

# Supreme Industries

## Estimate change

TP change

Rating change



Bloomberg	SI IN
Equity Shares (m)	127
M.Cap.(INRb)/(USDb)	425.4 / 4.6
52-Week Range (INR)	4740 / 3020
1, 6, 12 Rel. Per (%)	3/-21/-25
12M Avg Val (INR M)	1029

## Financials & Valuations (INR b)

Y/E Mar	2026E	2027E	2028E
Sales	112.6	130.4	147.9
EBITDA	14.7	19.8	23.6
PAT	8.6	13.0	15.9
EBITDA (%)	13.0	15.2	16.0
EPS (INR)	67.9	102.5	124.9
EPS Gr. (%)	(10.2)	50.9	21.8
BV/Sh. (INR)	481.0	549.5	640.3

## Ratios

Net D/E	-0.3	-0.3	-0.4
RoE (%)	14.7	19.9	21.0
RoCE (%)	13.7	18.7	19.8
Payout (%)	50.7	33.2	27.2

## Valuations

P/E (x)	49.3	32.7	26.8
EV/EBITDA (x)	28.6	20.9	17.1
Div Yield (%)	1.0	1.0	1.0
FCF Yield (%)	0.6	2.0	2.7

## Shareholding Pattern (%)

As on	Dec-25	Sep-25	Dec-24
Promoter	49.0	48.9	48.9
DII	17.2	16.1	12.0
FII	19.2	20.7	24.7
Others	14.6	14.4	14.5

Note: FII includes depository receipts

**CMP: INR3,349**

**TP: INR4,200 (+25%)**

**Buy**

## Healthy volume growth with an improving industry outlook

### Operating performance below our estimates

- Despite lower-than-expected performance, Supreme Industries (SI) saw an improvement in its quarterly result, with an EBITDA growth of ~7% in 3QFY26 (vs. a dip in the last five quarters). The improvement was mainly driven by high overall volume growth of 13% YoY. Margins were flat YoY due to volatile PVC pricing in 3Q, offset by a better product mix. Plastic pipe volume rose ~16% YoY, with volume growth guidance maintained at ~15-17% for FY26. **This implies a 20-24% YoY volume growth in 4Q.**
- However, management cut its full-year margin guidance to 13.5-14.0% from 14.5-15.0% due to continuous PVC price erosion until Dec'25. Normal margins of 14.5-15.0% are expected to return once price volatility stabilizes and volumes scale up (expected in 4Q).
- Factoring in lower 3Q numbers (hit by muted margins, higher finance costs, lower other income, and reduced share of profits from JV), we cut our FY26E earnings by 9% while broadly retaining our FY27/FY28 estimates. We **reiterate our BUY rating**, valuing the stock at 34x FY28E EPS to arrive at our TP of INR4,200 (on par with its last 10-year average P/E valuation).

### Margins under pressure amid pricing volatility

- Consolidated revenue grew 7% YoY to INR26.7b (in line), led by growth in volume (up 13% YoY) to 183.8k MT, which was offset by a decline in realization (down 5% YoY to INR146/kg).
- Consolidated **adj. EBITDA** rose 7% YoY to INR3.3b (est. INR3.6b), with an EBITDA margin of 12.3% (est. 13%), which remained flat YoY. EBITDA/kg for the quarter was INR17.9/kg (-6% YoY). EBITDA was adjusted for a one-time provision related to the new labor law, amounting to ~INR154m.
- Adj. PAT declined 12% YoY to INR1.6b (est. INR2.2b).
- Plastic piping products reported a volume of ~147k MT (+16% YoY). Revenue stood at INR18b (+10% YoY), and EBIT was INR1.4b (-2% YoY), resulting in an EBIT margin of 7.4% (-90bp YoY). Realization came in at INR124/kg (-6% YoY), while EBIT per kg stood at INR9.2/kg (-16% YoY).
- For industrial products, revenue was INR3.4b (flat YoY), EBIT was INR270m (-1% YoY), and EBIT margin stood at 8% (-10bp YoY). For packaging products, revenue was INR3.9b (-2% YoY), EBIT was INR334m (-24% YoY), and EBIT margin stood at 8.6% (-250bp YoY). For consumer products, revenue came in at INR1.1b (+5% YoY), EBIT was INR172m (+1% YoY), and EBIT margin stood at 15.3% (-60bp YoY).
- For 9MFY26, volume/revenue grew 10%/4% YoY to 522k MT/INR76.9b, while EBITDA/Adj PAT declined 7%/20% YoY to INR9.5b/INR5.4b. For 9MFY26, the company faced an inventory loss of INR1.0-1.2b.

### Key highlights from the management commentary

- **Valued Added products (VAP):** VAP revenue grew 16% YoY to INR11.2b in 3Q, which boosted margins. The CPVC segment witnessed strong volume growth of 30% in 9MFY26.

