

Macrotech Developers | BUY

Super market strategy at play; Target 20% growth in FY26E

Macrotech Developers (Macrotech) reported an inline quarter with pre-sales of INR 48.1bn (+14% YoY, +7% QoQ) taking the annual bookings to INR 176.3bn (up 21% YoY), marginally surpassing its FY25 guidance. Growth was led by Western suburbs and Pune where pre-sales increased by 133% and 40% to INR 24.5bn and INR 25.2bn respectively. In FY25, collections and OCF (post interest) came in at INR 143.4bn and INR 60.0bn up 27%/21% YoY. Despite higher spending on land investments, approvals and annuity assets (INR 69.1bn), net debt remained comfortable at INR 40bn with net debt-to-equity of 0.2x. In-line with its historical performance, company has maintained its 20% growth guidance and is targeting to achieve bookings of INR 210bn in FY26E aided by INR 188bn worth of new launches and INR 330bn of inventory. With a target of INR 250bn in new project additions, the company anticipates sustained business development momentum. We remain positive on Lodha as it continues to execute well across all parameters and maintain BUY with a TP of INR 1,480.

- **Strong performance led by new markets:** Macrotech reported its highest ever quarterly pre-sales of INR 48.1bn (+14% YoY, +7% QoQ), which was slightly ahead of our estimates of INR 47bn. For the full year, it achieved a pre-sales of INR 176.3bn (up 21% YoY), marginally surpassing its FY25 guidance. While South and Central region remained largest market for Macrotech with bookings of INR 52.7bn, the growth was led by Western suburbs and Pune where pre-sales increased by 133% and 40% to INR 24.5bn and INR 25.2bn respectively. This was achieved by having a deeper presence (projects in every 2-5kms radius) in its focused markets which is in-line with its successful super market strategy.
- **Healthy cash flows:** Collections were healthy at INR 44.4bn for 4QFY25, (+26% YoY, +3% QoQ) but the OCF growth was restricted to 11% YoY to INR 23bn due to increased outflow towards construction. In FY25, collections and OCF (post interest) came in at INR 143.4bn and INR 60.0bn up 27%/21% YoY. Despite higher spending on land investments, approvals and annuity assets (INR 69.1bn), net debt remained comfortable at INR 40bn with net debt-to-equity of 0.2x.
- **Launch pipeline remains strong:** During the quarter, Macrotech launched 3.4msf worth INR 32.5bn across extended eastern suburbs, Pune and Bengaluru, taking the total launches in FY25 to 9.8msf, with an estimated GDV of INR 137bn. Over the next twelve months, company intends to launch 13msf worth INR 188bn of GDV across 17 projects primarily in South Central Mumbai, Western Suburbs (MMR), Pune and Bengaluru.
- **Guidance intact; Consolidation to drive growth:** In-line with its historical performance, company has maintained its 20% growth guidance and is targeting to achieve bookings of INR 210bn in FY26. Momentum is expected to sustain in business development too as company has guided for INR 250bn worth of new project additions. Management believes the Grade A developers stands to gain significantly from the on-going consolidation – more so in an event of slowdown (if any) since they get more accretive

Financial Summary					(INR mn)
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
Net Sales	94,704	103,161	137,795	134,722	145,301
Sales Growth (%)	2.6	8.9	33.6	-2.2	7.9
EBITDA	20,661	26,757	39,880	39,042	46,369
EBITDA Margin (%)	21.8	25.9	28.9	29.0	31.9
Adjusted Net Profit	16,640	16,540	27,643	30,514	35,754
Diluted EPS (INR)	16.7	16.6	27.8	30.7	35.9
Diluted EPS Growth (%)	38.4	-0.6	67.1	10.4	17.2
ROIC (%)	10.3	9.5	13.0	12.4	14.1
ROE (%)	13.4	11.0	14.7	14.1	14.5
P/E (x)	78.0	78.5	47.0	42.6	36.3
P/B (x)	10.3	7.4	6.4	5.6	4.9
EV/EBITDA (x)	66.4	50.4	33.9	34.2	28.3
Dividend Yield (%)	0.0	0.2	0.3	0.2	0.2

