

**Market snapshot**

Equities - India	Close	Chg .%	CYTD.%
Sensex	75,238	-0.2	-11.7
Nifty-50	23,644	-0.2	-9.5
Nifty-M 100	60,567	-0.4	0.1
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	7,409	-1.2	8.2
Nasdaq	26,225	-1.5	12.8
FTSE 100	10,195	-1.7	2.7
DAX	23,951	-2.1	-2.2
Hang Seng	8,691	-1.9	-2.5
Nikkei 225	61,409	-2.0	22.0
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	110	0.0	75.4
Gold (\$/OZ)	4,554	-2.1	5.4
Cu (US\$/MT)	13,895	0.0	11.6
Almn (US\$/MT)	3,741	0.0	26.1
Currency	Close	Chg .%	CYTD.%
USD/INR	96.0	0.2	6.8
USD/EUR	1.2	-0.2	-0.9
USD/JPY	158.5	0.1	1.1
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	7.1	0.04	0.5
10 Yrs AAA Corp	7.5	0.00	0.2
Flows (USD b)	15-May	MTD	CYTD
FII	0.02	-2.09	-23.1
DII	0.07	4.40	37.0
Volumes (INRb)	15-May	MTD*	YTD*
Cash	1,554	1540	1347
F&O	90,880	2,62,704	2,74,869

Note: Flows, MTD includes provisional numbers.

\*Average



**Today's top research idea**

**Siemens Energy India: Strong power generation performance offsets power transmission weakness**

- ❖ ENRIN's 2QFY26 results were largely in line with estimates. Overall margin was weaker than estimates. We expect inflows and margin to recover in coming quarters on improved tendering and higher volumes.
- ❖ The company's new plant is likely to be commissioned during 1HFY27, which can cater to both domestic and export demand.
- ❖ We expect ENRIN to remain one of the beneficiaries of increasing spending on renewables, addition of data center capacities, improved capex trends on private sector industries, and export orders from renewables and data centers. We marginally revise our estimates by 1%/1%/2% for FY26/FY27/FY28 and maintain BUY with an unchanged TP of INR3,700, based on 55x two-year forward earnings.



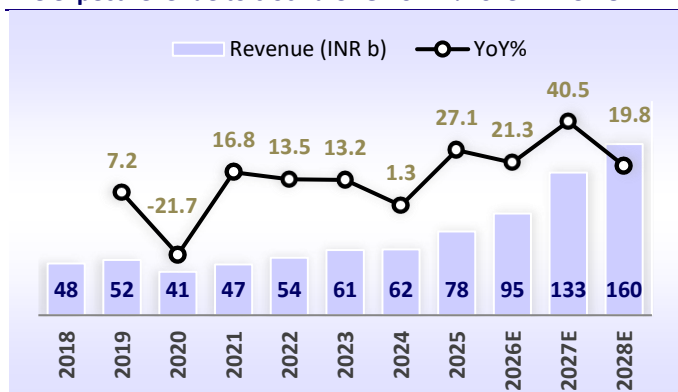
**Research covered**

Cos/Sector	Key Highlights
Siemens Energy India	Strong power generation performance offsets power transmission weakness
Hindustan Aeronautics	Tejas deliveries shifted to 2QFY27
Tata Steel	In-line earnings; high steel prices boosts outlook
United Spirits	Soft top-line performance; healthy margin delivery
Other Updates	SAIL   Vishal Mega Mart   Premier Energies   Endurance Technologies   Delhivery   Global Health   Gland Pharma   Apollo Tyres   Data Patterns (India)   Kalpataru Projects International   Alembic Pharma   Devyani International   LT Foods   P N Gadgil Jewellers   Fujiyama Power Systems   Galaxy Surfactants   VIP Industries   TCI Express   Internet   Economy - Macro-Cap   EcoScope   Healthcare   Power Grid   Vodafone Idea   Amber Enterprises   Deepak Nitrite   KEC International   Fusion Microfinance



