

# Lodha Developers

Estimate change



TP change



Rating change



|                       |               |
|-----------------------|---------------|
| Bloomberg             | LODHA IN      |
| Equity Shares (m)     | 999           |
| M.Cap.(INRb)/(USDb)   | 1197.7 / 12.5 |
| 52-Week Range (INR)   | 1328 / 651    |
| 1, 6, 12 Rel. Per (%) | 27/37/-3      |
| 12M Avg Val (INR M)   | 2190          |

## Financials & Valuations (INR b)

| Y/E Mar           | FY26  | FY27E | FY28E |
|-------------------|-------|-------|-------|
| Sales             | 166.8 | 197.3 | 224.3 |
| EBITDA            | 49.2  | 63.4  | 72.3  |
| EBITDA Margin (%) | 29.5  | 32.1  | 32.3  |
| PAT               | 34.3  | 43.9  | 51.6  |
| EPS (INR)         | 34.3  | 43.9  | 51.6  |
| EPS Gr. (%)       | 24.0  | 28.0  | 17.5  |
| BV/Sh. (INR)      | 233.1 | 271.1 | 315.7 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 14.7 | 16.2 | 16.4 |
| RoCE (%)   | 13.0 | 14.3 | 15.2 |
| Payout (%) | 12.4 | 13.6 | 13.5 |

## Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (x)       | 34.9 | 27.3 | 23.2 |
| P/BV (x)      | 5.1  | 4.4  | 3.8  |
| EV/EBITDA (x) | 25.6 | 19.0 | 16.1 |
| Div yld (%)   | 0.4  | 0.5  | 0.6  |

## Shareholding pattern (%)

| As On    | Jun-26 | Mar-26 | Jun-25 |
|----------|--------|--------|--------|
| Promoter | 70.3   | 72.3   | 71.9   |
| DII      | 3.6    | 4.6    | 2.2    |
| FII      | 23.7   | 21.3   | 24.9   |
| Others   | 2.5    | 1.9    | 1.0    |

**CMP: INR1,199**

**TP: INR1,430 (+19%)**

**Buy**

## Strong quarter; growth visibility improves

### Robust launch visibility on continued business development

Lodha Developers (LODHA) added one project in Pune during 1QFY27, with 1.9msf of saleable area and an estimated GDV of INR23b. It has INR413b of launched inventory yet to be sold, which is expected to support sustenance sales. Further, the company has ~71msf (own land + JDA) planned for launch beyond the next 12 months, providing comfortable growth visibility for medium-term pre-sales growth. Additionally, LODHA's land bank of ~600msf in Extended Eastern Suburbs provides multi-year sales visibility in this micro-market.

### 1Q pre-sales on expected lines; momentum to improve

In 1QFY27, pre-sales grew by 4% YoY to INR46.3b (in line), despite the absence of any significant launches (1H usually comprises 40% of annual pre-sales). In 1Q, it launched one new phase in its MMR project, offering GDV of ~INR3.3b. MMR remained the key growth driver, contributing 88% of quarterly pre-sales, with the Extended Western Suburbs alone accounting for INR19b (land sales were ~INR12b). Around 60% of 1QFY27 pre-sales were from premium and luxury housing. LODHA has a strong pipeline of projects for the remainder of FY27, comprising 21 launches with a GDV potential of INR241b, providing healthy growth visibility. **We maintain a 16% CAGR in pre-sales, reaching INR276b during FY26-28E.**

### Takes a step forward in the emerging DC business segment

The company recorded a land transaction with Digital Edge in 1Q at ~INR425m/acre. At its 660-acre integrated DC park, it has already sold 132 acres as of 1QFY27. It plans to monetize an additional 143 acres over the next three years, which is expected to generate INR90b (at INR600m/acre). This would fund the development of a 1GW power shell data center on 90 acres on a built-to-suit basis, with an annual rental potential of INR20b by FY32, which would enable the monetization of the Palava land as well as generate steady annuity income. LODHA has reiterated its plan of 10x growth in overall annuity income over the next six years.

### Robust collections; balance sheet further strengthens

Collections increased 46% YoY to INR42.1b, reflecting strong execution and supported by cash inflows from the Palava land monetization. Strong operating cash flows of ~INR18b in 1Q enabled net debt reduction of INR4.5b QoQ to INR49.3b (net debt-to-equity at 0.2x). With a development pipeline of nearly INR2.0t GDV, management expects the DevCo business to become net debt-free in the coming years.

### Highest-ever quarterly profitability

Revenue grew 43% YoY to INR50b, driven by the recently concluded land sale transaction at Palava. Consequently, EBITDA increased 95% YoY to INR19.2b, with EBITDA margin expanding 850bp QoQ to 38.5%. PAT doubled YoY to a record INR13.7b on the back of strong revenue growth and EBITDA margin expansion.

