# Gujarat State Petro. I ADD

#### EBITDA miss on higher opex, volume a tad above estimate



GSPL's 2QFY26 standalone EBITDA was significantly lower at INR 1.7bn vs. JMFe/consensus of INR 1.9bn/INR 2.2bn due to lower transmission EBITDA margin at INR 632/tcm (vs. JMFe of INR 700/tcm) on account of higher opex and slightly lower transmission tariff. However, transmission volume was 1.1% above JMFe but down 3.9% QoQ at 28.5mmscmd. Further, PAT was sharply higher at INR 3.8bn vs. JMFe/consensus of INR 3.3bn/INR 3.2bn due to lower tax expense (at INR 0.4bn vs JMFe of INR 1.1bn). We maintain ADD (revised TP of INR 335) due to reasonable valuations - at CMP, GSPL is trading at 1.4x FY27 P/B (3-year average: 1.6x).

- Transmission volume was 1.1% above JMFe but down 3.9% QoQ at 28.5mmscmd: Transmission volume was 1.1% above JMFe at 28.5mmscmd (though down 3.9% QoQ and down 4.0% YoY) vs. JMFe of 28.2mmscmd led by slightly better volume from the fertiliser sector. The break-up of 1.2mmscmd QoQ decline in volume is: a) Power segment volume fell by 1.1mmscmd QoQ to 2.6mmscmd; b) others segment volume declined by 0.5mmscmd QoQ to 5mmscmd; c) Refinery/Petchem segment volume fell by 0.3mmscmd QoQ to 6mmscmd; d) CGD segment volume declined by 0.2mmscmd QoQ to 10.6mmscmd (driven by 0.2mmscmd QoQ fall in Gujarat Gas volume); while e) Fertiliser segment volume rose by 1mmscmd QoQ to 4.3mmscmd.
- Implied transmission EBITDA margin was lower at INR 632/tcm vs. JMFe of INR 700/tcm due to higher opex and slightly lower transmission tariff: Implied transmission EBITDA margin was lower at INR 632/tcm vs. JMFe at INR 700/tcm (vs. INR 714/tcm in 1QFY26) on higher cash opex at INR 772mn or INR 385/tcm vs. JMFe of INR 330/tcm (vs INR 633mn or INR 302/tcm in 1QFY26); further, weighted average tariff was also slightly lower at INR 1,017/tcm in 2QFY26 vs. JMFe of INR 1,030/tcm (and vs. INR 1,016/tcm in 1QFY26).
- Maintain ADD due to reasonable valuations: We have cut our FY26-28 EBITDA estimate by 1-4% to account for lower volume growth and slightly lower EBITDA margin; hence, our TP has been reduced to INR 335 (from INR 345). We maintain ADD due to reasonable valuations at CMP, GSPL is trading at 1.4x FY27 P/B (3-year average: 1.6x). Our TP of INR 335 comprises: a) INR 100 for the existing pipeline business based on a DCF valuation, b) INR 215 for its 54.17% stake in GGas based on a 20% discount to CMP and c) INR 20 for its 27.5% stake in Sabarmati Gas based on 15x FY25 PAT.

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| Recommendation and Price Target |       |  |  |  |  |  |  |  |
|---------------------------------|-------|--|--|--|--|--|--|--|
| Current Reco.                   | ADD   |  |  |  |  |  |  |  |
| Previous Reco.                  | ADD   |  |  |  |  |  |  |  |
| Current Price Target (12M)      | 335   |  |  |  |  |  |  |  |
| Upside/(Downside)               | 11.5% |  |  |  |  |  |  |  |
| Previous Price Target           | 345   |  |  |  |  |  |  |  |
| Change                          | -2.9% |  |  |  |  |  |  |  |

| Key Data – GUJS IN       |                  |  |  |  |  |  |  |  |
|--------------------------|------------------|--|--|--|--|--|--|--|
| Current Market Price     | INR301           |  |  |  |  |  |  |  |
| Market cap (bn)          | INR169.5/US\$1.9 |  |  |  |  |  |  |  |
| Free Float               | 49%              |  |  |  |  |  |  |  |
| Shares in issue (mn)     | 564.2            |  |  |  |  |  |  |  |
| Diluted share (mn)       | 564.2            |  |  |  |  |  |  |  |
| 3-mon avg daily val (mn) | INR215.6/US\$2.4 |  |  |  |  |  |  |  |
| 52-week range            | 395/261          |  |  |  |  |  |  |  |
| Sensex/Nifty             | 83,871/25,695    |  |  |  |  |  |  |  |
| INR/US\$                 | 88.6             |  |  |  |  |  |  |  |

| Price Performance |      |       |       |  |  |  |  |  |  |
|-------------------|------|-------|-------|--|--|--|--|--|--|
| %                 | 1M   | 6M    | 12M   |  |  |  |  |  |  |
| Absolute          | -6.2 | -6.5  | -21.5 |  |  |  |  |  |  |
| Relative*         | -7.7 | -11.5 | -25.6 |  |  |  |  |  |  |

