**BUY** (Maintain)

CMP: **INR 896** Target Price: **INR 1,300** ▲ 45%

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**04 November 2026**

**India | Equity Research | Results Update**

# Max Healthcare Institute

Healthcare

## Well placed to ride the tide

Max Healthcare (Max) delivered a strong operating performance in Q2FY27, with revenue and EBITDA growth of ~18% YoY each, driven by a 13% uptick in occupied bed days and 8% growth in ARPP. Max has been on a brownfield bed expansion spree; and, in last one year, it has added 758 beds across its network (16% addition). However, occupancy remained flattish at 77%. The company is further optimising its payor mix by reducing exposure scheme-based patient at mature hospitals. Concurrently, international patient flows remain strong (+33%). While the ramp up of newly added beds could drive growth in the next few quarters, Max plans to add another 500 brownfield beds and 300–400 greenfield beds over the next 3–4 quarters to sustain this upward momentum. We raise our FY27E/FY28E EBITDA by ~1%/4% to factor in better margins with the newly operationalised brownfield beds. Maintain **BUY** with an unchanged TP of INR 1,300.

### Revenue in-line; better payor mix boosts margins

Gross revenues grew 19.6% YoY/7.9% QoQ to INR 32.1bn, while net revenues rose 18.4% YoY/7.7% QoQ to INR 30.5bn, led by an ~13% YoY increase in occupied beds and an 8% rise in ARPP. Max has discontinued select chemotherapy drugs for institutional patients; thus, oncology share in IPD revenues declined to 21% in Q2, from 26% last year. Ex-oncology, gross network revenue grew ~25% YoY. EBITDA expanded 18% YoY/16.4% QoQ to INR 8bn. EBITDA margins shrank 10bps (+190bps QoQ) to 26.1%, impacted by commissioning of new brownfield capacity and the upgradation costs at the Kalinga facility (~INR 170mn). Adj. PAT rose 10.4% YoY (+25.1% QoQ) to INR 4.5bn, reflecting higher depreciation (+32.8%) and interest cost (+36.6%).

### Occupancy resilient despite aggressive brownfield expansion

IP volumes grew 12.4% YoY (7.8% QoQ) to 98,464 while OP volumes grew 13.3% YoY (+9.3% QoQ) to ~11,44,000. Average revenue per in-patient grew by 7.9% YoY (+0.4% QoQ) to ~INR 0.23mn while occupancy stood at 77%, flat YoY/up 200bps QoQ. Delhi cluster revenue grew 13.9% YoY (+6.2% QoQ) to INR 16.4bn, supported by a ramp-up of its newly operationalised beds at Max Smart. Occupancy was down 300bps YoY/flat QoQ at 79%. UP cluster revenues were up 23.1% YoY/7.1% QoQ to INR 6.6bn. Occupancy stood at 79% (vs. 78% in Q1). Maharashtra cluster grew a robust 30.4% YoY/15.1% QoQ to INR 3.4bn, aided by a ramp-up of newly commissioned brownfield tower at Nanavati-Max, Mumbai.

### Financial Summary

| Y/E March (INR mn) | FY26A | FY27E | FY28E | FY29E |
|---|---|---|---|---|
| Net Revenue | 1,00,280 | 1,22,320 | 1,51,776 | 1,78,011 |
| EBITDA | 25,530 | 31,314 | 38,855 | 46,639 |
| EBITDA Margin (%) | 25.5 | 25.6 | 25.6 | 26.2 |
| Net Profit | 15,280 | 18,842 | 24,523 | 31,048 |
| EPS (INR) | 15.7 | 19.4 | 25.2 | 31.9 |
| EPS % Chg YoY | 9.4 | 23.3 | 30.2 | 26.6 |
| P/E (x) | 53.4 | 46.3 | 35.5 | 28.1 |
| EV/EBITDA (x) | 34.8 | 28.5 | 22.7 | 18.5 |
| RoCE (%) | 12.1 | 12.0 | 13.9 | 15.6 |
| RoE (%) | 13.5 | 14.6 | 16.5 | 17.9 |


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**Market Data**

| | |
|---|---|
| Market Cap (INR) | 872bn |
| Market Cap (USD) | 9,208mn |
| Bloomberg Code | MAXHEALT IN |
| Reuters Code | MAXE.BO |
| 52-week Range (INR) | 1,187 /797 |
| Free Float (%) | 76.0 |
| ADTV-3M (mn) (USD) | 33.0 |

| Price Performance (%) | 3m | 6m | 12m |
|---|---|---|---|
| Absolute | (18.6) | (9.8) | (21.9) |
| Relative to Sensex | (16.4) | (9.8) | (13.4) |

| ESG Score | 2024 | 2025 | Change |
|---|---|---|---|
| ESG score | 73.7 | 75.1 | 1.4 |
| Environment | 64.6 | 66.2 | 1.6 |
| Social | 72.1 | 71.0 | (1.1) |
| Governance | 80.6 | 84.1 | 3.5 |

**Note** - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

| Earnings Revisions (%) | FY27E | FY28E |
|---|---|---|
| Revenue | 0.5 | 3.5 |
| EBITDA | 0.5 | 3.5 |
| EPS | 0.6 | 4.4 |

**Previous Reports**

19-09-2026: Company update

16-08-2026: Q1FY27 results review

Punjab reported revenue of INR 1.8bn, up 21.3% YoY/4% QoQ. Haryana, Uttarakhand and MSSH Bhubaneswar (newly acquired Kalinga facility) recorded revenue of INR 2.4bn, up 37.2% YoY/15.7% QoQ. Ex-MSSH Bhubaneswar, the regions grew 15.1% YoY. Max@Home, the company's homecare business, reported gross revenue of INR 860mn, up 36.5% YoY/10.3% QoQ; its pathology vertical, Max Lab grew 22.2% YoY/13.8% QoQ to INR 660mn.

