

# Prestige Estates Projects

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	PEPL IN
Equity Shares (m)	431
M.Cap.(INRb)/(USDb)	691.1 / 7.9
52-Week Range (INR)	1972 / 1048
1, 6, 12 Rel. Per (%)	3/13/-4
12M Avg Val (INR M)	1695

## Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	73.5	114.3	140.7
EBITDA	25.6	27.2	29.3
EBITDA (%)	34.8	23.8	20.8
Adj. PAT	5.1	8.5	9.7
EPS (INR)	12.7	21.1	24.2
EPS Gr. (%)	-8.8	77.2	99.3
BV/Sh. (INR)	384.7	404.2	426.8

## Ratios

Net D/E	0.4	0.7	0.7
RoE (%)	3.8	5.3	5.8
RoCE (%)	7.2	6.8	7.1
Payout (%)	15.2	7.6	6.7

## Valuations

P/E (x)	126.0	76.1	66.3
P/BV (x)	4.2	4.0	3.8
EV/EBITDA (x)	30.2	26.7	25.7
Div Yield (%)	0.1	0.1	0.1

## Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	60.9	60.9	65.5
DII	19.6	19.2	14.4
FII	16.7	17.1	16.8
Others	2.8	2.7	3.3

**CMP: INR1,605** **TP: 2000 (+25%)** **Buy**

## Launch momentum drives solid operating and financial outcomes

### Operational performance

- **Presales:** 1QFY26 presales grew 300% YoY/74% QoQ to INR121.3b (in line with our est.), aided by stellar launches in NCR, Bengaluru, and Chennai.
- **Geographical contribution:** In FY25, 59% of total sales were contributed by NCR, followed by 21% from Bengaluru, 12% from Mumbai, 5% from Hyderabad, and 3% from other markets.
- **Launches:** During the quarter, PEPL launched four residential projects, totaling 14.94msf (GDV INR136b), featuring a mix of plotted developments and integrated townships that cater to diverse homebuyer segments.
  - Mulberry and Oakwood (Indirapuram) in NCR – 9.64msf
  - Gardenia Estates (Plotted) in Bengaluru – 1.06msf
  - Pallavaram Gardens in Chennai – 4.24msf
- **Business development:** The company acquired 102 acres of land with a GDV of INR204b in 1QFY26 across Hyderabad, Bengaluru, Chennai, and Mumbai.
- **Completions:** PEPL has completed five residential projects spanning 5.45msf, marking its first-ever project completions in Mumbai and strengthening its footprint in key urban centers. Additionally, the company has completed and handed over the Prestige Turf Tower in Mahalaxmi, Mumbai, comprising a total developable area of 0.64msf. This tower serves as the rehabilitation component for the marquee development, The Prestige, Mumbai.
- Post 1QFY26, PEPL has an ongoing inventory of INR207b across Hyderabad, Bengaluru, and Mumbai.
- **A total of 4,718 units** were sold during 1QFY26, representing ~80% of units sold during FY25.
- **Office:** Total leased area in 1Q was 1.21msf. Occupancy remained robust at 93.7%. Exit rentals for 1QFY26 amounted to INR5.2b and guided in FY26 stands at INR8.2b.
- **Retail:** Gross turnover across malls stood at INR5.9b. Occupancy remained strong at 98.9%. Exit rentals for the period stood at INR2.2b.
- Upcoming launches worth GDV of INR299b are planned for the rest of FY26.
- For under-construction and upcoming office projects, pending capex is INR107b, while retail projects have pending capex of INR43b.
- Collections rose 57% YoY to INR42.3b (8% above our estimate) for 1QFY26.
- In 1QFY26, net debt was INR68b, with a net debt-to-equity ratio of 0.42x (vs. INR67b with a net debt/equity ratio of 0.42x as of Mar'25). The average borrowing cost stands at 10.14%.
- **P&L:** 1Q revenue grew 24% YoY/51% QoQ to INR23.1b (in line). EBITDA came in at INR8.9b, up 12% YoY/65% QoQ (60% above our estimate), with an EBITDA margin of 39%. The margin expansion was aided by the recognition of high-margin projects – Siesta and Jasdan Classic in Mumbai. Adjusted PAT of INR2.9b was up 26% YoY, with a margin of 13% (50% above estimates).

**Abhishek Lodhiya – Research Analyst** (Abhishek.Lodhiya@MotilalOswal.com)

**Yohan Batliwala – Research Analyst** (Yohan.Batliwala@MotilalOswal.com)

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

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### Key highlights from the management commentary

- Prestige launched ~15msf with GDV of INR136b in 1QFY26 across NCR, Bengaluru, and Chennai.
- FY26 presales guidance is INR270b, with 45% achieved so far; INR299b GDV launches lined up for the rest of the year.
- Bengaluru, MMR, and NCR will see six plotted launches in 2Q-3Q; INR100-150b of additional projects ready if needed.
- INR500b worth of new projects are under planning and will be added to the pipeline in the coming quarters.
- 1QFY26 saw acquisition of seven JDA projects (102 acres, GDV INR204b) across four cities; INR5b land spend pending.
- Revenue recognition lagged completions; FY26 residential revenue guided at INR80-100b with EBITDA margin of 30-35%.

### Valuation and view

- As the company advances its growth trajectory in both residential and commercial segments and unlocks value from its hospitality segment, we believe the stock is set for further re-rating. **Reiterate BUY** with a revised TP of INR2,000, indicating a 25% upside potential.

