	26.0	35.0	40.0	42.0	46.0
Payout %	33.9	40.0	34.6	38.8	32.4	29.3	24.3

Valuation (x)

P/E	127.9	93.4	77.8	64.7	47.4	40.7	30.9
Cash P/E	103.3	72.7	61.2	53.1	39.2	32.1	25.2
EV/EBITDA	91.5	58.1	50.8	42.9	31.3	24.0	19.4
EV/Sales	15.5	10.6	8.9	7.4	5.9	4.6	3.7
Price/Book Value	26.5	22.4	17.9	14.2	11.6	9.7	7.8
Dividend Yield (%)	0.3	0.4	0.4	0.6	0.7	0.7	0.8

Profitability Ratios (%)

RoE	22.6	25.9	25.6	24.8	27.3	26.3	28.3
RoCE	17.4	21.6	21.9	22.8	24.6	24.7	24.7

Turnover Ratios

Debtors (Days)	61	69	62	56	53	52	52
Asset Turnover (x)	15.2	14.7	14.2	16.1	16.8	20.6	27.6

Cash Flow Statement

Y/E March	2022	2023	2024	2025	2026	2027E	2028E
CF from Operations	8,857	13,935	14,265	17,803	23,458	28,783	36,746
Chg. in Working Capital	-407	-4,377	-2,052	-6,233	-5,788	7,900	-4,379
Net Operating CF	8,450	9,558	12,213	11,569	17,670	36,683	32,367
Net Purchase of FA	-3,808	-4,290	-2,710	-1,931	-1,952	-5,500	-5,500
Free Cash Flow	4,642	5,268	9,503	9,638	15,718	31,183	26,867
Net Purchase of Invest.	-5,965	76	-1,985	-2,414	-4,147	-2,500	-2,500
Net Cash from Inv.	-9,773	-4,213	-4,695	-4,344	-6,099	-8,000	-8,000
Issue of shares	0	0	1,608	0	499	0	0
Proceeds from LTB/STB	3,810	-1,059	-3,461	-1,309	-1,798	0	0
Dividend Payments	-1,987	-2,981	-4,084	-4,973	-6,183	-6,650	-7,283
Net CF from Finan.	1,823	-4,039	-5,937	-6,282	-7,482	-6,650	-7,283
Net Cash Flow	499	1,305	1,581	943	4,090	22,034	17,084
Exchange difference	59	387	374	-824	-85	0	0
Opening Cash Balance	2,420	2,979	4,671	6,626	6,745	10,749	32,783
Closing Cash Balance	2,979	4,671	6,626	6,745	10,749	32,783	49,867

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