Source: Company data, JM Financial. Note: Valuations as of 25/Apr/2025



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Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	1,480
Upside/(Downside)	13.4%
Previous Price Target	1,480
Change	0.0%

Key Data – LODHA IN

Current Market Price	INR1,305
Market cap (bn)	INR1,302.0/US\$15.2
Free Float	28%
Shares in issue (mn)	994.9
Diluted share (mn)	994.9
3-mon avg daily val (mn)	INR2,091.8/US\$24.5
52-week range	1,650/1,035
Sensex/Nifty	79,213/24,039
INR/US\$	85.4

Price Performance

%	1M	6M	12M
Absolute	5.1	20.6	9.0
Relative*	2.8	21.8	1.4

* To the BSE Sensex

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

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terms in land acquisitions.

- **Reported financials:** Revenue for the quarter came in at INR 42.2bn (+5% YoY, +3% QoQ) while EBITDA was INR 12.2bn (+17% YoY, -7% QoQ) with margin of 29% (+300bps YoY, -300bps QoQ). The embedded margin for the bookings done in the quarter/year stood at 32%/33%
- **Maintain 'BUY' with TP of INR 1,480:** We remain positive on Lodha as it continues to execute well across all parameters and maintain BUY with a TP of INR 1,480.

Con-call Highlights

- Interest rate cuts along with tax breaks announced in budget will significantly boost the demand for mid income housing
- Residential sales from Palava will grow by over 20% in FY26E and the growth will be higher in FY27E since it will be the first full year post operationalization of the Airoli freeway (expected in 2HFY26)
- Company had 88k walk-ins and 7k bookings in FY25 with average conversion value of INR23mn v/s INR 17m in FY24. Three years back, Company had a conversion rate of about 6.5% which has been increasing significantly from 6.5% to 7.5% in FY24 and this year to almost 8%
- Management is targeting to increase the walk-ins to 93k in FY26 and take the conversions from 8% to 8.5% implying a 12-14% cumulative impact on bookings growth with balance coming from price hikes
- In FY26, company is targeting INR35bn of incremental sales of which management expects Mumbai to contribute INR10-15bn and the balance will be equally contributed by Pune and Bengaluru
- In natural course of business, any particular segment of the industry can witness challenges but given that Macrotech is present across all segments, it is well placed to withstand the challenges
- With the launch of new premium projects at Palava, company is witnessing significant improvement of 10-40% in pricing compared to existing mid income projects

Exhibit 1. Healthy booking values and collections

Particulars	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
Booking Values (INR mn)	28,560	31,480	30,300	30,300	33,500	35,300	34,100	42,300	40,300	42,900	45,100	48,100	14%	7%
Collections (INR mn)	26,160	23,750	26,800	29,300	24,100	27,500	25,900	35,100	26,900	30,600	43,000	44,300	26%	3%
Net Debt (INR mn)	88,560	87,960	80,420	70,710	72,600	67,300	67,500	30,100	43,200	49,200	43,100	39,900	33%	-7%

Source: Company, JM Financial

Exhibit 2. Financial snapshot

INR mn	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)	FY24	FY25	YoY (%)
Net Sales	42,243	40,185	5%	40,830	3%	1,03,161	1,37,795	34%
Cost of Sales	25,672	25,221	2%	23,995	7%	62,028	82,496	33%
Gross Margin (%)	39.2%	37.2%	199bps	41.2%	-200bps	39.9%	40.1%	26bps
Employee Expenses	1,316	1,196	10%	1,314	0%	4,712	5,433	15%
Other Expenses	3,048	3,299	-8%	2,462	24%	9,664	9,986	3%
EBITDA	12,207	10,469	17%	13,059	-7%	26,757	39,880	49%
EBITDA Margin (%)	28.9%	26.1%	285bps	32.0%	-309bps	25.9%	28.9%	300bps
Depreciation	778	1,173	-34%	672	16%	2,039	2,719	33%
Interest Costs	1,517	1,158	31%	1,441	5%	4,798	5,495	15%
Other Income	1,960	654	NM	636	208%	1,534	3,903	154%
Exceptional Item	0	0	NM	0	NM	-1,049	0	NM
Share of profit in associates	-7	-7	NM	3	NM	-129	-14	NM
PBT	11,865	8,785	35%	11,585	2%	20,276	35,555	75%
Tax	2,637	2,115	NM	2,137	NM	4,734	7,889	67%
PAT	9,228	6,670	38%	9,448	NM	15,542	27,666	78%