## Capacity expansion on track; brownfield additions ramping up well

In the last one year, Max has added 758 beds (202 beds added in Q2FY27) across MSSH Mohali, Max Smart, Nanavati-Max, MSSH Lucknow and acquired Kalinga hospital in Bhubaneshwar. This takes its total operational bed capacity to 5,518 beds. The 260 beds added recently at Max Smart achieved EBITDA break-even within three months of operations and occupancy levels are expected to rise further at this hospital. Management plans to operationalise the remaining 140 beds post Diwali'26. The brownfield expansions at Max Mohali and Nanavati-Max have also achieved EBITDA break-even within their first quarter of operations, with occupancy and revenue from these hospitals ramping up as per management's expectations. 65 more beds would likely be operationalised at Nanavati-Max post Diwali'26.

Max is further likely to increase its bed capacity by ~1,400 beds across network over the next 3-4 quarters. It has approved an investment of INR 4.2bn towards the addition of 209 brownfield beds, including 85 beds at MSSH Noida (INR 930mn), 60 beds at MSSH Vaishali (INR 970mn) and 64 beds at BLK-Max. Another 185 brownfield beds would be added at Lucknow (100) and Noida (85) hospitals over the next two quarters. A 500-bed greenfield facility at Gurgaon is expected to be operationalised in phases, with 150–200 beds targeted to be commissioned in Q4FY27. Management believes it would achieve EBITDA break-even in its first year of operations at the Gurgaon hospital, with fixed operational cost here pegged at ~INR 400-500mn p.a. Separately, a 400-bed hospital at Zirakpur, Mohali, and 100-bed brownfield expansion at the Nagpur hospital, is slated to be commissioned by Dec'27.

Over FY29–30, Max plans to commission a 200-bed hospital at Pitampura, 400 beds at Patparganj and 260 brownfield beds would be added at Dwarka. Further, phase two of the Nanavati-Max expansion, comprising ~270 beds, and a 200-bed brownfield tower at Max Mohali are expected to be commissioned by FY30. The company is also developing a 450-bed greenfield facility in Pune, which is expected to be commissioned by FY30. At Shaheed Path, Lucknow, construction of the proposed greenfield facility is awaiting formal environmental clearance and building plan approvals, with phase one expected to be commissioned by FY30.

Management is also focusing on improving the operating performance of its recently acquired Bhubaneswar facility. The hospital reported revenue of INR 380mn and EBITDA of INR 40mn during Q2FY27, with occupancy of 52%. ~80 of the 250 beds are currently shut for renovation, with most of these beds expected to become available by Dec'26 and the renovation programme will likely be completed by Sep'27. The company has incurred upgradation expenditure of INR 170mn in Q2 and has strengthened the clinical team across gastroenterology, GI surgery, neurosurgery and orthopaedics. Management also plans to add another 250-bed tower adjacent to the existing facility over the next 2–3 years.

## Valuation and risks

Backed by a 16% increase in operational bed capacity (M&A and brownfield), Max has been able to overcome the impact of CGHS' drug discontinuation effected in Oct'25. Despite the rise in operational bed capacity, its occupancy has remained stable at 77%; thus, resulting in a 13% jump in occupied bed days. Max has started reducing its scheme-based exposure and in Q2, it had de-empanelled BLK-Max and Shalimar

Bagh hospital, which may help it improve its payor mix (revenue share of institutional patients continued to moderate to 18.4% in Q2FY27 vs. 21.5% in Q2FY26 and 20.9% in Q1FY27) and ARPP (+8% in Q2FY27). Surge in international patient flow has been a positive surprise, in Q2FY27, with revenues growing a strong 33% YoY and accounted for 10% of revenue. Improvement in payor mix and strong flow of international patients may help Max offset impact from near-term challenges like trade margin curb in oncology drugs and drag on EBITDA from new few greenfield projects.

We believe revenue from Max's existing network could accelerate at an ~12.5% CAGR over FY26–29E, driven by improvement in ARPOB and case mix improvements. The newly added beds may contribute ~40% of revenue, reaching INR 71.3bn in FY29E. While bed addition may be margin-dilutive, it could incrementally add ~INR 11.6bn to EBITDA in FY29E. Overall, we estimate the company to deliver revenue/adj. PAT CAGRs of 21.1%/26.7% over FY26–29E while margins may remain flattish at ~26% due to new bed additions. We raise FY27E/FY28E EPS by ~1%/4% to factor in higher margins from the ramp up of the newly commissioned brownfield beds. The stock currently trades at an EV/EBITDA of 28.5x FY27E and 22.7x FY28E. We maintain **BUY** with an SoTP-based unchanged target price of INR 1,300, implying a 31x FY28E EV/EBITDA (earlier 32x FY28E EV/EBITDA).

**Downside risks:** Trade margin curb on pharmaceuticals and medical supplies, execution risk on capacity expansion; and CGHS/institutional pricing pressure.

### Exhibit 1: SoTP-based valuation

| FY28E (INR mn) | EBITDA | Multiple | EV | Value per share |
|---|---|---|---|---|
| Existing Hospital | 30,835 | 35 | 10,82,299 | 1,112 |
| New Hospital | 7,642 | 22 | 1,68,117 | 173 |
| Max Labs | 378 | 20 | 7,565 | 8 |
| Max at Home (revenue) | 3,837 | 5 | 19,187 | 20 |
| Total value of network | 40,956 | 31 | 12,77,168 | 1,312 |
| Net debt | 11,991 | | -11,991 | -12 |
| **Total MCAP** | **40,956** | **31** | **12,65,177** | **1,300** |

