PB Fintech | BUY

Strong quarter; favourable risk-reward drives upgrade

PB Fintech reported a strong Q2FY27 with revenue up +35% YoY/+15% QoQ and PAT up +43% YoY/+18% QoQ. Total insurance premium grew +38% YoY, led by new protection at +42% YoY and new health at +46% YoY, while core insurance take rate improved by about 55bps YoY to 18.5%. Renewal revenue grew +42% YoY on a rolling 12-month basis. Growth came with A&P spend rising +59% YoY as the GST-driven demand boost faded, keeping adjusted EBITDA margin flat at ~10%. Management expects FY27 premium to exceed INR 400bn, although reported growth may moderate as the GST-led demand boost normalises. However, this quarter is secondary to IRDAI's consultation paper, which proposes commission caps well below the current take rates and has driven a ~47% fall in the stock since the draft was released. Although the draft guidelines are still awaited, we build the proposed framework into our model from FY28E. We assume blended take rates reset towards the capped levels; PB Partners is discontinued as the model is expected to turn unviable and costs align to the lower customer NPV. On this basis, we cut FY28/29E revenue estimates by 55%/53% and EPS estimates by 55%/40%. We value PB Fintech at 47.5x Sep'28E EBITDA with TP of INR 1,200 (earlier INR 1,780) and upgrade to BUY.

- **Core insurance – protection-led growth sustains momentum**: Total insurance premium grew 38% YoY/12% QoQ, with core online premium increasing 38% YoY and new health rising 46% YoY. Core insurance revenue rose 42% YoY, supported by favourable protection mix. Renewal revenue reached INR 11bn on a rolling 12-month basis, up 42% YoY, reinforcing the annuity potential of the business. Management expects FY27 premium to exceed INR 400bn, although reported growth may moderate as the GST-led demand boost normalises.

- **Consultation paper – caps hit the take rate**: Paper caps commissions for distribution entities are at 15% on first year retail health, 5% on renewal and porting, 25% on individual term and nil on new motor third party, with PoSP payouts coming out of the principal's commission. These caps are materially lower than the existing rates. We build lower take rates into our model from FY28E, treat PoSP economics as structurally weak and assume the business to discontinue in FY28. Accordingly, FY28/29 revenue estimates fall by 55%/53%. Management supports the regulator's objectives, but awaits the final framework before quantifying the impact.

- **Cost discipline expected to partially offset near-term pressure**: EBITDA grew 69% YoY/19% QoQ, while EBITDA margin expanded ~155bps YoY to 7.6% largely on lower ESOP charges. However, higher marketing expenditure amid softer demand from fading GST boost limited operating leverage. Management aims to align marginal acquisition spending with revised customer NPVs, while protecting customer proposition and growth. AI-led productivity gains, sharper marketing attribution and disciplined hiring should support efficiencies over the next 12–18 months.

- **JMF view and valuation**: We lower FY28 EBITDA estimates to reflect the proposed commission caps and near-term operating pressure. The consultation paper has driven a ~47% fall in the stock since the draft was released, turning the risk-reward favourable. Management remains committed to aligning the cost base to the lower customer NPV and the final framework may prove softer than the draft. We believe the current price offers an attractive entry point, given Policybazaar's market leadership and potential for ecosystem monetisation. We value PB Fintech at 47.5x Sep'28E EBITDA with TP of INR 1,200 (earlier INR 1,780) and upgrade to BUY.

Recommendation and Price Target	
Current Reco.	BUY
Previous Reco.	ADD
Current Price Target (12M)	INR1,200
Upside/(Downside)	20.0%
Previous Price Target	INR1,780
Change	-32.6%

Key Data – POLICYBZ IN	
Current Market Price	INR1,000
Market cap (bn)	INR462.8/US$4.9
Free Float (%)	86.2
Shares in issue (mn)	462.8
Diluted share (mn)	474
3-mon avg daily val (mn)	INR4,940.4/US$52.1
52-week range	INR1,964/945
Sensex/Nifty	74,460/23,053
INR/US$	95.0

Price Performance			
%	1M	6M	12M
Absolute	-6.0	-40.0	-44.0
Relative*	-9.2	-38.0	-36.9