\* To the BSE Sensex

| Financial Summary      |        |        |        |        | (INR mn) |
|------------------------|--------|--------|--------|--------|----------|
| Y/E March              | FY24A  | FY25A  | FY26E  | FY27E  | FY28E    |
| Net Sales              | 20,315 | 11,108 | 11,112 | 11,863 | 12,795   |
| Sales Growth (%)       | 15.3   | -45.3  | 0.0    | 6.8    | 7.9      |
| EBITDA                 | 15,041 | 8,112  | 7,945  | 8,488  | 9,161    |
| EBITDA Margin (%)      | 74.0   | 73.0   | 71.5   | 71.5   | 71.6     |
| Adjusted Net Profit    | 12,846 | 8,076  | 7,460  | 8,228  | 8,551    |
| Diluted EPS (INR)      | 22.8   | 14.3   | 13.2   | 14.6   | 15.2     |
| Diluted EPS Growth (%) | 35.9   | -37.1  | -7.6   | 10.3   | 3.9      |
| ROIC (%)               | 26.1   | 12.3   | 12.7   | 14.5   | 13.4     |
| ROE (%)                | 13.1   | 7.7    | 6.8    | 7.1    | 7.1      |
| P/E (x)                | 13.2   | 21.0   | 22.8   | 20.6   | 19.9     |
| P/B (x)                | 1.7    | 1.6    | 1.5    | 1.4    | 1.4      |
| EV/EBITDA (x)          | 7.4    | 12.0   | 11.4   | 10.1   | 9.7      |
| Dividend Yield (%)     | 1.7    | 1.7    | 1.5    | 1.7    | 1.8      |

Source: Company data, JM Financial. Note: Valuations as of 11/Nov/2025

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ.

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

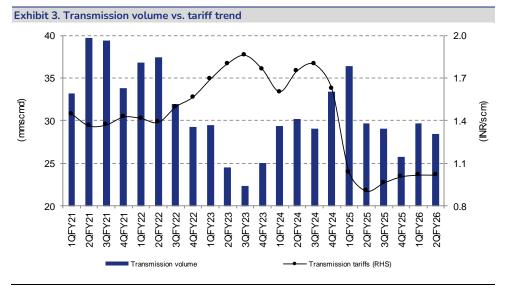
## **2QFY26 Result Review**

| Exhibit 1. GSPL quarterly snapsho | t      |        |        |        |        |        |           |          |
|-----------------------------------|--------|--------|--------|--------|--------|--------|-----------|----------|
| INR Mn                            | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | 2QFY26 | % YoY     | % QoQ    |
| Sales (INR m)                     | 3,543  | 2,580  | 2,604  | 2,381  | 2,839  | 2,741  | 6.2       | (3.5)    |
| EBITDA (INR m)                    | 3,010  | 1,929  | 1,925  | 1,247  | 2,024  | 1,732  | (10.2)    | (14.4)   |
| EBITDA margin (%)                 | 85%    | 75%    | 74%    | 52%    | 71%    | 63%    | -1158 bps | -807 bps |
| Interest (INR m)                  | 13     | 11     | 9      | 52     | 11     | 10     | (11.8)    | (7.9)    |
| Depreciation (INR m)              | 490    | 511    | 512    | 522    | 539    | 547    | 7.1       | 1.5      |
| Other income (INR m)              | 328    | 2,939  | 412    | 362    | 433    | 3,060  | 4.1       | 606.8    |
| PBT (INR m)                       | 2,835  | 4,346  | 1,816  | 1,035  | 1,907  | 4,235  | (2.5)     | 122.1    |
| Tax (INR m)                       | 715    | 453    | 460    | 328    | 482    | 411    | (9.4)     | (14.8)   |
| PAT (INR m)                       | 2,120  | 3,893  | 1,356  | 707    | 1,425  | 3,825  | (1.8)     | 168.4    |
| EPS (INR/ share)                  | 3.8    | 6.9    | 2.4    | 1.3    | 2.5    | 6.8    | (1.8)     | 168.4    |

Source: Company, JM Financial

| Exhibit 2. Operating details   |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | 2QFY26 | % YoY  | % QoQ  |
| Transmission Volume (mmscmd)   | 36.4   | 29.7   | 29.0   | 25.8   | 29.7   | 28.5   | (4.0)  | (3.9)  |
| Transmission Revenue (INR/tcm) | 1,039  | 904    | 961    | 1,004  | 1,016  | 1,017  | 12.4   | 0.0    |
| Cash Opex (INR/tcm)            | 161    | 238    | 254    | 489    | 302    | 385    | 61.6   | 27.3   |
| Transmission EBITDA (INR/tcm)  | 878    | 666    | 706    | 515    | 714    | 632    | (5.1)  | (11.5) |
| Depreciation (INR/tcm)         | 148    | 187    | 192    | 225    | 200    | 209    | 11.5   | 4.4    |
| Transmission EBIT (INR/tcm)    | 730    | 479    | 514    | 290    | 515    | 424    | (11.6) | (17.7) |