Source: I-Sec research

### Exhibit 2: Q2FY27 quarterly review

| Particulars (INR mn) | Q2FY27 | Q2FY26 | YoY % Chg | Q1FY27 | QoQ % Chg | H1FY27 | H1FY26 | YoY % Chg |
|---|---|---|---|---|---|---|---|---|
| **Gross Sales** | **32,090** | **26,840** | **19.6** | **29,740** | **7.9** | **61,830** | **52,500** | **17.8** |
| **Net Sales** | **30,460** | **25,720** | **18.4** | **28,270** | **7.7** | **58,730** | **50,230** | **16.9** |
| **EBITDA** | **7,950** | **6,740** | **18.0** | **6,830** | **16.4** | **14,780** | **12,640** | **16.9** |
| **EBITDA margins (%)** | **26.1** | **26.2** | **-10bps** | **24.2** | **190bps** | **25.2** | **25.2** | **0bps** |
| Other income | 100 | 80 | 25.0 | 80 | 25.0 | 180 | 160 | 12.5 |
| PBIDT | 8,050 | 6,820 | 18.0 | 6,910 | 16.5 | 14,960 | 12,800 | 16.9 |
| Depreciation | 1,620 | 1,220 | 32.8 | 1,500 | 8.0 | 3,120 | 2,390 | 30.5 |
| Interest | 560 | 410 | 36.6 | 610 | (8.2) | 1,170 | 750 | 56.0 |
| Extraordinary items | (80) | (60) | - | (80) | - | (160) | (130) | - |
| **PBT** | **5,790** | **5,140** | **12.6** | **4,720** | **22.7** | **10,510** | **9,540** | **10.2** |
| Tax | 1,320 | (410) | (422.0) | 1,150 | 14.8 | 2,470 | 550 | 349.1 |
| Tax Rate | 22.8 | -8.0 | 3080bps | 24.4 | -160bps | 23.5 | 5.8 | 1770bps |
| **Reported PAT** | **4,480** | **5,540** | **(19.1)** | **3,570** | **25.5** | **8,050** | **8,980** | **(10.4)** |
| **Adjusted PAT** | **4,542** | **4,115** | **10.4** | **3,631** | **25.1** | **8,172** | **7,610** | **7.4** |
| NPM (%) | 14.9 | 16.0 | -110bps | 12.8 | 210bps | 13.9 | 15.1 | -120bps |

Source: I-Sec research, Company data

## Exhibit 3: Gross Revenue Break-up

| (INR mn) | Q2FY27 | Q2FY26 | YoY % Chg | Q1FY27 | QoQ % Chg | H1FY27 | H1FY26 | YoY % Chg |
|---|---|---|---|---|---|---|---|---|
| Delhi | 16,390 | 14,390 | 13.9 | 15,430 | 6.2 | 31,820 | 28,380 | 12.1 |
| Uttar Pradesh | 6,610 | 5,370 | 23.1 | 6,170 | 7.1 | 12,780 | 10,320 | 23.8 |
| Maharashtra | 3,350 | 2,570 | 30.4 | 2,910 | 15.1 | 6,260 | 4,990 | 25.5 |
| Punjab | 1,820 | 1,500 | 21.3 | 1,750 | 4.0 | 3,570 | 2,960 | 20.6 |
| Others (Uttarakhand, Haryana and Odisha) | 2,360 | 1,720 | 37.2 | 2,040 | 15.7 | 4,400 | 3,370 | 30.6 |
| **Total** | **30,530** | **25,550** | **19.5** | **28,300** | **7.9** | **58,830** | **50,020** | **17.6** |

Source: I-Sec research, Company data

## Exhibit 4: Operational highlights

| Particulars | Q4FY25 | Q1FY26 | Q2FY26 | Q3FY26 | Q4FY26 | Q1FY27 | Q2FY27 | YoY (%) | QoQ (%) |
|---|---|---|---|---|---|---|---|---|---|
| Operational beds | 4,654 | 4,749 | 4,760 | 4,853 | 4,966 | 5,379 | 5,518 | 15.9 | 2.6 |
| Occupancy (%) | 75 | 76 | 77 | 74 | 75 | 75 | 77 | 0bps | 200bps |
| IP Volume | 78,685 | 83,257 | 87,629 | 81,980 | 81,791 | 91,326 | 98,464 | 12.4 | 7.8 |
| OP Volume ('000) | 854 | 938 | 1,010 | 903 | 923 | 1,047 | 1,144 | 13.3 | 9.3 |
| ALOS | 4.0 | 4.0 | 3.9 | 4.2 | 4.2 | 3.9 | 3.9 | - | - |

Source: I-Sec research, Company data

## Q2FY27 conference call: Highlights

**Existing network**

- Management has de-empanelled BLK-Max and Shalimar Bagh facility from its government schemes. The hospital was operating at optimum occupancy; the move will likely help improve the company's payor mix.
- New hospitals would initially be empanelled with government schemes to boost occupancy. While mature units, with high occupancy, would be de-empanelled. Most hospitals, where management intends to add brownfield bed capacity, are not empanelled under government schemes and are operating at optimum utilisation.
- It has over 4,000 clinicians across 14 facilities in Delhi NCR and has not witnessed significant doctor attrition despite rising competition.
- Max has not seen a reduction in occupied bed days for any therapy area across its network.
- Management is currently evaluating the impact of trade margin capping on certain oncology drugs by NPPA. Chemotherapy drugs constitute 30% of oncology revenue, which include some drugs that are now under the trade margin cap.