Source: Company, JM Financial

Exhibit 3. Booking values across different regions

Booking Values (INR mn)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
South & Central	8,550	11,100	10,900	8,600	11,600	15,700	6,900	8,700	8,900	13,700	15,500	14,600	68%	-6%
Thane	4,280	2,090	2,600	3,600	3,000	3,300	3,200	4,600	3,100	2,100	2,600	3,000	-35%	15%
Extended Eastern Suburbs	6,800	4,490	5,500	5,800	6,100	4,400	4,400	7,000	3,800	6,600	11,400	6,300	-10%	-45%
Western Suburbs	1,550	6,570	1,800	3,800	2,700	2,100	2,100	3,600	5,400	9,800	6,900	2,400	-33%	-65%
Pune	1,470	1,600	5,700	2,500	4,900	4,700	3,400	5,000	10,000	2,600	2,500	10,100	102%	304%
Eastern Suburbs	1,260	3,010	3,200	4,900	3,600	4,400	5,100	6,600	2,900	5,600	4,800	7,700	17%	60%
Extended Western Suburbs	770	NA	100	NA	100	NA	NA	NA	NA	NA	NA	NA	NA	NA
Bengaluru	NA	NA	NA	NA	NA	NA	6,600	5,400	1,200	900	1,400	3,800	-30%	171%
Offices & Retail (for rent)	420	200	NA	900	800	300	400	NA	NA	NA	NA	NA	NA	NA
Industrial park	2,970	1,330	200	NA	200	NA	NA0	NA0	NA	NA	NA	NA	NA	NA
Others	490	1,100	400	300	500	500	2,000	1,300	5,100	1,600	NA	200	-85%	NA
Total	28,560	31,480	30,300	30,300	33,500	35,300	34,100	42,300	40,300	42,900	45,100	48,100	14%	7%

Source: Company, JM Financial

Exhibit 4. Average prices across regions

Average Sales Price (INR psf)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
South & Central	34,214	33,923	40,907	38,841	33,330	33,066	23,845	41,594	34,507	32,853	39,936	37,716	-9%	-6%
Thane	10,291	10,969	10,024	10,039	10,412	10,636	11,109	11,332	11,442	10,669	11,646	11,357	0%	-2%
Extended Eastern Suburbs	6,231	5,839	6,113	3,274	6,360	6,599	6,562	6,937	7,282	7,765	7,305	7,408	7%	1%
Western Suburbs	15,275	14,755	14,869	17,944	16,014	16,152	17,324	16,801	32,172	30,054	33,300	18,458	10%	-45%
Pune	7,275	7,130	7,272	7,955	7,555	7,967	8,480	8,941	10,552	8,665	10,010	9,526	7%	-5%
Eastern Suburbs	18,057	15,833	15,670	20,433	19,488	20,045	19,025	19,424	20,407	22,124	19,038	17,748	-9%	-7%
Extended Western Suburbs	8,765	NA	8,917	NA	9,079	NA	NA	9,181	NA	NA	NA	NA	-100%	NA
Bengaluru	NA	NA	NA	NA	NA	NA	11,792	11,473	12,237	11,469	11,343	11,985	4%	6%
Offices & Retail (for rent)	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Industrial park	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Others	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Total	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Source: Company, JM Financial