*To the NSE Nifty 50

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Financial Summary					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Sales	49,772	67,940	90,823	50,083	64,791
Sales Growth (%)	44.8	36.5	33.7	-44.9	29.4
EBITDA	907	5,093	10,347	6,787	14,393
EBITDA Margin (%)	1.8	7.5	11.4	13.6	22.2
Adjusted Net Profit	3,500	6,699	10,832	6,886	12,675
Diluted EPS (INR)	7.2	14.1	22.8	14.5	26.7
Diluted EPS Growth (%)	423.0	96.8	61.7	-36.4	84.1
ROIC (%)	-3.7	27.9	44.8	23.8	65.0
ROE (%)	5.7	9.7	13.6	7.6	12.4
P/E (x)	139.4	70.8	43.8	68.9	37.4
P/B (x)	7.6	6.5	5.5	5.0	4.3
EV/EBITDA (x)	466.9	85.9	41.4	60.9	27.9
Dividend Yield (x)	-	-	-	-	-

Source: Company data, JM Financial. Note: Valuations as of October 30, 2026

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.

- **New initiatives – focus shifts to ecosystem:** Insurance-led initiatives, covering PB Partners, UAE and PB for Business, grew 40% YoY to INR 8.3bn. They are close to breakeven with UAE premium up 36% YoY and PB Partners revenue at about INR 7bn. Total new initiatives revenue grew 28% YoY, held back by early-stage PB Pay and Pensionbazaar. Management expects greater focus on ecosystem offerings, including PB Health, PB Pay and Paisabazaar's wealth products, as insurance distribution economics evolve. Management indicated that PB Health is on track for a revenue run rate of about INR 5bn by Mar'26 with limited incremental investment. PB Partners' economics remain uncertain under the proposed framework and management awaits regulatory clarity before settling its operating model.

Q2FY27 conference call takeaways

Guidance

- Insurance premium is expected to exceed INR 400bn in FY27, with growth led by health and term insurance.
- Management remains focused on growth, customer proposition and cost discipline over the next 1,000 days, without compromising regulatory compliance.
- Core insurance growth is expected to remain strong, although reported growth may moderate over the next one–two quarters as the post-GST demand boost normalises.
- Management expects the two-year growth rate to remain broadly similar through this transition.
- New initiatives will receive greater management attention, with the pace of expansion accelerating as insurance distribution economics evolve.
- No explicit guidance was provided on the impact of the proposed commission regulations on revenue, profitability or cash flows; management is awaiting the final framework.

Growth

- Management remains committed to protection-led growth, with new health and term insurance continuing to be the core growth drivers.
- Core insurance renewal and trail revenue reached INR 10.97bn on a rolling 12-month basis, up 42% YoY, with renewal growth of 56% in core insurance.
- Insurance demand remains the key near-term challenge, with management expecting the post-GST demand boost to normalise.
- The 18% GST reduction drove incremental industry growth of 18% over the first six months; management expects this benefit to reverse in the coming quarters.
- Paisabazaar has not seen any tightening of underwriting by lending partners between August and October, with new partners continuing to onboard.
- Management expects the two-year growth rate to remain broadly similar through the next one–two quarters, despite near-term volatility in reported growth.
- Management highlighted that new customers acquired during the GST-led demand surge are continuing to renew, supporting the long-term growth outlook.

Margins and profitability

- Management will align marketing and operating costs with the revised customer NPV, while maintaining focus on growth and customer proposition.
- Cost discipline will be driven by sharper marketing attribution, reduced discretionary spending and improved operating efficiency, rather than a broad-based reduction in growth investment.
- Management highlighted that a significant portion of sales is generated through direct traffic, reflecting the strength of the brand built over 17–18 years.
- AI is expected to be a key efficiency lever, with advisor productivity already improving by 15%

and conversion improving by 20%.

- Management expects AI-led efficiencies to support lower cost-to-serve over the next 12–18 months, although the financial benefit is difficult to quantify currently.
- The company will not compromise on customer proposition, including products such as maternity cover, even where first-year distribution economics are unattractive.
- Management expects to repurpose existing management and employees towards new initiatives, limiting the need for incremental hiring.
- The focus remains on improving profitability while maintaining customer choice, transparency and claims support.