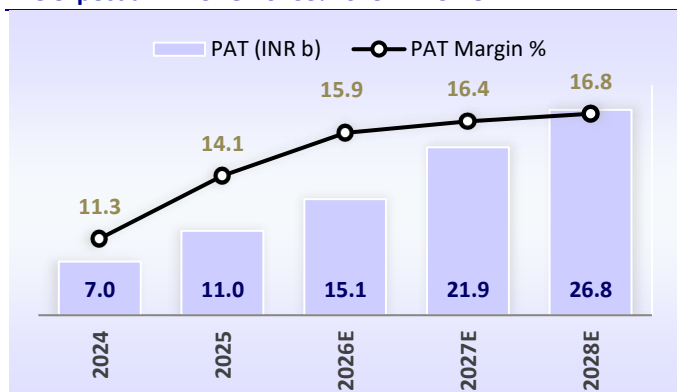
**Chart of the Day: Siemens Energy India (Strong power generation performance offsets power transmission weakness)**

**We expect revenue to clock a CAGR of 27% over FY25-28**



Source: Company, MOFSL

**We expect a PAT CAGR of 35% over FY25-28**



Source: Company, MOFSL

**Research Team**

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

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



Kindly click on textbox for the detailed news link

1

**Strong digital business boosts ENIL FY26 revenue 3.9% to Rs 565 crore**

Entertainment Network India, or ENIL, saw its revenue climb to ₹565 crore in FY26. This growth was powered by its digital business, which expanded significantly. The company's radio advertising market faced challenges.

2

**MSME auto suppliers seek relief from carmakers as rising labour and input costs hurt**

Small auto component suppliers are facing severe financial strain. They are urging major car makers to help manage rising wages, energy, and raw material costs. Suppliers also seek long-term partnerships over transactional deals.

3

**JLR readies recovery plan to get fit for new 'world order'**

Jaguar Land Rover is implementing a three-part recovery plan following its worst annual net loss in five years. The strategy targets reducing procurement and warranty expenses while enhancing digital systems.

4

**Only Ambuja in fray for Jaypee Cement, submits Rs 580 crore bid**

In a surprising turn of events, Ambuja Cements, part of the Adani Group, has put in a bid of Rs 580 crore for Jaypee Cement. However, this bid falls short of the company's liquidation value, prompting lenders to engage in discussions with Ambuja for a more favorable offer.

5

**British insurer Prudential to buy 75% in Bharti Life for Rs 3,500 crore**

Bharti Enterprises will pare its stake in the company to 25% from 85% while 360 One Asset Management will sell its entire 15% holding and exit the venture, the companies announced on Sunday.

6

**NTPC chief against reliance on one source for nuclear technology**

India must avoid depending on one country for nuclear technology. NTPC chairman Gurdeep Singh stresses domestic control for nuclear projects. The company aims for 30 GW nuclear capacity by 2047.

7

**GST gains eroded by Gulf war: Dabur CEO Mohit Malhotra**

Dabur's CEO Mohit Malhotra says the West Asia war has impacted the gains from GST measures. The company is raising prices and acquiring digital brands. Inflation has surged due to the conflict. Dabur expects value growth to continue for two quarters.

# Siemens Energy India

Estimate changes



TP change



Rating change



CMP: INR3,086

TP: INR3,700 (+20%)

Buy

## Strong power generation performance offsets power transmission weakness

ENRIN's 2QFY26 results were largely in line with estimates. Overall margin was weaker than estimates. We expect inflows and margin to recover in coming quarters on improved tendering and higher volumes. The company's new plant is likely to be commissioned during 1HFY27, which can cater to both domestic and export demand. We expect ENRIN to remain one of the beneficiaries of increasing spending on renewables, addition of data center capacities, improved capex trends on private sector industries, and export orders from renewables and data centers. We marginally revise our estimates by 1%/1%/2% for FY26/FY27/FY28 and maintain BUY with an unchanged TP of INR3,700, based on 55x two-year forward earnings.