Source: Company, JM Financial



Source: Company, JM Financial

| Exhibit 4. Sector-wise transmission volume break-up |        |        |        |        |        |        |              |              |  |
|---|--------|--------|--------|--------|--------|--------|--------------|--------------|--|
|   | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | 2QFY26 | YoY (mmscmd) | QoQ (mmscmd) |  |
| Sectors (mmscmd)                                    |        |        |        |        |        |        | [            |              |  |
| CGD   | 12.6   | 10.4   | 11.2   | 11.1   | 10.8   | 10.6   | 0.2          | -0.2         |  |
| Refinery/petchem                                    | 7.5    | 6.5    | 6.8    | 5.7    | 6.3    | 6.0    | -0.5         | -0.3         |  |
| Fertilizer  | 4.5    | 4.2    | 4.2    | 3.6    | 3.4    | 4.3    | 0.2          | 1.0          |  |
| Pow er  | 6.4    | 3.2    | 1.3    | 1.0    | 3.8    | 2.6    | -0.6         | -1.1         |  |
| Others  | 5.4    | 5.4    | 5.5    | 4.4    | 5.4    | 5.0    | -0.4         | -0.5         |  |
| Total   | 36.4   | 29.7   | 29.0   | 25.8   | 29.7   | 28.5   | -1.2         | -1.2         |  |
| Sectors (%)   |        |        |        |        |        | !      | !            |              |  |
| CGD   | 35%    | 35%    | 39%    | 43%    | 36%    | 37%    | i            |              |  |
| Refinery/petchem                                    | 21%    | 22%    | 23%    | 22%    | 21%    | 21%    | i            |              |  |
| Fertilizer  | 12%    | 14%    | 14%    | 14%    | 11%    | 15%    | i            |              |  |
| Pow er  | 18%    | 11%    | 5%     | 4%     | 13%    | 9%     |              |              |  |
| Others  | 15%    | 18%    | 19%    | 17%    | 18%    | 17%    |              |              |  |

Source: Company, JM Financial

# **Assumption and Valuation**

|                                    | FY22  | FY23  | FY24  | FY25 | FY26E | FY27E | FY28E Comments   |
|------------------------------------|-------|-------|-------|------|-------|-------|--|
| Volume details                     |       |       |       |      |       |       |  |
| Gas transmission volume (mmscmd)   | 33.9  | 25.4  | 30.6  | 30.2 | 30.0  | 32.1  | 34.0 Expect volume grow th to gradually normalise from FY27 onw ar |
| Transmission tariff break-up       |       |       |       |      |       |       |  |
| Weighted average tariffs (INR/tcm) | 1,460 | 1,676 | 1,630 | 979  | 979   | 979   | 999 Assuming low er tariff based on PNGRB's revised tariff order   |
| Cash opex (INR/tcm)                | 341   | 327   | 293   | 253  | 270   | 270   | 275  |
| EBITDA (INR/tcm)                   | 1,130 | 1,360 | 1,348 | 735  | 726   | 724   | 738  |
| Depreciation (INR/tcm)             | 158   | 210   | 172   | 184  | 192   | 162   | 185  |
| Interest (INR/tcm)                 | 25    | 5     | 4     | 8    | 0     | 0     | 0  |
| Other income (INR/tcm)             | 109   | 182   | 300   | 366  | 375   | 374   | 366  |
| PBT (INR/tcm)                      | 1,055 | 1,328 | 1,472 | 909  | 908   | 936   | 918  |
| Tax (INR/tcm)                      | 239   | 307   | 320   | 177  | 227   | 234   | 229  |
| PAT (INR/tcm)                      | 816   | 1,021 | 1,151 | 732  | 681   | 702   | 688  |

| Exhibit 6. Change in estimates |        |        |            |
|--------------------------------|--------|--------|------------|
|                                | New    | Old    | Divergence |
| TP (INR)                       | 335    | 345    | -2.7%      |
| Rating                         | ADD    | ADD    |            |
| Revenue (INR Mn)               |        |        |            |
| FY26                           | 11,112 | 11,517 | -3.5%      |
| FY27                           | 11,863 | 12,296 | -3.5%      |
| FY28                           | 12,795 | 12,891 | -0.7%      |
| EBITDA (INR Mn)                |        |        |            |
| FY26                           | 7,945  | 8,238  | -3.6%      |
| FY27                           | 8,488  | 8,801  | -3.6%      |
| FY28                           | 9,161  | 9,231  | -0.8%      |
| PAT (INR Mn)                   |        |        |            |
| FY26                           | 7,460  | 7,506  | -0.6%      |
| FY27                           | 8,228  | 7,927  | 3.8%       |
| FY28                           | 8,551  | 8,249  | 3.7%       |
| EPS (INR)                      |        |        |            |
| FY26                           | 13.2   | 13.3   | -0.6%      |
| FY27                           | 14.6   | 14.0   | 3.8%       |
| FY28                           | 15     | 14.6   | 3.7%       |