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

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- **Plastic pipes:** Plastic piping business growth is coming back to normalcy as the continuous downward price trend scenario has been arrested, and restocking has been started by channel partners. Polymer prices have moved up in CY26 (currently at ~USD650 vs. a low of USD580), broadly aided by an improvement in demand in the market. China's export restrictions starting from Apr'26 are expected to further drive prices up.
- **Capex and expansion plans:** Plastic piping segment capacity to reach 1mMT by the end of FY26, with 70% utilization expected in FY27. SI is spending capex of INR12b in FY26, including the Wavin acquisition. It is also planning to set up two more greenfield plants for plastic piping in Bihar and Alampur (combined capacity of ~100kTPA). This will be operational by FY28.

### Valuation and view

- Macro headwinds affecting the PVC industry are largely behind, evidenced by PVC prices increasing from CY26 onwards and demand recovery resulting in double-digit volume growth for SI over the last two quarters and strong 4Q guidance. Margins are expected to improve, led by the omission of inventory losses, stable to improving PVC price expectations, an improving mix of VAP, and higher growth in the high-margin CPVC segment.
- We expect SI to clock 12%/18%/18% CAGR in revenue/EBITDA/PAT over FY25-28. We value the stock at 34x FY28 EPS to arrive at a TP of INR4,200 (on par with its last 10-year average P/E valuation). **Reiterate BUY.**
- The one-year forward P/E valuations are at their 10-year historical average, and with an improving business performance and a healthy industry outlook over the next few quarters, we expect SI to provide a decent risk-reward.

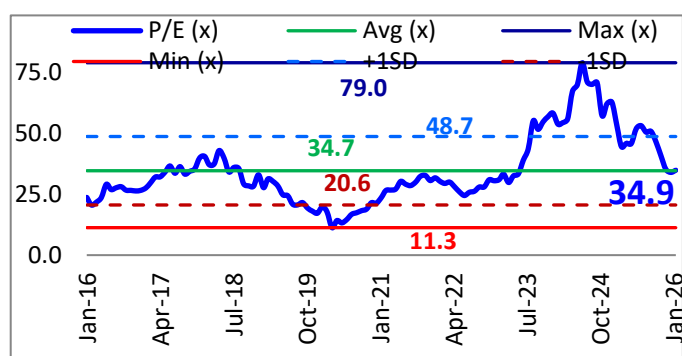
### Consolidated - Quarterly Earnings Model

Consolidated - Quarterly Earnings Model											(INRm)	
Y/E March	FY25				FY26				FY25	FY26E	FY26E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				3Q Var
Gross Sales	26,364	22,730	25,099	30,271	26,092	23,939	26,869	35,749	1,04,463	1,12,649	27,647	-3
YoY Change (%)	11.3	-1.5	2.5	0.6	-1.0	5.3	7.1	18.1	3.1	7.8	10.2	
Total Expenditure	22,490	19,537	22,011	26,108	22,903	20,965	23,578	30,515	90,146	97,961	24,055	
EBITDA	3,873	3,192	3,088	4,163	3,189	2,974	3,292	5,233	14,317	14,688	3,593	-8
Margins (%)	14.7	14.0	12.3	13.8	12.2	12.4	12.3	14.6	13.7	13.0	13.0	
Depreciation	860	899	913	914	930	1,044	1,095	1,110	3,586	4,179	1,070	
Interest	33	26	30	30	28	58	114	90	119	290	45	
Other Income	214	151	89	125	169	155	38	40	578	402	180	
PBT before EO expense	3,194	2,417	2,235	3,344	2,400	2,028	2,120	4,073	11,190	10,621	2,658	
Extra-Ord expense	0	0	0	0	0	0	154	0	0	154	0	
PBT	3,194	2,417	2,235	3,344	2,400	2,028	1,967	4,073	11,190	10,468	2,658	
Tax	836	629	584	732	629	529	527	1,024	2,782	2,709	670	
Rate (%)	26.2	26.0	26.2	21.9	26.2	26.1	26.8	25.1	24.9	25.9	25.2	
Minority Interest & Profit/Loss of Asso. Cos.	375	278	220	328	252	149	94	260	1,201	755	210	
Reported PAT	2,734	2,066	1,870	2,939	2,023	1,647	1,534	3,310	9,609	8,514	2,198	
Adj PAT	2,734	2,066	1,870	2,939	2,023	1,647	1,688	3,310	9,609	8,667	2,198	-23
YoY Change (%)	26.8	-15.0	-27.0	-17.2	-26.0	-20.3	-9.7	12.6	-10.2	-9.8	17.6	
Margins (%)	10.4	9.1	7.4	9.7	7.8	6.9	6.3	9.3	9.2	7.7	8.0	