### Valuation and view

- LODHA has showcased its ability to diversify regionally beyond MMR while scaling up operations, which is expected to expand its addressable opportunity, derisk operational performance, and improve growth visibility over the medium term.
- Despite strong BD worth INR1.4t over the last 4-5 years, the company has continued to add projects while maintaining a healthy pace of inventory monetization.
- Regional diversification and continuity in the BD activity reinforce our confidence that LODHA can deliver higher growth compared to peers of similar scale while maintaining balance sheet strength.
- **Hence, given the continued investments toward growth, we assign a 20% premium to the residential NAV, which we believe is justified as our calculations suggest that the segment can command ~40% NAV premium.** Further increase in NAV premium would depend on the pace of project additions in the coming quarters.
- Disciplined cash flow generation has ensured leverage remains well under control, further strengthening the balance sheet. Driven by robust pre-sales performance and project execution, we expect collections growth and OCF generation to remain strong over the next 2-3 years. Scaling up of the commercial segment and data center businesses would offer additional growth avenues over the medium term.
- Overall, we have valued Devco at a 20% premium to NAV, whereas the annuity business is on a 7.5% cap rate.
- **LODHA is our preferred pick among the larger developers. Despite the stock's sharp run-up by 35% in the past 3M, we reiterate our BUY recommendation with a revised TP of INR1,430.**

### Quarterly performance

| Y/E March                    | FY26          |               |               |               | FY27E         |               |               |               | FY26            | FY27            | FY27<br>1Q Est. | 1QE Var.<br>(%/bp) |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|--------------------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |                 |                 |                 |                    |
| <b>Net Sales</b>             | <b>34,917</b> | <b>37,985</b> | <b>46,725</b> | <b>47,135</b> | <b>49,967</b> | <b>44,943</b> | <b>49,327</b> | <b>53,071</b> | <b>1,66,762</b> | <b>1,97,308</b> | <b>36,676</b>   | <b>36</b>          |
| YoY Change (%)               | 23            | 45            | 14            | 12            | 43            | 18            | 6             | 13            | 21.0            | 18.3            | 5.0             |                    |
| Total Expenditure            | 25,073        | 26,897        | 32,574        | 33,009        | 30,743        | 32,259        | 34,931        | 35,968        | 1,17,553        | 1,33,901        | 26,236          |                    |
| <b>EBITDA</b>                | <b>9,844</b>  | <b>11,088</b> | <b>14,151</b> | <b>14,126</b> | <b>19,224</b> | <b>12,684</b> | <b>14,396</b> | <b>17,103</b> | <b>49,209</b>   | <b>63,407</b>   | <b>10,440</b>   | <b>84</b>          |
| Margins (%)                  | 28.2          | 29.2          | 30.3          | 30.0          | 38.5          | 28.2          | 29.2          | 32.2          | 29.5            | 32.1            | 28.5            |                    |
| Depreciation                 | 12,000        | 13,100        | 14,900        | 16,500        | 692           | 750           | 900           | 1,267         | 3,454           | 3,609           | 890             |                    |
| Interest                     | 34.4          | 34.5          | 31.9          | 35.0          | 1,791         | 1,650         | 1,587         | 1,437         | 6,567           | 6,465           | 1,682           |                    |
| Other Income                 | 659           | 714           | 975           | 1,106         | 1,000         | 683           | 750           | 567           | 4,433           | 3,000           | 563             |                    |
| <b>PBT before EO expense</b> | <b>1,478</b>  | <b>1,565</b>  | <b>1,850</b>  | <b>1,674</b>  | <b>17,741</b> | <b>10,967</b> | <b>12,659</b> | <b>14,965</b> | <b>43,621</b>   | <b>56,332</b>   | <b>8,431</b>    | <b>110</b>         |
| Extra-Ord expense            | 1,330         | 804           | 1,029         | 1,270         | 0             | 0             | 0             | 0             | 0               | 0               | 0               |                    |
| <b>PBT</b>                   | <b>9,037</b>  | <b>9,613</b>  | <b>12,355</b> | <b>12,616</b> | <b>17,741</b> | <b>10,967</b> | <b>12,659</b> | <b>14,965</b> | <b>43,621</b>   | <b>56,332</b>   | <b>8,431</b>    | <b>110</b>         |
| Tax                          | 0             | 0             | 0             | 0             | 4,028         | 2,413         | 2,785         | 3,295         | 9,406           | 12,393          | 1,855           |                    |
| Rate (%)                     | 9,037         | 9,613         | 12,355        | 12,616        | 22.7          | 22.0          | 22.0          | 22.0          | 0.2             | 0.2             | 22.0            |                    |
| MI & P/L of Asso. Cos.       | 2,284         | 1,710         | 2,854         | 2,558         | -8            | 11            | 13            | 34            | -67             | 50              | 9               |                    |
| <b>Reported PAT</b>          | <b>25.3</b>   | <b>17.8</b>   | <b>23.1</b>   | <b>20.3</b>   | <b>13,721</b> | <b>8,543</b>  | <b>9,862</b>  | <b>11,636</b> | <b>34,282</b>   | <b>43,889</b>   | <b>6,567</b>    | <b>109</b>         |
| <b>Adj PAT</b>               | <b>6</b>      | <b>16</b>     | <b>-68</b>    | <b>-21</b>    | <b>13,721</b> | <b>8,543</b>  | <b>9,862</b>  | <b>11,636</b> | <b>34,282</b>   | <b>43,889</b>   | <b>6,567</b>    | <b>109</b>         |
| YoY Change (%)               | 6,747         | 7,887         | 9,569         | 10,079        | 103           | 8             | 3             | 15            | 24.0            | 28.0            | -2.7            |                    |
| Margins (%)                  | 6,747         | 7,887         | 9,569         | 10,079        | 27.5          | 19.0          | 20.0          | 21.9          | 20.6            | 22.2            | 17.9            | 955bp              |



