

# Petronet LNG

Estimate change

TP change

Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | PLNG IN     |
| Equity Shares (m)     | 1500        |
| M.Cap.(INRb)/(USDb)   | 434.8 / 4.8 |
| 52-Week Range (INR)   | 327 / 264   |
| 1, 6, 12 Rel. Per (%) | 2/2/-13     |
| 12M Avg Val (INR M)   | 700         |

## Financials & Valuations (INR b)

| Y/E March      | FY26E | FY27E | FY28E |
|----------------|-------|-------|-------|
| Sales          | 473.0 | 478.1 | 490.8 |
| EBITDA         | 47.2  | 60.4  | 54.3  |
| Adj. PAT       | 33.6  | 42.0  | 36.1  |
| Adj. EPS (INR) | 22.4  | 28.0  | 24.1  |
| EPS Gr. (%)    | -14.5 | 25.0  | -14.0 |
| BV/Sh.(INR)    | 143.0 | 160.3 | 175.1 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.4 | -0.3 | -0.3 |
| RoE (%)    | 16.5 | 18.5 | 14.3 |
| RoCE (%)   | 16.9 | 18.2 | 13.8 |
| Payout (%) | 38.2 | 38.2 | 38.2 |

## Valuation

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 12.9 | 10.3 | 12.0 |
| P/BV (x)       | 2.0  | 1.8  | 1.7  |
| EV/EBITDA(x)   | 7.4  | 5.8  | 6.8  |
| Div. Yield (%) | 2.9  | 3.7  | 3.2  |

## Shareholding pattern (%)

| As On    | Dec-25 | Sep-25 | Dec-24 |
|----------|--------|--------|--------|
| Promoter | 50.0   | 50.0   | 50.0   |
| DII      | 13.5   | 11.7   | 11.1   |
| FII      | 26.3   | 28.0   | 28.6   |
| Others   | 10.3   | 10.3   | 10.3   |

FII includes depository receipts

**CMP: INR290**

**TP: INR365 (+26%)**

**Buy**

## Capacity tie-ups and volume recovery remain key catalysts

- PLNG's 3QFY26 EBITDA (adjusted for labor codes impact of INR254m) came in 7% above estimate at INR12.2b (flat YoY). EBITDA adjusted for UoP provisioning and waiver stood 21% above our estimate. PAT adjusted for UoP provisioning, waiver, and labor code impact stood 25% above our estimate. Total volumes came 3% above our estimate at 233tbtu. Dahej utilization was also 3% above our estimates, while Kochi utilization stood in line with our estimates.
- **Key things we liked about the result:** 1) Capacity utilization remained robust at the Dahej LNG Terminal and Kochi LNG Terminal at 97% and 30%, respectively, with spot volumes witnessing a recovery to 4tbtu during the quarter. 2) Management has guided that it intends to maintain a healthy dividend payout of ~40% over the coming years, despite an increase in the capex. 3) Kochi-Mangalore-Bangalore PL is expected to be connected to the National Gas Grid by end-Jun'26. Lower LNG prices, along with enhanced pipeline connectivity, are likely to support higher terminal utilization at Kochi in FY27.
- **Key investor concerns:** 1) The company booked additional provisions of INR0.8b against UoP dues during the quarter. UoP trade receivables of INR0.8b were waived off during 3Q. UoP write-offs and waivers continue to weigh on PLNG's performance. 2) The 5 mmtpa capacity expansion at the Dahej LNG Terminal is now expected to be mechanically completed by end-Mar'26, and will take a few months to become operational (delayed vs. the previous timeline of becoming operational by end-Mar'26). Further, the absence of long-term contracts to cover a meaningful portion of the incremental capacity raises concerns over potential under-utilization.
- **Key changes to earnings estimates:** Considering the delay in commissioning of expanded capacity at Dahej and the recent softness in spot and service volumes, we lower our FY27/28 volume assumption for the Dahej terminal to 18/18.7mmtpa (from 18.3/18.9mmtpa earlier), leading to a 11%/8% reduction in our FY27/28 EBITDA estimate.
- **Valuation and view:** According to our DCF analysis (WACC: 10.5%), at CMP, PLNG is pricing in an unrealistic scenario of a 20% decline in tariffs at the Dahej and Kochi terminals in FY28, with no tariff hike thereafter and 0% terminal growth. At 10.3x FY27E P/E and a ~3.7% dividend yield, we believe valuations are inexpensive. We reiterate our BUY rating with a DCF-based TP of INR365.

## Highlights from the management commentary

- **Update on the Dahej petchem expansion:** The mechanical completion is expected to be completed by Mar'26.
- **Gopalpur terminal:** Land has been acquired, and revised Environmental Clearance (EC) has been resubmitted. The company is expecting the clearance soon (no timeline shared). Major capex will start in FY28 (total capex INR60b)
- In 3Q, inventory gain stood at INR270m.
- CY22 UoP charges are expected to be paid by Mar'26.