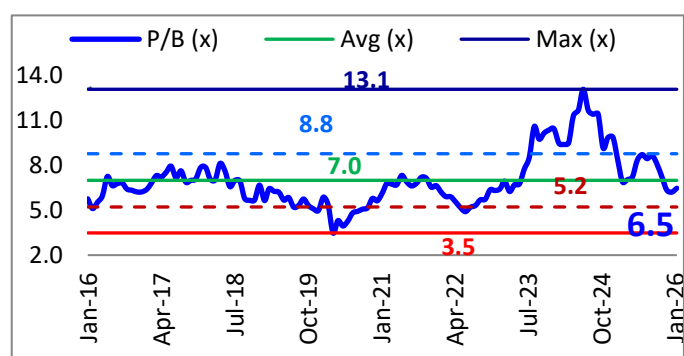
### Key performance indicators

Y/E March	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
<b>Segment Volumes (MT)</b>									
Plastic Piping Product	1,22,003	1,58,795	1,40,153	1,02,238	1,26,515	1,62,227	1,48,768	1,19,860	1,46,986
Industrial Product	16,231	16,871	14,963	15,110	15,472	15,812	14,649	13,927	15,453
Packaging Product	14,998	15,051	14,717	16,593	16,281	16,681	16,178	16,263	16,533
Consumer Product	4,793	4,652	4,002	4,136	4,465	5,145	4,198	4,381	4,822
<b>Total</b>	<b>1,58,025</b>	<b>1,95,369</b>	<b>1,73,835</b>	<b>1,38,077</b>	<b>1,62,733</b>	<b>1,99,865</b>	<b>1,83,793</b>	<b>1,54,431</b>	<b>1,83,794</b>
<b>Realization (INR/kg)</b>									
Plastic Piping Product	135	136	133	141	132	128	121	134	124
Industrial Product	205	208	205	217	215	219	206	203	217
Packaging Product	236	250	250	241	245	255	248	242	236
Consumer Product	234	254	243	251	238	265	234	236	232
<b>Blended</b>	<b>155</b>	<b>154</b>	<b>152</b>	<b>165</b>	<b>154</b>	<b>151</b>	<b>142</b>	<b>155</b>	<b>146</b>
<b>Cost Break-up</b>									
RM Cost % Sales	67%	67%	68%	65%	69%	70%	69%	66%	68%
Employee Cost % Sales	4%	4%	5%	5%	5%	4%	5%	6%	5%
Other Expenses (% Sales)	13%	12%	13%	15%	14%	11%	14%	16%	15%
EBITDA Margins (%)	15%	16%	15%	14%	12%	14%	12%	12%	12%