**New bed addition**

- Occupancy and revenue across the three facilities (Mohali, Nanavati and Saket) with brownfield expansion have ramped up well – aligning with management's expectations.
- The newly commissioned 260 beds at Max Smart achieved EBITDA break-even within three months of operations and are now witnessing high occupancy levels. However, the initial ramp-up phase with lower occupancy led to a drag on EBITDA. Ex-Saket, revenue and EBITDA of the company grew 20% and 25%, respectively. Max plans to commission the remaining 140 beds post-Diwali'26.
- In Q2, 202 brownfield beds were added, mainly at Max Smart, Max Lucknow, and Max Noida.
- The company's board approved capex of INR 4.15bn – for the addition of 209 brownfield beds. This includes INR 930mn for 85 beds at MSSH Noida, INR 970mn for 60 beds at MSSH Vaishali and 64 beds at BLK-Max. Majority of this bed capacity will likely be commissioned over the next 18-24 months.
- MSSH Dwarka has commenced services at its new oncology block. It consists of chemotherapy day care, dialysis centre, nuclear medicine and linac facilities.
- Max Mohali and Nanavati-Max achieved EBITDA break-even in their respective first quarters of operations. A few economy class beds at Nanavati Max have been scaled down. Nanavati Max does not have occupancy from institutional patients. Remaining 65 beds at Nanavati Max will likely be commissioned post Diwali'26.
- The Noida facility has a bed capacity of 504 beds; of which, 378 beds are currently operational and running at peak occupancy. The company has residual land available that can be used to add a new 700-bed facility.
- 100 beds at its existing 460-bed Lucknow facility would be commissioned over the next two quarters and 85 beds at Max Noida by Dec'27.
- By end-FY27, it will likely operationalise 150-200 beds at the greenfield facility at Gurgaon. EBITDA drag from this facility would be INR 400-500mn.

- EBITDA drag for its upcoming greenfield facility at Zirakpur Mohali is likely to be INR 300mn in its first year of operations.
- Project work for its upcoming 400-bed greenfield facility at Zirakpur Mohali and the addition of 100 beds at Max Nagpur are on track to be commissioned by Dec'27.
- 200 beds at the Pitampura unit to be commissioned in FY29 while 400 beds at Patparganj are likely by end-FY29.
- Since the Dwarka hospital is running at peak occupancy, 260 beds brownfield tower would be commissioned by FY30.
- Regarding phase-2 of bed addition at Nanavati-Max and a 200-bed brownfield tower at Max Mohali, project work is underway and should be commissioned in FY30.
- 450-bed greenfield facility at Pune to be commissioned by FY30. Regarding its 400-bed facility at Shaheed Path, Lucknow, the company is awaiting formal environmental clearance and building plans to commence construction activity at the site. Phase-1 is likely to be commissioned by FY30.

**MSSH Bhubaneswar (newly acquired Kalinga facility)**

- Acquired unit (MSSH Bhubaneswar) reported revenue of INR 380mn and EBITDA of INR 40mn. Average occupancy during the quarter stood at 52%.
- Presently, 80 beds out of 250 beds are shut for renovation, which would be completed by Sep'27. Majority of these beds would be available by Dec'26. Max incurred upgradation costs of INR 170mn towards this facility.
- Management plans to add another 250-bed tower adjacent to the existing facility over the next 2-3 years.
- A new leadership team has taken charge of Max Bhubaneswar and clinical teams have been added across gastroenterology, GI surgery, neurosurgery and orthopaedics.

**Oncology drug discontinuation**

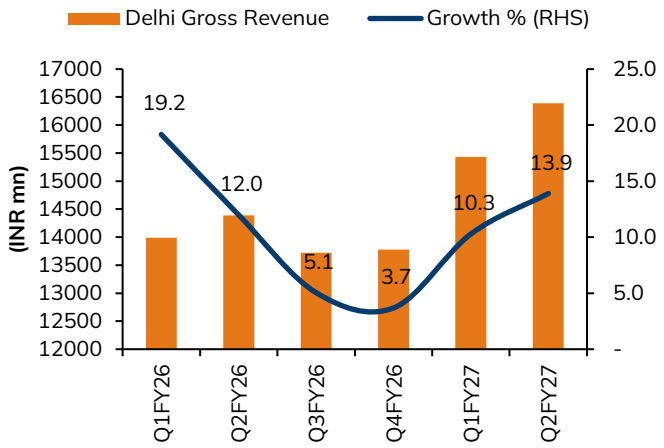
- Due to discontinuation of select chemotherapy drugs for institutional patients, share of oncology in IPD revenues dropped to 21%, from 26% last year (22% in Q1FY27). Since Max had the highest share of oncology as well as CGHS business amongst peers, its revenue was the most impacted.
- Excluding oncology, gross revenue grew 25% YoY and ARPP grew 11% YoY.
- Discontinuation of chemotherapy drugs dragged revenue by INR 1bn over the past one year; however; this drag was offset by gains of INR 2bn from CGHS price revision.
- Base adjustments of oncology drugs' discontinuation and a ramp up at the new brownfield beds should accelerate revenue growth from Q3FY27.

**Financials**

- ARPP grew 8% YoY, driven by decline in institutional patients' bed share.
- Cardiology revenue grew 18% YoY in Q2FY27.
- International patient revenue grew 33% YoY to INR 3.07bn and accounted for ~10% of the hospital revenue.