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

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

### Stable 3Q performance

- PLNG's 3QFY26 revenue came in below our estimate by 11% at INR112b.
- EBITDA (adjusted for labor codes impact of INR254m) came in 7% above estimate at INR12.2b (flat YoY).
- The company booked additional provisions of INR0.8b against UoP dues during the quarter. UoP trade receivables of INR0.8b were waived off during 3Q.  
**EBITDA adjusted for UoP provisioning and waiver stood 21% above our estimate.**
- Adj. PAT was 10% above our estimate at INR8.7b (flat YoY).
- **PAT adjusted for UoP provisioning, waiver, and labor code impact stood 25% above our estimate.**
- Operational performance:
  - Total volumes came 3% above our estimate at 233tbtu.
  - Dahej utilization was also 3% above our estimates, while Kochi utilization stood in-line with our estimates.
- **As of Dec'25**, provisions on UoP dues stood at INR8.2b.
- UoP dues of INR13.1b (net of provision: INR5b) were included in trade receivables as of Dec'25. PLNG has obtained bank guarantees from some customers to recover UoP charges. While some customers have not given balance confirmations toward these dues, management is confident of recovering such charges.
- Spot LNG prices fell QoQ in 3Q, averaging USD10.9/mmbtu (USD11.8/mmbtu in 2Q).

### Valuation and view

- As per our DCF analysis (WACC: 10.5%), at CMP, PLNG is pricing in an unrealistic scenario of a 20% decline in tariffs at the Dahej and Kochi terminals in FY28, with no tariff hike thereafter and 0% terminal growth. At 10.3x FY27E P/E and a ~3.7% dividend yield, we believe valuations are inexpensive.
- Our DCF-based TP of INR365 (WACC: 10.5%, TG = 2%) assumes a 10% tariff cut in FY28, followed by a 4% rise for both the terminals. While we have incorporated the full capex for the petchem plant, we value it conservatively at 0.5x FY29E P/B and discount this back to FY27.

### Standalone - Quarterly Earnings Model

| Y/E March              | FY25         |              |              |              | FY26         |              |              |              | FY25         | FY26E        | FY26         | Var. (INR b) |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                        | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4QE          |              |              | 3QE          | (%)          |
| <b>Net Sales</b>       | <b>134.2</b> | <b>130.2</b> | <b>122.3</b> | <b>123.2</b> | <b>118.8</b> | <b>110.1</b> | <b>111.6</b> | <b>132.9</b> | <b>509.8</b> | <b>473.4</b> | <b>125.6</b> | <b>-11%</b>  |
| YoY Change (%)         | 15.1         | 3.9          | -17.1        | -10.7        | -11.4        | -15.5        | -8.7         | 7.9          | -3.3         | -7.1         | 2.7          |              |
| <b>EBITDA</b>          | <b>15.6</b>  | <b>12.0</b>  | <b>12.5</b>  | <b>15.1</b>  | <b>11.6</b>  | <b>11.2</b>  | <b>12.2</b>  | <b>11.0</b>  | <b>55.2</b>  | <b>46.0</b>  | <b>11.4</b>  | <b>7%</b>    |
| Margin (%)             | 11.7         | 9.2          | 10.2         | 12.3         | 9.8          | 10.1         | 11.0         | 8.3          | 10.8         | 9.7          | 9.1          |              |
| Depreciation           | 1.9          | 2.0          | 2.1          | 2.1          | 2.1          | 2.1          | 2.1          | 2.3          | 8.1          | 8.6          | 2.3          |              |
| Interest               | 0.7          | 0.7          | 0.7          | 0.6          | 0.6          | 0.6          | 0.6          | 0.7          | 2.6          | 2.4          | 0.6          |              |
| Other Income           | 2.2          | 2.0          | 2.0          | 2.0          | 2.4          | 2.4          | 2.2          | 2.0          | 8.2          | 8.9          | 2.0          |              |
| <b>PBT</b>             | <b>15.2</b>  | <b>11.4</b>  | <b>11.7</b>  | <b>14.5</b>  | <b>11.4</b>  | <b>10.8</b>  | <b>11.4</b>  | <b>10.0</b>  | <b>52.8</b>  | <b>43.7</b>  | <b>10.6</b>  | <b>8%</b>    |
| Rate (%)               | 24.9         | 25.7         | 25.8         | 26.0         | 25.1         | 25.6         | 25.8         | 19.0         | 25.6         | 26.3         | 25.2         |              |
| <b>Reported PAT</b>    | <b>11.4</b>  | <b>8.5</b>   | <b>8.7</b>   | <b>10.7</b>  | <b>8.5</b>   | <b>8.1</b>   | <b>8.5</b>   | <b>8.1</b>   | <b>39.3</b>  | <b>32.2</b>  | <b>7.9</b>   | <b>7%</b>    |
| <b>Adj PAT</b>         | <b>11.4</b>  | <b>8.5</b>   | <b>8.7</b>   | <b>10.7</b>  | <b>8.5</b>   | <b>8.1</b>   | <b>8.7</b>   | <b>8.1</b>   | <b>39.3</b>  | <b>32.5</b>  | <b>7.9</b>   | <b>8%</b>    |
| YoY Change (%)         | 44.5         | 3.6          | -27.2        | 45.1         | -25.5        | -4.9         | 0.0          | -24.0        | 11.0         | -17.3        | -8.8         |              |
| Margin (%)             | 8.5          | 6.5          | 7.1          | 8.7          | 7.2          | 7.3          | 7.8          | 6.1          | 7.7          | 6.9          | 6.3          |              |
| <b>Key Assumptions</b> |              |              |              |              |              |              |              |              |              |              |              |              |
| Total Volumes (TBtu)   | 262.0        | 239.0        | 228.0        | 205.0        | 220.0        | 228.0        | 233.0        | 228.3        | 934.0        | 909.3        | 226.8        | 3%           |
| Dahej utilization (%)  | 112%         | 102%         | 96%          | 85%          | 94%          | 95%          | 97%          | 96%          | 99%          | 96%          | 94%          | 3%           |
| Kochi utilization (%)  | 22%          | 22%          | 24%          | 25%          | 21%          | 27%          | 30%          | 24%          | 23%          | 26%          | 30%          | 0%           |