#### Exhibit 1: One year forward P/E band

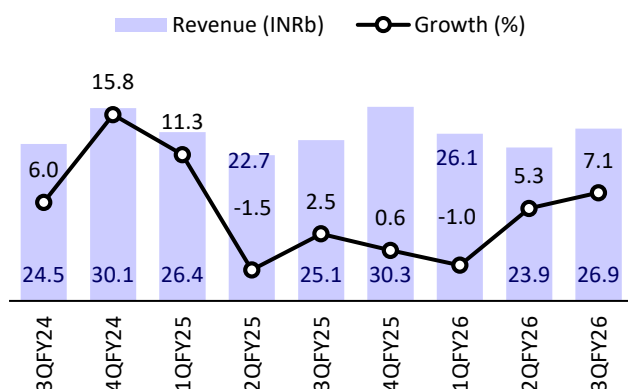


#### Exhibit 2: One year forward P/B band =



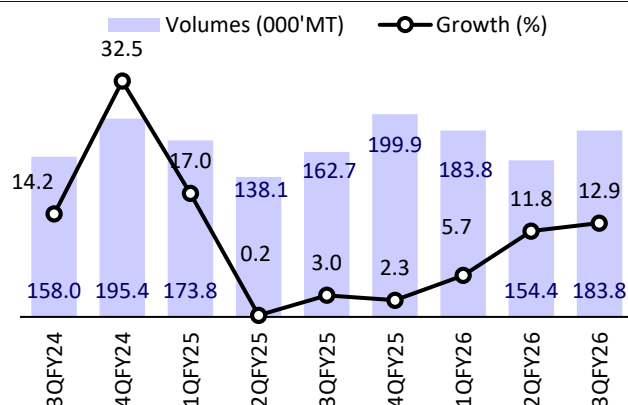
## Key exhibits

**Exhibit 3: Consolidated revenue trend**



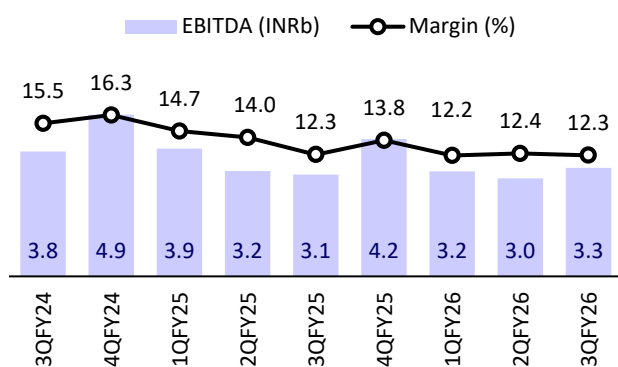
Source: Company, MOFSL

**Exhibit 4: Overall volume trend**



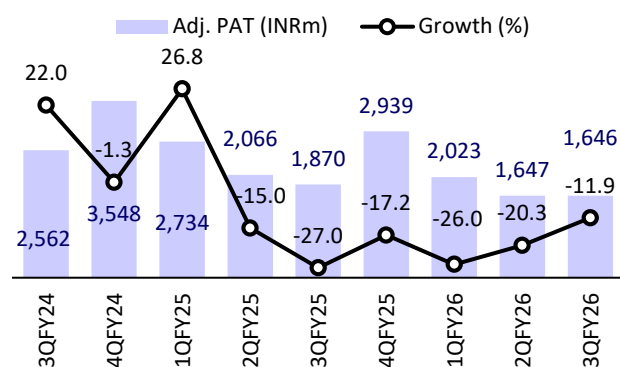
Source: Company, MOFSL

**Exhibit 5: Consolidated EBITDA trend**



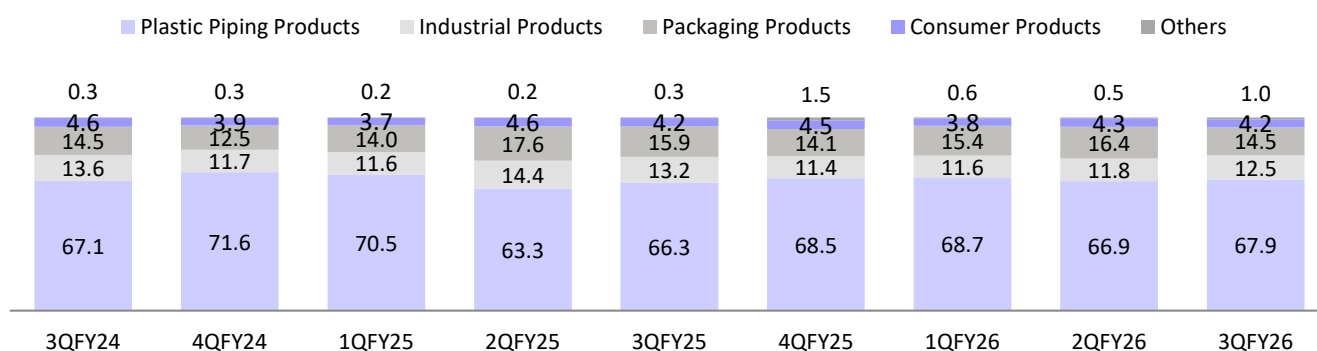
Source: Company, MOFSL

**Exhibit 6: Consolidated adj. PAT trend**



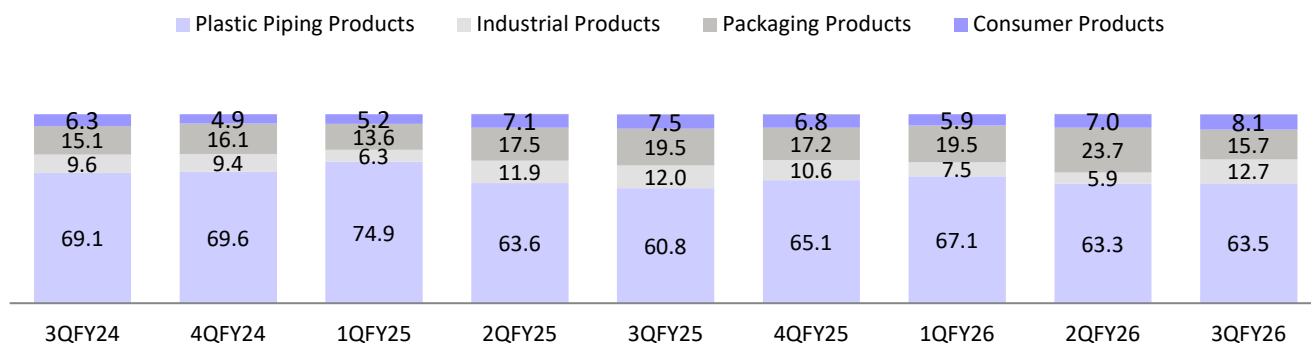
Source: Company, MOFSL

**Exhibit 7: Revenue mix**



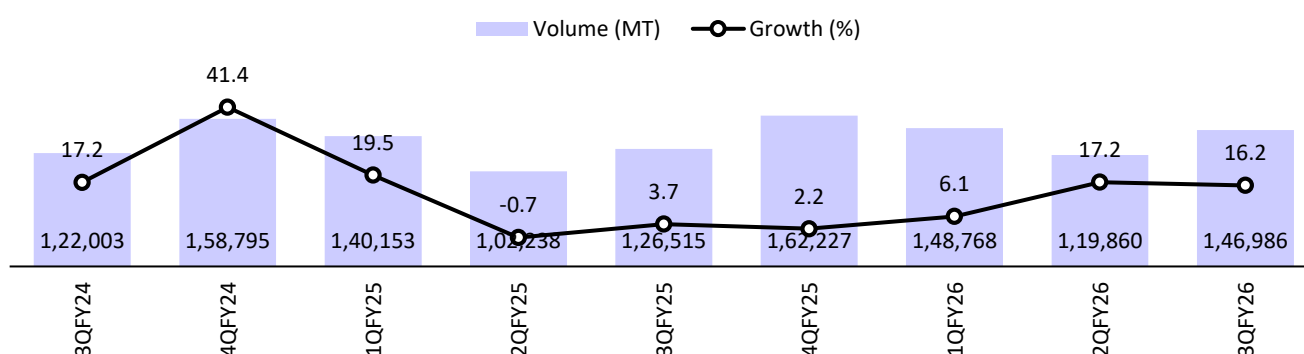
Source: Company, MOFSL

**Exhibit 8: EBIT mix**



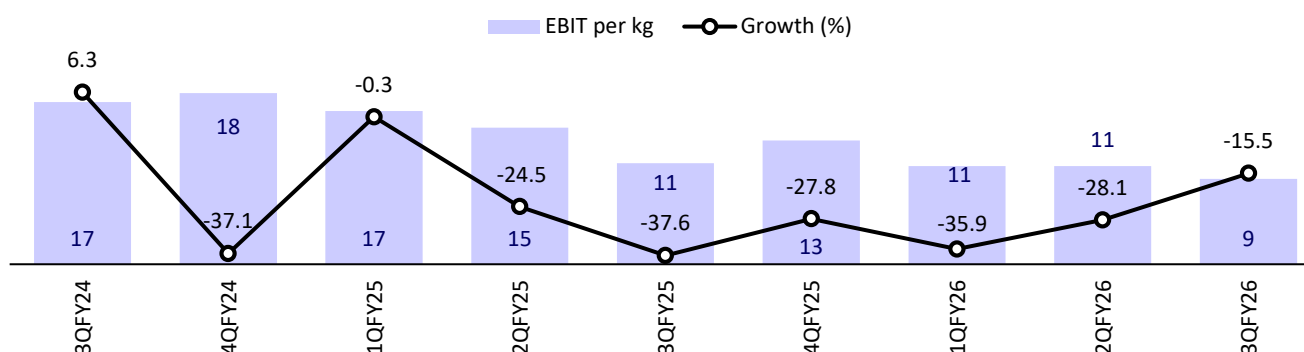
Source: Company, MOFSL

**Exhibit 9: Plastic pipes – volume growth trend**



Source: Company, MOFSL

**Exhibit 10: Plastic pipes – EBIT per kg trend**



Source: Company, MOFSL



## Highlights from the management commentary

### Guidance and outlook

- SI is anticipating high double-digit volume growth in 4QFY26 (Mar'26 strong due to harvesting), driven by good monsoon harvesting, favorable economic conditions encompassing housing, agriculture, and infrastructure.
- **Management has guided a total volume growth of 10-14% in FY26, with plastic piping system volumes expected to grow 15-17%**
- SI has targeted topline at INR110-115b for FY26.
- The company is targeting an EBITDA margin of ~15-16% in 4QFY26, driven largely by operating leverage and price improvements. In the coming years, SI is targeting ~13.5-14.0% EBITDA margin.

### Plastic Pipes

- Plastic piping products reported a volume of 147k MT (+16% YoY), with revenue at INR18b (+10% YoY). CPVC volume growth ~30% in 9MFY26
- Plastic piping business growth is now coming back to normalcy as the continuous downward price trend scenario has been arrested. Restocking has started by the channels.
- Polymer pricing has started an upward trend in CY26 (At present ~USD650 v/s low of USD580), aided by demand improvement and also due to the closing of various plants in the market due to unviability. China's export restrictions starting from Apr'26 are expected to further drive prices up.
- The company maintains its volume growth target of 15-17% for the current year.
- SI is targeting 1MTPA capacity by FY26 with utilization rate ~70%