## Key highlights from the management commentary

### Residential

- Management reiterated FY27 pre-sales guidance of INR240b (+17% YoY), with 1HFY27 expected to contribute ~40% of annual sales.
- Around 60% of LODHA's pre-sales in 1QFY27 were from premium and luxury housing. Embedded residential margins (excluding land sales) remained in the low-30% range, in line with FY27 guidance of 32-34%.
- Demand in MMR has normalized, with luxury housing sales closures returning to normal levels. Bengaluru continues to perform strongly, while the company's maiden NCR launch remains on track for 2HFY27.
- Some launches were deferred during the quarter due to geopolitical uncertainty; however, the FY27 launch pipeline remains intact at 21 projects/phases with GDV of ~INR250b across MMR, NCR, Bengaluru, and Pune.
- Management expects the residential market to remain healthy, led by end-user demand. Branded developers are expected to increase their share of the MMR market.
- Demand remained resilient despite the Middle East conflict, with Middle East NRIs accounting for only 4-5% of sales. Management expects a portion of capital previously flowing into Dubai real estate (INR350b) to be invested in India.
- Sustained elevated energy prices could increase construction costs by 1-1.5%, implying a project-level EBITDA margin impact of 35-75bp.

### Data centres

- Land sales, including data center and other land transactions, contributed ~INR12b of pre-sales during the quarter, with ~85-90% revenue recognition and ~INR6b PAT contribution.
- The latest transaction was concluded with Digital Edge India at ~INR420m per acre versus ~INR210m per acre in CY25.
- Land values at the Pallava data center park have appreciated over 15x during the last five years, while the company believes serviced land values could approach ~INR600m per acre over the next 18 months.
- The entire ~660-acre data center park is covered under the Maharashtra Green Integrated Data Center Park approval and has access to ~3GW of power capacity. Current power density stands at ~11-15MW per acre.
- Leasing discussions for the first power shell asset are underway, with the first leasing transaction expected during FY27 and construction expected to commence during CY26.
- Infrastructure investment for the broader data center ecosystem is estimated at ~INR5-7b. The company remains focused on land monetization and power shell development rather than the capital-intensive rack and server infrastructure business.

#### **RentCo**

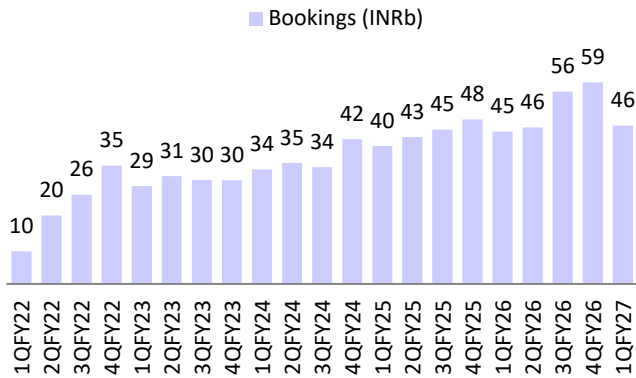
- Management reiterated its annuity roadmap of >INR30b annual rental income by FY32, including >INR20b from data centers, ~INR6b from retail and office assets, and ~INR4b from warehousing and industrial assets.
- The planned ~1GW power shell portfolio is expected to generate annual rental income exceeding INR20b by FY32, with rental assumptions of slightly above INR20m per MW annually.

#### **Palava and LandCo**

- Improved connectivity is expected to support premium residential launches from 4QFY27 onwards, with a more meaningful impact visible from CY27/FY28.
- The company expects its LandCo platform to begin demonstrating value from FY28 through monetization of surplus land for non-competing uses such as affordable housing and back-office developments.
- Land monetization remains ahead of plan, with nearly half of the FY27 land sales target achieved during 1QFY27.