Source: JM Financial

| Exhibit 7. Valuation  |         |
|---|---------|
| Terminal FCF (INR Mn)   | 10,581  |
| Terminal Growth Rate  | 4.0%    |
| WACC  | 13.1%   |
| Terminal Value (INR Mn)   | 121,199 |
| PV of Terminal Value (INR Mn)   | 42,632  |
| PV of Cash Flow (INR Mn)  | 12,285  |
| Entreprise Value (INR Mn)   | 54,917  |
| Less: Net Debt (INR Mn)   | -408    |
| Equity Value from existing pipeline (INR Mn)  | 55,325  |
| Equity value from existing pipeline (INR/share)                                       | 100     |
| Add: Value of new pipeline (INR/share)  | 0       |
| Add: Value of 27.5% stake in Sabarmati Gas @15x FY25 PAT (INR/share)                  | 20      |
| Add: Value of 54.2% stake in Gujarat Gas at CMP less 20% holding discount (INR/share) | 215     |
| Total equity value (INR/share)  | 335     |
| Source: IM Financial, Company   |         |

If FY26 tariff changes by +/- 5% our FY26 EPS will change by +/- 5.4%. Similarly, if FY26 volume growth changes by +/- 5%, our FY26 EPS will change by +/- 3.9%.

| Exhibit 8                | xhibit 8. FY26 standalone EPS sensitivity to volume growth and tariff |      |      |      |           |      |      |      |  |  |  |  |  |
|--------------------------|---|------|------|------|-----------|------|------|------|--|--|--|--|--|
|                          | FY26 volume growth (%)  |      |      |      |           |      |      |      |  |  |  |  |  |
|                          |   | -15% | -10% | -5%  | Base case | 5%   | 10%  | 15%  |  |  |  |  |  |
|                          | -15%  | 9.9  | 10.3 | 10.7 | 11.1      | 11.5 | 11.9 | 12.3 |  |  |  |  |  |
| <b>-</b> -               | -10%  | 10.5 | 10.9 | 11.4 | 11.8      | 12.2 | 12.7 | 13.1 |  |  |  |  |  |
| Tariff<br>ge(%)          | -5%   | 11.1 | 11.5 | 12.0 | 12.5      | 13.0 | 13.5 | 14.0 |  |  |  |  |  |
| FY26 Tariff<br>Change(%) | Base case   | 11.7 | 12.2 | 12.7 | 13.2      | 13.7 | 14.3 | 14.8 |  |  |  |  |  |
| -Y26<br>Shang            | 5%  | 12.3 | 12.8 | 13.4 | 13.9      | 14.5 | 15.0 | 15.6 |  |  |  |  |  |
| _ 0                      | 10%   | 12.9 | 13.5 | 14.1 | 14.6      | 15.2 | 15.8 | 16.4 |  |  |  |  |  |
|                          | 15%   | 13.5 | 14.1 | 14.7 | 15.4      | 16.0 | 16.6 | 17.2 |  |  |  |  |  |

Source: Company, JM Financial

If FY26 tariff changes by +/-5% our valuation will change by +/- INR 11/share (or +/- 3.2%). Similarly, if FY26 volume growth changes by +/- 5%, our valuation will change by +/- INR 8/share (or +/- 2.4%).

| Exhibit 9                | Exhibit 9. Valuation sensitivity to FY26 volume growth and tariff |      |                                |     |     |     |     |     |  |  |  |  |  |
|--------------------------|---|------|--------------------------------|-----|-----|-----|-----|-----|--|--|--|--|--|
|                          | FY26 volume growth (%)  |      |                                |     |     |     |     |     |  |  |  |  |  |
|                          |   | -15% | -15% -10% -5% Base case 5% 10% |     |     |     |     |     |  |  |  |  |  |
|                          | -15%  | 283  | 290                            | 296 | 303 | 309 | 315 | 322 |  |  |  |  |  |
| <b>-</b> ~               | -10%  | 293  | 300                            | 307 | 313 | 320 | 327 | 334 |  |  |  |  |  |
| Tariff<br>ge(%)          | -5%   | 302  | 309                            | 317 | 324 | 332 | 339 | 347 |  |  |  |  |  |
| FY26 Tariff<br>Change(%) | Base case   | 311  | 319                            | 327 | 335 | 343 | 351 | 359 |  |  |  |  |  |
| FY26<br>Chang            | 5%  | 320  | 329                            | 337 | 346 | 355 | 363 | 372 |  |  |  |  |  |
| - 0                      | 10%   | 329  | 339                            | 348 | 357 | 366 | 375 | 384 |  |  |  |  |  |
|                          | 15%   | 339  | 348                            | 358 | 368 | 377 | 387 | 397 |  |  |  |  |  |