**Exhibit 1: PLNG - DCF valuation**

| PLNG - DCF Valuation | FY25   | FY26E  | FY27E  | FY28E  | FY29E  | FY30E  | FY31E  | FY32E  |
|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| PLNG EBITDA (INRm)   | 55,241 | 47,208 | 60,356 | 54,286 | 58,818 | 63,479 | 69,895 | 75,274 |
| Depreciation         | 8,062  | 8,609  | 8,765  | 9,587  | 10,546 | 11,612 | 12,130 | 12,080 |
| EBIT                 | 47,179 | 38,599 | 51,591 | 44,699 | 48,273 | 51,867 | 57,765 | 63,194 |
| Tax rate (%)         | 26     | 26     | 26     | 26     | 26     | 26     | 26     | 26     |
| Capital expenditure  | 14,518 | 35,000 | 40,000 | 50,000 | 45,000 | 30,000 | 10,000 | 2,000  |
| Change in WC         | 1,730  | -978   | 137    | 337    | 848    | 1,309  | 500    | 352    |
| FCFF (INRm)          | 26,930 | 3,316  | 7,027  | -7,480 | 628    | 18,908 | 44,625 | 56,764 |
| Year                 |        | 0      | 1      | 2      | 3      | 4      | 5      | 6      |
| Discount factor      |        | 0.98   | 0.88   | 0.80   | 0.72   | 0.65   | 0.59   | 0.54   |
| PV(FCFF) (INR m)     |        | 3,234  | 6,203  | -5,975 | 454    | 12,367 | 26,413 | 30,405 |

Source: Company, MOFSL

**Exhibit 2: PLNG – one-year forward DCF valuation**

| DCF Valuation                          |          |
|--|----------|
| Terminal cash flow (INRm)              | 56,764   |
| Terminal growth rate                   | 2.0%     |
| Terminal value (INRm)                  | 6,84,257 |
| PV (Terminal Value)                    | 3,66,507 |
| PV of cash flows                       | 73,101   |
| Enterprise value (INRm)                | 4,39,608 |
| Net debt (INRm)                        | -86,214  |
| Equity value (INRm)                    | 5,25,822 |
| Fair value (INR)                       | 351      |
| Add: Petrochemical complex at 0.5x P/B | 15       |
| Target Price (INR)                     | 365      |

