

# Adani Ports & SEZ

Estimate change	↔
TP change	↑
Rating change	↔

**CMP: INR1,657**

**TP: INR1,900 (+15%)**

**Buy**

## Beat on estimates; outlook remains positive across key segments

Bloomberg	ADSEZ IN
Equity Shares (m)	2304
M.Cap.(INRb)/(USDb)	3818.4 / 40.2
52-Week Range (INR)	1677 / 1204
1, 6, 12 Rel. Per (%)	19/21/38
12M Avg Val (INR M)	3720

### Financial Snapshot (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	387	449	526
EBITDA	229	260	317
Adj. PAT	136	155	204
EBITDA Margin (%)	59.0	57.8	60.3
Adj. EPS (INR)	59	67	88
EPS Gr. (%)	17.9	13.7	31.6
BV/Sh. (INR)	417	474	550

### Ratios

Net D:E	0.5	0.4	0.3
RoE (%)	17.2	15.1	17.3
RoCE (%)	12.4	11.5	13.3
Payout (%)	11.8	10.4	7.9

### Valuations

P/E (x)	28.0	24.6	18.7
P/BV (x)	4.0	3.5	3.0
EV/EBITDA(x)	18.7	16.3	13.1
Div. Yield (%)	0.4	0.4	0.4
FCF Yield (%)	1.3	2.5	2.6

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	68.0	68.0	65.9
DII	13.9	13.9	14.7
FII	13.3	13.1	13.4
Others	4.9	5.0	6.0

FII includes depository receipts

- Adani Ports & SEZ (APSEZ) reported revenue growth of ~27% YoY to INR107b in 4QFY26 (12% above our estimate). Cargo volumes grew 13% YoY to 133.4mmt. This growth was primarily fueled by containers.
- EBITDA margin was 56.1% in 4QFY26 vs our estimate of 58.8% (-290bp YoY, -350bp QoQ). EBITDA grew ~20% YoY to INR60b (7% above our estimate), while APAT increased ~16% YoY to INR33b, aided by lower tax outflow.
- The all-India cargo market's share stood at 26% (vs. 26.3% in 4QFY25). The container segment's market share stood at 45.2% (vs. 46.3% in 4QFY25).
- Logistics' revenue/EBITDA stood at INR11.3b (+10% YoY)/INR2.3b (26% YoY).
- In FY26, revenue/EBITDA/APAT grew 27%/24%/26% on a YoY basis.
- The Board announced a dividend of INR7.5 per share.
- APSEZ posted a healthy performance in 4QFY26, meeting its full-year revenue and EBITDA guidance, driven by strong growth in international port operations led by the consolidation of NQXT and healthy traction in the marine business. The logistics segment also emerged as a key growth driver, aided by significant improvement in network scale and last-mile connectivity, thereby further strengthening the integrated port-to-logistics ecosystem.
- Overall, supported by ongoing capacity additions and expansion into value-added segments such as logistics, the company remains well-positioned to outpace broader industry growth. We broadly retain our FY28 estimates and expect APSEZ to post 11% growth in cargo volumes over FY26-28. This would drive a CAGR of 17%/18%/22% in revenue/EBITDA/PAT over FY26-28E. **We reiterate our BUY rating with a revised TP of INR1,900 (premised on 15x FY28E EV/EBITDA).**

### Performance led by strong growth in the international port segment

- APSEZ handled 133.4 MMT of cargo in 4QFY26, up 13% YoY, driven by growth in container volumes. Mundra Port contributed 35%/42% to total volume/domestic volume in 4QFY26 (vs. 43%/51% in 4QFY25), marking diversification across ports.
- Domestic cargo volume growth was flat and stood at 111.7MMT, while international cargo volume rose 262% YoY from 6MMT to 21.7MMT, driven by the consolidation of NQXT and Colombo terminals.
- Revenue from domestic ports grew 8% YoY to INR65b, while EBITDA margins stood at 71.6% (vs. 71.8% in 4QFY25). Revenue rose 58% YoY to INR14.2b, and EBITDA grew 355% YoY, fueled by the consolidation of NQXT and better operations at the Colombo Port.

Alok Deora - Research analyst(Alok.Deora@MotilalOswal.com)

Shivam Agarwal - Research analyst(Shivam.Agarwal@MotilalOswal.com)

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

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

### Logistics and marine businesses gain momentum

- Logistics revenue rose 10% YoY to INR11.3b, driven by the recently launched asset-light Trucking and International Freight Network service. It handled 0.17m TEUs of container rail volume (-1% YoY) and ~5.6 MMT GPWIS volume (-5% YoY). APSEZ received approval to commence EXIM operations at Virochannagar (Gujarat), Kishangarh (Rajasthan), and Malur (Karnataka) ICDs.
- The marine segment's revenue jumped 101% YoY to INR7.3b, driven by a significant increase in vessel count from 76 (Jun'24) to 136 (Mar'26). The ramp-up reflects APSEZ's aggressive expansion and consolidation in marine services.
- As of Mar'26, APSEZ strengthened its integrated logistics network with a total rake count of 132. It operates 12 multi-modal logistics parks (MMLPs) and has expanded its warehousing capacity to 3.1m sq. ft. Agri silo capacity rose to 1.4MMT, with expansion already in place to take the capacity to 4MMT.