### Quarterly performance

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	(INR m)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	Var.
<b>Net Sales</b>	<b>18,621</b>	<b>23,044</b>	<b>16,545</b>	<b>15,284</b>	<b>23,073</b>	<b>28,062</b>	<b>28,215</b>	<b>34,963</b>	<b>73,494</b>	<b>1,14,313</b>	<b>23,510</b>	<b>-2</b>
YoY Change (%)	10.8	3.0	-7.9	-29.4	23.9	21.8	70.5	128.8	-6.7	55.5	26.3	
Total Expenditure	10,658	16,731	10,644	9,873	14,135	21,378	21,494	30,077	47,906	87,084	17,910	
<b>EBITDA</b>	<b>7,963</b>	<b>6,313</b>	<b>5,901</b>	<b>5,411</b>	<b>8,938</b>	<b>6,684</b>	<b>6,721</b>	<b>4,886</b>	<b>25,588</b>	<b>27,229</b>	<b>5,600</b>	<b>60</b>
Margins (%)	42.8	27.4	35.7	35.4	38.7	23.8	23.8	14.0	34.8	23.8	23.8	1,491.8
Depreciation	1,905	2,004	2,047	2,167	2,162	2,334	2,347	2,666	8,123	9,509	1,956	
Interest	3,461	3,565	3,451	2,861	3,839	2,602	2,616	1,543	13,338	10,600	2,180	
Other Income	1,624	1,194	434	609	1,614	1,543	1,552	1,578	3,861	6,287	1,293	
<b>PBT before EO expense</b>	<b>4,221</b>	<b>1,938</b>	<b>837</b>	<b>992</b>	<b>4,551</b>	<b>3,291</b>	<b>3,309</b>	<b>2,256</b>	<b>7,988</b>	<b>13,407</b>	<b>2,757</b>	<b>65</b>
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>4,221</b>	<b>1,938</b>	<b>837</b>	<b>992</b>	<b>4,551</b>	<b>3,291</b>	<b>3,309</b>	<b>2,256</b>	<b>7,988</b>	<b>13,407</b>	<b>2,757</b>	<b>65</b>
Tax	1,023	-519	445	440	1,271	572	575	960	1,389	3,378	479	
Rate (%)	24.2	-26.8	53.2	44.4	27.9	17.4	17.4	42.6	17.4	25.2	17.4	
Minority Interest & Profit/Loss of Asso. Cos.	872	535	215	302	355	385	387	441	1,924	1,569	323	
<b>Reported PAT</b>	<b>2,326</b>	<b>1,922</b>	<b>177</b>	<b>250</b>	<b>2,925</b>	<b>2,334</b>	<b>2,346</b>	<b>854</b>	<b>4,675</b>	<b>8,460</b>	<b>1,955</b>	
<b>Adj PAT</b>	<b>2,326</b>	<b>1,922</b>	<b>177</b>	<b>250</b>	<b>2,925</b>	<b>2,334</b>	<b>2,346</b>	<b>854</b>	<b>4,675</b>	<b>8,460</b>	<b>1,955</b>	<b>50</b>
YoY Change (%)	-12.9	3.6	-84.8	-82.1	25.8	21.4	1,225.7	241.7	-34.0	81.0	-15.9	
Margins (%)	12.5	8.3	1.1	1.6	12.7	8.3	8.3	2.4	6.4	7.4	8.3	

### Key metrics

Sale Volume (msf)	2.9	3.0	2.2	4.5	9.6	4.1	3.7	6.1	12.6	23.5	10	-7
Sale Value (INR b)	30.3	40.2	30.1	69.6	121.3	52.5	46.4	42.1	170.2	262.3	118	3
Collections - PEPL share (INR b)	27	26	31	30	42.3	37.1	44.5	40.7	113.2	164.6	39	8
Realization (INR/sft)	10,593	13,409	13,513	15,495	12,698	12,698	12,698	6,870	13,532	11,175	11,505	10