Exhibit 5. Company witnessed robust growth in the collections

Collections (INR mn)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
South & Central	9,110	8,360	9,500	9,300	8,300	9,200	8,100	9,300	4,100	8,100	16,300	15,000	61%	-8%
Thane	4,900	3,890	4,500	4,300	3,600	4,000	3,600	3,700	2,700	2,700	2,800	2,500	-32%	-11%
Extended Eastern Suburbs	3,840	4,420	6,500	7,500	5,100	5,800	5,200	6,300	4,400	5,500	8,900	5,600	-11%	-37%
Western Suburbs	1,850	1,570	1,700	2,600	2,100	2,100	2,000	2,500	1,700	2,200	2,200	4,400	76%	100%
Pune	1,310	1,750	2,600	2,200	1,800	2,800	2,600	3,500	3,400	4,500	5,800	6,300	80%	9%
Eastern Suburbs	390	590	1,200	1,700	1,200	2,000	2,000	5,300	3,100	3,900	4,000	7,000	32%	75%
Extended Western Suburbs	570	30	300	200	400	400	300	300	NA	NA	NA	NA	-100%	NA
Bengaluru	NA	NA	NA	NA	NA	NA	800	1,200	1,600	1,500	2,000	2,600	117%	30%
Offices & Retail (for rent)	750	470	200	900	700	400	800	600	600	600	700	700	17%	0%
Industrial park	2,720	1,580	100	200	400	NA	NA	2,300	NA	NA	NA	NA	-100%	-100%
Others	720	1,080	200	400	500	600	500	NA	5,400	1,600	300	200	NA	-33%
Total	26,160	23,750	26,800	29,300	24,100	27,500	25,900	35,100	26,900	30,600	43,000	44,300	26%	3%

Source: Company, JM Financial

Exhibit 6. Construction spends

Construction spend (INR mn)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
South & Central	2,310	2,340	1,500	1,900	2,200	1,900	2,000	1,900	2,900	2,500	2,200	3,400	79%	55%
Thane	1,380	1,410	1,400	1,900	1,700	1,400	1,300	1,400	1,500	1,100	1,100	1,300	-7%	18%
Extended Eastern Suburbs	3,580	2,990	2,800	4,000	3,700	3,000	3,100	2,900	3,700	3,200	2,800	2,900	0%	4%
Western Suburbs	650	620	400	500	500	500	500	500	900	800	700	700	40%	0%
Pune	220	500	400	600	600	700	800	800	1,500	1,400	1,300	1,500	88%	15%
Eastern Suburbs	140	240	300	500	600	600	500	500	900	900	800	900	80%	13%
Extended Western Suburbs	170	130	100	200	100	100	100	100	100	100	100	100	0%	0%
Bengaluru	NA	NA	NA	NA	NA	NA	200	200	100	200	200	400	100%	100%
Offices & Retail (for rent)	80	40	NA	100	300	100	NA	NA	NA	200	100	100	NA	0%
Industrial park	30	NA	NA	NA	200	NA	NA	NA	NA	NA	NA	NA	NA	NA
Others	NA	NA	NA	NA	NA	200	200	200	300	NA	NA	NA	-100%	NA
Total	8,570	8,270	6,900	9,600	10,000	8,500	8,700	8,600	11,900	10,400	9,300	11,300	31%	22%