### Key highlights from the management commentary

- APSEZ experienced subdued dry bulk volumes across certain terminals, which impacted both overall volumes and margins during the period; however, management remains optimistic on a recovery in coal volumes, supported by expectations of a subdued monsoon and government directives for coal-based power plants to operate at higher utilization levels to meet rising power demand.
- APSEZ maintained its target to handle ~1b MT cargo by FY31.
- The company continued to deepen its international presence by commencing operations at the Colombo West International Terminal and completing the acquisition of NQXT Port in Australia, positioning itself for future growth in global trade corridors.
- Logistics revenue rose 10% YoY to INR11.3b, driven by the recently launched asset-light Trucking and International Freight Network services (representing 52% of Q4 FY26 Logistics revenue vs. 48% in Q4 FY25).
- The integration of its marine services business (including Ocean Sparkle, Astro, and TAHID) has been progressing well, and APSEZ achieved INR26.8b in FY26 marine business revenue vs. the 2x target from INR11.4b in FY25.
- Management has given revenue and EBITDA guidance of INR430-450b and INR250-260b, respectively, for FY27.

### Valuation and view

- With strong cash flows, a healthy cash balance of INR122b, and net debt-to-EBITDA at 1.9x, APSEZ is well-positioned for further expansion. Capacity enhancements at key ports, ongoing infrastructure projects, and global port acquisitions provide visibility for sustained growth in FY27 and beyond.
- **We broadly retain our FY28 estimates and expect APSEZ to post an 11% growth in cargo volumes over FY26-28. This would drive a CAGR of 17%/18%/22% in revenue/EBITDA/PAT over FY26-28E. We reiterate our BUY rating with a revised TP of INR1,900 (premised on 15x FY28E EV/EBITDA).**

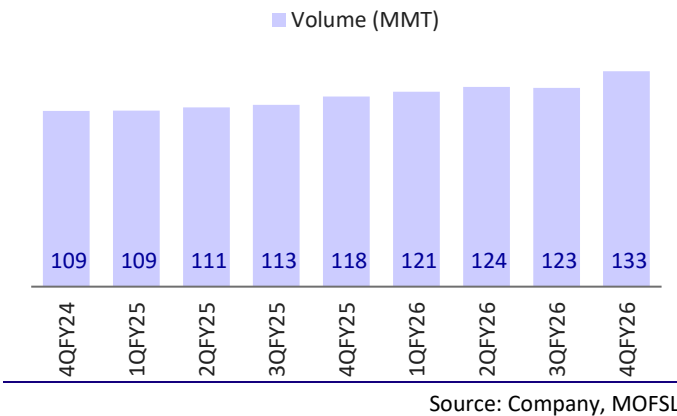
**Quarterly Snapshot - Consolidated**

(INR b)

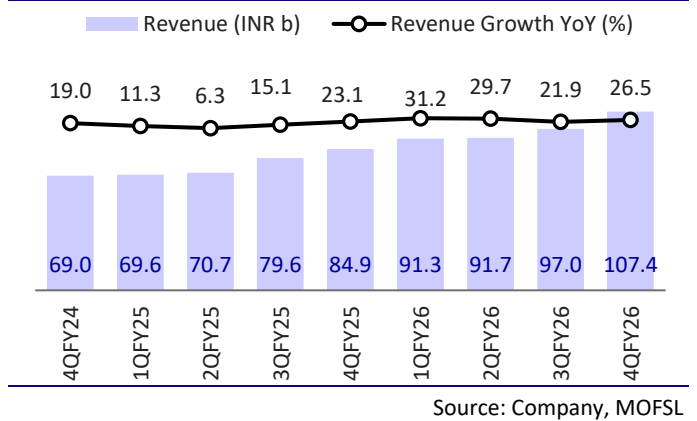
Y/E March	FY25				FY26				FY25	FY26	FY26	Var. vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
<b>Net Sales</b>	<b>70</b>	<b>71</b>	<b>80</b>	<b>85</b>	<b>91</b>	<b>92</b>	<b>97</b>	<b>107</b>	<b>305</b>	<b>387</b>	<b>96</b>	<b>12</b>
YoY Change (%)	11.3	6.3	15.1	23.1	31.2	29.7	21.9	26.5	14.1	27.1	12.7	
<b>EBITDA</b>	<b>42</b>	<b>44</b>	<b>48</b>	<b>50</b>	<b>55</b>	<b>56</b>	<b>58</b>	<b>60</b>	<b>184</b>	<b>229</b>	<b>56</b>	<b>7</b>
Margins (%)	61.0	61.8	60.3	59.0	60.2	60.5	59.6	56.1	60.4	59.0	58.8	
Depreciation	10	11	11	12	13	13	14	16	44	55	14	
Interest	7	7	8	7	8	8	8	14	28	38	8	
Other Income	5	3	2	3	3	8	2	8	13	21	3	
<b>PBT before EO expense</b>	<b>31</b>	<b>29</b>	<b>32</b>	<b>34</b>	<b>38</b>	<b>43</b>	<b>38</b>	<b>38</b>	<b>126</b>	<b>156</b>	<b>37</b>	<b>3</b>
Extra-Ord expense	-6	0	2	1	1	4	3	3	-3	10	0	
<b>PBT</b>	<b>37</b>	<b>29</b>	<b>30</b>	<b>34</b>	<b>37</b>	<b>39</b>	<b>35</b>	<b>35</b>	<b>129</b>	<b>146</b>	<b>37</b>	
Tax	5	5	5	5	5	6	6	4	20	21	5	
Rate (%)	13.2	16.4	16.9	15.1	14.6	14.6	16.2	11.2	15.3	14.2	14.7	
MI and Associates	1	0	-1	-2	-2	2	-1	-2	-2	-3	0	
<b>Reported PAT</b>	<b>31</b>	<b>24</b>	<b>25</b>	<b>30</b>	<b>33</b>	<b>31</b>	<b>31</b>	<b>33</b>	<b>111</b>	<b>128</b>	<b>31</b>	
<b>Adj PAT</b>	<b>26</b>	<b>25</b>	<b>27</b>	<b>31</b>	<b>34</b>	<b>34</b>	<b>33</b>	<b>36</b>	<b>108</b>	<b>136</b>	<b>31</b>	<b>15</b>
YoY Change (%)	28.7	10.9	13.6	33.7	27.7	38.7	22.9	16.2	21.6	25.8	0.8	