## Concall highlights

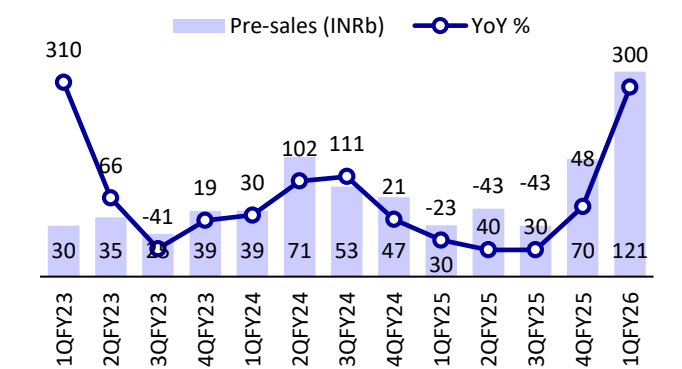
- **New launches in 1QFY26:** A total of ~15msf new launches with GDV of INR136b were rolled in 1QFY26, spanning four projects – Prestige Mulberry and Prestige Oakwood in NCR (9.64msf with GDV of INR94b), Prestige Gardenia Estates in Bengaluru (1.06msf with GDV of INR8b), and Prestige Pallavaram Gardens in Chennai (4.24msf with GDV of INR34b). Stock in hand stood at 15.22msf from NCR, Bangalore, Hyderabad, Mumbai, Chennai and others.
- **Guidance and launch pipeline:** FY26 presales guidance stood at INR270b, of which 45% is achieved in 1QFY26. The GDV pipeline for the rest of the year stands at INR299b with 29.16msf of area, of which INR85b will be launched in 2QFY26. 2Q-3Q will see launches of three plotted developments in Bengaluru, two in MMR and one in NCR. Additionally, INR100-150b worth of projects are available for launch, if required. ~30% of sales will come from sustenance sales.
- **Pipeline expansion:** Total GDV of INR500b is currently in the planning stage and will be reflected in the pipeline over the upcoming quarters.
- **Hyderabad launches in FY26:** Hyderabad will see launches of Prestige Imperial Park (2.78msf) and Prestige Rock Cliff (0.81msf) in FY26.
- **Business development summary:** In 1QFY26, PEPL acquired seven JDA projects across Hyderabad, Bengaluru, Chennai and Mumbai with a total area of 102 acres comprising GDV of INR204b. Pending land spends are at INR5b for existing and previous business development.
- **Revenue recognition:** Revenue recognized in 1QFY26 was lower than the value of projects completed during the quarter, as only handed-over projects are accounted for in revenue. For full-year FY26, residential revenue is guided in the range of INR80-100b. PEPL has a total of INR571b of unrecognized revenue across regions. EBITDA margins on portfolio level stand at 30-35%.
- **Approval status of upcoming projects:** Approvals for new launches have started falling in place. Evergreen, Falcon City, Raintree Park, and Dahisar-Mira Road projects are all expected to be launched in FY26.
- **Debt and leverage position:** Net debt increased to INR68b (vs. INR67b in 4QFY25), with a net debt-to-equity ratio of 0.42x and a reduced borrowing cost of 10.14%.
- **Construction spend outlook:** In the long run, construction spend per quarter will be in the range of INR16-18b, although some projects nearing completion may experience a rise in construction cost.
- **Collections outlook:** Collections are expected to scale up to INR160-180b per year once the projects in the pipeline are moderated and ready for launch.

## Key exhibits/story in charts

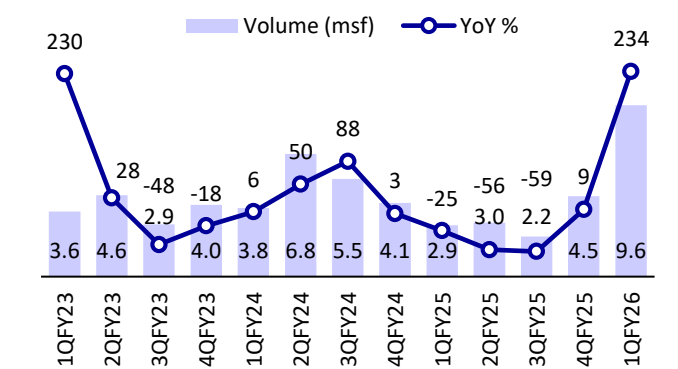
**Exhibit 1: In 1QFY26, PEPL acquired seven projects with GDV of INR204b**

Location	City	Period added	PEPL share (%)	Land area (acres)	GDV (INR b)
Tellapur	Hyderabad	1QFY26	100%	28.0	85.0
Poojanahalli	Bengaluru	1QFY26	69%	10.0	13.0
Kothanuru	Bengaluru	1QFY26	66%	7.0	4.5
Ittangur	Bengaluru	1QFY26	52%	10.0	13.0
Pulimamidi	Hyderabad	1QFY26	100%	37.0	2.5
Velachery	Chennai	1QFY26	50%	3.5	16.0
Prestige Business Bay	MMR	1QFY26	60%	6.3	70.0
<b>Total</b>				<b>101.8</b>	<b>204.0</b>