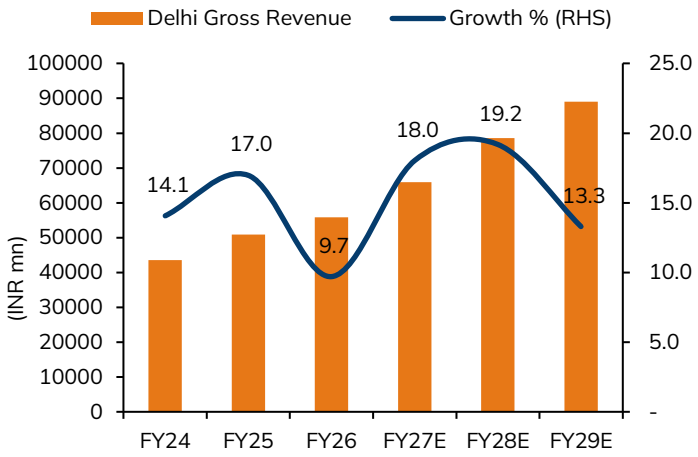
- Bed capacity stood at ~6,200, as on Sep'26, up 20% YoY.
- Occupancy stood at 77%, flat YoY, despite a 16% increase in operational bed capacity. Occupied bed days grew 13% YoY/7% QoQ.
- EBITDA per bed grew 4% YoY to INR 7.7mn in Q2FY27.
- Cash flow from operations stood at INR 5bn in Q2FY27 vs. INR 2.91bn in Q2FY26 and INR 3.97bn in Q1FY27. Of this, INR 2.92bn was invested in ongoing expansion and INR 1.95bn was disbursed towards dividend for FY26.
- Net Debt at end-Sep'26 stood at INR 23.69bn compared to INR 23.84bn at end-Jun'26. Net debt to EBITDA continued to remain below 1x.
- Max@Home reported a gross revenue of INR 860mn, up 37% YoY/10% QoQ, driven by physio, rehab and pathology sample collection service lines.
- Max Lab (non-captive pathology vertical) reported a gross revenue of INR 660mn during Q2, up 24% YoY/15% QoQ.
- Share of Max Labs and Max@Home in overall revenue has remained similar over the past few years and is likely to remain so, as hospital revenues continue to grow at a similar pace.