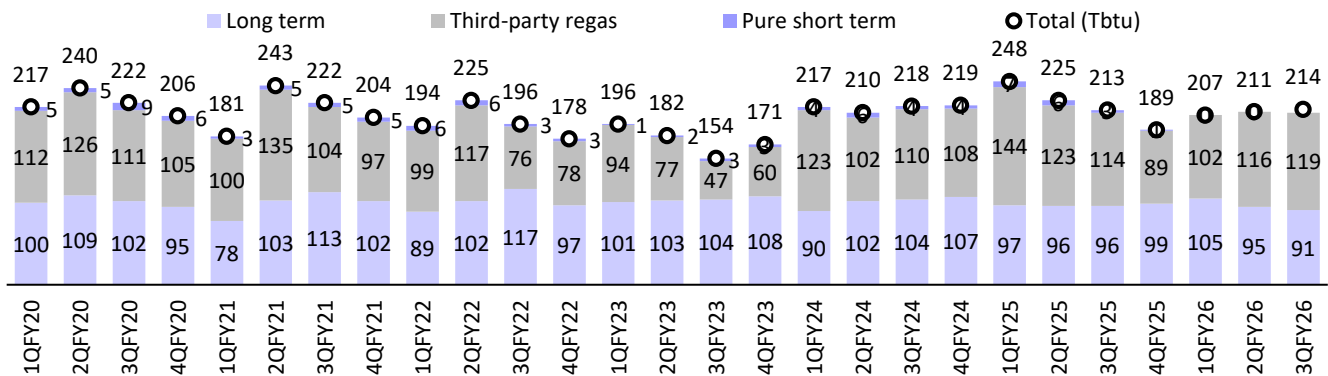
Source: Company, MOFSL

**Exhibit 3: PLNG – key assumptions**

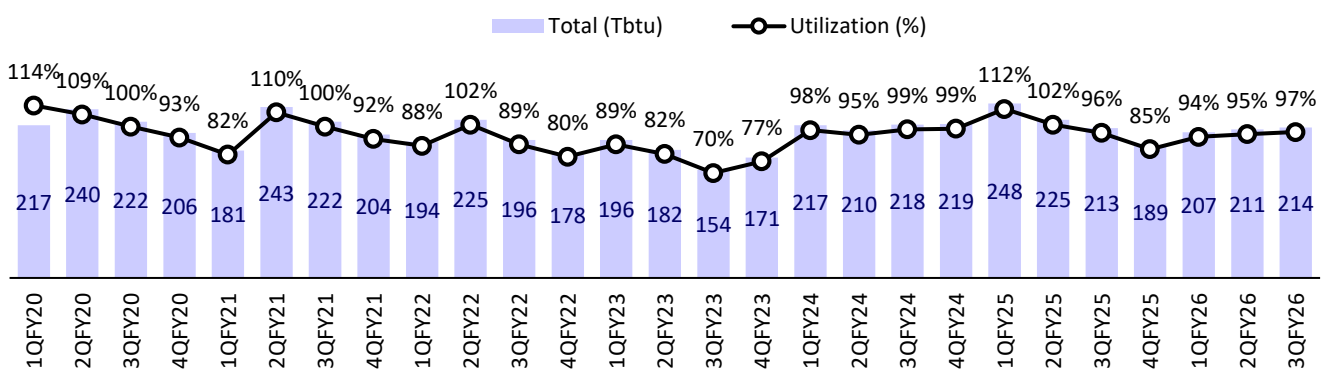
| Key assumptions                 | FY25 | FY26E | FY27E | FY28E | FY29E | FY30E | FY31E | FY32E |
|---------------------------------|------|-------|-------|-------|-------|-------|-------|-------|
| <b>Volume sold (mmtpa)</b>      |      |       |       |       |       |       |       |       |
| Dahej terminal                  | 17.3 | 16.7  | 18.0  | 18.7  | 19.2  | 19.8  | 20.4  | 20.9  |
| Terminal utilization            | 99%  | 96%   | 80%   | 83%   | 86%   | 88%   | 91%   | 93%   |
| Kochi terminal                  | 1.2  | 1.3   | 1.3   | 1.4   | 1.7   | 1.9   | 2.1   | 2.4   |
| Terminal utilization            | 23%  | 26%   | 25%   | 29%   | 34%   | 38%   | 43%   | 47%   |
| Total                           | 19.5 | 18.9  | 20.1  | 20.9  | 21.8  | 22.6  | 23.4  | 24.2  |
| <b>Regas tariff (INR/mmbtu)</b> |      |       |       |       |       |       |       |       |
| Dahej terminal                  | 63.7 | 66.9  | 70.2  | 63.2  | 65.7  | 68.3  | 71.1  | 73.9  |
| YoY increase/(decrease)         | 5%   | 5%    | 5%    | -10%  | 4%    | 4%    | 4%    | 4%    |
| Kochi terminal                  | 89.3 | 93.8  | 98.5  | 88.6  | 92.2  | 95.8  | 99.7  | 103.7 |
| YoY increase/(decrease)         | 5%   | 5%    | 5%    | -10%  | 4%    | 4%    | 4%    | 4%    |

Source: Company, MOFSL

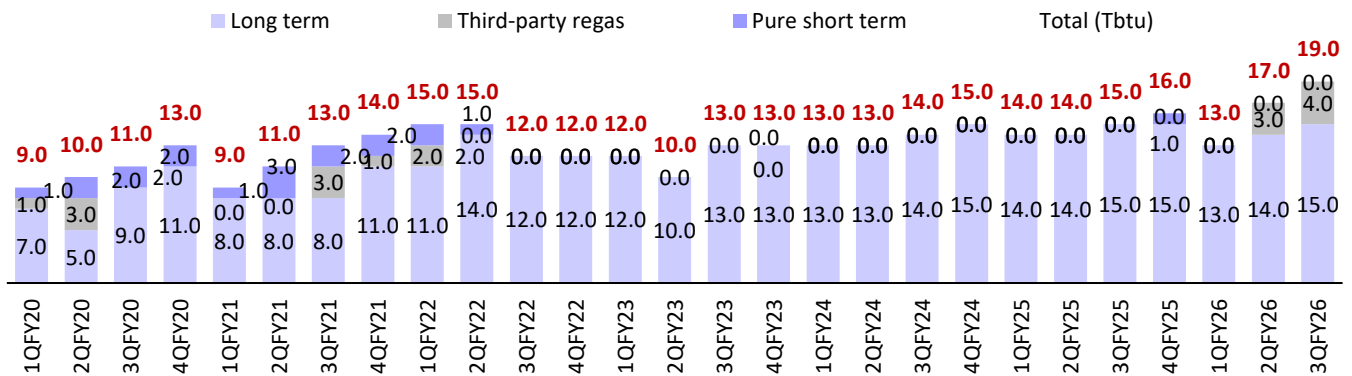
**Exhibit 4: Dahej total volumes at 214Tbtu, flat YoY**