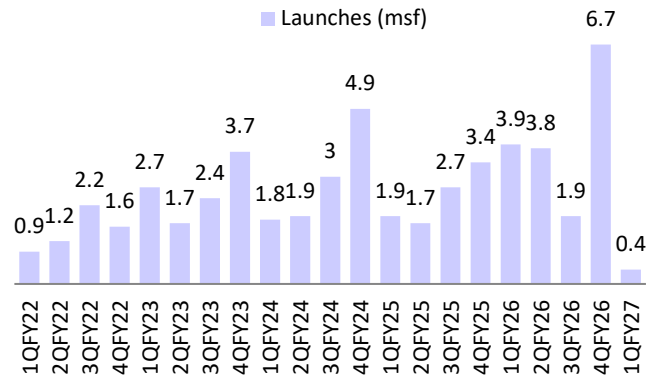
## Key exhibits

**Exhibit 1: Reported pre-sales of INR46b, up 4% YoY**



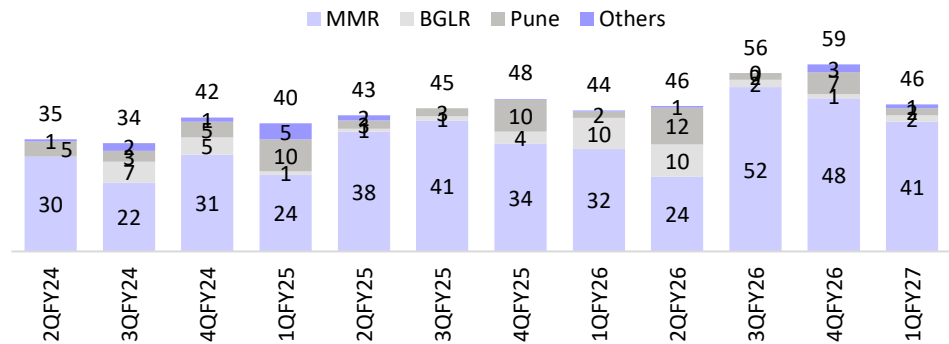
Source: Company, MOFSL

**Exhibit 2: Launched 0.4 msf in FY26**



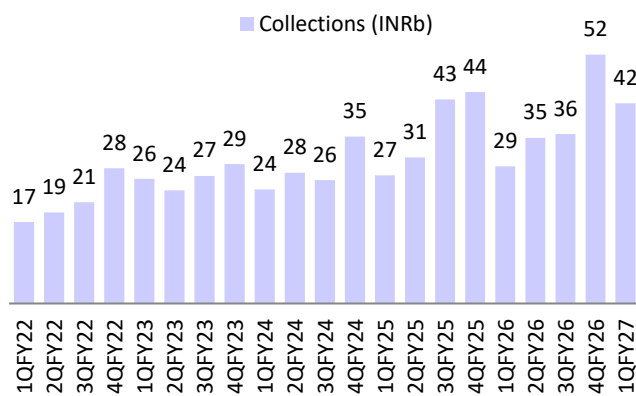
Source: Company, MOFSL

**Exhibit 3: Pre-sales across different markets**



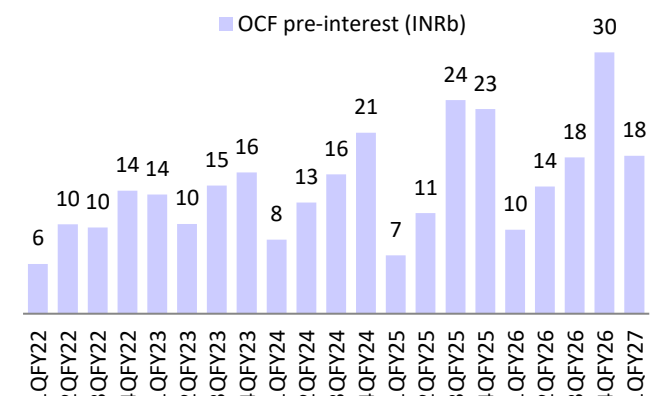
Source: Company, MOFSL

**Exhibit 4: Collections increased 46% YoY to INR42b**



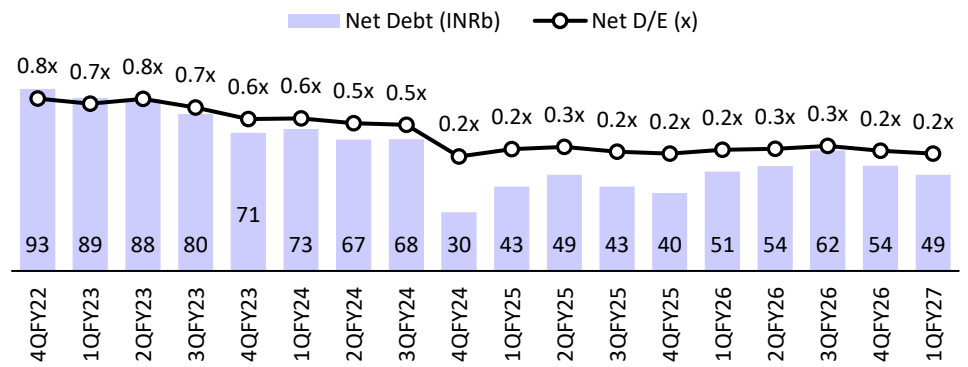
Source: MOFSL, Company

**Exhibit 5: Generated an OCF of INR18b in 1QFY27**



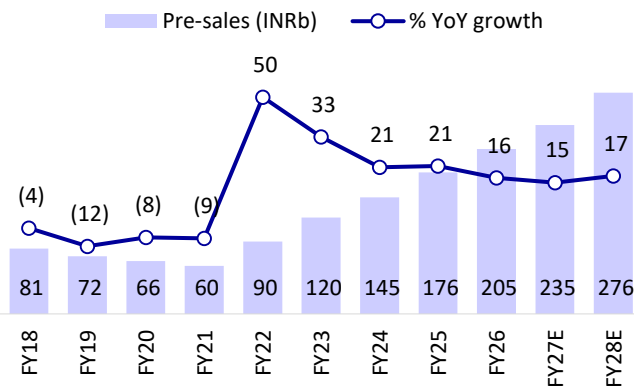
Source: MOFSL, Company

**Exhibit 6: Reduction in debt levels despite continued spending on BD**



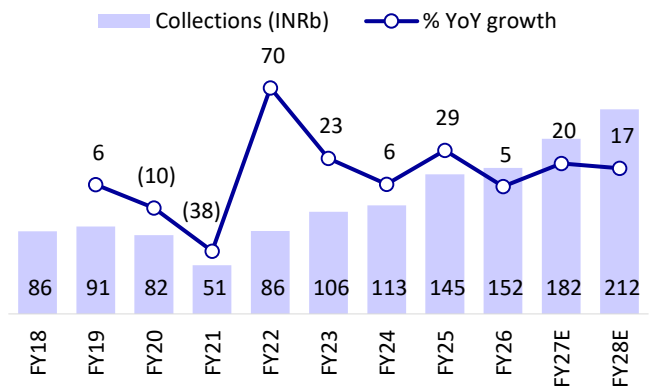
Source: MOFSL, Company

**Exhibit 7: Expect a 16% CAGR in pre-sales over FY26-28, reaching INR275b**



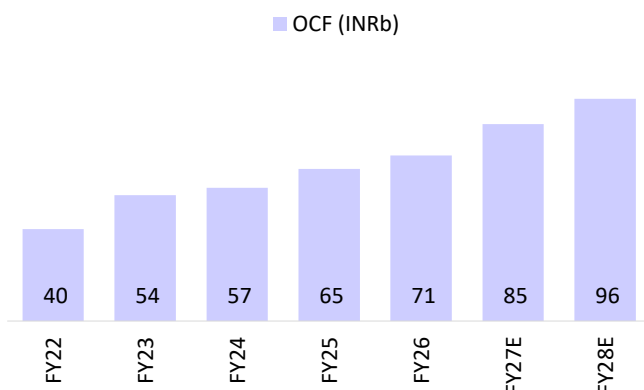
Source: MOFSL, Company

**Exhibit 8: Expect an 18% CAGR in collections over FY26-28, reaching INR212b**



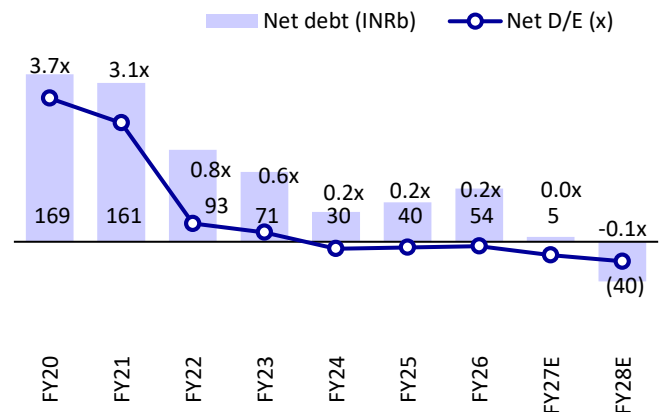
Source: MOFSL, Company

**Exhibit 9: LODHA to generate ~INR96b OCF by FY28**



Source: Company, MOFSL

**Exhibit 10: Net D/E well below ceiling limits of 0.5x**



Source: Company, MOFSL

**Exhibit 11: Revisions to our estimates**

| (INR m)     | Old      |          | New      |          | Change |       |
|-------------|----------|----------|----------|----------|--------|-------|
|             | FY27E    | FY28E    | FY27E    | FY28E    | FY27E  | FY28E |
| Revenue     | 1,92,183 | 2,23,520 | 1,97,308 | 2,24,260 | 3%     | 0%    |
| EBITDA      | 57,056   | 66,816   | 63,407   | 72,333   | 11%    | 8%    |
| Adj. PAT    | 38,935   | 47,278   | 43,889   | 51,582   | 13%    | 9%    |
| Pre-sales   | 2,33,596 | 2,74,554 | 2,35,155 | 2,75,736 | 1%     | 0%    |
| Collections | 1,81,907 | 2,11,601 | 1,81,845 | 2,12,331 | 0%     | 0%    |
| OCF         | 81,559   | 95,400   | 84,703   | 95,547   | 4%     | 0%    |

Source: MOFSL, Company

**Valuation and view: On track for consistent growth; reiterate BUY**

- LODHA has showcased its ability to diversify regionally beyond MMR while scaling up operations, which is expected to expand addressable opportunity, derisk operational performance, and improve growth visibility over the medium term.
- Despite strong BD worth INR1.4t over the last 4-5 years, the company has continued to add projects while maintaining a healthy pace of inventory monetization.