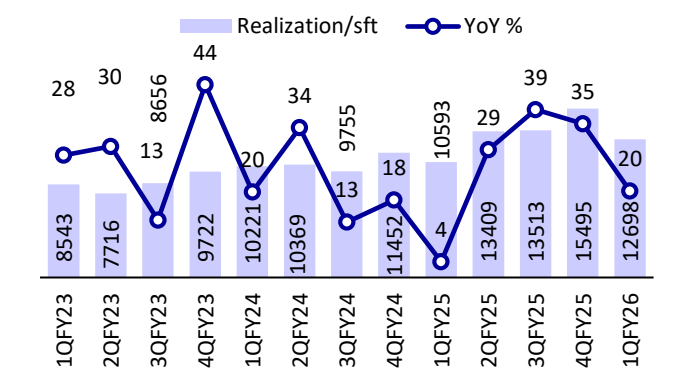
Source: Company, MOFSL

**Exhibit 2: Presales up 4x YoY to INR121b**


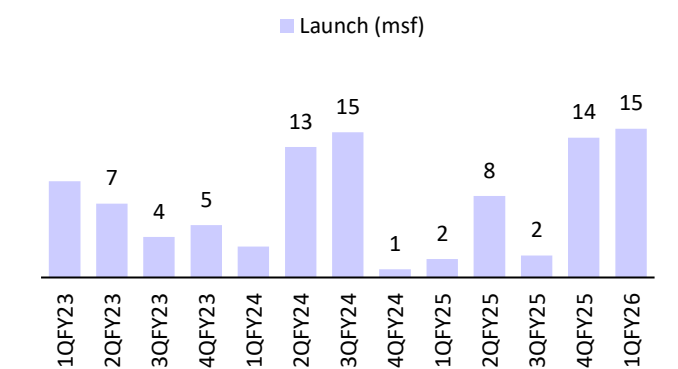
Source: Company, MOFSL

**Exhibit 3: Volumes increased 3x YoY to 9.6msf**


Source: Company, MOFSL

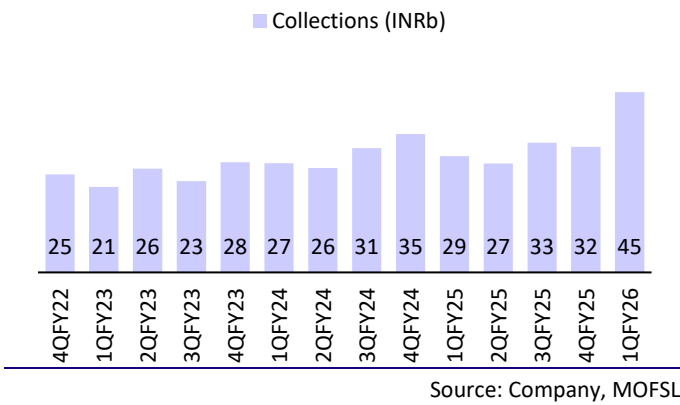
**Exhibit 4: Realizations up 20% YoY at INR12,698 psf**


Source: MOFSL, Company

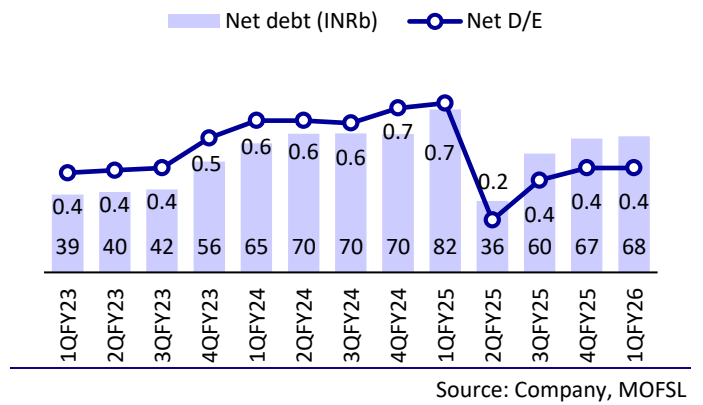
**Exhibit 5: 15msf of projects launched in 1QFY26**


Source: MOFSL, Company

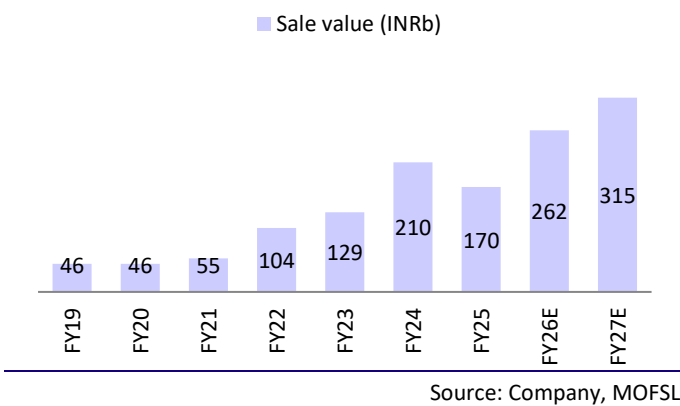
**Exhibit 6: Collections increased 55% YoY to INR45b**



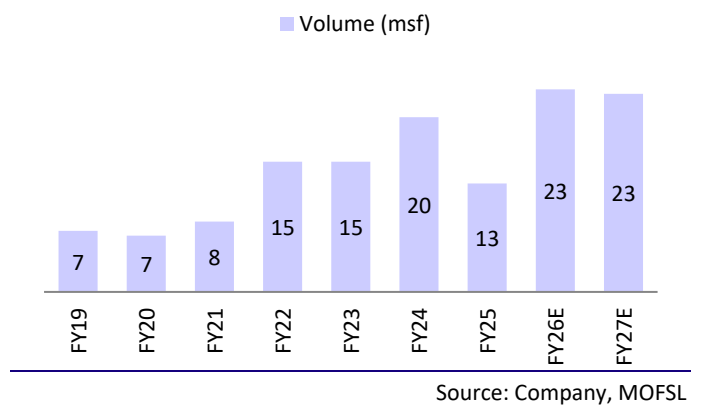
**Exhibit 7: Net debt increased to INR68b**



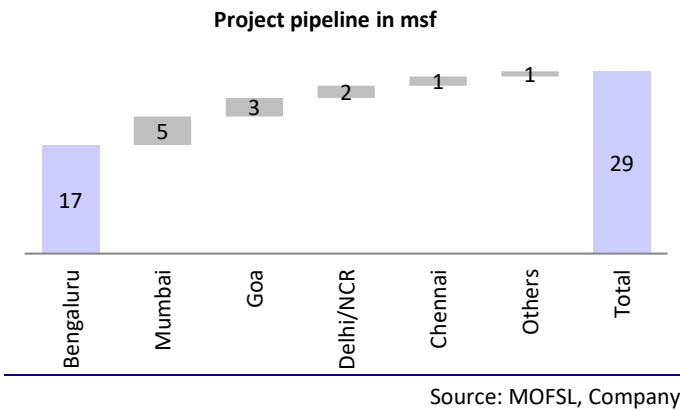
**Exhibit 8: Sales to post 36% CAGR over FY25-27...**