Regulatory landscape

- Management fully supports IRDAI's objectives of reducing mis-selling, improving claims experience, lowering prices and increasing insurance penetration.
- Lower distribution payouts will directly reduce insurance distribution revenue; management is awaiting the final regulatory framework before quantifying the impact on profitability and cash flows.
- The regulator has received over 1,000 responses to the consultation paper, with management expecting further clarity through the draft and final regulations.
- Management is engaging constructively with IRDAI and expects to implement the final framework in both letter and spirit.
- Management highlighted that Policybazaar's health claims settlement rate is 97%, versus 87% for the industry.
- During the previous year, 11,156 rejected claims worth INR 1.85bn were reopened and paid after initial rejection.
- Life insurance persistency at month 61 stands at 71%, versus a 51–66% benchmark for large players; health renewal rates are 89%, increasing to 91% from second-year renewals onwards.
- Policybazaar records 16 life insurance complaints per 10,000 customers and 21 health claims complaints per 10,000 claims, versus industry benchmarks of 30–53 and 29–54, respectively.
- Management highlighted that customers pay around 9% less for health plans on average, and up to 30% less than certain other channels.
- Policybazaar accounted for 40% of new retail health customers, over 25% of pure term premium and 17.8% of retail health premium in India last year.
- Management expects to continue engaging with the regulator on potential non-insurance revenue opportunities and will announce any changes only after obtaining the necessary approvals.

New initiatives

- PBPartners, UAE and PB for Business remain key growth engines, with management expecting greater focus on scaling these businesses as insurance distribution economics evolve.
- Management is not actively considering further international expansion at present, while continuing to build the existing UAE business.
- PB Pay is a three-month-old business focused on providing payment solutions tailored to the insurance industry and is scaling up rapidly.
- Management is exploring opportunities to expand non-insurance revenue through ecosystem offerings, subject to regulatory permissions.
- Management expects to repurpose existing teams towards ecosystem businesses, with greater emphasis on business development and revenue generation.
- Management highlighted that Paisabazaar's wealth stack, including mutual funds, bonds and fixed deposits, could support a broader financial product offering, subject to regulatory approval.

Others

- Management reiterated that Policybazaar's long-term strategy is to serve customers well, remain disciplined on costs and continue investing in an underpenetrated insurance market.
- Policybazaar's phygital model continues to expand, with sales support in 250+ cities and 22 languages.
- Management highlighted that 74% of term policies and 64% of health policies originate from Tier 2 and Tier 3 cities, supporting deeper insurance penetration.
- The company's AI stack is embedded across customer service, advisor productivity, risk intelligence and in-house technology development.
- Management expects hiring to remain disciplined, with October hiring already significantly lower than in the past.
- CapEx growth was primarily driven by office expansion and employee infrastructure, with management indicating that the pace of capacity creation will be aligned with the revised business outlook.