Source: Company, JM Financial

# 800 600 400 200 Nov-19 Nov-20 Nov-21 Nov-22 Nov-23 Nov-24 Nov-25



Exhibit 14. Global gas companies' valuation snapshot

14.8 6.5

9.5

18.5 10.5

11.3



EV/EBITDA (x)

14.3 6.3

10.1

10.5

11.2

10.3

12.4 5.5

8.7

17.6 9.9

10.5

24.5 11.0

12.2

21.2

15.9

Source: JM Financial, Company

Company US Peers

MGL Gujarat Gas Petronet LNG GAIL

# Exhibit 11. EPS vs. EPS Growth 24 18 30 10 8 (10)

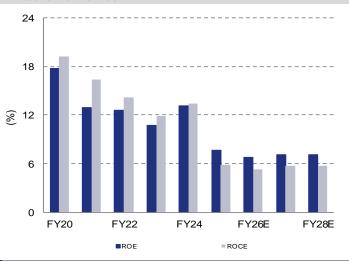
■ EPS

Source: JM Financial, Company

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#### Exhibit 13. RoE vs. RoCE

FY20



EBITDA Margins (%)

12.0 11.1

9.9

72.5 20.8

28.2 15.3

11.6

10.2

10.9

72.8 21.0

28.2 15.2 12.5 11.7

10.9

35.1 18.3

26.7 15.0 14.1

14.9

7.7

11.1

10.0

Source: JM Financial, Company

P/B (x)

FY25/CY24 FY26/CY25 FY27/CY26

1.6 1.6 2.8 1.7

1.5

1.5 1.5

| Sempra Energy          | 17.5 | 17.8 | 16.8 | 19.4 | 20.3 | 18.1 | 1.8 | 1.6 | 1.6 | 38.8 | 41.7 | 42.3 | 9.7  | 9.1  | 9.3  |
|------------------------|------|------|------|------|------|------|-----|-----|-----|------|------|------|------|------|------|
| Nisource               | 15.0 | 13.0 | 11.9 | 24.2 | 22.4 | 20.8 | 2.3 | 2.0 | 1.9 | 42.6 | 47.8 | 50.1 | 8.6  | 9.2  | 9.4  |
| Atmos Energy           | 15.5 | 13.6 | 12.0 | 23.2 | 21.6 | 20.1 | 2.0 | 1.9 | 1.7 | 49.6 | 50.9 | 54.1 | 9.0  | 8.8  | 8.8  |
| US peers average       | 16.0 | 14.8 | 13.6 | 22.3 | 21.4 | 19.7 | 2.0 | 1.8 | 1.7 | 43.7 | 46.8 | 48.8 | 9.1  | 9.0  | 9.2  |
| European Peers         |      |      |      |      |      |      |     |     |     |      |      |      |      |      |      |
| Enagas                 | 8.3  | 9.2  | 10.0 | 28.1 | 13.5 | 15.4 | 1.4 | 1.5 | 1.5 | 82.8 | 77.0 | 77.7 | 0.8  | 11.7 | 9.7  |
| European peers average | 8.3  | 9.2  | 10.0 | 28.1 | 13.5 | 15.4 | 1.4 | 1.5 | 1.5 | 82.8 | 77.0 | 77.7 | 0.8  | 11.7 | 9.7  |
| Asian peers            |      |      |      |      |      |      |     |     |     |      |      |      |      |      |      |
| ENN Energy             | 7.1  | 7.3  | 6.9  | 10.3 | 10.6 | 9.8  | 1.5 | 1.4 | 1.3 | 10.7 | 10.8 | 11.0 | 15.1 | 14.0 | 14.1 |
| Towngas China          | 9.6  | 9.6  | 9.0  | 8.8  | 8.6  | 8.1  | 0.6 | 0.6 | 0.5 | 15.8 | 15.4 | 15.9 | 6.4  | 6.9  | 7.0  |
| Hong Kong & China Gas  | 16.1 | 15.8 | 15.1 | 21.8 | 22.2 | 21.3 | 2.3 | 2.4 | 2.4 | 21.3 | 22.2 | 22.5 | 10.3 | 10.6 | 11.1 |
| China Resources Gas    | 6.4  | 8.1  | 7.7  | 8.7  | 12.4 | 11.5 | 1.1 | 1.1 | 1.1 | 13.2 | 10.7 | 10.9 | 12.1 | 9.1  | 9.4  |
| China Gas Holdings     | 10.3 | 10.7 | 10.4 | 11.4 | 12.4 | 11.8 | 0.8 | 0.8 | 0.8 | 12.2 | 12.0 | 12.2 | 6.9  | 6.4  | 6.6  |
| Beijing Enterprises    | 8.6  | 8.3  | 9.2  | 7.6  | 7.7  | 7.4  | 0.5 | 0.5 | 0.5 | 14.6 | 15.1 | 13.3 | 6.3  | 6.2  | 6.2  |
| Korea Gas              | 8.5  | 8.7  | 8.7  | 4.0  | 4.9  | 4.3  | 0.4 | 0.3 | 0.3 | 11.2 | 11.7 | 12.1 | 9.5  | 7.2  | 7.7  |
| Petronas Gas BHD       | 10.4 | 10.4 | 10.2 | 19.5 | 19.8 | 19.0 | 2.6 | 2.6 | 2.5 | 55.0 | 53.7 | 54.3 | 13.6 | 13.1 | 13.3 |
| IGL                    | 13.5 | 11.7 | 10.5 | 17.8 | 17.8 | 16.1 | 3.1 | 2.9 | 2.6 | 13.2 | 13.8 | 14.1 | 16.2 | 16.8 | 16.8 |