Bloomberg	ENRIN IN
Equity Shares (m)	356
M.Cap.(INRb)/(USD\$b)	1099 / 11.5
52-Week Range (INR)	3625 / 2105
1, 6, 12 Rel. Per (%)	8/3/-
12M Avg Val (INR M)	2287

### Financials Snapshot (INR b)

Y/E Sep	FY26	FY27E	FY28E
Net Sales	94.9	133.4	159.8
EBITDA	19.9	28.7	35.0
PAT	15.1	21.9	26.8
EPS (INR)	42.5	61.5	75.2
GR. (%)	37.4	44.9	22.2
BV/Sh (INR)	164.1	225.6	300.8

### Ratios

ROE (%)	25.9	27.3	25.0
RoCE (%)	27.2	28.3	25.7

### Valuations

P/E (X)	72.7	50.2	41.1
P/BV (X)	18.8	13.7	10.3
EV/EBITDA (X)	52.7	36.0	28.9

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	75.0	75.0	75.0
DII	6.6	6.7	6.9
FII	7.6	7.2	8.4
Others	10.8	11.1	9.7

FII Includes depository receipts

### Revenue beat, profitability in line

Siemens Energy India reported 2QFY26 revenue of INR24b (+27% YoY), driven by strong growth in power transmission and power generation segments. Gross margin contracted 210bp YoY to 40.5% (vs. est 43%), while EBITDA increased 39% YoY to INR5b, with EBITDA margin expanding 170bp YoY to 20.8%. Lower gross margin and higher other expenses impacted margin performance vs. estimates. Supported by higher-than-expected other income and a lower tax rate, PAT was up 52% YoY at INR3.7b (in line). Order inflows in 2QFY26 were down 22% YoY at INR33b, leading to the order backlog of INR184b (+22% YoY). For 1HFY26, revenue/EBITDA/PAT grew 27%/38%/55% YoY to INR43b/INR10b/INR7b, with EBITDA margin expanding 190bp YoY to 22.3%. OCF declined 82% YoY to INR344m due to higher NWC. The company reported free cash outflow of INR596m vs. positive cash flow of INR961m in 1HFY25.

### Power transmission remains the key growth driver

Power transmission segment revenue came in line, but EBIT margins were weak in 2QFY26. In 1HFY26, order inflows stood at INR43b as ordering was relatively slower. Order backlog grew 27.5% YoY to INR125b. The opportunity pipeline remains strong for ENRIN across renewable integration, transmission, grid stabilization, HVDC, STATCOM and synchronous condenser, along with robust demand for transformers, substations and switchgears for domestic and global data centers. The company's expansion for transformers and switchgear is likely to be commissioned in 1HFY27. We have baked in inflows of INR95b/INR108b/INR122b for power transmission in FY26/FY27/FY28. For this segment, we expect revenue CAGR of 39% over FY25-28E and EBIT margin of 20.8%/21.8%/21.8% for FY26/FY27/FY28.

### Capacity expansion underway for power transmission

ENRIN is expanding its capacity from 15,000 MVA to 30,000 MVA at a capex of INR7.4b. This would be commissioned by mid-FY27. The company is yet to decide on the location of new capex for expanding capacity from 30,000 MVA to 60,000 MVA.

### **Power generation performance remains steady**

Power generation segment revenue and EBIT margins beat our estimates in 2QFY26. Order inflows remained stable at INR23b during 1HFY26, driving the order backlog to INR59b (+12% YoY). Management highlighted that the power generation segment is more domestic-oriented and has not received export orders on turbines or full package services orders for turbines from the parent entity. The company is not catering to the combined cycle turbines for data centers as it requires large turbines and ENRIN is currently more focused on industrial steam turbines. On the services side, it caters to existing installed fleet from utility and industrial steam turbines. Thus, the growth in the power generation segment is more dependent on growth in installed base as well as on new opportunities that can come from nuclear side. We estimate order inflows of INR51b/INR57b/INR62b for power generation segment for FY26/27/28. We expect revenue CAGR of 9% over FY25-28E and EBIT margins of 18%/17%/17% for FY26/27/28E.

### **Exports gaining traction**

Export contribution increased to 28.5% of revenue in 1HFY26 from 23.5% in 1HFY25, driven mainly by transformer and switchgear exports from the power transmission business. The company highlighted opportunities across the US, Europe and the Middle East, supported by strong demand from renewable energy and data center markets. ENRIN has direct sales rights across South Asia, whereas exports to other global markets are routed through Siemens Energy based on group requirements. The company secured transformer export orders linked to US renewable and data center projects and executed GIS exports for the Middle East oil & gas applications.