Key metrics

Exhibit 1: Q2FY27 result snapshot

Financials	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
Total Online Insurance Premium (INR mn) (ex-GST)	**40,870**	**47,460**	**53,610**	**61,950**	**203,890**	**57,550**	**65,430**
Change (YoY)	*34.3%*	*33.0%*	*43.7%*	*43.9%*	*39.2%*	*40.8%*	*37.9%*
Online New Insurance Premium (INR mn) (ex-GST)	**18,870**	**21,640**	**25,570**	**28,608**	**94,688**	**26,229**	**28,998**
Change (YoY)	*21.3%*	*15.5%*	*36.0%*	*48.0%*	*30.7%*	*39.0%*	*34.0%*
Total Credit Disbursals (INR mn)	**20,950**	**22,800**	**24,700**	**26,300**	**94,750**	**27,760**	**27,910**
Change (YoY)	*-33.3%*	*-33.6%*	*-18.2%*	*11.1%*	*-20.8%*	*32.5%*	*22.4%*
Group revenue (INR mn)	**13,480**	**16,136**	**17,712**	**20,613**	**67,940**	**18,883**	**21,777**
Change (YoY)	*33.4%*	*38.2%*	*37.1%*	*36.7%*	*36.5%*	*40.1%*	*35.0%*
Total operating expense	13,136	15,157	16,124	18,431	62,848	17,490	20,122
EBITDA	344	978	1,588	2,183	5,093	1,393	1,655
EBITDA margin	**2.6%**	**6.1%**	**9.0%**	**10.6%**	**7.5%**	**7.4%**	**7.6%**
Adj. EBITDA (Ex-ESOP charges)	894	1,558	1,998	2,799	7,249	1,863	2,165
Adj. EBITDA Margin	**6.6%**	**9.7%**	**11.3%**	**13.6%**	**10.7%**	**9.9%**	**9.9%**
Depreciation & amortization	335	339	338	349	1,360	401	438
EBIT	9	640	1,250	1,834	3,733	991	1,217
EBIT margin	0.1%	4.0%	7.1%	8.9%	5.5%	5.3%	5.6%
Net other income	900	753	755	945	3,353	819	882
Exceptional	15	28	5	-60	-12	-25	-45
Profit before tax	923	1,421	2,011	2,719	7,074	1,786	2,054
Income tax expense	77	72	116	107	372	157	130
Reported PAT	**847**	**1,349**	**1,894**	**2,612**	**6,701**	**1,629**	**1,924**
Change (YoY)	*41.1%*	*164.6%*	*164.8%*	*55.8%*	*116.8%*	*92.5%*	*42.6%*
Minority Interest	0.6	0.3	0.5	0.5	1.9	0.2	-0.6
PAT (exc minority interest)	**846**	**1,349**	**1,894**	**2,611**	**6,699**	**1,629**	**1,925**
Change (YoY)	*40.6%*	*166.2%*	*164.7%*	*55.8%*	*116.8%*	*92.6%*	*42.7%*
Adjusted diluted EPS	1.82	2.90	4.07	5.50	14.12	3.43	4.06
Change (YoY)	*364.2%*	*179.4%*	*177.9%*	*60.3%*	*122.9%*	*88.8%*	*39.9%*

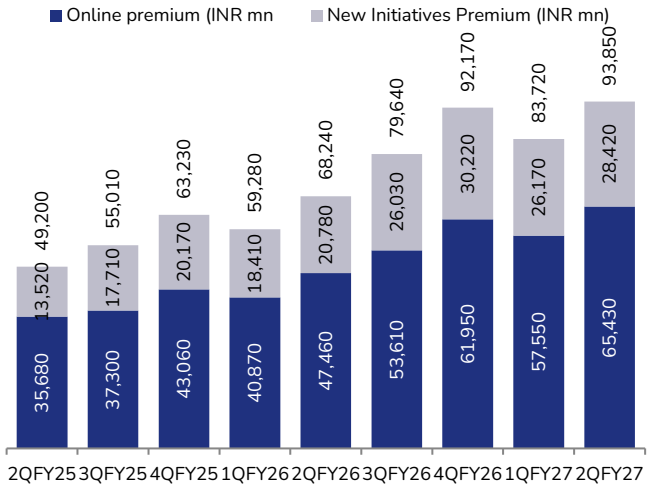
Source: Company, JM Financial

Exhibit 2: Q2FY27 results versus JMFe

Q2FY27 results vs. JMFe	Q227A	Q226A	*Change (YoY)*	Q127A	*Change (QoQ)*	Estimate (JMFe)	*Variance (vs. JMFe)*
Policybazaar							
Total Insurance Premium (INR mn) (ex-GST)	93,850	68,240	37.5%	83,720	12.1%	91,398	2.7%
Online insurance premium (ex-GST)	65,430	47,460	37.9%	57,550	13.7%	63,677	2.8%
New Business Premium (ex-GST)	28,998	21,640	34.0%	26,229	10.6%	28,177	2.9%
Renewal (ex-GST)	36,432	25,820	41.1%	31,321	16.3%	35,500	2.6%
New Initiative insurance premium (ex-GST)	28,420	20,780	36.8%	26,170	8.6%	27,721	2.5%
Paisabazaar							
Online Disbursals (INR mn)	27,910	22,800	22.4%	27,760	0.5%	30,348	-8.0%
New Initiatives Disbursals (INR mn)	19,480	62,900	-69.0%	15,900	22.5%	16,695	16.7%
Revenue (INR mn)	21,777	**16,136**	**35.0%**	**18,883**	**15.3%**	**20,882**	**4.3%**
Policybazaar revenue	20,377	14,415	41.4%	17,493	16.5%	19,321	5.5%
Paisabazaar revenue	1,400	1,720	-18.6%	1,390	0.7%	1,561	-10.3%
EBITDA (INR mn)	1,655	978	69.2%	1,393	18.8%	1,577	5.0%
EBITDA margin	**7.6%**	**6.1%**	***153.73***	**7.4%**	***22.42***	**7.5%**	***4.99***
Adjusted EBITDA (INR mn)	2,165	1,558	39%	1,863	16.2%	2,052	5.5%
Adjusted EBITDA margin	**9.9%**	**9.7%**	***28.47***	**9.9%**	***7.71***	**9.8%**	***11.43***
PAT exc. extraordinaries and MI (INR mn)	1,925	1,349	43%	1,629	18%	1,794	7.3%
Diluted EPS (INR)	4.06	2.90	40%	3.43	18%	3.86	5.2%