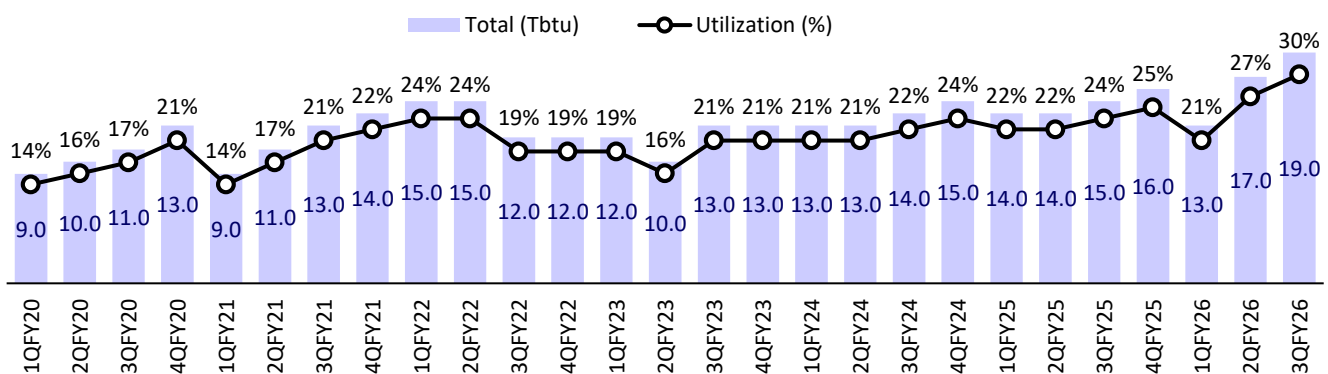
**Exhibit 5: Dahej terminal utilization at 97% in 3QFY26**



**Exhibit 6: Kochi volumes at 19Tbtu, up 27% YoY**



**Exhibit 7: Kochi terminal utilization at 30% in 3QFY26**



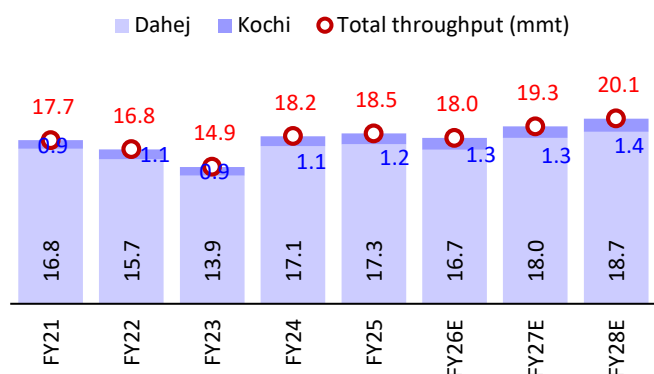
Source: Company, MOFSL



## Highlights from the management commentary

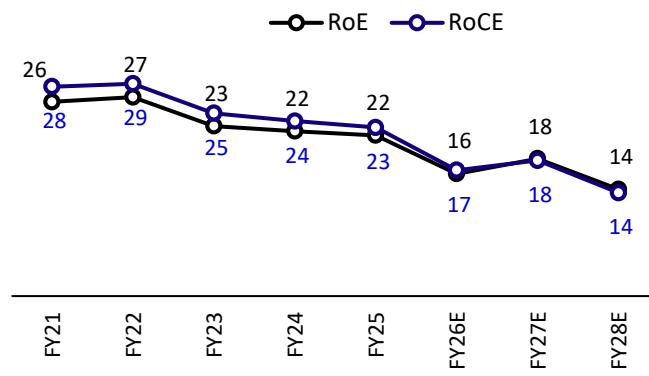
- Service income during the quarter stood at INR8.65b.
- CY22 UoP charges are expected to be paid by Mar'26.
- W.r.t the upcoming 5mmtpa capacity at Dahej, mechanical completion is expected to be completed by Mar'26.
- **Capex guidance:** FY26/27 capex shall be INR30b/INR90b.
- Total INR100b capex shall be spent on the petchem project by Mar'27. INR23b has been incurred till date, and ~INR75b shall be incurred in FY27.
- Inventory gain: INR270m
- **Kochi terminal** achieved the highest ever utilization during the quarter.
- BPCL's Kochi refinery, MRPL, and OMPL have started importing cargoes at the Kochi terminal, leading to an improvement in utilization. This trend is expected to continue.
- KMBPL to be connected to NGG by the end of Jun'26. Lower LNG prices and pipeline connectivity shall increase terminal utilization in FY27.
- Dividend: PLNG expects to **maintain similar dividend payouts** in the coming years.
- **Gopalpur terminal:**
- Land has been acquired, and revised EC (Environmental Clearance) has been resubmitted. The company is expecting the clearance soon (no timeline shared).
- Major capex on this project will start in FY28 (total capex: INR60b).