**Story in charts – 4QFY26**

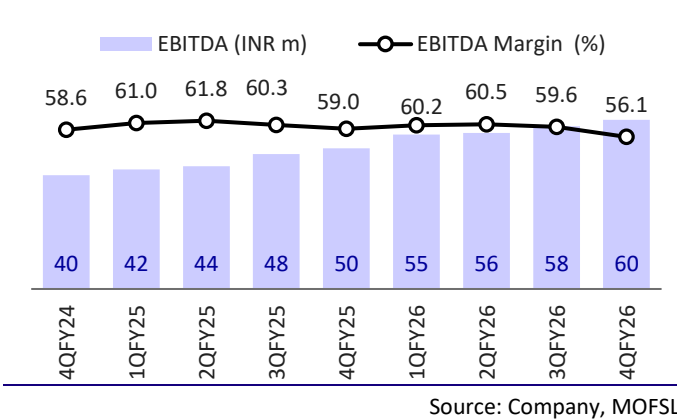
**Exhibit 1: Port cargo volume increased ~13% YoY**



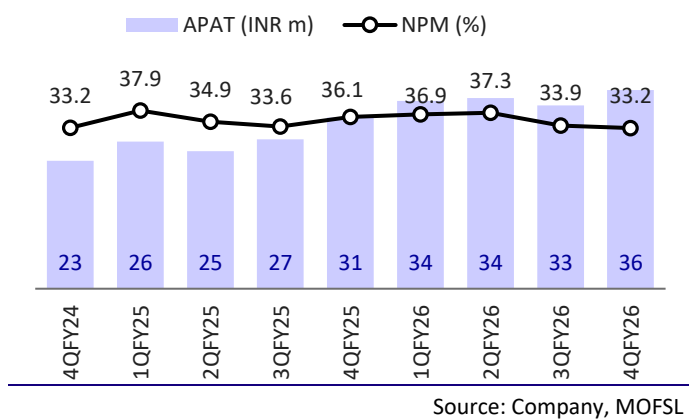
**Exhibit 2: Revenue growth led by logistics and marine businesses**



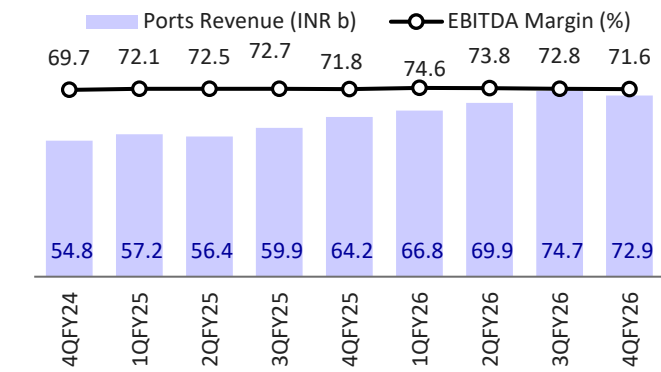
**Exhibit 3: EBITDA and margin trends**



**Exhibit 4: APAT increased 16% YoY**

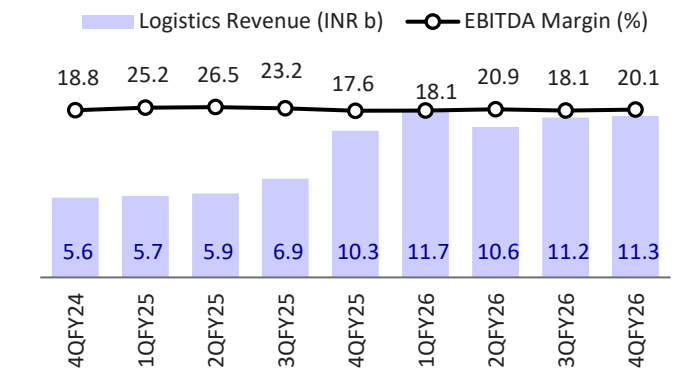


**Exhibit 5: Domestic port revenue increased ~14% YoY**



Source: Company, MOFSL

**Exhibit 6: Logistics revenue rose ~10% YoY**



Source: Company, MOFSL

**Exhibit 7: Volume trend across ports (m tons)**

Ports	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	Port Contribution (%)
Mundra	45.9	51.1	50.0	48.8	50.7	48.0	49.4	47.6	47.0	35.3
Dahej	2.8	2.8	2.5	2.5	2.5	2.4	2.7	2.7	2.8	2.1
Hazira	6.1	6.8	6.9	7.1	6.5	6.9	7.6	7.7	7.6	5.7
Dhamra	11.7	12.0	11.5	11.4	11.3	12.1	11.2	12.1	13.4	10.0
Kattupalli	3.4	3.6	3.7	3.1	3.7	3.2	3.5	3.0	3.4	2.5
Krishnapatnam	15.6	15.4	14.1	12.6	13.0	16.5	15.0	14.7	13.0	9.7
Gangavaram	9.8	4.6	6.8	7.3	8.0	8.1	10.0	9.6	8.8	6.6
Others	13.5	12.7	15.5	19.7	22.0	23.4	24.2	25.7	37.4	28.1
<b>Total (MMT)</b>	<b>108.8</b>	<b>109.0</b>	<b>111.0</b>	<b>112.5</b>	<b>117.7</b>	<b>120.6</b>	<b>123.6</b>	<b>123.1</b>	<b>133.4</b>	