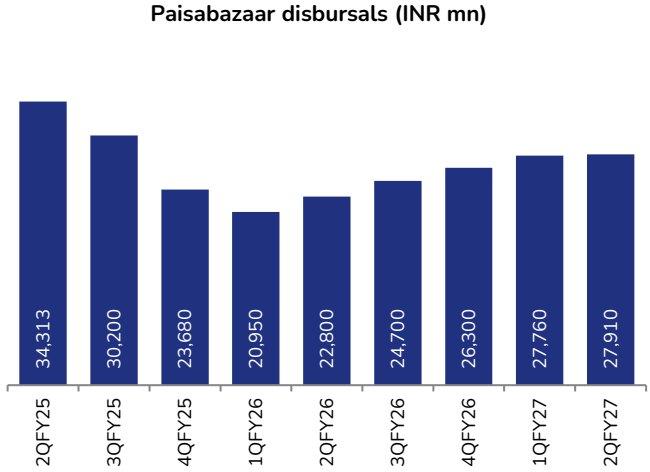
Source: Company, JM Financial

Exhibit 3: Total insurance premium grows ~38% YoY



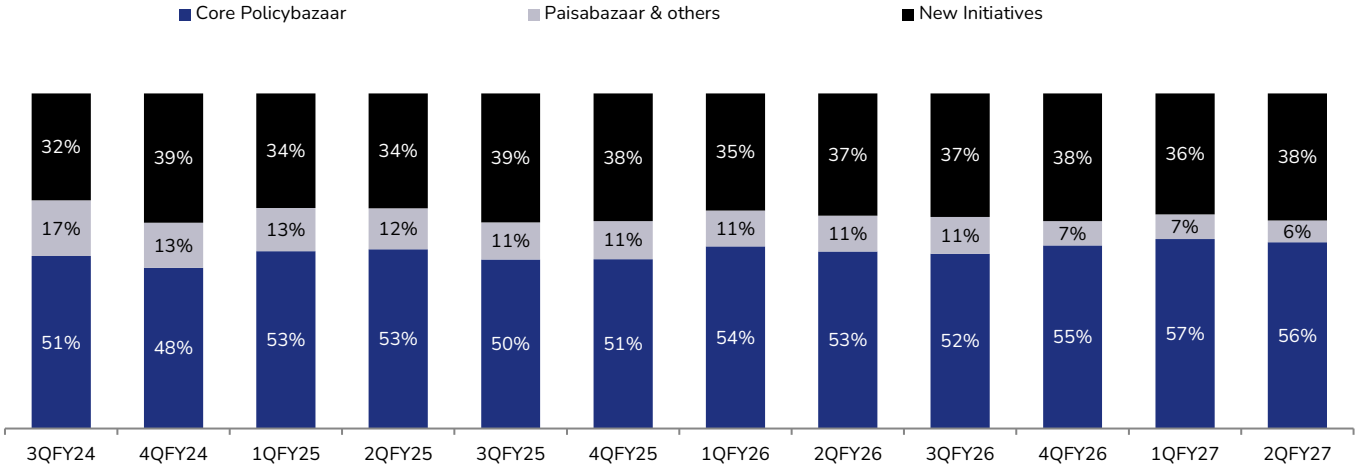
Source: Company, JM Financial. Note: Premium is ex-GST.