- Regional diversification and continuity in the BD activity reinforce our confidence that LODHA can deliver higher growth compared to peers of similar scale while maintaining balance sheet strength.
- Hence, given the continued investments towards growth, we now assign a 20% premium to the residential NAV, which we believe is justified as our calculations suggest that the segment can command ~40% NAV premium. Further increase in NAV premium would depend on the pace of project additions in the coming quarters.
- Disciplined cash flow generation has ensured leverage remains well under control, further strengthening the balance sheet. Driven by strong pre-sales performance and project execution, we expect collections growth and OCF generation to remain strong over the next 2-3 years. Scaling up in the commercial segment and data center businesses would offer additional growth avenues over the medium term.
- Overall, we have valued Devco at a 20% premium to NAV, whereas the annuity business is on a 7.5% cap rate.
- LODHA is our preferred pick among the larger developers. Despite the stock's sharp run-up by 35% in the past 3M, we reiterate our BUY recommendation with a revised TP of INR1,430.

**Exhibit 12: Based on our SoTP approach, we arrive at a TP of INR1,430, implying a 19% upside potential**

| NAV Summary                 |                                     | INRb         |
|-----------------------------|-------------------------------------|--------------|
| Residential                 | at NAV; Discounted at 11.0% WACC    | 891          |
| Residential NAV premium     | NAV premium of 20% for continued BD | 178          |
| Commercial & Retail         | Cap rate of 7.5%                    | 52           |
| Digital Infra & industrial  | Cap rate of 7.5%                    | 309          |
| <b>Total EV</b>             |                                     | <b>1,431</b> |
| Less: Net debt              |                                     | 5            |
| <b>Market cap</b>           |                                     | <b>1,426</b> |
| No. of shares (m)           |                                     | 998          |
| Target Price (INR)          |                                     | 1,430        |
| <b>Rounded-off TP (INR)</b> |                                     | <b>1,430</b> |
| CMP                         |                                     | 1,199        |
| <b>Upside</b>               |                                     | <b>19%</b>   |