**Exhibit 5: Commissioning of Max Saket is boosting growth in Delhi reguion**



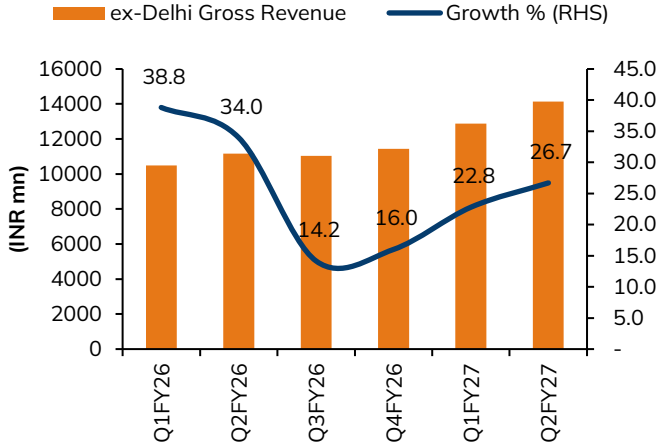

Source: I-Sec research, Company data

**Exhibit 6: Delhi cluster revenue likely to grow at 16.8% CAGR over FY26-29E**



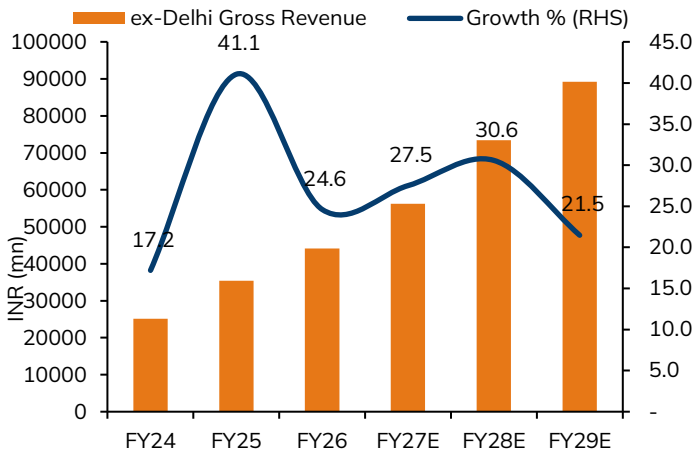

Source: I-Sec research, Company data

**Exhibit 7: Brownfield bed addition and M&A aided growth in non-core markets**



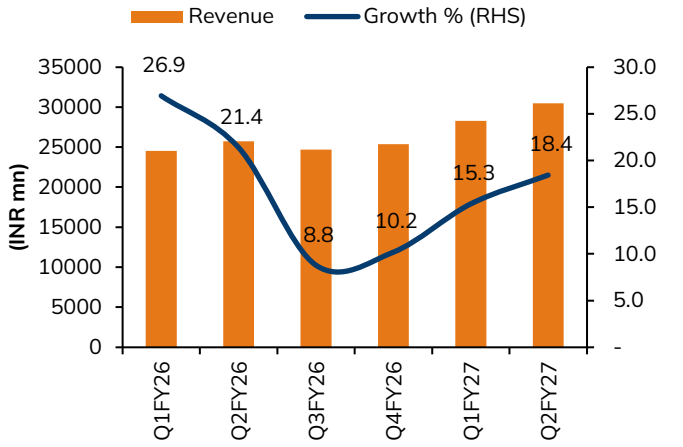

Source: I-Sec research, Company data

**Exhibit 8: Ex-Delhi markets to outpace core market growth ahead**



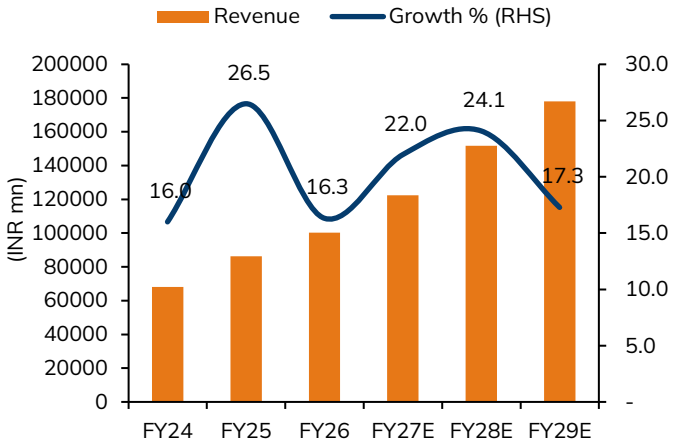

Source: I-Sec research, Company data

## Exhibit 9: Net revenue grew by 18.4% in Q2 led by ~13% rise in OBDs and ~8% surge in ARPP



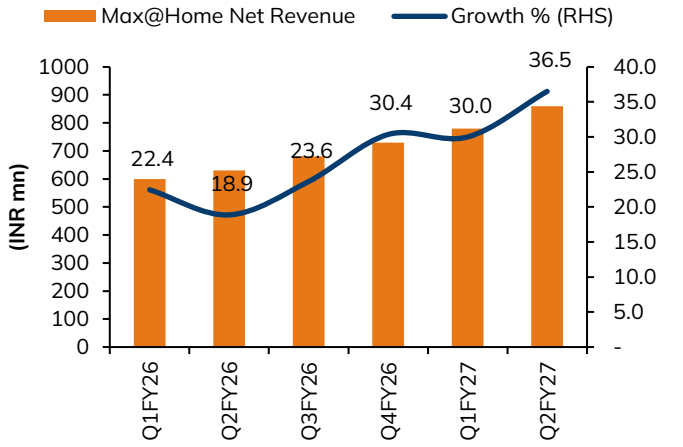

Source: I-Sec research, Company data

## Exhibit 10: Revenue to grow at 21.1% CAGR over FY26-29E



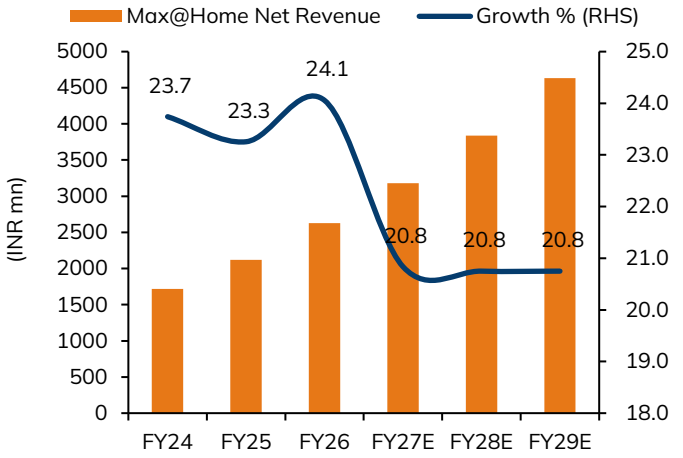

Source: I-Sec research, Company data

## Exhibit 11: Growth momentum in Homecare segment continues to be strong



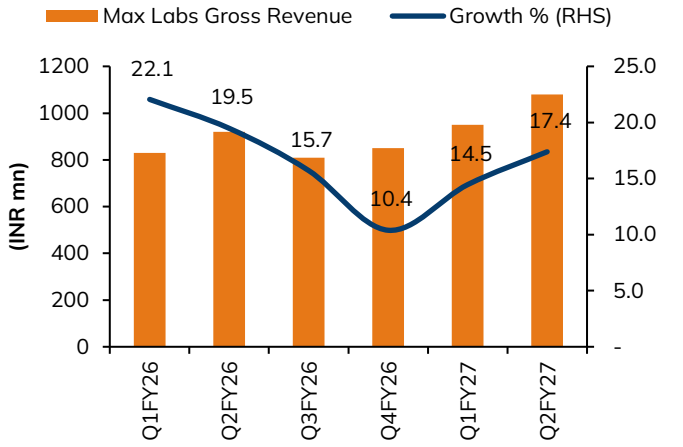

Source: I-Sec research, Company data

## Exhibit 12: Max@Home expected to grow at steady pace ahead



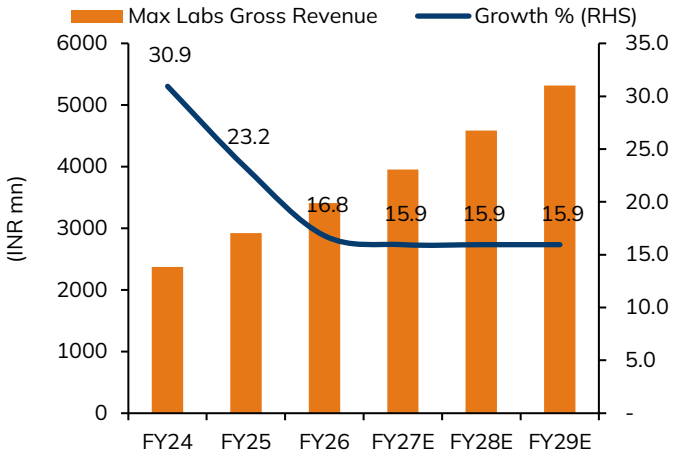

Source: I-Sec research, Company data

## Exhibit 13: Max Labs grew 17.4% YoY in Q2



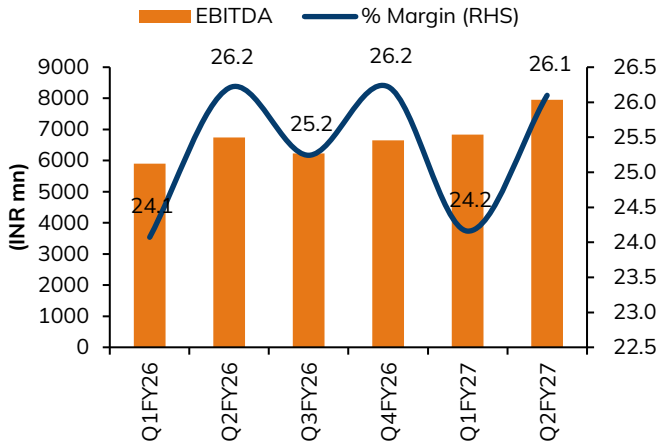

Source: I-Sec research, Company data

## Exhibit 14: Max Labs' revenue to register normalised mid-teens growth ahead



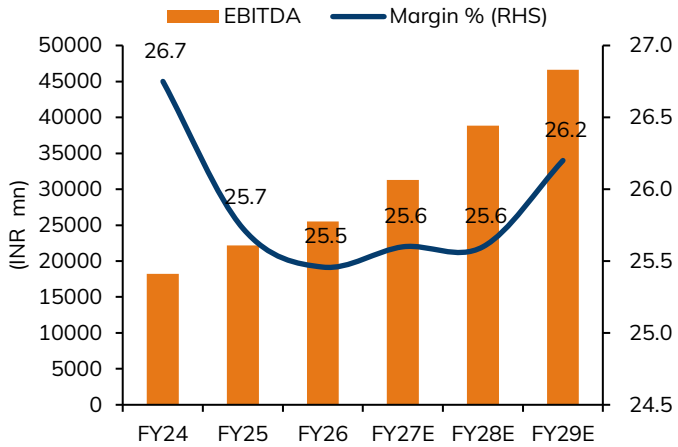

Source: I-Sec research, Company data

## Exhibit 15: EBITDA increased by 18% YoY in Q2



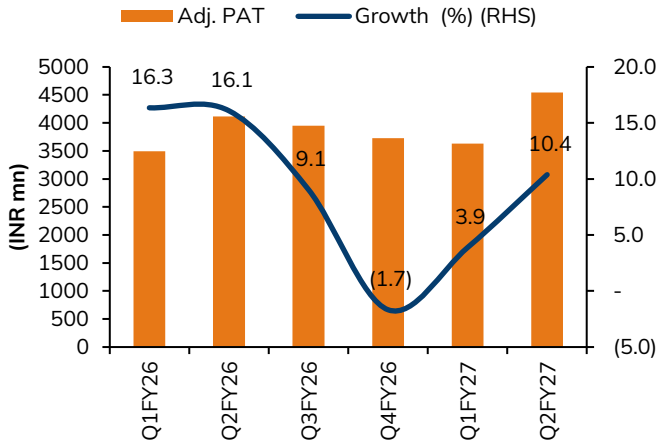

Source: I-Sec research, Company data

## Exhibit 16: EBITDA margin likely to expand by ~70bps over FY26-29E despite new bed addition



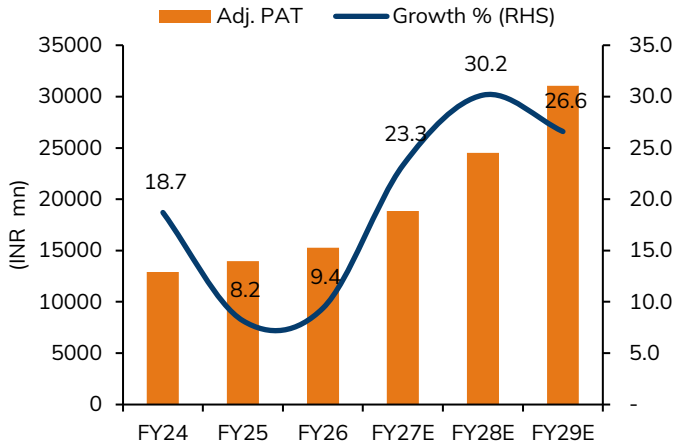