Source: Company, MOFSL



## Highlights from the management commentary

### Operational highlights

- APSEZ handled 133.4 MMT of cargo in 4QFY26, up 13% YoY, driven by growth in container volumes. Mundra Port contributed 35%/42% to total volume/domestic volume in 4QFY26 (vs. 43%/51% in 4QFY25), marking diversification across ports.
- The all-India cargo market's share stood at 26% (vs 26.3% in 4QFY25). The container segment market share stood at 45.2% (vs 46.3% in 4QFY25).
- Domestic cargo volume growth was flat and stood at 111.7MMT, while international cargo volume rose 262% YoY from 6MMT to 21.7MMT, driven by the consolidation of NQXT and Colombo terminals.
- Net debt-to-EBITDA ratio was 1.9x as of Mar'26. The average debt was 5.4 years.
- Cash and equivalents stood at INR122b, with gross debt of INR551b as of Mar'26.

### Ports

- Revenue from domestic ports grew 8% YoY to INR65b, while EBITDA margins stood at 71.6% (vs. 71.8% in 4QFY25).
- The company witnessed subdued dry bulk volumes across certain terminals, which impacted both overall volumes and margins during the period; however, management remains optimistic on a recovery in coal volumes, supported by expectations of subdued monsoon and government directives for coal-based power plants to operate at higher utilization levels to meet rising power demand.
- Commissioned the Haldia Bulk Terminal at Syama Prasad Mookerjee Port, Kolkata, with a dry bulk handling capacity of 4 MTPA, developed under a 30-year DBFOT concession model.
- An MoU was signed with NMDC Ltd and Vale S.A (Brazil) to develop an integrated iron ore ecosystem at Gangavaram Port.
- The company partnered with Motherson Group to establish a dedicated facility for auto exports at the Dighi Port. The new RoRo terminal will handle 200,000 cars per year for exporters in the Mumbai-Pune auto belt.
- APSEZ commenced Phase 2 construction at Vizhinjam port, scheduled for completion by December 2028. The construction will expand Vizhinjam port's capacity to 5.7m TEUs from the current 1.6m TEUs. Total capex is estimated to be ~INR160b.
- **International ports:** Revenue rose 58% YoY to INR14.2b, and EBITDA grew 355% YoY, fueled by the consolidation of NQXT and better operations at the Colombo Port. EBITDA margins rose to 42% in 4QFY26 vs 14.5% in 4QFY25, driven by higher margins in NQXT and Colombo.
- The company completed the acquisition of NQXT Australia, while continuing to expand its international footprint with the commencement of operations at CWIT in Sri Lanka—the country's first fully automated deep-water terminal—and securing a 30-year concession to operate a container terminal at the Port of Dar es Salaam in Tanzania.

### Logistics business

- Logistics revenue rose 10% YoY to INR11.3b, driven by recently launched asset-light Trucking and International Freight Network service (representing 52% of

4QFY26 Logistics revenue vs. 48% in Q4 FY25). RoCE rose 10% in FY26 vs. 6% in FY25.

- APSEZ handled 0.17m TEUs of container rail volume (-1% YoY) and ~5.6 MMT GPWIS volume (-5% YoY).
- Trucking revenue stood at INR14.7b in FY26 vs. guidance of 3x-4x over FY25 revenue of INR4.3b. EBITDA stood at INR780m in FY26 vs. INR270m in FY25, while margin stood at 5.3% in FY26 vs 6.3% in FY25.
- APSEZ handled 695,517 TEUs container rail volume (+8% YoY) and 21.7 MMT GPWIS volume (-1% YoY) in FY26.
- APSEZ received approval to commence EXIM operations at Virochannagar (Gujarat), Kishangarh (Rajasthan), and Malur (Karnataka) ICDs.
- The company launched double-stack container rake movement between ICD Tumb and ICD Patli.
- It continues to scale up its integrated logistics platform, including rail, trucking, and warehousing segments.

### Marine

- The integration of its marine services business (includes Ocean Sparkle, Astro, and TAHID) has been progressing well, and APSEZ achieved INR26.8b in FY26 marine business revenue vs. the 2x target from INR11.4b in FY25.
- Marine business RoCE stood at 13% in FY26.
- Expanded geographical presence to West Africa via en bloc purchase of 4 Platform Supply Vessels (PSVs) and 1 workboat.
- The marine segment’s revenue jumped 101% YoY to INR7.3b, driven by a significant increase in vessel count from 76 (Jun’24) to 136 (Mar’26). The ramp-up reflects APSEZ’s aggressive expansion and consolidation in marine services.
- APSEZ also focuses on expanding its marine operations globally, with projects in various regions contributing to both revenue and operational efficiency.

### Guidance

- Management has given revenue and EBITDA guidance of INR430-450b and INR250-260b, respectively, for FY27.