**Exhibit 8: Volume snapshot for PLNG**



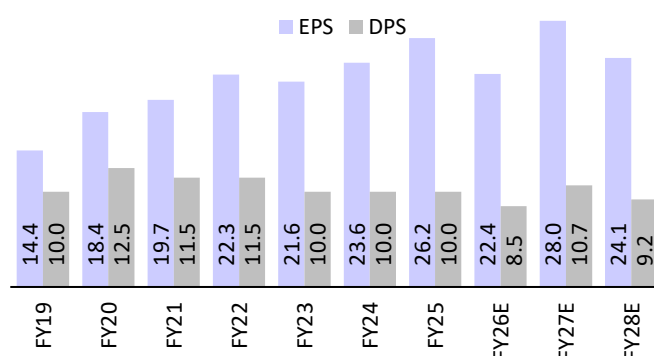
Source: Company, MOFSL

**Exhibit 9: Return ratios profile**



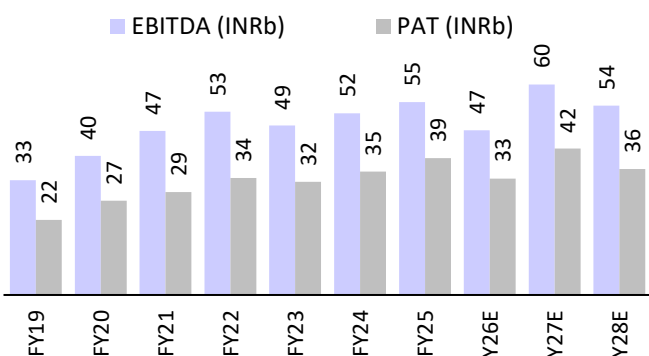
Source: Company, MOFSL

**Exhibit 10: Payout ratios**



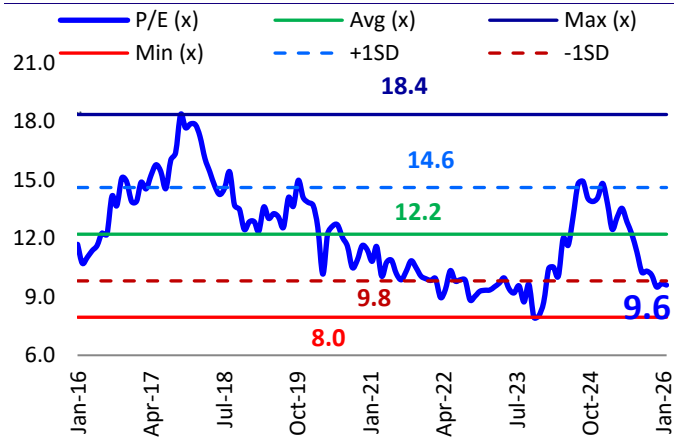
Source: Company, MOFSL

**Exhibit 11: EBITDA/PAT snapshot**



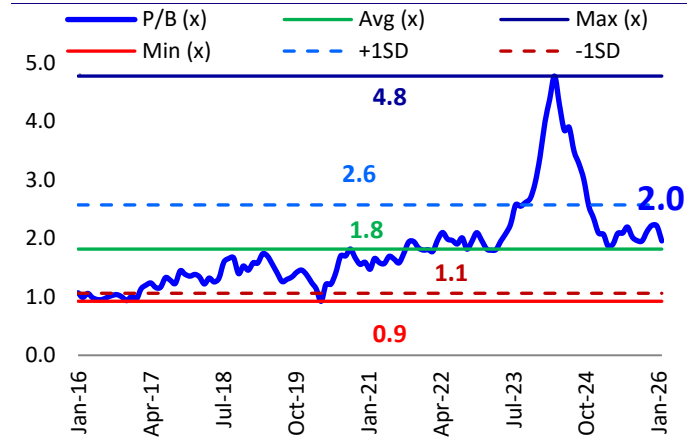
Source: Company, MOFSL

**Exhibit 12: One-year forward P/E – trades at 9.6x**



Source: Company, MOFSL

**Exhibit 13: One-year forward P/B – trades at 2.0x**



Source: Company, MOFSL

## Financials and valuations

### Standalone - Income Statement

(InR b)

| Y/E March                           | FY23         | FY24         | FY25         | FY26E        | FY27E        | FY28E        |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total Income from Operations</b> | <b>599.0</b> | <b>527.3</b> | <b>509.8</b> | <b>473.0</b> | <b>478.1</b> | <b>490.8</b> |
| Change (%)                          | 38.8         | -12.0        | -3.3         | -7.2         | 1.1          | 2.7          |
| <b>EBITDA</b>                       | <b>48.6</b>  | <b>52.1</b>  | <b>55.2</b>  | <b>47.2</b>  | <b>60.4</b>  | <b>54.3</b>  |
| Margin (%)                          | 8.1          | 9.9          | 10.8         | 10.0         | 12.6         | 11.1         |
| Depreciation                        | 7.6          | 7.8          | 8.1          | 8.6          | 8.8          | 9.6          |
| <b>EBIT</b>                         | <b>40.9</b>  | <b>44.3</b>  | <b>47.2</b>  | <b>38.6</b>  | <b>51.6</b>  | <b>44.7</b>  |
| Int. and Finance Charges            | 3.3          | 2.9          | 2.6          | 2.4          | 2.9          | 4.5          |
| Other Income                        | 5.7          | 6.2          | 8.2          | 8.9          | 7.8          | 8.2          |
| <b>PBT bef. EO Exp.</b>             | <b>43.3</b>  | <b>47.6</b>  | <b>52.8</b>  | <b>45.1</b>  | <b>56.4</b>  | <b>48.5</b>  |
| EO Items                            | 0.0          | 0.0          | 0.0          | -0.3         | 0.0          | 0.0          |
| <b>PBT after EO Exp.</b>            | <b>43.3</b>  | <b>47.6</b>  | <b>52.8</b>  | <b>44.9</b>  | <b>56.4</b>  | <b>48.5</b>  |
| Total Tax                           | 10.9         | 12.2         | 13.5         | 11.5         | 14.4         | 12.4         |
| Tax Rate (%)                        | 25.3         | 25.7         | 25.6         | 25.6         | 25.6         | 25.6         |
| <b>Reported PAT</b>                 | <b>32.4</b>  | <b>35.4</b>  | <b>39.3</b>  | <b>33.4</b>  | <b>42.0</b>  | <b>36.1</b>  |
| <b>Adjusted PAT</b>                 | <b>32.4</b>  | <b>35.4</b>  | <b>39.3</b>  | <b>33.6</b>  | <b>42.0</b>  | <b>36.1</b>  |
| Change (%)                          | -3.4         | 9.1          | 11.0         | -14.5        | 25.0         | -14.0        |
| Margin (%)                          | 5.4          | 6.7          | 7.7          | 7.1          | 8.8          | 7.4          |