Source: MOFSL, Company

## Financials and valuations

### Consolidated Income Statement (INR m)

| Y/E March                           | FY22          | FY23          | FY24            | FY25            | FY26            | FY27E           | FY28E           |
|-------------------------------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Total Income from Operations</b> | <b>92,332</b> | <b>94,704</b> | <b>1,03,161</b> | <b>1,37,795</b> | <b>1,66,762</b> | <b>1,97,308</b> | <b>2,24,260</b> |
| Change (%)                          | 69.5          | 2.6           | 8.9             | 33.6            | 21.0            | 18.3            | 13.7            |
| <b>Total Expenditure</b>            | <b>71,085</b> | <b>74,042</b> | <b>76,404</b>   | <b>97,915</b>   | <b>1,17,553</b> | <b>1,33,901</b> | <b>1,51,927</b> |
| % of Sales                          | 77.0          | 78.2          | 74.1            | 71.1            | 70.5            | 67.9            | 67.7            |
| <b>EBITDA</b>                       | <b>21,247</b> | <b>20,662</b> | <b>26,757</b>   | <b>39,880</b>   | <b>49,209</b>   | <b>63,407</b>   | <b>72,333</b>   |
| Margin (%)                          | 23.0          | 21.8          | 25.9            | 28.9            | 29.5            | 32.1            | 32.3            |
| Depreciation                        | 748           | 928           | 2,039           | 2,719           | 3,454           | 3,609           | 3,772           |
| <b>EBIT</b>                         | <b>20,499</b> | <b>19,734</b> | <b>24,718</b>   | <b>37,161</b>   | <b>45,755</b>   | <b>59,798</b>   | <b>68,562</b>   |
| Int. and Finance Charges            | 6,803         | 4,791         | 4,798           | 5,495           | 6,567           | 6,465           | 5,517           |
| Other Income                        | 3,460         | 1,408         | 1,534           | 3,903           | 4,433           | 3,000           | 3,150           |
| <b>PBT bef. EO Exp.</b>             | <b>17,156</b> | <b>16,351</b> | <b>21,454</b>   | <b>35,569</b>   | <b>43,621</b>   | <b>56,332</b>   | <b>66,194</b>   |
| EO Items                            | 0             | -11,774       | -1,049          | 0               | 0               | 0               | 0               |
| <b>PBT after EO Exp.</b>            | <b>17,156</b> | <b>4,577</b>  | <b>20,405</b>   | <b>35,569</b>   | <b>43,621</b>   | <b>56,332</b>   | <b>66,194</b>   |
| Total Tax                           | 5,080         | -370          | 4,734           | 7,889           | 9,406           | 12,393          | 14,563          |
| Tax Rate (%)                        | 29.6          | -8.1          | 23.2            | 22.2            | 21.6            | 22.0            | 22.0            |
| Minority Interest                   | 52            | 80            | 180             | 37              | -67             | 50              | 50              |
| <b>Reported PAT</b>                 | <b>12,024</b> | <b>4,867</b>  | <b>15,491</b>   | <b>27,643</b>   | <b>34,282</b>   | <b>43,889</b>   | <b>51,582</b>   |
| <b>Adjusted PAT</b>                 | <b>12,024</b> | <b>16,641</b> | <b>16,540</b>   | <b>27,643</b>   | <b>34,282</b>   | <b>43,889</b>   | <b>51,582</b>   |
| Change (%)                          | 139.1         | 38.4          | -0.6            | 67.1            | 24.0            | 28.0            | 17.5            |
| Margin (%)                          | 13.0          | 17.6          | 16.0            | 20.1            | 20.6            | 22.2            | 23.0            |