### Capex guidance

- FY26 capex stood at INR153b vs plan of INR110-120b.
- The company has planned FY27 capex of INR120–140b to support ongoing expansion across Vizhinjam, Mundra, CWIT Colombo, Dhamra, Ennore, and Kattupalli ports, while the investment will also be directed toward agri-silos and warehousing capacity expansion, and augmentation of the marine and trucking fleet.

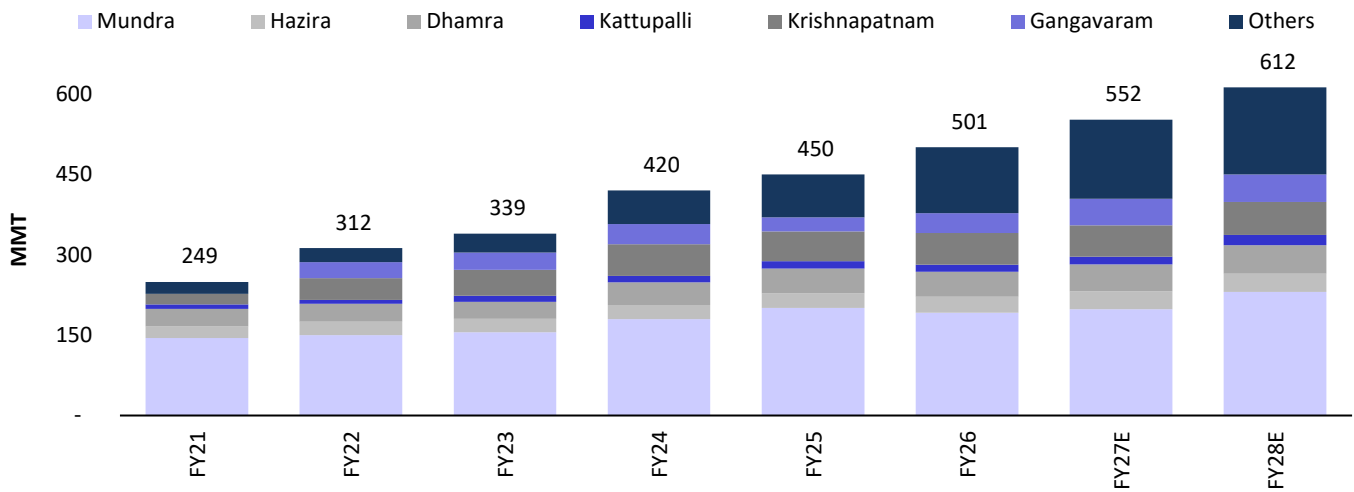
### Exhibit 8: Our revised estimates

(INR m)	FY27E			FY28E		
	Rev	Old	Chg(%)	Rev	Old	Chg(%)
Net Sales	449	442	1.8	526	520	1.3
EBITDA	260	266	-2.2	317	313	1.3
<b>EBITDA Margin (%)</b>	<b>57.8</b>	<b>60.2</b>	<b>(237)</b>	<b>60.3</b>	<b>60.3</b>	<b>(1)</b>
PAT	155	168	-7.5	204	204	-0.2
<b>EPS (INR)</b>	<b>67.2</b>	<b>72.7</b>	<b>-7.5</b>	<b>88.5</b>	<b>88.6</b>	<b>-0.2</b>