### Standalone - Balance Sheet

(InR b)

| Y/E March                           | FY23         | FY24         | FY25         | FY26E        | FY27E        | FY28E        |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Equity Share Capital                | 15.0         | 15.0         | 15.0         | 15.0         | 15.0         | 15.0         |
| Total Reserves                      | 134.3        | 154.6        | 178.8        | 199.5        | 225.4        | 247.7        |
| <b>Net Worth</b>                    | <b>149.3</b> | <b>169.6</b> | <b>193.8</b> | <b>214.5</b> | <b>240.4</b> | <b>262.7</b> |
| Total Loans                         | 0.0          | 0.0          | 0.0          | 10.0         | 20.0         | 48.0         |
| Deferred Tax Liabilities            | 7.0          | 6.2          | 5.9          | 5.9          | 5.9          | 5.9          |
| <b>Capital Employed</b>             | <b>156.4</b> | <b>175.8</b> | <b>199.8</b> | <b>230.4</b> | <b>266.3</b> | <b>316.6</b> |
| Gross Block                         | 110.6        | 115.4        | 150.2        | 180.9        | 217.5        | 261.8        |
| Less: Accum. Deprn.                 | 46.1         | 53.8         | 61.9         | 70.5         | 79.3         | 88.9         |
| <b>Net Fixed Assets</b>             | <b>64.5</b>  | <b>61.5</b>  | <b>88.4</b>  | <b>110.4</b> | <b>138.2</b> | <b>173.0</b> |
| Capital WIP                         | 11.3         | 15.5         | 16.4         | 20.8         | 24.2         | 29.8         |
| <b>Total Investments</b>            | <b>33.8</b>  | <b>21.7</b>  | <b>12.2</b>  | <b>12.2</b>  | <b>12.2</b>  | <b>12.2</b>  |
| Lease Liabilities                   | 30.7         | 26.0         | 21.8         | 21.8         | 21.8         | 21.8         |
| <b>Curr. Assets, Loans&amp;Adv.</b> | <b>114.6</b> | <b>152.0</b> | <b>151.0</b> | <b>151.9</b> | <b>157.1</b> | <b>168.1</b> |
| Inventory                           | 11.5         | 14.7         | 12.0         | 11.2         | 11.3         | 11.6         |
| Account Receivables                 | 38.4         | 36.3         | 32.7         | 30.3         | 30.6         | 31.5         |
| Cash and Bank Balance               | 56.8         | 74.1         | 91.0         | 96.2         | 100.8        | 110.3        |
| Cash                                | 0.6          | 17.2         | 7.8          | 4.0          | 0.9          | 2.2          |
| Bank Balance                        | 56.2         | 56.9         | 83.2         | 92.2         | 99.9         | 108.2        |
| Loans and Advances                  | 7.9          | 27.0         | 15.3         | 14.2         | 14.4         | 14.7         |
| <b>Curr. Liability &amp; Prov.</b>  | <b>37.1</b>  | <b>49.0</b>  | <b>46.5</b>  | <b>43.1</b>  | <b>43.6</b>  | <b>44.8</b>  |
| Account Payables                    | 16.4         | 28.6         | 25.6         | 23.8         | 24.0         | 24.7         |
| Other Current Liabilities           | 18.8         | 17.9         | 18.5         | 17.1         | 17.3         | 17.8         |
| Provisions                          | 1.9          | 2.4          | 2.4          | 2.2          | 2.2          | 2.3          |
| <b>Net Current Assets</b>           | <b>77.5</b>  | <b>103.0</b> | <b>104.5</b> | <b>108.8</b> | <b>113.5</b> | <b>123.4</b> |
| <b>Appl. of Funds</b>               | <b>156.4</b> | <b>175.8</b> | <b>199.8</b> | <b>230.4</b> | <b>266.3</b> | <b>316.6</b> |