- PPE silent pipes has capacity of 3kTPA and OPVC capacity at 8kTPA (demand expected to pick up from 4Q)

### Capex and expansion plans

- During 9MFY26, the company incurred a capex outflow of INR10b, which includes the Wavin acquisition. The company expects a total cash outflow of INR12b in FY26, funded from internal accruals
- Capacity expansions at various locations for the Plastic Piping business and Protective packaging products taken in hand are nearing completion and shall be available for FY27
- 2 Greenfield plants for Plastic piping in Bihar and Alampur will be operational by FY28, whose execution will commence in FY27. ~100kTPA capacity is targeted in these two plants.

### Others

- SI has fully executed the LOI for the supply of 0.2m of 10 Kg. composite LPG cylinders to Bharat Petroleum Corporation (BPCL). The company has received further LOI for the supply of 0.2m of composite cylinders to BPCL, which shall be executed in 4QFY26.
- Three units acquired through Wavin are fully integrated and realigned and shall be available for their full potential from Feb'26 onwards; 180+ customers joined SI from Wavin in 3QFY26
- In 3QFY26, Revenue from value-added products stood at INR11.2b (vs. INR9.7b in 3QFY25 delivering ~16% growth YoY)

- Project execution at site for Profile window is nearing completion. Production trials have commenced. The Company expects to launch commercial production in the market from Feb'26. 250kPA windows production expected- Window business has revenue potential of INR3b+ at 100% utilization.
- Finance cost increased temporarily due to capex funding by short-term borrowings and stretched WC; going forward will be reduced (INR1.3b of short-term borrowings)
- SI planning debt-free by Mar'26
- Other income (liquid balances, investing income) is temporary; Normalized Other income from FY27 onwards.
- Supreme Petrochem's results were under expectations, resulting in lower income from associates.
- **INR1-1.2b Inventory loss suffered by SI in 9MFY26**
- Management claims the market share of SI has increased in piping
- In the Industrial products business, material handling and composite cylinders are showing moderate growth; component supply in the appliance sector is a challenge, while automobile component supply is doing well.
- Protective packaging demand is healthy; capacity expansion is planned in FY27.