Source: MOFSL, Company

### Consolidated Balance Sheet (INR m)

| Y/E March                           | FY22            | FY23            | FY24            | FY25            | FY26            | FY27E           | FY28E           |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Equity Share Capital                | 4,815           | 4,818           | 9,945           | 9,976           | 9,989           | 9,989           | 9,989           |
| Total Reserves                      | 1,16,235        | 1,21,809        | 1,64,748        | 1,91,802        | 2,22,873        | 2,60,777        | 3,05,375        |
| <b>Net Worth</b>                    | <b>1,21,050</b> | <b>1,26,627</b> | <b>1,74,693</b> | <b>2,01,778</b> | <b>2,32,862</b> | <b>2,70,766</b> | <b>3,15,364</b> |
| Minority Interest                   | 568             | 596             | 647             | 670             | 1,430           | 1,480           | 1,530           |
| Total Loans                         | 1,15,367        | 90,602          | 76,976          | 70,940          | 98,960          | 81,960          | 69,960          |
| Deferred Tax Liabilities            | 1,168           | -2,100          | 1,360           | 860             | 258             | 207             | 154             |
| <b>Capital Employed</b>             | <b>2,38,153</b> | <b>2,15,724</b> | <b>2,53,676</b> | <b>2,74,248</b> | <b>3,33,510</b> | <b>3,54,412</b> | <b>3,87,008</b> |
| Gross Block                         | 18,831          | 19,718          | 18,641          | 20,492          | 28,677          | 29,677          | 30,677          |
| Less: Accum. Deprn.                 | 7,130           | 8,059           | 10,098          | 12,817          | 16,271          | 19,880          | 23,652          |
| <b>Net Fixed Assets</b>             | <b>11,700</b>   | <b>11,660</b>   | <b>8,543</b>    | <b>7,675</b>    | <b>12,406</b>   | <b>9,797</b>    | <b>7,025</b>    |
| <b>Investment Property</b>          | <b>2,651</b>    | <b>1,539</b>    | <b>1,463</b>    | <b>4,019</b>    | <b>14,525</b>   | <b>15,025</b>   | <b>15,525</b>   |
| Goodwill on Consolidation           | 5,388           | 5,303           | 4,520           | 3,399           | 2,128           | 2,128           | 2,128           |
| Capital WIP                         | 0               | 0               | 0               | 0               | 0               | 0               | 0               |
| <b>Total Investments</b>            | <b>5,229</b>    | <b>2,233</b>    | <b>22,207</b>   | <b>11,121</b>   | <b>11,990</b>   | <b>12,177</b>   | <b>12,367</b>   |
| <b>Curr. Assets, Loans&amp;Adv.</b> | <b>3,59,078</b> | <b>3,68,383</b> | <b>4,35,242</b> | <b>4,69,758</b> | <b>5,45,747</b> | <b>5,47,329</b> | <b>5,57,976</b> |
| Inventory                           | 2,73,583        | 3,01,167        | 3,39,930        | 3,64,759        | 4,02,538        | 3,58,616        | 3,26,329        |
| Account Receivables                 | 6,451           | 7,393           | 7,999           | 7,763           | 14,720          | 14,941          | 15,165          |
| Cash and Bank Balance               | 12,457          | 18,242          | 26,348          | 17,415          | 35,861          | 71,499          | 1,04,552        |
| Loans and Advances                  | 66,586          | 41,580          | 60,965          | 79,821          | 92,628          | 1,02,273        | 1,11,930        |
| <b>Curr. Liability &amp; Prov.</b>  | <b>1,45,892</b> | <b>1,73,393</b> | <b>2,18,299</b> | <b>2,21,724</b> | <b>2,53,286</b> | <b>2,32,043</b> | <b>2,08,012</b> |
| Account Payables                    | 15,087          | 20,962          | 25,790          | 30,656          | 35,590          | 36,480          | 37,392          |
| Other Current Liabilities           | 1,30,581        | 1,52,129        | 1,92,173        | 1,90,653        | 2,17,075        | 1,94,942        | 1,70,000        |
| Provisions                          | 224             | 302             | 336             | 415             | 621             | 621             | 621             |
| <b>Net Current Assets</b>           | <b>2,13,185</b> | <b>1,94,990</b> | <b>2,16,943</b> | <b>2,48,034</b> | <b>2,92,461</b> | <b>3,15,286</b> | <b>3,49,964</b> |
| <b>Appl. of Funds</b>               | <b>2,38,153</b> | <b>2,15,724</b> | <b>2,53,676</b> | <b>2,74,248</b> | <b>3,33,510</b> | <b>3,54,412</b> | <b>3,87,008</b> |

Source: MOFSL, Company

## Financials and valuations

### Ratios

| Y/E March                     | FY22        | FY23        | FY24        | FY25        | FY26        | FY27E       | FY28E       |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |             |             |             |             |             |
| <b>EPS</b>                    | <b>12.0</b> | <b>16.7</b> | <b>16.6</b> | <b>27.7</b> | <b>34.3</b> | <b>43.9</b> | <b>51.6</b> |
| Cash EPS                      | 12.8        | 17.6        | 18.6        | 30.4        | 37.8        | 47.6        | 55.4        |
| BV/Share                      | 121.2       | 126.8       | 174.9       | 202.0       | 233.1       | 271.1       | 315.7       |
| DPS                           | 0.0         | 2.1         | 2.2         | 4.3         | 4.2         | 6.0         | 7.0         |
| Payout (%)                    | 0.0         | 20.5        | 14.2        | 15.3        | 12.4        | 13.6        | 13.5        |
| <b>Valuation (x)</b>          |             |             |             |             |             |             |             |
| P/E                           | 99.6        | 72.0        | 72.4        | 43.3        | 34.9        | 27.3        | 23.2        |
| Cash P/E                      | 93.8        | 68.2        | 64.4        | 39.4        | 31.7        | 25.2        | 21.6        |
| P/BV                          | 9.9         | 9.5         | 6.9         | 5.9         | 5.1         | 4.4         | 3.8         |
| EV/Sales                      | 14.1        | 13.4        | 12.1        | 9.1         | 7.6         | 6.1         | 5.2         |
| EV/EBITDA                     | 61.2        | 61.5        | 46.6        | 31.4        | 25.6        | 19.0        | 16.1        |
| Dividend Yield (%)            | 0.0         | 0.2         | 0.2         | 0.4         | 0.4         | 0.5         | 0.6         |
| FCF per share                 | 19.7        | 26.8        | 23.5        | 10.9        | 7.1         | 62.3        | 54.6        |
| <b>Return Ratios (%)</b>      |             |             |             |             |             |             |             |
| RoE                           | 9.9         | 13.1        | 9.5         | 13.7        | 14.7        | 16.2        | 16.4        |
| RoCE                          | 7.3         | 10.1        | 8.6         | 12.2        | 13.0        | 14.3        | 15.2        |
| RoIC                          | 6.7         | 10.3        | 9.5         | 12.8        | 13.5        | 16.8        | 19.8        |
| <b>Working Capital Ratios</b> |             |             |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 4.9         | 4.8         | 5.5         | 6.7         | 5.8         | 6.6         | 7.3         |
| Asset Turnover (x)            | 0.4         | 0.4         | 0.4         | 0.5         | 0.5         | 0.6         | 0.6         |
| Inventory (Days)              | 1,082       | 1,161       | 1,203       | 966         | 881         | 663         | 531         |
| Debtor (Days)                 | 26          | 28          | 28          | 21          | 32          | 28          | 25          |
| Creditor (Days)               | 60          | 81          | 91          | 81          | 78          | 67          | 61          |
| <b>Leverage Ratio (x)</b>     |             |             |             |             |             |             |             |
| Current Ratio                 | 2.5         | 2.1         | 2.0         | 2.1         | 2.2         | 2.4         | 2.7         |
| Interest Cover Ratio          | 3.0         | 4.1         | 5.2         | 6.8         | 7.0         | 9.2         | 12.4        |
| Net Debt/Equity               | 0.9         | 0.6         | 0.3         | 0.3         | 0.3         | 0.0         | -0.1        |