20.3

9.9

11.8

20.1 13.1

14.3 13.6 3.3 2.2

P/E (x)

23.7 10.9

13.6

20.7

15.3

FY25/CY24 FY26/CY25 FY27/CY26

Source: Bloomberg, JM Financial

Asian peers average Global peers average

Global peers median

14.4

18.5

12.9

7.1

11.0

9.6

(30)

FY28E

ROE (%)

FY25/CY24 FY26/CY25 FY27/CY2

13.4 18.9

12.0

6.9 11.3

10.9

9.9

EPS growth (RHS)

# Financial Tables (Standalone)

| Income Statement            |        |        |        | (II    | NR mn) |
|-----------------------------|--------|--------|--------|--------|--------|
| Y/E March                   | FY24A  | FY25A  | FY26E  | FY27E  | FY28E  |
| Net Sales                   | 20,315 | 11,108 | 11,112 | 11,863 | 12,795 |
| Sales Growth                | 15.3%  | -45.3% | 0.0%   | 6.8%   | 7.9%   |
| Other Operating Income      | 0      | 0      | 0      | 0      | 0      |
| Total Revenue               | 20,315 | 11,108 | 11,112 | 11,863 | 12,795 |
| Cost of Goods Sold/Op. Exp  | 0      | 0      | 0      | 0      | 0      |
| Personnel Cost              | 803    | 868    | 0      | 0      | 0      |
| Other Expenses              | 1,728  | 1,131  | 0      | 0      | 0      |
| EBITDA                      | 15,041 | 8,112  | 7,945  | 8,488  | 9,161  |
| EBITDA Margin               | 74.0%  | 73.0%  | 71.5%  | 71.5%  | 71.6%  |
| EBITDA Growth               | 19.5%  | -46.1% | -2.1%  | 6.8%   | 7.9%   |
| Depn. & Amort.              | 1,920  | 2,035  | 2,100  | 1,901  | 2,300  |
| EBIT                        | 13,121 | 6,077  | 5,845  | 6,587  | 6,861  |
| Other Income                | 3,351  | 4,041  | 4,103  | 4,383  | 4,540  |
| Finance Cost                | 49     | 85     | 0      | 0      | 0      |
| PBT before Excep. & Forex   | 16,422 | 10,033 | 9,947  | 10,970 | 11,401 |
| Excep. & Forex Inc./Loss(-) | 0      | 0      | 0      | 0      | 0      |
| PBT                         | 16,422 | 10,033 | 9,947  | 10,970 | 11,401 |
| Taxes                       | 3,576  | 1,957  | 2,487  | 2,743  | 2,850  |
| Extraordinary Inc./Loss(-)  | 0      | 0      | 0      | 0      | 0      |
| Assoc. Profit/Min. Int.(-)  | 0      | 0      | 0      | 0      | 0      |
| Reported Net Profit         | 12,846 | 8,076  | 7,460  | 8,228  | 8,551  |
| Adjusted Net Profit         | 12,846 | 8,076  | 7,460  | 8,228  | 8,551  |
| Net Margin                  | 63.2%  | 72.7%  | 67.1%  | 69.4%  | 66.8%  |
| Diluted Share Cap. (mn)     | 564.2  | 564.2  | 564.2  | 564.2  | 564.2  |
| Diluted EPS (INR)           | 22.8   | 14.3   | 13.2   | 14.6   | 15.2   |
| Diluted EPS Growth          | 35.9%  | -37.1% | -7.6%  | 10.3%  | 3.9%   |
| Total Dividend + Tax        | 2,821  | 2,821  | 2,606  | 2,874  | 2,987  |
| Dividend Per Share (INR)    | 5.0    | 5.0    | 4.6    | 5.1    | 5.3    |