#### Valuation and view

- Macro headwinds affecting the PVC industry are largely behind, evidenced by PVC prices increasing from CY26 onwards and demand recovery resulting in double-digit volume growth for SI over the last two quarters and strong 4Q guidance. Margins are expected to improve, led by the omission of inventory losses, stable to improving PVC price expectations, an improving mix of VAP, and higher growth in the high-margin CPVC segment.
- We expect SI to clock 12%/18%/18% CAGR in revenue/EBITDA/PAT over FY25-28. We value the stock at 34x FY28 EPS to arrive at a TP of INR4,200 (on par with its last 10-year average P/E valuation). **Reiterate BUY.**
- The one-year forward P/E valuations are at their 10-year historical average, and with an improving business performance and a healthy industry outlook over the next few quarters, we expect SI to provide a decent risk-reward.

#### Exhibit 11: Revisions to our estimates

Earnings change (INRm)	Old			New			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	1,12,699	1,30,416	1,46,686	1,12,649	1,30,435	1,47,936	0%	0%	1%
EBITDA	15,158	20,551	24,240	14,688	19,778	23,622	-3%	-4%	-3%
Adj. PAT	9,469	13,560	16,312	8,629	13,024	15,866	-9%	-4%	-3%



## Financials and valuations

### Consolidated - Income Statement

(INRm)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Total Income from Operations</b>	<b>55,115</b>	<b>63,552</b>	<b>77,728</b>	<b>92,016</b>	<b>1,01,343</b>	<b>1,04,463</b>	<b>1,12,649</b>	<b>1,30,435</b>	<b>1,47,936</b>
Change (%)	-1.8	15.3	22.3	18.4	10.1	3.1	7.8	15.8	13.4
Raw Materials	35,783	40,427	53,532	65,992	68,584	71,465	75,807	84,427	92,607
Gross Profit	19,333	23,125	24,197	26,024	32,759	32,998	36,842	46,008	55,329
Margin (%)	35	36	31	28	32	32	33	35	37
Employees Cost	2,790	3,104	3,453	3,748	4,422	4,873	5,480	6,352	7,252
Power and Fuel Cost	2,161	1,986	2,134	2,667	3,288	3,425	0	0	0
Other Expenses	6,036	5,194	6,188	7,613	9,576	10,384	16,674	19,878	24,455
<b>Total Expenditure</b>	<b>46,770</b>	<b>50,710</b>	<b>65,307</b>	<b>80,019</b>	<b>85,869</b>	<b>90,146</b>	<b>97,961</b>	<b>1,10,657</b>	<b>1,24,314</b>
% of Sales	84.9	79.8	84.0	87.0	84.7	86.3	87.0	84.8	84.0
<b>EBITDA</b>	<b>8,346</b>	<b>12,842</b>	<b>12,421</b>	<b>11,997</b>	<b>15,473</b>	<b>14,317</b>	<b>14,688</b>	<b>19,778</b>	<b>23,622</b>
Margin (%)	15.1	20.2	16.0	13.0	15.3	13.7	13.0	15.2	16.0
Depreciation	2,057	2,128	2,295	2,634	2,984	3,586	4,179	4,455	4,797
<b>EBIT</b>	<b>6,289</b>	<b>10,714</b>	<b>10,126</b>	<b>9,363</b>	<b>12,490</b>	<b>10,730</b>	<b>10,509</b>	<b>15,323</b>	<b>18,825</b>
Int. and Finance Charges	202	221	52	80	161	119	290	130	130
Other Income	14	169	200	298	657	578	402	1,043	1,183
<b>PBT bef. EO Exp.</b>	<b>6,101</b>	<b>10,662</b>	<b>10,274</b>	<b>9,580</b>	<b>12,985</b>	<b>11,190</b>	<b>10,621</b>	<b>16,237</b>	<b>19,879</b>
EO Items	0	0	0	0	0	0	154	0	0
<b>PBT after EO Exp.</b>	<b>6,101</b>	<b>10,662</b>	<b>10,274</b>	<b>9,580</b>	<b>12,985</b>	<b>11,190</b>	<b>10,468</b>	<b>16,237</b>	<b>19,879</b>
Total Tax	1,739	2,341	2,633	2,460	3,357	2,782	2,709	4,087	5,003
Tax Rate (%)	28.5	22.0	25.6	25.7	25.8	24.9	25.9	25.2	25.2
Share of Profit/loss of Associate	312	1,460	2,044	1,533	1,069	1,201	755	874	991
<b>Reported PAT</b>	<b>4,674</b>	<b>9,781</b>	<b>9,684</b>	<b>8,653</b>	<b>10,697</b>	<b>9,609</b>	<b>8,514</b>	<b>13,024</b>	<b>15,866</b>
<b>Adjusted PAT</b>	<b>4,674</b>	<b>9,781</b>	<b>9,684</b>	<b>8,653</b>	<b>10,697</b>	<b>9,609</b>	<b>8,629</b>	<b>13,024</b>	<b>15,866</b>
Change (%)	15.8	109.3	-1.0	-10.6	23.6	-10.2	-10.2	50.9	21.8
Margin (%)	8.5	15.4	12.5	9.4	10.6	9.2	7.7	10.0	10.7