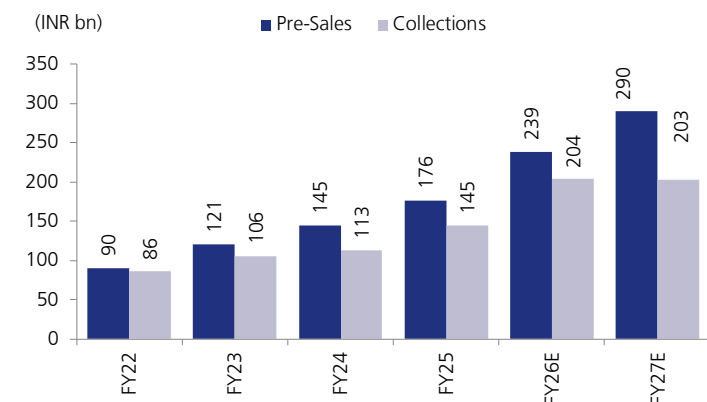
Source: Company, JM Financial

Exhibit 7. Cash flow summary

Total (INR mn)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
Pre-Sales	28,140	31,480	30,300	30,300	33,500	35,300	34,100	42,300	40,300	42,900	45,100	48,100	14%	7%
Collections	26,160	23,750	26,800	29,300	24,000	27,500	25,900	35,100	26,900	30,400	42,500	43,900	25%	3%
Repatriation from UK Investments	NA	NA	NA	300	NA	NA	5,500	NA	NA	NA	NA	NA	NA	NA
Net Collections	24,150	21,610	24,600	29,700	21,200	24,700	28,800	32,100	23,500	27,600	40,000	40,000	25%	0%
Op. Expenses	10,640	11,430	10,200	13,800	12,900	12,100	13,000	11,600	16,900	16,200	15,800	16,800	45%	6%
Const. Exp	8,570	8,270	6,900	9,600	10,000	8,500	8,900	8,600	11,900	10,100	9,100	11,200	30%	23%
SG&A	2,320	2,720	2,900	3,600	3,500	3,300	4,100	3,100	4,000	4,800	4,400	4,200	35%	-5%
Taxes	-240	450	300	600	-700	400	-100	NA	900	1,200	2,300	1,400	NA	-39%
CFO (A)	13,510	10,180	14,500	16,000	8,400	12,600	15,800	20,500	6,600	11,400	24,200	23,200	13%	-4%
Repatriation from UK Investments (B)	NA	NA	1,600	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Land approvals	6,360	7,010	5,900	4,100	8,200	5,100	13,200	14,200	18,000	12,800	13,300	19,000	34%	43%
Interest payment (C)	2,710	2,560	2,600	2,100	2,000	2,100	1,800	1,800	1,700	1,300	1,300	1,200	-33%	-8%
Net IPO Proceeds/Equity Raise	NA	NA	NA	NA	NA	NA	NA	32,800	NA	NA	NA	NA	-100%	NA
Dividend payments	NA	NA	NA	NA	NA	NA	1,000	NA	NA	2,200	NA	NA	NA	NA
Others	NA	NA	NA	NA	NA	NA	NA	NA	NA	-900	-3,500	100	NA	-103%
Net loan repayments (D)	4,440	610	7,500	9,700	-1,900	5,400	-200	37,300	-13,100	-5,900	6,100	3,100	-92%	-49%