Exhibit 4: Credit disbursals rises ~22% YoY



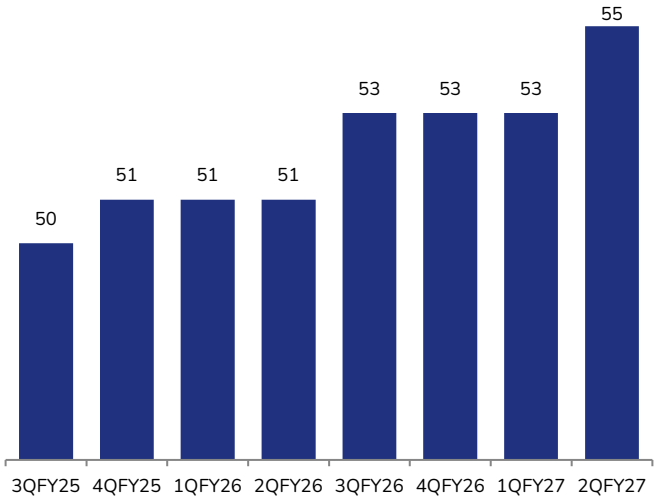
Source: Company, JM Financial

Exhibit 5: Revenue mix for consolidated operations of PB Fintech



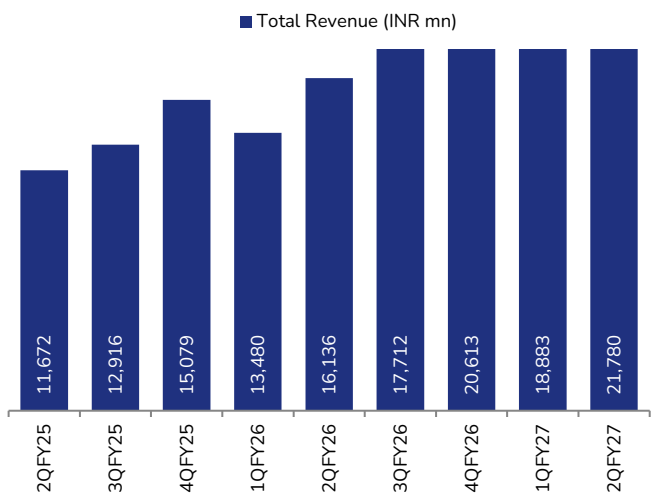
Source: Company, JM Financial

Exhibit 6: Unique Insurer partners with Policybazaar



Source: Company, JM Financial

Exhibit 7: Trends in total revenue



Source: Company, JM Financial

Upgrade to BUY; TP revised to INR 1,200

Exhibit 8: What has changed in our forecast and assumptions?

Particulars	OLD			NEW			Change		
All numbers are in INR mn	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
Consolidated revenue (INR mn)	87,963	110,952	137,730	90,823	50,083	64,791	*3.3%*	*-54.9%*	*-53.0%*
Revenue growth rate (YoY)	29.5%	26.1%	24.1%	33.7%	-44.9%	29.4%	*421bps*	*-7099bps*	*523bps*
EBITDA margin	11.8%	15.4%	18.1%	11.4%	13.6%	22.2%	*-38bps*	*-188bps*	*412bps*
Adj. EBITDA Margin (ex-ESOP)	14.0%	17.3%	19.7%	13.6%	17.2%	25.2%	*-45bps*	*-12bps*	*549bps*
EBIT margin	10.0%	13.8%	16.6%	9.6%	9.9%	18.9%	*-38bps*	*-387bps*	*239bps*
PAT (INR mn)	10,686	15,113	20,877	10,832	6,886	12,675	*1.4%*	*-54.4%*	*-39.3%*
Diluted EPS (INR)	22.98	32.50	44.90	22.8	14.5	26.7	*-0.6%*	*-55.3%*	*-40.5%*

Source: Company, JM Financial

Exhibit 9: Valuation math

Particulars	EBITDA
PolicyBazaar Metric (INR bn) - Sep'28	10.6
Target EV/EBITDA multiple	**47.5**
Discounted Enterprise value (INR bn) - TP Date	**503**
Net Debt (INR bn) -TP Date	-53.8
Market value (INR bn) - TP Date	**557**
Diluted equity shares (mn)	462.8
1-year forward target price (INR per share)	**1,200**