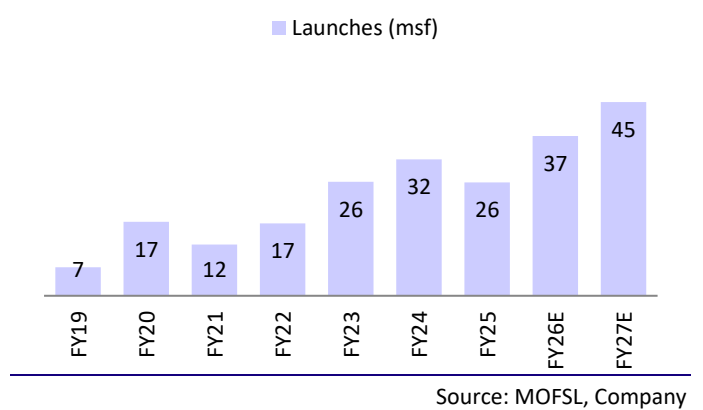
**Exhibit 9: ...with steady volumes**



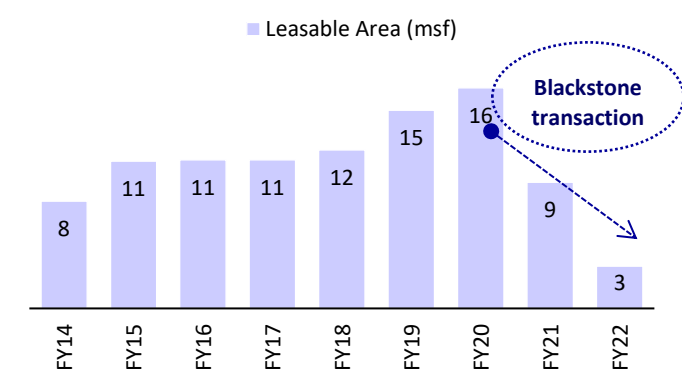
**Exhibit 10: PEPL has a diverse launch pipeline of 29msf...**