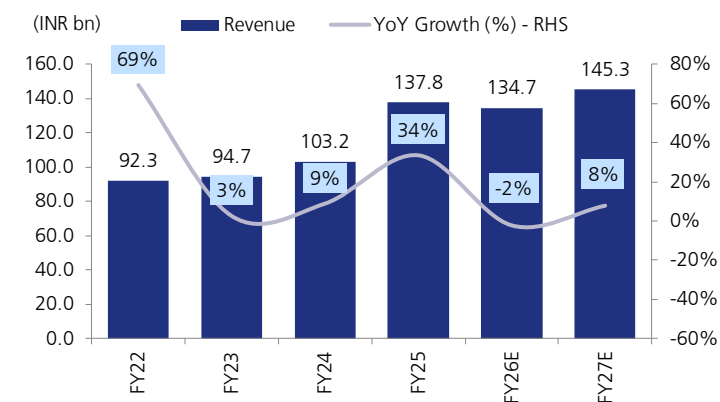
Source: Company, JM Financial

Exhibit 8. Expect consistent growth in sales and collections



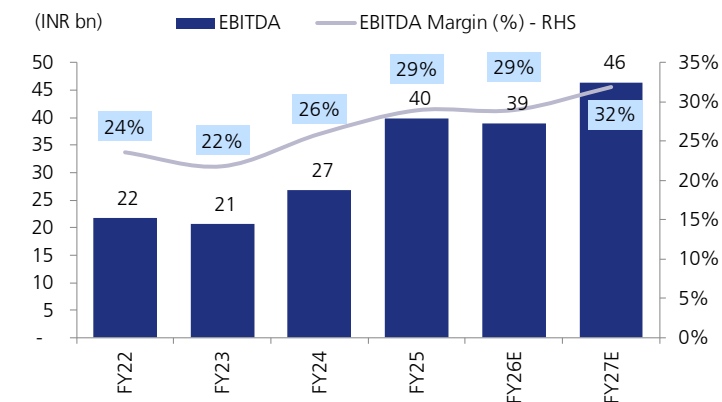
Source: Company, JM Financial

Exhibit 9. Revenue recognition should be steady



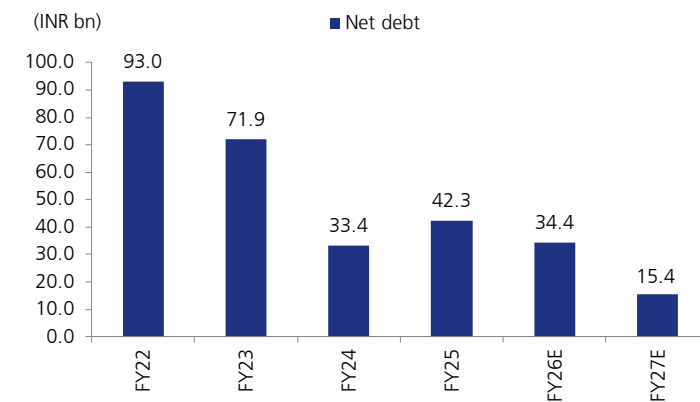
Source: Company, JM Financial

Exhibit 10. EBITDA levels to improve



Source: Company, JM Financial

Exhibit 11. Healthy OCF will result in further debt reduction



Source: Company, JM Financial

Note: Gross debt is adjusted for cash and cash equivalents to arrive at net debt

Valuation

Exhibit 12. SoTP valuation of INR 1,480

SOTP	INR mn	INR per share
Residential	9,80,652	986
Residential Receivables + Completed Inventory	79,153	80
Residential Ongoing Inventory	4,78,235	481
New Business	4,35,924	438
Commercial	26,533	27
Industrial	35,872	36
Land Parcel and Palava Township Potential	4,60,000	462
Enterprise Value	15,03,056	1,511
Mar'26 Debt	34,366	35
Equity Value	14,68,691	1,480

Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
Net Sales	94,704	103,161	137,795	134,722	145,301
Sales Growth	2.6%	8.9%	33.6%	-2.2%	7.9%
Other Operating Income	0	0	0	0	0
Total Revenue	94,704	103,161	137,795	134,722	145,301
Cost of Goods Sold/Op. Exp	60,640	62,028	82,496	77,521	77,495
Personnel Cost	4,239	4,712	5,433	5,976	6,574
Other Expenses	9,163	9,664	9,986	12,183	14,863
EBITDA	20,661	26,757	39,880	39,042	46,369
EBITDA Margin	21.8%	25.9%	28.9%	29.0%	31.9%
EBITDA Growth	-5.2%	29.5%	49.0%	-2.1%	18.8%
Depn. & Amort.	928	2,039	2,719	2,991	3,440
EBIT	19,733	24,718	37,161	36,051	42,929
Other Income	1,408	1,534	3,903	3,122	2,498
Finance Cost	4,791	4,798	5,495	3,275	3,363
PBT before Excep. & Forex	16,350	21,454	35,569	35,899	42,064
Excep. & Forex Inc./Loss(-)	-11,774	-1,049	0	0	0
PBT	4,576	20,405	35,569	35,899	42,064
Taxes	-370	4,734	7,889	5,385	6,310
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	-24	-78	9	0	0
Reported Net Profit	4,866	15,491	27,643	30,514	35,754
Adjusted Net Profit	16,640	16,540	27,643	30,514	35,754
Net Margin	17.6%	16.0%	20.1%	22.6%	24.6%
Diluted Share Cap. (mn)	994.9	994.9	994.9	994.9	994.9
Diluted EPS (INR)	16.7	16.6	27.8	30.7	35.9
Diluted EPS Growth	38.4%	-0.6%	67.1%	10.4%	17.2%
Total Dividend + Tax	482	2,238	4,240	2,195	2,195
Dividend Per Share (INR)	0.5	2.2	4.3	2.2	2.2

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
Profit before Tax	16,350	21,454	35,569	35,899	42,064
Depn. & Amort.	928	2,039	2,719	2,991	3,440
Net Interest Exp. / Inc. (-)	12,929	9,811	5,828	6,397	5,861
Inc (-) / Dec in WCap.	-1,090	-8,227	-20,656	-6,293	-11,235
Others	492	284	-1,664	-3,122	-2,498
Taxes Paid	-2,110	-238	-6,140	-4,800	-6,437
Operating Cash Flow	27,500	25,123	15,656	31,070	31,194
Capex	-755	-1,661	-4,742	-5,207	-5,218
Free Cash Flow	26,745	23,462	10,914	25,863	25,977
Inc (-) / Dec in Investments	17,728	-28,467	2,603	-1,774	-1,863
Others	804	658	1,235	0	0
Investing Cash Flow	17,778	-29,470	-904	-6,982	-7,081
Inc / Dec (-) in Capital	0	0	0	0	0
Dividend + Tax thereon	0	0	0	-2,195	-2,195
Inc / Dec (-) in Loans	-25,299	18,020	-17,682	0	0
Others	-11,642	-8,511	-6,004	-3,275	-3,363
Financing Cash Flow	-36,941	9,509	-23,686	-5,469	-5,558
Inc / Dec (-) in Cash	8,337	5,162	-8,934	18,620	18,556
Opening Cash Balance	4,771	13,108	18,270	9,336	27,956
Closing Cash Balance	13,108	18,270	9,336	27,956	46,511