Source: I-Sec research, Company data

## Exhibit 17: Adj. PAT rose 10.4% YoY in Q2




Source: I-Sec research, Company data

## Exhibit 18: Adj. PAT to register a CAGR of 26.7% over FY26-28E




Source: I-Sec research, Company data

## Exhibit 19: Shareholding pattern

| % | Mar'26 | Jun'26 | Sep'26 |
|---|---|---|---|
| Promoters | 23.7 | 23.7 | 23.7 |
| Institutional investors | 71.7 | 71.8 | 71.7 |
| MFs and others | 19.9 | 22.4 | 22.9 |
| FIs/Banks | 0.1 | 0.1 | 0.2 |
| Insurance | 6.3 | 7.5 | 8.1 |
| FIIs | 45.4 | 41.8 | 40.5 |
| Others | 4.6 | 4.5 | 4.6 |

Source: Bloomberg, I-Sec research

## Exhibit 20: Price chart




Source: Bloomberg, I-Sec research

# Financial Summary

## Exhibit 21: Profit & Loss

(INR mn, year ending March)

| | FY26A | FY27E | FY28E | FY29E |
|---|---|---|---|---|
| Net Sales | 1,00,280 | 1,22,320 | 1,51,776 | 1,78,011 |
| **Operating Expenses** | **74,750** | **91,006** | **1,12,921** | **1,31,372** |
| EBITDA | 25,530 | 31,314 | 38,855 | 46,639 |
| **EBITDA Margin (%)** | **25.5** | **25.6** | **25.6** | **26.2** |
| Depreciation & Amortization | 4,990 | 6,126 | 6,967 | 7,640 |
| EBIT | 20,540 | 25,188 | 31,888 | 38,999 |
| Interest expenditure | 1,620 | 2,117 | 1,907 | 1,277 |
| Other Non-operating Income | 370 | 481 | 673 | 1,077 |
| Recurring PBT | 19,290 | 23,552 | 30,654 | 38,800 |
| **Profit / (Loss) from Associates** | **-** | **-** | **-** | **-** |
| **Less: Taxes** | **2,520** | **4,710** | **6,131** | **7,762** |
| PAT | 16,770 | 18,842 | 24,523 | 31,038 |
| Less: Minority Interest | - | - | - | - |
| Extraordinaries (Net) | (450) | - | - | - |
| Net Income (Reported) | 16,320 | 18,842 | 24,523 | 31,038 |
| **Net Income (Adjusted)** | **15,280** | **18,842** | **24,523** | **31,048** |