### Consolidated - Cash Flow Statement

(INR m)

| Y/E March                        | FY22           | FY23           | FY24           | FY25           | FY26          | FY27E          | FY28E          |
|----------------------------------|----------------|----------------|----------------|----------------|---------------|----------------|----------------|
| OP/(Loss) before Tax             | 17,165         | 4,524          | 20,276         | 35,555         | 43,713        | 56,332         | 66,194         |
| Depreciation                     | 748            | 928            | 2,039          | 2,719          | 3,454         | 3,609          | 3,772          |
| Interest & Finance Charges       | 19,923         | 13,890         | 10,640         | 7,072          | 7,892         | 6,465          | 5,517          |
| Direct Taxes Paid                | -1,778         | -2,110         | -238           | -6,140         | -9,375        | -12,393        | -14,563        |
| (Inc)/Dec in WC                  | -13,565        | -1,090         | -8,227         | -20,656        | -32,884       | 12,709         | -1,730         |
| <b>CF from Operations</b>        | <b>22,493</b>  | <b>16,142</b>  | <b>24,490</b>  | <b>18,550</b>  | <b>12,800</b> | <b>66,722</b>  | <b>59,190</b>  |
| Others                           | -2,510         | 11,358         | 633            | -2,894         | -3,207        | -3,000         | -3,150         |
| <b>CF from Operating incl EO</b> | <b>19,983</b>  | <b>27,500</b>  | <b>25,123</b>  | <b>15,656</b>  | <b>9,593</b>  | <b>63,722</b>  | <b>56,040</b>  |
| (Inc)/Dec in FA                  | -330           | -755           | -1,661         | -4,742         | -2,502        | -1,500         | -1,500         |
| <b>Free Cash Flow</b>            | <b>19,653</b>  | <b>26,745</b>  | <b>23,462</b>  | <b>10,914</b>  | <b>7,091</b>  | <b>62,222</b>  | <b>54,540</b>  |
| (Pur)/Sale of Investments        | 1,656          | 7,682          | -27,425        | 9,567          | 2,606         | -134           | -136           |
| Others                           | 10,064         | 10,850         | -384           | -5,729         | -7,906        | 3,000          | 3,150          |
| <b>CF from Investments</b>       | <b>11,390</b>  | <b>17,778</b>  | <b>-29,470</b> | <b>-904</b>    | <b>-7,802</b> | <b>1,366</b>   | <b>1,514</b>   |
| Issue of Shares                  | 63,466         | 100            | 32,736         | 824            | 366           | 0              | 0              |
| Inc/(Dec) in Debt                | -72,916        | -25,398        | -13,752        | -16,267        | 28,016        | -17,000        | -12,000        |
| Interest Paid                    | -19,427        | -11,756        | -8,511         | -7,375         | -8,247        | -6,465         | -5,517         |
| Dividend Paid                    | 0              | 0              | -964           | -2,239         | -4,243        | -5,986         | -6,983         |
| Others                           | 0              | 0              | 0              | 0              | 0             | 0              | 0              |
| <b>CF from Fin. Activity</b>     | <b>-28,878</b> | <b>-37,054</b> | <b>9,509</b>   | <b>-25,057</b> | <b>15,892</b> | <b>-29,451</b> | <b>-24,500</b> |
| <b>Inc/Dec of Cash</b>           | <b>2,495</b>   | <b>8,223</b>   | <b>5,162</b>   | <b>-10,305</b> | <b>17,683</b> | <b>35,638</b>  | <b>33,054</b>  |
| Opening Balance                  | 2,276          | 4,885          | 13,108         | 19,641         | 9,343         | 27,026         | 62,664         |
| <b>Closing Balance</b>           | <b>4,771</b>   | <b>13,108</b>  | <b>18,270</b>  | <b>9,336</b>   | <b>27,026</b> | <b>62,664</b>  | <b>95,717</b>  |

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|----------------------------------|----------------------------------------------------------------------------------------------|
| Investment Rating                | Expected return (over 12-month)                                                              |
| BUY                              | >=15%                                                                                        |
| SELL                             | < - 10%                                                                                      |
| NEUTRAL                          | < - 10 % to 15%                                                                              |
| UNDER REVIEW                     | Rating may undergo a change                                                                  |
| NOT RATED                        | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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