**Exhibit 11: ...which will drive new launches in the near term**

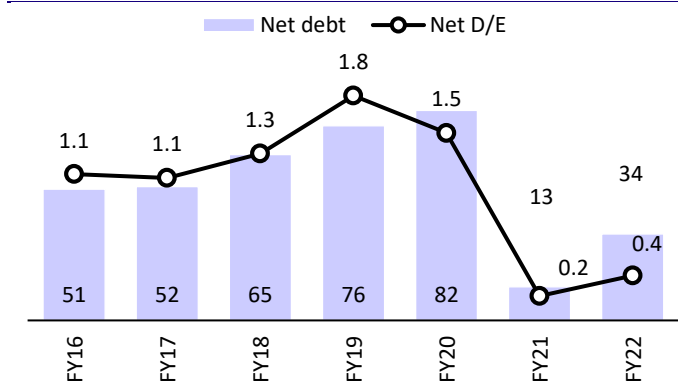


**Exhibit 12: Leasable area in the Annuity portfolio doubled during FY14-20...**



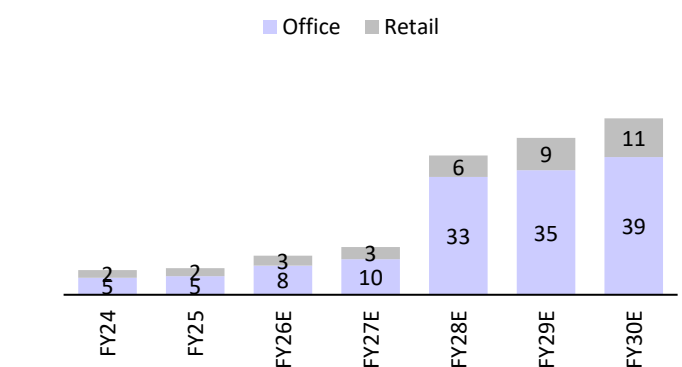
Source: Company, MOFSL

**Exhibit 13: ...which led to a rise in the net D/E ratio to 1.5x in FY20 from 1.0x in FY16**



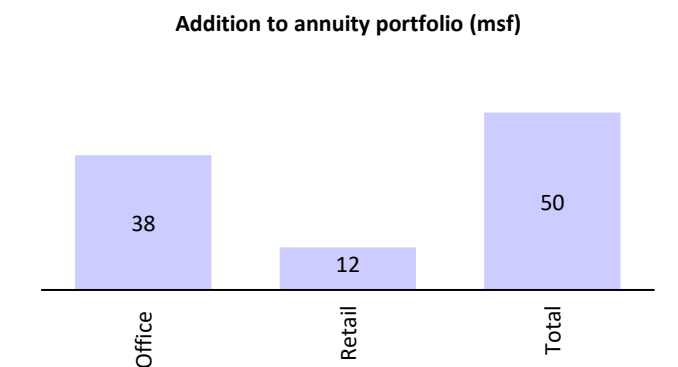
Source: Company, MOFSL

**Exhibit 14: PEPL aims to scale up annuity rentals to ~INR50b over the next 4-5 years...**



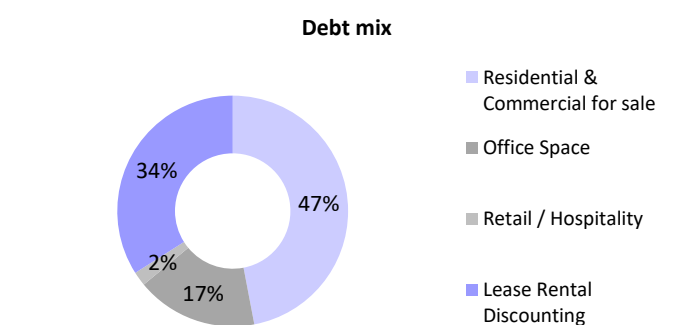
Source: Company, MOFSL

**Exhibit 15: ...driven by 50msf addition to its annuity portfolio**



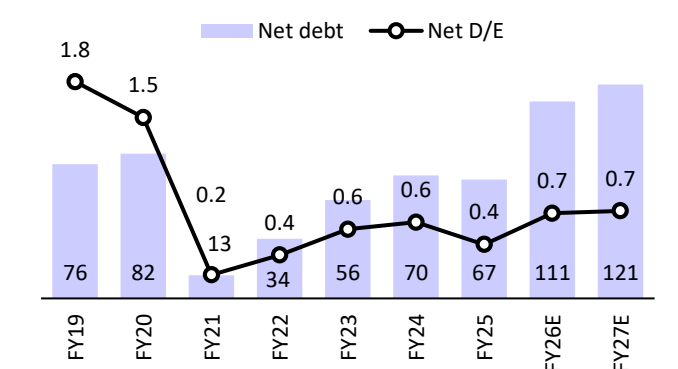
Source: Company, MOFSL

**Exhibit 16: Residential segment accounted for 47% of debt**



Source: Company, MOFSL

**Exhibit 17: Debt to peak out at ~INR121b**



Source: Company, MOFSL

**Exhibit 18: Our revised earnings estimates**

(INR b)	Old		New		Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue	114	141	114	141	0%	0%
EBITDA	27	29	27	29	0%	0%
Adj. PAT	8	10	8	10	0%	0%
Pre-sales	262	315	262	315	0%	0%
Collections (PEPL share)	165	220	165	220	0%	0%

## Valuation and view

### We value PEPL using the DCF approach, where:

- Its residential business is valued by discounting the cash flow from the residential portfolio, including BD and land investments, at a WACC of 11.8%.
- Its operational office assets are valued at a cap rate of 8% on FY26E EBITDA and ongoing/upcoming projects using DCF with a cap rate of 9.5%.
- Its operational retail assets are valued at a cap rate of 7% on FY26E EBITDA and ongoing/upcoming projects using DCF with a cap rate of 8.5%.
- Its hospitality business is valued at 17.5x EV/EBITDA on an FY26E basis.

Based on the above approach, we arrive at a GAV of INR714b. Netting off FY25 net debt of INR67b, we derive NAV of INR647b; however, to capture the future development and going concern, we have ascribed a 40% premium to the operation of INR215b and arrived at NAV (post-premium) of INR862b or INR2,000 per share, indicating an upside of 25%.

### Exhibit 19: Our SoTP-based TP denotes a 25% upside potential; reiterate BUY

NAV calculation	Rationale	INR b	per share (INR)	%
Residential	❖ Discounted cashflow of residential portfolio, including BD and land investments at 11.8% WACC	312	725	36%
Office – Operational	❖ Cap rate of 8% for operational assets and DCF for ongoing and planned assets	22	51	3%
Office – Ongoing and Upcoming	❖ Cap rate of 9.5% for operational assets and DCF for ongoing and planned assets	88	205	10%
Retail Malls	❖ Cap rate of 7% for operational assets and DCF for ongoing and planned assets with a cap rate of 8.5%	44	101	5%
Hospitality	❖ FY26E EBITDA at 17.5x EV/EBITDA	71	166	8%
Property Management Services	❖ FY26E EBITDA at 10x EV/EBITDA	15	35	2%
Land Bank	❖ 598 acres of land valued at 2x FSI	162	375	19%
<b>Gross Asset Value</b>		<b>714</b>	<b>1658</b>	<b>83%</b>
Less: Net debt	❖ FY25	(67)	(156)	(8%)
<b>Net Asset Value</b>		<b>647</b>	<b>1,502</b>	<b>75%</b>
Premium/going concern	❖ 40% of the current portfolio	215	499	25%
<b>NAV post Premium</b>		<b>862</b>	<b>2,000</b>	<b>100%</b>
CMP			1,605	
<b>Upside</b>			<b>25%</b>	