| Balance Sheet               |          |          |          | (        | (INR mn) |
|-----------------------------|----------|----------|----------|----------|----------|
| Y/E March                   | FY24A    | FY25A    | FY26E    | FY27E    | FY28E    |
| Shareholders' Fund          | 1,02,701 | 1,07,833 | 1,12,687 | 1,18,041 | 1,23,605 |
| Share Capital               | 5,642    | 5,642    | 5,642    | 5,642    | 5,642    |
| Reserves & Surplus          | 97,059   | 1,02,191 | 1,07,045 | 1,12,399 | 1,17,963 |
| Preference Share Capital    | 0        | 0        | 0        | 0        | 0        |
| Minority Interest           | 0        | 0        | 0        | 0        | 0        |
| Total Loans                 | 1        | 1        | 1        | 1        | 1        |
| Def. Tax Liab. / Assets (-) | 4,159    | 4,324    | 4,324    | 4,324    | 4,324    |
| Total - Equity & Liab.      | 1,06,861 | 1,12,158 | 1,17,013 | 1,22,366 | 1,27,930 |
| Net Fixed Assets            | 37,971   | 38,470   | 37,119   | 37,719   | 45,418   |
| Gross Fixed Assets          | 47,296   | 54,554   | 52,554   | 47,554   | 57,554   |
| Intangible Assets           | 0        | 0        | 0        | 0        | 0        |
| Less: Depn. & Amort.        | 16,943   | 18,907   | 21,007   | 22,908   | 25,208   |
| Capital WIP                 | 7,618    | 2,822    | 5,572    | 13,072   | 13,072   |
| Investments                 | 57,949   | 72,286   | 56,057   | 58,860   | 61,803   |
| Current Assets              | 14,889   | 9,169    | 31,938   | 34,294   | 29,651   |
| Inventories                 | 2,108    | 2,571    | 2,572    | 2,745    | 2,961    |
| Sundry Debtors              | 1,412    | 1,096    | 1,097    | 1,171    | 1,263    |
| Cash & Bank Balances        | 83       | 409      | 22,922   | 24,763   | 19,531   |
| Loans & Advances            | 206      | 245      | 257      | 270      | 283      |
| Other Current Assets        | 11,079   | 4,848    | 5,091    | 5,345    | 5,613    |
| Current Liab. & Prov.       | 3,948    | 7,767    | 8,102    | 8,507    | 8,942    |
| Current Liabilities         | 375      | 791      | 791      | 844      | 911      |
| Provisions & Others         | 3,572    | 6,976    | 7,311    | 7,662    | 8,031    |
| Net Current Assets          | 10,941   | 1,403    | 23,836   | 25,788   | 20,709   |
| Total – Assets              | 1,06,861 | 1,12,158 | 1,17,013 | 1,22,367 | 1,27,931 |

Source: Company, JM Financial

| , ,                          |         |        |        |        |         |
|------------------------------|---------|--------|--------|--------|---------|
| Source: Company, JM Financia | ıl      |        |        |        |         |
| Cash Flow Statement          |         |        |        | (1     | NR mn)  |
| Y/E March                    | FY24A   | FY25A  | FY26E  | FY27E  | FY28E   |
| Profit before Tax            | 16,422  | 10,033 | 9,947  | 10,970 | 11,401  |
| Depn. & Amort.               | 1,920   | 2,035  | 2,100  | 1,901  | 2,300   |
| Net Interest Exp. / Inc. (-) | -3,155  | -3,782 | -4,102 | -4,383 | -4,540  |
| Inc (-) / Dec in WCap.       | 109     | 3,117  | -256   | -462   | -522    |
| Others                       | -37     | -38    | 0      | 0      | 0       |
| Taxes Paid                   | -3,534  | -1,979 | -2,487 | -2,743 | -2,850  |
| Operating Cash Flow          | 11,724  | 9,385  | 5,202  | 5,283  | 5,789   |
| Capex                        | -4,164  | -2,242 | -750   | -2,500 | -10,000 |
| Free Cash Flow               | 7,561   | 7,143  | 4,452  | 2,783  | -4,211  |
| Inc (-) / Dec in Investments | -1,660  | -7,581 | 16,229 | -2,803 | -2,943  |
| Others                       | -4,332  | 3,608  | 4,103  | 4,383  | 4,540   |
| Investing Cash Flow          | -10,156 | -6,214 | 19,581 | -920   | -8,403  |
| Inc / Dec (-) in Capital     | 0       | 0      | 0      | 0      | 0       |
| Dividend + Tax thereon       | -2,843  | -2,844 | -2,606 | -2,874 | -2,987  |
| Inc / Dec (-) in Loans       | 0       | 0      | 335    | 351    | 369     |
| Others                       | 0       | 0      | 0      | 0      | 0       |
| Financing Cash Flow          | -2,843  | -2,844 | -2,271 | -2,523 | -2,618  |
| Inc / Dec (-) in Cash        | -1,274  | 327    | 22,513 | 1,841  | -5,232  |
| Opening Cash Balance         | 1,357   | 83     | 409    | 22,922 | 24,763  |
| Closing Cash Balance         | 83      | 409    | 22,922 | 24,763 | 19,531  |