Source: Company, MOFSL

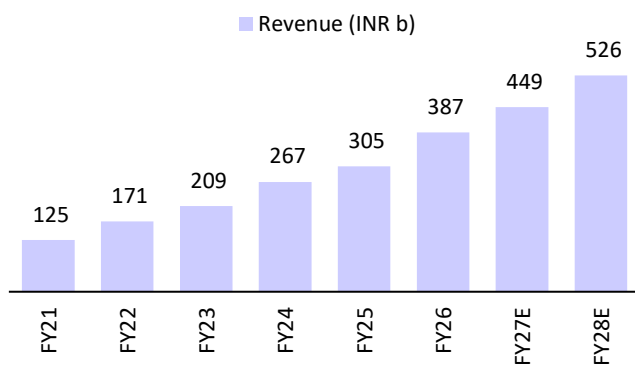
## Story in charts

**Exhibit 9: APSEZ – volumes (MMT)**



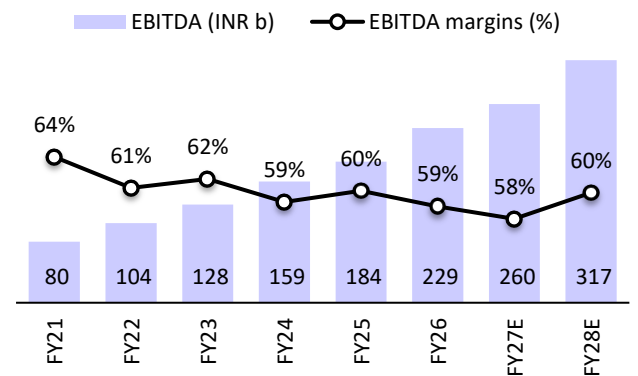
Source: Company, MOFSL

**Exhibit 10: Revenue growth to remain strong**



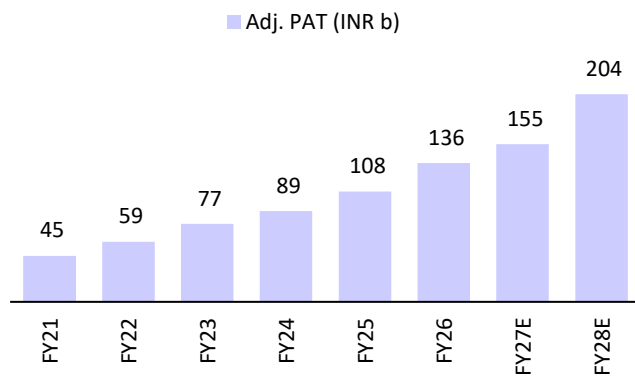
Source: Company, MOFSL

**Exhibit 11: Margin to stabilize at ~60%**



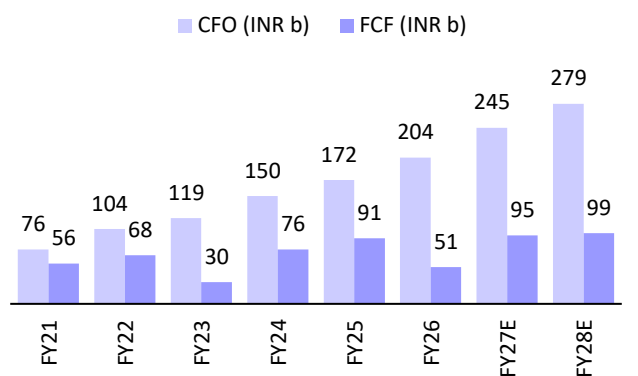
Source: Company, MOFSL

**Exhibit 12: Strong operating performance to drive PAT**



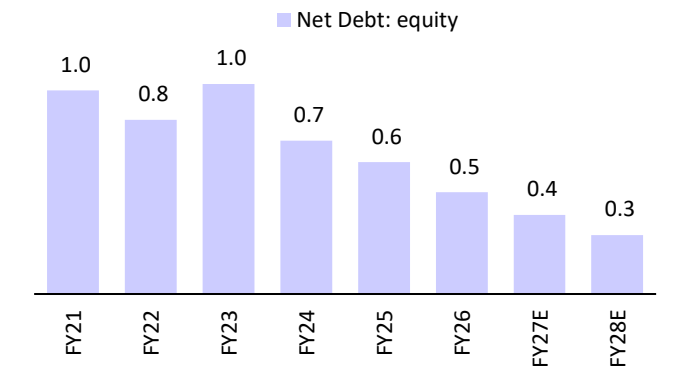
Source: Company, MOFSL

**Exhibit 13: CFO and FCF generation to pick up**



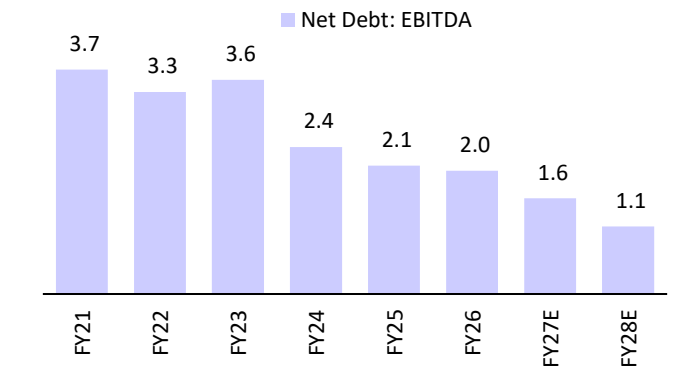
Source: Company, MOFSL

**Exhibit 14: Net debt/equity to decrease**



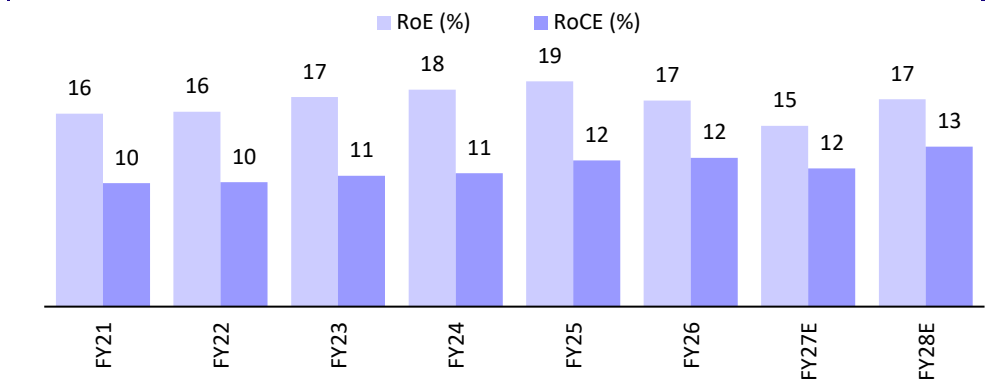
Source: Company, MOFSL

**Exhibit 15: Net debt/EBITDA to improve**



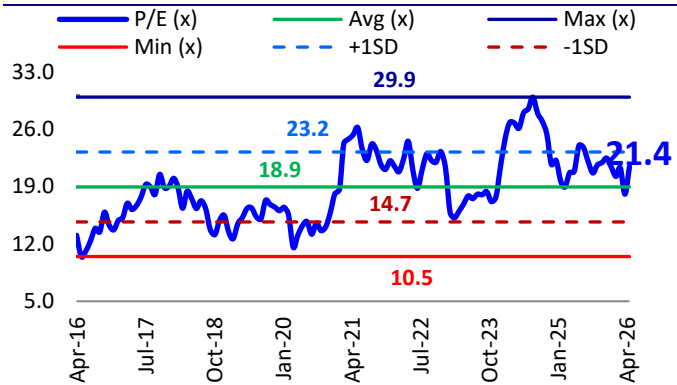
Source: Company, MOFSL

**Exhibit 16: Return ratios to remain stable**



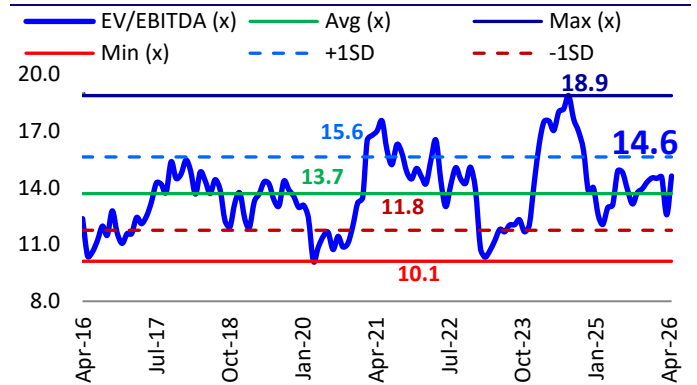
Source: Company, MOFSL

**Exhibit 17: APSEZ – P/E trend**



Source: Company, MOFSL

**Exhibit 18: APSEZ – EV/EBITDA trend**



Source: Company, MOFSL

## Financials and valuation

### Consolidated Income Statement

Y/E March (INR b)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Net Sales</b>	<b>171</b>	<b>209</b>	<b>267</b>	<b>305</b>	<b>387</b>	<b>449</b>	<b>526</b>
Change in Net Sales (%)	36.4	21.8	28.1	14.1	27.1	16.0	17.1
Total Expenses	67	80	108	121	159	190	209
<b>EBITDA</b>	<b>104</b>	<b>128</b>	<b>159</b>	<b>184</b>	<b>229</b>	<b>260</b>	<b>317</b>
Margin (%)	60.7	61.5	59.4	60.4	59.0	57.8	60.3
Deprn. & Amortization	31	34	39	44	55	62	68
<b>EBIT</b>	<b>73</b>	<b>94</b>	<b>120</b>	<b>140</b>	<b>173</b>	<b>198</b>	<b>249</b>
Net Interest	26	26	28	28	38	41	40
Other income	22	16	15	13	21	23	28
<b>PBT</b>	<b>70</b>	<b>84</b>	<b>107</b>	<b>126</b>	<b>156</b>	<b>180</b>	<b>237</b>
EO expense	13	29	4	-3	10	0	0
PBT after EO	57	54	103	129	146	180	237
Tax	8	1	20	20	21	26	34
Rate (%)	13.4	1.8	19.4	15.3	14.2	14.2	14.2