Source: Company, JM Financial

POLICYBZ - Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Sales	49,772	67,940	90,823	50,083	64,791
Sales Growth (%)	44.8	36.5	33.7	-44.9	29.4
Other Operating Income	-	-	-	-	-
Total Revenue	**49,772**	**67,940**	**90,823**	**50,083**	**64,791**
Cost of Goods Sold/Op. Exp	-	-	-	-	-
Personnel Cost	19,587	24,659	31,342	26,413	29,258
Other Expenses	29,279	38,189	49,134	16,883	21,140
EBITDA	**907**	**5,093**	**10,347**	**6,787**	**14,393**
EBITDA Margin (%)	1.8	7.5	11.4	13.6	22.2
EBITDA Growth (%)	-	461.6	103.2	-34.4	112.0
Depn. & Amort.	1,213	1,360	1,653	1,826	2,116
EBIT	-306	3,733	8,693	4,962	12,276
Other Income	-	-	-	-	-
Finance Cost	338	371	451	478	525
PBT before Excep. & Forex	3,846	7,074	11,849	8,676	16,480
Excep. & Forex Inc./Loss(-)	-	-	-	-	-
PBT	3,846	7,074	11,849	8,676	16,480
Taxes	345	372	1,007	1,779	3,790
Extraordinary Inc./Loss(-)	-	-	-	-	-
Assoc. Profit/Min. Int.(-)	2	2	10	12	14
Reported Net Profit	3,500	6,699	10,832	6,886	12,675
Adjusted Net Profit	**3,500**	**6,699**	**10,832**	**6,886**	**12,675**
Net Margin (%)	7.0	9.9	11.9	13.7	19.6
Diluted Share Cap. (mn)	488	474	474	474	474
Diluted EPS (INR)	**7.2**	**14.1**	**22.8**	**14.5**	**26.7**
Diluted EPS Growth (%)	423.0	96.8	61.7	-36.4	84.1
Total Dividend + Tax	-	-	-	-	-
Dividend Per Share (INR)	-	-	-	-	-

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Shareholders Fund	64,378	73,175	86,000	94,723	109,329
Share Capital	919	925	925	925	925
Reserves & Surplus	63,404	72,193	85,008	93,718	108,310
Preference Share Capital	-	-	-	-	-
Minority Interest	55	57	67	79	94
Total Loans	-	-	-	-	-
Def. Tax Liab. / Assets (-)	-4,050	-4,305	-4,305	-4,305	-4,305
Other non-current liabilities / Lease Liabilities	3,222	3,602	3,918	3,936	4,320
Total - Equity & Liab.	**67,600**	**76,777**	**89,919**	**98,659**	**113,649**
Net Fixed Assets	1,340	1,323	1,599	1,936	2,312
Gross Fixed Assets	2,812	3,334	4,356	5,605	7,088
Intangible Assets	67	108	108	108	108
Less: Depn. & Amort.	1,539	2,119	2,864	3,777	4,884
Capital WIP	-	-	-	-	-
Investments	46,855	49,806	49,806	49,806	49,806
Current Assets	20,211	28,543	44,475	46,700	63,269
Inventories	-	-	-	-	-
Sundry Debtors	11,151	19,677	26,304	14,231	18,232
Cash & Bank Balances	7,931	7,599	16,476	31,535	43,828
Loans & Advances	-	-	-	-	-
Other Current Assets	1,129	1,267	1,694	934	1,209
Current Liab. & Prov.	7,694	10,289	13,828	7,666	9,970
Current Liabilities	3,922	5,022	6,651	3,633	4,656
Provisions & Others	3,772	5,267	7,177	4,033	5,314
Net Current Assets	12,264	17,944	30,232	38,805	53,003
Other Non Current Assets/ROU Assets	3,091	3,399	3,977	3,807	4,224
Total - Assets	**67,600**	**76,777**	**89,919**	**98,659**	**113,649**