### Consolidated - Balance Sheet

(INRm)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	254	254	254	254	254	254	254	254	254
Total Reserves	22,358	31,438	38,190	43,767	50,834	56,350	60,852	69,556	81,102
<b>Net Worth</b>	<b>22,612</b>	<b>31,692</b>	<b>38,444</b>	<b>44,021</b>	<b>51,088</b>	<b>56,604</b>	<b>61,106</b>	<b>69,810</b>	<b>81,356</b>
Total Loans	4,113	10	0	0	0	0	0	0	0
Deferred Tax Liabilities	1,326	919	904	908	960	875	875	875	875
<b>Capital Employed</b>	<b>28,050</b>	<b>32,621</b>	<b>39,348</b>	<b>44,929</b>	<b>52,048</b>	<b>57,479</b>	<b>61,981</b>	<b>70,685</b>	<b>82,231</b>
Gross Block	32,196	35,303	38,013	43,580	49,072	55,800	66,178	73,053	79,229
Less: Accum. Deprn.	16,704	18,832	21,127	23,761	26,745	30,331	34,510	38,965	43,762
<b>Net Fixed Assets</b>	<b>15,492</b>	<b>16,471</b>	<b>16,886</b>	<b>19,819</b>	<b>22,327</b>	<b>25,469</b>	<b>31,668</b>	<b>34,088</b>	<b>35,466</b>
Capital WIP	929	510	1,558	837	1,437	4,072	2,594	1,719	1,544
<b>Total Investments</b>	<b>2,073</b>	<b>3,366</b>	<b>4,759</b>	<b>5,774</b>	<b>6,381</b>	<b>7,196</b>	<b>10,296</b>	<b>10,296</b>	<b>10,296</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>17,692</b>	<b>22,476</b>	<b>26,757</b>	<b>30,513</b>	<b>35,369</b>	<b>34,898</b>	<b>32,550</b>	<b>42,105</b>	<b>54,805</b>
Inventory	8,906	7,608	12,602	13,856	13,586	13,337	14,505	16,796	19,049
Account Receivables	3,128	3,899	4,668	4,924	5,114	5,401	5,685	6,583	7,466
Cash and Bank Balance	2,314	7,684	5,264	7,461	11,873	9,525	5,601	11,552	20,597
Loans and Advances	3,344	3,285	4,223	4,272	4,796	6,636	6,759	7,174	7,693
<b>Curr. Liability &amp; Prov.</b>	<b>8,135</b>	<b>10,202</b>	<b>10,611</b>	<b>12,013</b>	<b>13,509</b>	<b>14,199</b>	<b>15,171</b>	<b>17,566</b>	<b>19,923</b>
Account Payables	5,475	6,462	7,940	9,038	10,156	8,934	9,876	11,435	12,970
Other Current Liabilities	2,347	3,442	2,351	2,627	2,892	4,776	4,731	5,478	6,213
Provisions	313	298	320	349	461	489	563	652	740
<b>Net Current Assets</b>	<b>9,557</b>	<b>12,274</b>	<b>16,146</b>	<b>18,500</b>	<b>21,860</b>	<b>20,699</b>	<b>17,380</b>	<b>24,539</b>	<b>34,882</b>
<b>Appl. of Funds</b>	<b>28,050</b>	<b>32,621</b>	<b>39,348</b>	<b>44,929</b>	<b>52,048</b>	<b>57,479</b>	<b>61,981</b>	<b>70,685</b>	<b>82,231</b>