<b>PAT before JV, MI</b>	<b>49</b>	<b>53</b>	<b>83</b>	<b>109</b>	<b>125</b>	<b>155</b>	<b>204</b>
Share of loss from JV, MI	0	0	-2	2	3	0.2	0.3
<b>Reported PAT</b>	<b>49</b>	<b>53</b>	<b>81</b>	<b>111</b>	<b>128</b>	<b>155</b>	<b>204</b>
<b>Adjusted PAT</b>	<b>59</b>	<b>77</b>	<b>89</b>	<b>108</b>	<b>136</b>	<b>155</b>	<b>204</b>
Change (%)	30.3	29.8	16.5	21.6	25.8	13.7	31.6
Margin (%)	34.4	36.7	33.4	35.6	35.2	34.5	38.7

Source: MOFSL, Company

### Consolidated Balance Sheet

Y/E March (INR b)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share Capital	4	4	4	4	5	5	5
Reserves	416	452	525	620	957	1,088	1,262
<b>Net Worth</b>	<b>420</b>	<b>456</b>	<b>529</b>	<b>624</b>	<b>961</b>	<b>1,093</b>	<b>1,266</b>
Minority Interest	4	13	16	25	29	30	31
Total Loans	455	498	463	458	551	531	511
Deferred Tax Liability	17	10	23	28	53	53	53
<b>Capital Employed</b>	<b>895</b>	<b>977</b>	<b>1,031</b>	<b>1,135</b>	<b>1,594</b>	<b>1,707</b>	<b>1,862</b>
Gross Block	700	782	848	1,027	1,472	1,622	1,802
Less: Accum. Deprn.	142	148	179	216	271	333	402
<b>Net Fixed Assets</b>	<b>558</b>	<b>634</b>	<b>669</b>	<b>811</b>	<b>1,201</b>	<b>1,289</b>	<b>1,400</b>
Capital WIP	40	68	109	116	127	127	127
Investments	32	101	56	61	73	73	73
<b>Curr. Assets</b>	<b>353</b>	<b>324</b>	<b>335</b>	<b>347</b>	<b>431</b>	<b>468</b>	<b>518</b>
Inventories	4	5	4	5	7	8	9
Account Receivables	22	32	37	44	64	65	77
Cash and Bank Balance	107	42	76	66	85	119	155
-Cash and cash equivalents	87	9	16	34	52	86	122
-Bank balance	20	33	61	32	33	33	33
Loans & advances	19	20	3	9	12	12	12
Other current assets	201	225	215	222	263	264	265
<b>Curr. Liability &amp; Prov.</b>	<b>88</b>	<b>150</b>	<b>139</b>	<b>199</b>	<b>237</b>	<b>249</b>	<b>256</b>
Account Payables	12	18	22	27	27	40	47
Provisions	1	17	13	14	16	16	16
Other current liabilities	75	114	105	158	193	193	193
<b>Net Curr. Assets</b>	<b>265</b>	<b>175</b>	<b>196</b>	<b>148</b>	<b>194</b>	<b>219</b>	<b>261</b>
<b>Appl. of Funds</b>	<b>895</b>	<b>977</b>	<b>1,031</b>	<b>1,135</b>	<b>1,594</b>	<b>1,707</b>	<b>1,862</b>