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Profit before Tax	3,846	7,074	11,849	8,676	16,480
Depn. & Amort.	1,213	1,360	763	930	1,124
Net Interest Exp. / Inc. (-)	-3,347	-2,901	-3,267	-3,815	-4,294
Inc (-) / Dec in WCap.	-3,912	-6,326	-3,515	6,672	-1,972
Others	1,543	1,556	1,984	1,825	1,916
Taxes Paid	-1,174	-347	-1,007	-1,779	-3,790
Operating Cash Flow	**-1,831**	**415**	**6,806**	**12,509**	**9,463**
Capex	-965	-779	-1,039	-1,267	-1,499
Free Cash Flow	-2,796	-364	5,767	11,243	7,964
Inc (-) / Dec in Investments	1,339	78	-	-	-
Others	4,203	2,839	3,718	4,293	4,819
Investing Cash Flow	**4,577**	**2,138**	**2,679**	**3,026**	**3,320**
Inc / Dec (-) in Capital	16	27	0	0	0
Dividend + Tax thereon	-	-	-	-	-
Inc / Dec (-) in Loans	-	-	-	-	-
Others	-743	-839	-607	-477	-490
Financing Cash Flow	**-726**	**-812**	**-607**	**-477**	**-490**
Inc / Dec (-) in Cash	**2,019**	**1,741**	**8,878**	**15,059**	**12,293**
Opening Cash Balance	5,913	5,858	7,599	16,476	31,535
Closing Cash Balance	7,932	7,599	16,476	31,535	43,828

Source: Company, JM Financial

DuPont Analysis					
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Margin (%)	7.0	9.9	11.9	13.7	19.6
Asset Turnover (x)	0.8	0.9	1.1	0.5	0.6
Leverage Factor (x)	1.0	1.1	1.0	1.0	1.0
RoE (%)	5.7	9.7	13.6	7.6	12.4

Source: Company, JM Financial

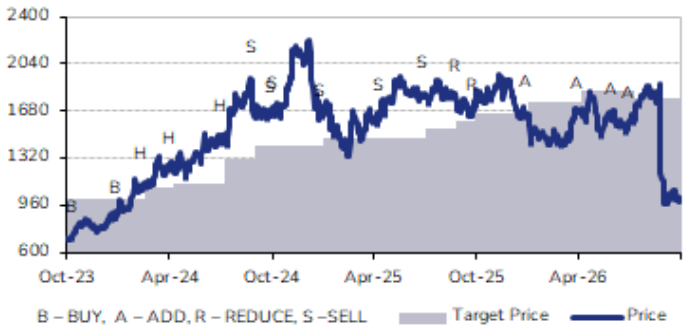
Key Ratios					
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
BV/Share (INR)	131.9	154.1	181.2	199.6	230.3
ROIC (%)	-3.7	27.9	44.8	23.8	65.0
ROE (%)	5.7	9.7	13.6	7.6	12.4
Net Debt/Equity (x)	-0.6	-0.3	-0.4	-0.5	-0.6
P/E (x)	-	-	-	-	-
P/B (x)	7.6	6.5	5.5	5.0	4.3
EV/EBITDA (x)	466.9	85.9	41.4	60.9	27.9
EV/Sales (x)	8.5	6.4	4.7	8.3	6.2
Debtor days	82	106	106	104	103
Inventory days	-	-	-	-	-
Creditor days	27	27	28	29	32

Source: Company, JM Financial

POLICYBZ – Recommendation history table

Date	Recommendation	Target Price	% Change
6-Aug-26	ADD	1,780	-2.7
6-Jul-26	ADD	1,830	0.0
7-May-26	ADD	1,830	4.6
3-Feb-26	ADD	1,750	5.4
29-Oct-25	REDUCE	1,660	3.1
27-Sep-25	REDUCE	1,610	3.9
1-Aug-25	SELL	1,550	4.7
16-May-25	SELL	1,480	0.7
31-Jan-25	SELL	1,470	3.5
6-Nov-24	SELL	1,420	0.0
4-Nov-24	SELL	1,420	0.0
30-Sep-24	SELL	1,420	8.4
7-Aug-24	HOLD	1,310	17.0
8-May-24	HOLD	1,120	2.3
20-Mar-24	HOLD	1,095	8.4
31-Jan-24	BUY	1,010	0.0
6-Nov-23	BUY	1,010	3.1
9-Aug-23	BUY	980	0.0
23-May-23	BUY	980	3.2
11-Feb-23	BUY	950	

POLICYBZ – Recommendation history chart



APPENDIX I

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

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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.

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