## Financials and valuations

### Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>36.8</b>	<b>77.0</b>	<b>76.2</b>	<b>68.1</b>	<b>84.2</b>	<b>75.6</b>	<b>67.9</b>	<b>102.5</b>	<b>124.9</b>
Cash EPS	53.0	93.7	94.3	88.8	107.7	103.9	100.8	137.6	162.6
BV/Share	178.0	249.4	302.6	346.5	402.1	445.5	481.0	549.5	640.3
DPS	14.0	22.0	24.0	26.0	30.0	34.0	34.0	34.0	34.0
Payout (%)	45.9	28.5	31.5	38.2	35.6	45.0	50.7	33.2	27.2
<b>Valuation (x)</b>									
P/E	91.0	43.5	43.9	49.2	39.8	44.3	49.3	32.7	26.8
Cash P/E	63.2	35.7	35.5	37.7	31.1	32.2	33.2	24.3	20.6
P/BV	18.8	13.4	11.1	9.7	8.3	7.5	7.0	6.1	5.2
EV/Sales	7.8	6.6	5.4	4.5	4.1	4.0	3.7	3.2	2.7
EV/EBITDA	51.2	32.5	33.8	34.8	26.7	29.1	28.6	20.9	17.1
Dividend Yield (%)	0.4	0.7	0.7	0.8	0.9	1.0	1.0	1.0	1.0
FCF per share	23.8	76.9	0.3	36.9	68.2	8.9	20.7	66.8	89.1
<b>Return Ratios (%)</b>									
RoE	21.2	36.0	27.6	21.0	22.5	17.8	14.7	19.9	21.0
RoCE	18.1	29.1	21.9	17.4	20.5	15.8	13.7	18.7	19.8
RoIC	20.6	38.2	30.8	23.7	29.3	23.4	19.4	25.3	29.1
<b>Working Capital Ratios</b>									
Fixed Asset Turnover (x)	1.7	1.8	2.0	2.1	2.1	1.9	1.7	1.8	1.9
Asset Turnover (x)	2.0	1.9	2.0	2.0	1.9	1.8	1.8	1.8	1.8
Inventory (Days)	59	44	59	55	49	47	47	47	47
Debtor (Days)	21	22	22	20	18	19	18	18	18
Creditor (Days)	36	37	37	36	37	31	32	32	32
<b>Leverage Ratio (x)</b>									
Current Ratio	2.2	2.2	2.5	2.5	2.6	2.5	2.1	2.4	2.8
Interest Cover Ratio	31.1	48.6	196.6	116.7	77.5	90.2	36.2	117.9	144.8
Net Debt/Equity	0.0	-0.3	-0.3	-0.3	-0.4	-0.3	-0.3	-0.3	-0.4

### Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	6,101	10,662	12,318	11,113	14,054	12,390	10,775	16,237	19,879
Depreciation	2,057	2,128	2,295	2,634	2,984	3,586	4,179	4,455	4,797
Interest & Finance Charges	188	52	51	80	161	119	-112	-913	-1,053
Direct Taxes Paid	-1,739	-2,341	-2,868	-2,375	-3,232	-3,023	-2,709	-4,087	-5,003
(Inc)/Dec in WC	-1,213	1,962	-4,941	-777	1,796	-992	-604	-1,208	-1,299
<b>CF from Operations</b>	<b>5,393</b>	<b>12,463</b>	<b>6,855</b>	<b>10,676</b>	<b>15,763</b>	<b>12,081</b>	<b>11,529</b>	<b>14,484</b>	<b>17,320</b>
Others	0	0	-2,153	-1,772	-1,634	-2,043	0	0	0
<b>CF from Operating incl EO</b>	<b>5,393</b>	<b>12,463</b>	<b>4,703</b>	<b>8,904</b>	<b>14,129</b>	<b>10,037</b>	<b>11,529</b>	<b>14,484</b>	<b>17,320</b>
(Inc)/Dec in FA	-2,368	-2,689	-4,661	-4,218	-5,467	-8,904	-8,900	-6,000	-6,000
<b>Free Cash Flow</b>	<b>3,026</b>	<b>9,775</b>	<b>42</b>	<b>4,686</b>	<b>8,662</b>	<b>1,133</b>	<b>2,629</b>	<b>8,484</b>	<b>11,320</b>
(Pur)/Sale of Investments	151	-1,293	139	188	298	398	-3,100	0	0
Others	258	2,102	571	589	-731	521	402	1,043	1,183
<b>CF from Investments</b>	<b>-1,959</b>	<b>-1,880</b>	<b>-3,951</b>	<b>-3,442</b>	<b>-5,900</b>	<b>-7,985</b>	<b>-11,598</b>	<b>-4,957</b>	<b>-4,817</b>
Issue of Shares	0	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	2,492	-4,103	-11	0	0	0	0	0	0
Interest Paid	-202	-221	-10	-15	-39	-57	-290	-130	-130
Dividend Paid	-2,147	-2,790	-2,922	-3,049	-3,557	-4,065	-4,320	-4,320	-4,320
Others	-1,637	1,901	-161	-202	-221	-279	755	874	991
<b>CF from Fin. Activity</b>	<b>-1,493</b>	<b>-5,213</b>	<b>-3,103</b>	<b>-3,266</b>	<b>-3,817</b>	<b>-4,400</b>	<b>-3,855</b>	<b>-3,576</b>	<b>-3,459</b>
<b>Inc/Dec of Cash</b>	<b>1,941</b>	<b>5,370</b>	<b>-2,351</b>	<b>2,197</b>	<b>4,412</b>	<b>-2,348</b>	<b>-3,924</b>	<b>5,952</b>	<b>9,045</b>
Opening Balance	373	2,314	7,615	5,264	7,461	11,873	9,525	5,601	11,552
<b>Closing Balance</b>	<b>2,314</b>	<b>7,684</b>	<b>5,264</b>	<b>7,461</b>	<b>11,873</b>	<b>9,525</b>	<b>5,601</b>	<b>11,552</b>	<b>20,597</b>

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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

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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, 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.

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