## Financials and valuation

### Ratios

	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Basic (INR)</b>							
EPS	27.9	35.4	41.3	50.2	59.2	67.2	88.5
EPS Growth	<b>25.4</b>	<b>26.9</b>	<b>16.5</b>	<b>21.6</b>	<b>17.9</b>	<b>13.7</b>	<b>31.6</b>
Cash EPS	42.6	51.3	59.3	70.4	83.1	94.1	118.2
BV/Share	198.8	211.0	245.1	289.0	417.2	474.3	549.5
Payout (%)	17.9	14.1	14.5	14.0	11.8	10.4	7.9
Dividend yield (%)	0.3	0.3	0.4	0.4	0.4	0.4	0.4
<b>Valuation (x)</b>							
P/E	59.3	46.7	40.1	33.0	28.0	24.6	18.7
Cash P/E	38.9	32.3	27.9	23.5	19.9	17.6	14.0
P/BV	8.3	7.8	6.8	5.7	4.0	3.5	3.0
EV/EBITDA	36.7	30.6	24.6	21.2	18.7	16.3	13.1
Dividend Yield (%)	0.3	0.3	0.4	0.4	0.4	0.4	0.4
<b>Return Ratios (%)</b>							
RoE	16.2	17.5	18.1	18.8	17.2	15.1	17.3
RoCE (post-tax)	10.4	10.9	11.1	12.2	12.4	11.5	13.3
RoIC (post-tax)	9.9	12.5	12.4	14.2	13.5	12.6	14.8
<b>Working Capital Ratios</b>							
Fixed Asset Turnover (x)	0.3	0.3	0.3	0.3	0.3	0.3	0.4
Asset Turnover (x)	0.2	0.2	0.3	0.3	0.2	0.3	0.3
Debtor (Days)	47	57	50	53	60	53	53
Creditors (Days)	25	32	30	33	26	33	33
Inventory (Days)	8	8	6	6	6	6	6
<b>Leverage Ratio (x)</b>							
Current Ratio	4.0	2.2	2.4	1.7	1.8	1.9	2.0
Interest Cover Ratio	3.7	4.2	4.8	5.5	5.1	5.4	7.0
Net Debt/EBITDA	3.3	3.6	2.4	2.1	2.0	1.6	1.1
Net Debt/Equity	0.8	1.0	0.7	0.6	0.5	0.4	0.3

### Cash Flow Statement (INR b)

	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>OP/(Loss) before Tax</b>	<b>57</b>	<b>55</b>	<b>101</b>	<b>130</b>	<b>148</b>	<b>182</b>	<b>239</b>
Depreciation	31	34	39	44	55	62	68
Direct Taxes Paid	-10	-8	-13	-15	-15	-26	-34
(Inc)/Dec in WC	8	-9	0	-4	-30	10	-7
Other Items	18	47	23	17	45	18	12
<b>CF from Operations</b>	<b>104</b>	<b>119</b>	<b>150</b>	<b>172</b>	<b>204</b>	<b>245</b>	<b>279</b>
(Inc)/Dec in FA	-36	-89	-74	-81	-152	-150	-180
<b>Free Cash Flow</b>	<b>68</b>	<b>30</b>	<b>76</b>	<b>91</b>	<b>51</b>	<b>95</b>	<b>99</b>
Acquisitions/Divestment	-7	-144	-31	-54	22	0	0
Change in Investments	-28	23	-5	0	0	0	0
Others	18	15	41	37	-1	23	28
<b>CF from Investments</b>	<b>-53</b>	<b>-196</b>	<b>-69</b>	<b>-98</b>	<b>-132</b>	<b>-127</b>	<b>-152</b>
Share issue	9	9	2	4	0	0	0
Inc/(Dec) in Debt	75	3	-41	-29	4	-20	-20
Interest	-26	-24	-28	-26	-31	-41	-40
Dividend	-10	-11	-11	-13	-15	-23	-31
Others	-54	-6	0	-5	-12	0	0
<b>Cash from financing activity</b>	<b>-6</b>	<b>-27</b>	<b>-78</b>	<b>-69</b>	<b>-55</b>	<b>-84</b>	<b>-90</b>
Net change in cash & equi.	46	-104	3	5	17	34	36
Opening cash balance	43	87	11	16	34	52	86
change in control of subs.	-2	27	2	13	1	0	0
<b>Closing cash balance</b>	<b>87</b>	<b>9</b>	<b>16</b>	<b>34</b>	<b>52</b>	<b>86</b>	<b>122</b>

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

Explanation of Investment Rating	
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

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

**Disclosures**

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on [www.motilaloswal.com](http://www.motilaloswal.com) > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

**Regional Disclosures (outside India)**

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

**For Hong Kong:**

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

**For U.S.**

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement. The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

**For Singapore**

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

**Specific Disclosures**

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.  
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.  
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.  
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.  
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
  - actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
  - received compensation/other benefits from the subject company in the past 12 months
  - any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
  - acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
  - be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
  - received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
  - Served subject company as its clients during twelve months preceding the date of distribution of the research report.
- The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report  
 Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

**Analyst Certification**

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

**Terms & Conditions:**

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

**Disclaimer:**

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.