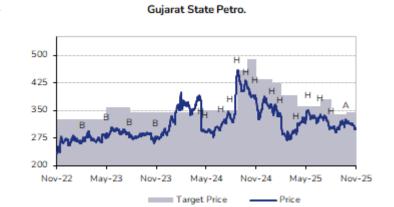
| Dupont Analysis     |       |       |       |       |       |
|---------------------|-------|-------|-------|-------|-------|
| Y/E March           | FY24A | FY25A | FY26E | FY27E | FY28E |
| Net Margin          | 63.2% | 72.7% | 67.1% | 69.4% | 66.8% |
| Asset Turnover (x)  | 0.2   | 0.1   | 0.1   | 0.1   | 0.1   |
| Leverage Factor (x) | 1.0   | 1.0   | 1.0   | 1.0   | 1.0   |
| RoE                 | 13.1% | 7.7%  | 6.8%  | 7.1%  | 7.1%  |
| Key Ratios          |       |       |       |       |       |
| Y/E March           | FY24A | FY25A | FY26E | FY27E | FY28E |
| BV/Share (INR)      | 182.0 | 191.1 | 199.7 | 209.2 | 219.1 |
| ROIC                | 26.1% | 12.3% | 12.7% | 14.5% | 13.4% |
| ROE                 | 13.1% | 7.7%  | 6.8%  | 7.1%  | 7.1%  |
| Net Debt/Equity (x) | -0.6  | -0.7  | -0.7  | -0.7  | -0.7  |
| P/E (x)             | 13.2  | 21.0  | 22.8  | 20.6  | 19.9  |
| P/B (x)             | 1.7   | 1.6   | 1.5   | 1.4   | 1.4   |
| EV/EBITDA (x)       | 7.4   | 12.0  | 11.4  | 10.1  | 9.7   |
| EV/Sales (x)        | 5.5   | 8.7   | 8.2   | 7.3   | 6.9   |
| Debtor days         | 25    | 36    | 36    | 36    | 36    |
| Inventory days      | 38    | 84    | 84    | 84    | 84    |
| Creditor days       | 26    | 96    | 91    | 91    | 91    |

Source: Company, JM Financial

Source: Company, JM Financial

| Date      | Recommendation | Target Price | % Chg. |
|-----------|----------------|--------------|--------|
| 4-Aug-22  | Buy            | 300          |        |
| 10-Nov-22 | Buy            | 325          | 8.4    |
| 13-Feb-23 | Buy            | 325          | 0.1    |
| 11-May-23 | Buy            | 360          | 10.5   |
| 4-Aug-23  | Buy            | 345          | -4.1   |
| 6-Nov-23  | Buy            | 345          | 0.2    |
| 22-Apr-24 | Hold           | 350          | 1.2    |
| 8-May-24  | Hold           | 350          | 0.1    |
| 7-Jul-24  | Hold           | 350          | 0.1    |
| 8-Aug-24  | Hold           | 350          | 0.0    |
| 1-Sep-24  | Hold           | 460          | 31.5   |
| 7-Oct-24  | Hold           | 490          | 6.4    |
| 7-Nov-24  | Hold           | 435          | -11.1  |
| 7-Jan-25  | Hold           | 425          | -2.4   |
| 8-Feb-25  | Hold           | 390          | -8.3   |
| 8-Apr-25  | Hold           | 360          | -7.6   |
| 22-May-25 | Hold           | 360          | -0.1   |
| 3-Jul-25  | Hold           | 380          | 5.6    |
| 12-Aug-25 | Hold           | 340          | -10.6  |
| 6-Oct-25  | Add            | 345          | 1.5    |

## Recommendation History



#### APPENDIX I

#### JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

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

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

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Compliance Officer: Ms. Ashley Johnson | Tel: +91 22 6224 1862 | Email: ashley.johnson@jmfl.com Grievance Officer: Ms. Ashley Johnson | Tel: +91 22 6224 1862 | Email: instcompliance@jmfl.com

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

| New Rating System: Definition of ratings |   |  |  |  |  |
|--|---|--|--|--|--|
| Rating                                   | Meaning   |  |  |  |  |
| BUY                                      | Expected return >= 15% over the next twelve months.           |  |  |  |  |
| ADD                                      | Expected return >= 5% and < 15% over the next twelve months.  |  |  |  |  |
| REDUCE                                   | Expected return >= -10% and < 5% over the next twelve months. |  |  |  |  |
| SELL                                     | Expected return < -10% over the next twelve months.           |  |  |  |  |

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

| Previous Rating System: Definition of ratings |   |  |  |  |  |
|---|---|--|--|--|--|
| 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.  |  |  |  |  |

<sup>\*</sup> REITs refers to Real Estate Investment Trusts.

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