Source Company data, I-Sec research

## Exhibit 22: Balance sheet

(INR mn, year ending March)

| | FY26A | FY27E | FY28E | FY29E |
|---|---|---|---|---|
| Total Current Assets | 9,570 | 7,653 | 8,691 | 18,274 |
| of which cash & cash eqv. | 11,220 | 9,666 | 11,189 | 21,203 |
| Total Current Liabilities & Provisions | - | - | - | - |
| **Net Current Assets** | **9,570** | **7,653** | **8,691** | **18,274** |
| Investments | 60 | 60 | 60 | 60 |
| Net Fixed Assets | 77,020 | 97,894 | 1,10,927 | 1,19,287 |
| ROU Assets | 13,670 | 13,670 | 13,670 | 13,670 |
| Capital Work-in-Progress | 8,480 | 8,480 | 8,480 | 8,480 |
| Total Intangible Assets | 55,030 | 55,030 | 55,030 | 55,030 |
| Other assets | - | - | - | - |
| Deferred Tax Assets | - | - | - | - |
| **Total Assets** | **1,63,830** | **1,82,788** | **1,96,859** | **2,14,802** |
| **Liabilities** | | | | |
| **Borrowings** | **29,240** | **31,240** | **23,240** | **13,240** |
| **Deferred Tax Liability** | **1,910** | **1,910** | **1,910** | **1,910** |
| provisions | - | - | - | - |
| other Liabilities | 5,900 | 5,900 | 5,900 | 5,900 |
| Equity Share Capital | 9,731 | 9,732 | 9,732 | 9,732 |
| Reserves & Surplus | 1,11,159 | 1,28,115 | 1,50,186 | 1,78,129 |
| **Total Net Worth** | **1,20,890** | **1,37,848** | **1,59,919** | **1,87,862** |
| Minority Interest | - | - | - | - |
| **Total Liabilities** | **1,63,830** | **1,82,788** | **1,96,859** | **2,14,802** |

Source Company data, I-Sec research

## Exhibit 23: Cashflow statement

(INR mn, year ending March)

| | FY26A | FY27E | FY28E | FY29E |
|---|---|---|---|---|
| **Operating Cashflow** | **20,130** | **27,447** | **33,882** | **40,396** |
| Working Capital Changes | (2,790) | 363 | 485 | 432 |
| Capital Commitments | (24,000) | (27,000) | (20,000) | (16,000) |
| **Free Cashflow** | **(3,870)** | **447** | **13,882** | **24,396** |
| **Other investing cashflow** | **(20)** | **-** | **-** | **-** |
| Cashflow from Investing Activities | (24,020) | (27,000) | (20,000) | (16,000) |
| Issue of Share Capital | - | - | - | - |
| Interest Cost | - | - | - | - |
| Inc (Dec) in Borrowings | 4,320 | 2,000 | (8,000) | (10,000) |
| Dividend paid | (1,631) | (1,884) | (2,452) | (3,105) |
| Others | (1,620) | (2,117) | (1,907) | (1,277) |
| Cash flow from Financing Activities | 1,069 | (2,001) | (12,359) | (14,382) |
| **Chg. in Cash & Bank balance** | **(2,821)** | **(1,554)** | **1,523** | **10,015** |
| Closing cash & balance | 7,289 | 9,666 | 11,189 | 21,203 |

Source Company data, I-Sec research

## Exhibit 24: Key ratios

(Year ending March)

| | FY26A | FY27E | FY28E | FY29E |
|---|---|---|---|---|
| **Per Share Data (INR)** | | | | |
| Reported EPS | 16.8 | 19.4 | 25.2 | 31.9 |
| Adjusted EPS (Diluted) | 15.7 | 19.4 | 25.2 | 31.9 |
| Cash EPS | 20.8 | 25.7 | 32.4 | 39.8 |
| Dividend per share (DPS) | 1.7 | 1.9 | 2.5 | 3.2 |
| Book Value per share (BV) | 124.2 | 141.6 | 164.3 | 193.0 |
| Dividend Payout (%) | 10.7 | 10.0 | 10.0 | 10.0 |
| **Growth (%)** | | | | |
| Net Sales | 16.3 | 22.0 | 24.1 | 17.3 |
| EBITDA | 15.1 | 22.7 | 24.1 | 20.0 |
| EPS (INR) | 9.4 | 23.3 | 30.2 | 26.6 |
| **Valuation Ratios (x)** | | | | |
| P/E | 53.4 | 46.3 | 35.5 | 28.1 |
| P/CEPS | 43.0 | 34.9 | 27.7 | 22.5 |
| P/BV | 7.2 | 6.3 | 5.4 | 4.6 |
| EV / EBITDA | 34.8 | 28.5 | 22.7 | 18.5 |
| P / Sales | 8.7 | 7.1 | 5.7 | 4.9 |
| Dividend Yield (%) | 0.2 | 0.2 | 0.3 | 0.4 |
| **Operating Ratios** | | | | |
| Gross Profit Margins (%) | 75.0 | 75.5 | 75.5 | 75.5 |
| EBITDA Margins (%) | 25.5 | 25.6 | 25.6 | 26.2 |
| Effective Tax Rate (%) | 13.1 | 20.0 | 20.0 | 20.0 |
| Net Profit Margins (%) | 15.2 | 15.4 | 16.2 | 17.4 |
| NWC / Total Assets (%) | (1.0) | (1.1) | (1.3) | (1.4) |
| Net Debt / Equity (x) | 0.1 | 0.2 | 0.1 | 0.0 |
| Net Debt / EBITDA (x) | 0.7 | 0.7 | 0.3 | (0.2) |
| **Profitability Ratios** | | | | |
| RoCE (%) | 12.1 | 12.0 | 13.9 | 15.6 |
| RoE (%) | 13.5 | 14.6 | 16.5 | 17.9 |
| RoIC (%) | - | - | - | - |
| Fixed Asset Turnover (x) | - | - | - | - |
| Inventory Turnover Days | 5 | 5 | 5 | 5 |
| Receivables Days | 42 | 42 | 42 | 42 |
| Payables Days | - | - | - | - |

Source Company data, I-Sec research

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