## Financials and valuations

### Ratios

| Y/E March                     | FY23        | FY24        | FY25        | FY26E       | FY27E       | FY28E       |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |             |             |             |             |
| <b>EPS</b>                    | <b>21.6</b> | <b>23.6</b> | <b>26.2</b> | <b>22.4</b> | <b>28.0</b> | <b>24.1</b> |
| Cash EPS                      | 26.7        | 28.8        | 31.6        | 28.1        | 33.8        | 30.4        |
| BV/Share                      | 99.6        | 113.1       | 129.2       | 143.0       | 160.3       | 175.1       |
| DPS                           | 10.0        | 10.0        | 10.0        | 8.5         | 10.7        | 9.2         |
| Payout (%)                    | 46.3        | 42.4        | 38.2        | 38.2        | 38.2        | 38.2        |
| <b>Valuation (x)</b>          |             |             |             |             |             |             |
| P/E                           | 13.4        | 12.3        | 11.0        | 12.9        | 10.3        | 12.0        |
| Cash P/E                      | 10.8        | 10.1        | 9.2         | 10.3        | 8.5         | 9.5         |
| P/BV                          | 2.9         | 2.6         | 2.2         | 2.0         | 1.8         | 1.7         |
| EV/Sales                      | 0.6         | 0.7         | 0.7         | 0.7         | 0.7         | 0.8         |
| EV/EBITDA                     | 7.8         | 6.9         | 6.2         | 7.4         | 5.8         | 6.8         |
| Dividend Yield (%)            | 3.5         | 3.5         | 3.5         | 2.9         | 3.7         | 3.2         |
| FCF per share                 | 9.7         | 26.9        | 19.6        | 1.0         | 3.9         | -5.6        |
| <b>Return Ratios (%)</b>      |             |             |             |             |             |             |
| RoE                           | 22.8        | 22.2        | 21.6        | 16.5        | 18.5        | 14.3        |
| RoCE                          | 24.6        | 23.5        | 22.7        | 16.9        | 18.2        | 13.8        |
| RoIC                          | 53.4        | 55.3        | 48.6        | 31.7        | 33.3        | 22.7        |
| <b>Working Capital Ratios</b> |             |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 5.4         | 4.6         | 3.4         | 2.6         | 2.2         | 1.9         |
| Asset Turnover (x)            | 3.8         | 3.0         | 2.6         | 2.1         | 1.8         | 1.6         |
| Inventory (Days)              | 7           | 10          | 9           | 9           | 9           | 9           |
| Debtor (Days)                 | 23          | 25          | 23          | 23          | 23          | 23          |
| Creditor (Days)               | 10          | 20          | 18          | 18          | 18          | 18          |
| <b>Leverage Ratio (x)</b>     |             |             |             |             |             |             |
| Current Ratio                 | 3.1         | 3.1         | 3.2         | 3.5         | 3.6         | 3.8         |
| Interest Cover Ratio          | 12.4        | 15.3        | 18.3        | 16.0        | 17.5        | 10.0        |
| Net Debt/Equity               | -0.4        | -0.4        | -0.5        | -0.4        | -0.3        | -0.2        |

### Standalone - Cash Flow Statement

| Y/E March                    | FY23         | FY24         | FY25         | FY26E        | FY27E        | FY28E        |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>(INR b)</b>               |              |              |              |              |              |              |
| OP/(Loss) before Tax         | 43.3         | 47.6         | 52.8         | 44.9         | 56.4         | 48.5         |
| Depreciation                 | 7.6          | 7.8          | 8.1          | 8.6          | 8.8          | 9.6          |
| Interest and Finance charges | 3.3          | 2.9          | 2.6          | 2.4          | 2.9          | 4.5          |
| Direct Taxes Paid            | -12.4        | -12.4        | -13.4        | -11.5        | -14.4        | -12.4        |
| (Inc)/Dec in Wkg. Capital    | -15.9        | 5.9          | -1.7         | 1.0          | -0.1         | -0.3         |
| Others                       | -0.8         | -3.0         | -4.3         | -8.9         | -7.8         | -8.2         |
| <b>CF from Op. Activity</b>  | <b>25.2</b>  | <b>48.7</b>  | <b>44.0</b>  | <b>36.5</b>  | <b>45.8</b>  | <b>41.6</b>  |
| (Inc)/Dec in FA & CWIP       | -10.6        | -8.4         | -14.5        | -35.0        | -40.0        | -50.0        |
| <b>Free Cash Flow</b>        | <b>14.6</b>  | <b>40.3</b>  | <b>29.5</b>  | <b>1.5</b>   | <b>5.8</b>   | <b>-8.4</b>  |
| (Pur)/Sale of Investments    | 0.4          | 9.2          | -10.0        | 0.0          | 0.0          | 0.0          |
| Others                       | -1.2         | -11.4        | -7.4         | 0.0          | 0.0          | 0.0          |
| <b>CF from Inv. Activity</b> | <b>-11.4</b> | <b>-10.6</b> | <b>-31.9</b> | <b>-35.0</b> | <b>-40.0</b> | <b>-50.0</b> |
| Inc / (Dec) in Debt          | -0.2         | 0.0          | 0.0          | 10.0         | 10.0         | 28.0         |
| Interest paid                | -0.3         | -0.1         | -0.1         | -2.4         | -2.9         | -4.5         |
| Dividends Paid (incl.tax)    | -17.3        | -15.0        | -15.0        | -12.8        | -16.0        | -13.8        |
| <b>CF from Fin. Activity</b> | <b>-23.7</b> | <b>-21.5</b> | <b>-21.5</b> | <b>-5.2</b>  | <b>-9.0</b>  | <b>9.8</b>   |
| <b>Inc / (Dec) in Cash</b>   | <b>-9.8</b>  | <b>16.6</b>  | <b>-9.4</b>  | <b>-3.7</b>  | <b>-3.2</b>  | <b>1.3</b>   |
| Add: Opening Balance         | 10.5         | 0.6          | 17.2         | 7.8          | 4.0          | 0.9          |
| <b>Closing Balance</b>       | <b>0.6</b>   | <b>17.2</b>  | <b>7.8</b>   | <b>4.0</b>   | <b>0.9</b>   | <b>2.2</b>   |

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|----------------------------------|--|
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