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
Shareholders' Fund	126,627	174,693	201,778	230,097	263,657
Share Capital	4,818	9,945	9,976	9,976	9,976
Reserves & Surplus	121,809	164,748	191,802	220,121	253,681
Preference Share Capital	0	0	0	0	0
Minority Interest	596	647	670	670	670
Total Loans	90,486	76,799	70,804	70,804	70,804
Def. Tax Liab. / Assets (-)	-2,100	1,360	860	1,444	1,317
Total - Equity & Liab.	215,608	253,499	274,112	303,015	336,447
Net Fixed Assets	18,275	11,730	13,714	15,930	17,708
Gross Fixed Assets	18,275	11,730	13,714	15,930	17,708
Intangible Assets	0	0	0	0	0
Less: Depn. & Amort.	0	0	0	0	0
Capital WIP	0	0	0	0	0
Investments	7,594	33,081	20,579	21,539	22,547
Current Assets	363,248	427,164	461,679	498,499	540,792
Inventories	301,167	339,930	364,759	379,349	398,317
Sundry Debtors	7,393	7,999	7,763	7,382	7,962
Cash & Bank Balances	13,108	18,270	9,336	27,956	46,511
Loans & Advances	11,467	11,469	18,427	19,348	20,316
Other Current Assets	30,113	49,496	61,394	64,464	67,687
Current Liab. & Prov.	173,509	218,476	221,860	232,953	244,601
Current Liabilities	65,259	101,206	87,929	92,325	96,942
Provisions & Others	108,250	117,270	133,931	140,628	147,659
Net Current Assets	189,739	208,688	239,819	265,546	296,192
Total - Assets	215,608	253,499	274,112	303,015	336,447

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
Net Margin	17.6%	16.0%	20.1%	22.6%	24.6%
Asset Turnover (x)	0.3	0.3	0.4	0.4	0.3
Leverage Factor (x)	2.3	2.1	1.9	1.8	1.7
RoE	13.4%	11.0%	14.7%	14.1%	14.5%

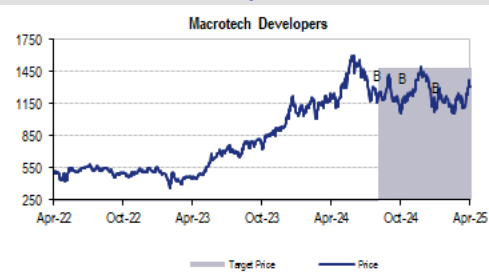
Key Ratios					
Y/E March	FY23A	FY24A	FY25A	FY26E	FY27E
BV/Share (INR)	127.3	175.6	202.8	231.3	265.0
ROIC	10.3%	9.5%	13.0%	12.4%	14.1%
ROE	13.4%	11.0%	14.7%	14.1%	14.5%
Net Debt/Equity (x)	0.6	0.3	0.3	0.1	0.1
P/E (x)	78.0	78.5	47.0	42.6	36.3
P/B (x)	10.3	7.4	6.4	5.6	4.9
EV/EBITDA (x)	66.4	50.4	33.9	34.2	28.3
EV/Sales (x)	14.5	13.1	9.8	9.9	9.0
Debtor days	28	28	21	20	20
Inventory days	1,161	1,203	966	1,028	1,001
Creditor days	0	0	0	0	0

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
26-Aug-24	Buy	1,480	
29-Oct-24	Buy	1,480	0.0
27-Jan-25	Buy	1,480	0.0

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

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