Source: MOFSL



## Financials and Valuation

### Consolidated Profit & Loss (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Total Income from Operations</b>	<b>72,644</b>	<b>63,895</b>	<b>83,150</b>	<b>78,771</b>	<b>73,494</b>	<b>1,14,313</b>	<b>1,40,667</b>
Change (%)	-10.6	-12.0	30.1	-5.3	-6.7	55.5	23.1
Construction Cost	44,753	38,904	47,244	26,923	13,136	48,011	63,300
Employees Cost	4,206	4,510	6,034	7,467	8,217	12,781	15,727
Other Expenses	3,963	5,146	9,009	19,397	26,553	26,292	32,353
<b>Total Expenditure</b>	<b>52,922</b>	<b>48,560</b>	<b>62,287</b>	<b>53,787</b>	<b>47,906</b>	<b>87,084</b>	<b>1,11,381</b>
% of Sales	72.9	76.0	74.9	68.3	65.2	76.2	79.2
<b>EBITDA</b>	<b>19,722</b>	<b>15,335</b>	<b>20,863</b>	<b>24,984</b>	<b>25,588</b>	<b>27,229</b>	<b>29,286</b>
Margin (%)	27.1	24.0	25.1	31.7	34.8	23.8	20.8
Depreciation	5,926	4,710	6,471	7,165	8,123	9,509	11,254
<b>EBIT</b>	<b>13,796</b>	<b>10,625</b>	<b>14,392</b>	<b>17,819</b>	<b>17,465</b>	<b>17,720</b>	<b>18,032</b>
Int. and Finance Charges	9,899	5,553	8,066	12,191	13,338	10,600	10,600
Other Income	2,374	2,107	4,570	6,970	3,861	6,287	7,737
<b>PBT bef. EO Exp.</b>	<b>6,271</b>	<b>7,179</b>	<b>10,896</b>	<b>12,598</b>	<b>7,988</b>	<b>13,407</b>	<b>15,169</b>
EO Items	14,698	8,079	3,079	8,512	0	0	0
<b>PBT after EO Exp.</b>	<b>20,969</b>	<b>15,258</b>	<b>13,975</b>	<b>21,110</b>	<b>7,988</b>	<b>13,407</b>	<b>15,169</b>
Total Tax	5,198	2,945	3,475	4,936	1,389	3,378	3,823
Tax Rate (%)	24.8	19.3	24.9	23.4	17.4	25.2	25.2
Minority Interest	250	813	1,250	2,546	1,494	1,569	1,647
<b>Reported PAT</b>	<b>15,521</b>	<b>11,500</b>	<b>9,250</b>	<b>13,628</b>	<b>5,105</b>	<b>8,460</b>	<b>9,699</b>
<b>Adjusted PAT</b>	<b>4,466</b>	<b>4,552</b>	<b>7,213</b>	<b>7,106</b>	<b>5,105</b>	<b>8,460</b>	<b>9,699</b>
Change (%)	-14.7	1.9	58.5	-1.5	-28.2	65.7	14.7
Margin (%)	6.1	7.1	8.7	9.0	6.9	7.4	6.9

### Consolidated Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	4,009	4,009	4,009	4,009	4,307	4,307	4,307
Total Reserves	62,744	86,937	95,744	1,08,879	1,49,923	1,57,736	1,66,789
<b>Net Worth</b>	<b>66,753</b>	<b>90,946</b>	<b>99,753</b>	<b>1,12,888</b>	<b>1,54,230</b>	<b>1,62,043</b>	<b>1,71,096</b>
Minority Interest	4,198	4,523	2,832	5,122	4,815	4,815	4,815
Total Loans	36,112	65,130	81,208	1,14,623	1,06,002	1,06,002	1,06,002
Deferred Tax Liabilities	2,688	2,731	3,118	5,447	5,583	5,583	5,583
<b>Capital Employed</b>	<b>1,09,751</b>	<b>1,63,330</b>	<b>1,86,911</b>	<b>2,38,080</b>	<b>2,70,630</b>	<b>2,78,443</b>	<b>2,87,496</b>
Gross Block	50,188	75,671	91,370	1,17,422	1,44,300	1,72,665	2,02,469
Less: Accum. Deprn.	12,918	17,628	24,099	31,264	39,387	48,896	60,150
<b>Net Fixed Assets</b>	<b>37,270</b>	<b>58,043</b>	<b>67,271</b>	<b>86,158</b>	<b>1,04,913</b>	<b>1,23,769</b>	<b>1,42,319</b>
Goodwill on Consolidation	534	534	534	534	534	534	534
Capital WIP	27,396	17,246	23,987	21,372	14,243	19,819	17,913
<b>Total Investments</b>	<b>9,072</b>	<b>7,724</b>	<b>10,228</b>	<b>12,786</b>	<b>12,495</b>	<b>12,495</b>	<b>12,495</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>1,92,917</b>	<b>2,20,894</b>	<b>2,63,809</b>	<b>3,64,337</b>	<b>4,55,767</b>	<b>3,54,758</b>	<b>4,01,794</b>
Inventory	95,805	1,15,667	1,43,671	2,41,562	3,18,831	1,78,939	2,28,865
Account Receivables	13,740	14,196	13,286	12,340	13,582	18,791	23,123
Cash and Bank Balance	24,012	21,712	18,146	25,582	23,930	71,293	44,305
Loans and Advances	59,360	69,319	88,706	84,853	99,424	85,734	1,05,500
<b>Curr. Liability &amp; Prov.</b>	<b>1,57,438</b>	<b>1,41,111</b>	<b>1,78,918</b>	<b>2,47,107</b>	<b>3,17,322</b>	<b>2,32,931</b>	<b>2,87,559</b>
Account Payables	10,820	9,800	14,514	16,574	18,710	19,087	24,412
Other Current Liabilities	1,41,805	1,23,211	1,59,270	2,23,146	2,93,416	2,05,763	2,53,201
Provisions	4,813	8,100	5,134	7,387	5,196	8,082	9,945
<b>Net Current Assets</b>	<b>35,479</b>	<b>79,783</b>	<b>84,891</b>	<b>1,17,230</b>	<b>1,38,445</b>	<b>1,21,826</b>	<b>1,14,236</b>
<b>Appl. of Funds</b>	<b>1,09,751</b>	<b>1,63,330</b>	<b>1,86,911</b>	<b>2,38,080</b>	<b>2,70,630</b>	<b>2,78,443</b>	<b>2,87,496</b>



## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>							
<b>EPS</b>	<b>11.9</b>	<b>12.1</b>	<b>19.2</b>	<b>17.7</b>	<b>12.7</b>	<b>21.1</b>	<b>24.2</b>
Cash EPS	27.7	24.7	36.5	35.6	33.0	44.8	52.3
BV/Share	178.0	242.5	266.0	281.6	384.7	404.2	426.8
DPS	2.6	1.6	1.6	1.6	1.8	1.5	1.5
Payout (%)	8.2	5.6	7.0	4.7	15.2	7.6	6.7
<b>Valuation (x)</b>							
P/E	134.8	132.2	83.4	90.5	126.0	76.1	66.3
Cash P/E	57.9	65.0	44.0	45.1	48.6	35.8	30.7
P/BV	9.0	6.6	6.0	5.7	4.2	4.0	3.8
EV/Sales	9.0	10.7	8.5	9.3	10.5	6.4	5.4
EV/EBITDA	33.2	44.8	33.9	29.3	30.2	26.7	25.7
Dividend Yield (%)	0.2	0.1	0.1	0.1	0.1	0.1	0.1
FCF per share	27.3	-3.3	-2.8	-49.3	-33.7	125.1	-50.7
<b>Return Ratios (%)</b>							
RoE	7.4	5.8	7.6	6.7	3.8	5.3	5.8
RoCE	10.0	7.9	8.5	9.3	7.2	6.8	7.1
RoIC	13.3	10.3	8.6	8.7	7.2	6.7	7.0
<b>Working Capital Ratios</b>							
Fixed Asset Turnover (x)	1.4	0.8	0.9	0.7	0.5	0.7	0.7
Asset Turnover (x)	0.7	0.4	0.4	0.3	0.3	0.4	0.5
Inventory (Days)	481	661	631	1,119	1,583	571	594
Debtor (Days)	69	81	58	57	67	60	60
Creditor (Days)	54	56	64	77	93	61	63
<b>Leverage Ratio (x)</b>							
Current Ratio	1.2	1.6	1.5	1.5	1.4	1.5	1.4
Interest Cover Ratio	1.4	1.9	1.8	1.5	1.3	1.7	1.7
Net Debt/Equity	0.0	0.4	0.6	0.6	0.4	0.7	0.7

### Consolidated Cash flow (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	20,719	15,093	14,143	12,598	7,558	13,407	15,169
Depreciation	5,926	4,710	6,471	7,165	8,123	9,509	11,254
Interest & Finance Charges	9,899	5,553	8,066	5,221	13,338	4,313	2,863
Direct Taxes Paid	-2,074	-2,361	-3,288	-4,936	-3,957	-3,378	-3,823
(Inc)/Dec in WC	545	8,141	-2,418	-24,903	-20,841	63,981	-19,397
<b>CF from Operations</b>	<b>35,015</b>	<b>31,136</b>	<b>22,974</b>	<b>-4,855</b>	<b>4,221</b>	<b>87,832</b>	<b>6,067</b>
Others	-16,495	-9,737	-7,579	8,512	-2,914	0	0
<b>CF from Operating incl EO</b>	<b>18,520</b>	<b>21,399</b>	<b>15,395</b>	<b>3,657</b>	<b>1,307</b>	<b>87,832</b>	<b>6,067</b>
(Inc)/Dec in FA	-7,591	-22,704	-16,502	-23,437	-15,829	-33,941	-27,898
<b>Free Cash Flow</b>	<b>10,929</b>	<b>-1,305</b>	<b>-1,107</b>	<b>-19,780</b>	<b>-14,522</b>	<b>53,890</b>	<b>-21,831</b>
(Pur)/Sale of Investments	-4,060	-18,144	-9,111	-2,558	-387	0	0
Others	16,562	394	-1,948	6,970	2,732	6,287	7,737
<b>CF from Investments</b>	<b>4,911</b>	<b>-40,454</b>	<b>-27,561</b>	<b>-19,025</b>	<b>-13,484</b>	<b>-27,654</b>	<b>-20,161</b>
Issue of Shares	0	0	0	0	50,000	0	0
Inc/(Dec) in Debt	4,812	21,358	17,027	33,415	-4,333	0	0
Interest Paid	-9,847	-5,341	-7,412	-12,191	-11,105	-10,600	-10,600
Dividend Paid	0	-646	-646	-646	-775	-646	-646
Others	-1,415	613	-3,514	-2,546	-24,195	-1,569	-1,647
<b>CF from Fin. Activity</b>	<b>-6,450</b>	<b>15,984</b>	<b>5,455</b>	<b>18,032</b>	<b>9,592</b>	<b>-12,815</b>	<b>-12,893</b>
<b>Inc/Dec of Cash</b>	<b>16,981</b>	<b>-3,071</b>	<b>-6,711</b>	<b>2,664</b>	<b>-2,585</b>	<b>47,363</b>	<b>-26,987</b>
Opening Balance	7,031	24,012	21,712	18,146	22,679	23,930	71,293
<b>Closing Balance</b>	<b>24,012</b>	<b>21,712</b>	<b>18,146</b>	<b>25,582</b>	<b>23,930</b>	<b>71,293</b>	<b>44,305</b>

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SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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Nainesh Rajani

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

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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

Registration details of group entities: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. 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.