### **Financial outlook**

We slightly revise our FY26/FY27/FY28 estimates to bake in 2QFY26 performance. We expect revenue/EBITDA/PAT CAGR of 27%/32%/35% over FY25-28E, led by strong growth across power transmission (39% CAGR) and power generation (9% CAGR). We expect EBITDA margin of 21%/21.5%/21.9% for FY26/27/28.

### **Valuation and view**

Siemens Energy is currently trading at 50.2x/41.1x P/E on FY27/28E EPS. We marginally revise our estimates by 1%/1%/2% for FY26/27/28 and maintain BUY with an unchanged TP of INR3,700, based on 55x two-year forward earnings.

### **Key risks and concerns**

Key risks to our thesis can come from a slowdown in ordering and supply chain issues and a sharp rise in commodity prices, impacting margin.

**Quarterly performance (Consol)**
**(INR m)**

Income Statement	FY25				FY26E				FY25	FY26E	FY26E	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	
<b>Y/E September</b>												
<b>Net Sales</b>	15,169	18,795	17,846	26,457	19,109	23,941	23,737	28,160	78,267	94,947	21,838	10
Change (%)	NA	NA	20.2	27.3	26.0	27.4	33.0	6.4	NA	21.3	16.2	
Expenses	11,816	15,210	14,443	21,664	14,501	18,958	19,013	22,528	63,133	75,000	16,859	12
<b>EBITDA</b>	<b>3,353</b>	<b>3,585</b>	<b>3,403</b>	<b>4,793</b>	<b>4,608</b>	<b>4,983</b>	<b>4,724</b>	<b>5,632</b>	<b>15,134</b>	<b>19,948</b>	<b>4,978</b>	<b>0</b>
Change (%)	NA	NA	59.5	24.5	37.4	39.0	38.8	17.5	NA	31.8	38.9	
As of % Sales	22.1	19.1	19.1	18.1	24.1	20.8	19.9	20.0	19.3	21.0	22.8	
Depreciation	207	243	266	314	323	347	319	319	1,030	1,309	266	30
Interest	44	33	142	63	74	73	72	63	282	282	69	6
Other Income	16	144	525	368	493	459	453	453	1,053	1,858	306	50
<b>PBT pre EO items</b>	<b>3,118</b>	<b>3,453</b>	<b>3,520</b>	<b>4,784</b>	<b>4,704</b>	<b>5,022</b>	<b>4,786</b>	<b>5,703</b>	<b>14,875</b>	<b>20,215</b>	<b>4,949</b>	<b>1</b>
Extra-ordinary Items	0	0	0	0	-519	0	0	0	0	-519	0	
<b>PBT</b>	<b>3,118</b>	<b>3,453</b>	<b>3,520</b>	<b>4,784</b>	<b>4,185</b>	<b>5,022</b>	<b>4,786</b>	<b>5,703</b>	<b>14,875</b>	<b>19,696</b>	<b>4,949</b>	<b>1</b>
Tax	801	992	893	1,188	1,056	1,276	1,244	1,518	3,874	5,094	1,267	1
Effective Tax Rate (%)	25.7	28.7	25.4	24.8	25.2	25.4	26.0	26.6	26.0	25.9	25.6	
<b>Reported PAT</b>	<b>2,317</b>	<b>2,461</b>	<b>2,627</b>	<b>3,596</b>	<b>3,129</b>	<b>3,746</b>	<b>3,541</b>	<b>4,185</b>	<b>11,001</b>	<b>14,602</b>	<b>3,682</b>	<b>2</b>
<b>Adj PAT</b>	<b>2,317</b>	<b>2,461</b>	<b>2,627</b>	<b>3,596</b>	<b>3,648</b>	<b>3,746</b>	<b>3,541</b>	<b>4,185</b>	<b>11,001</b>	<b>15,121</b>	<b>3,682</b>	<b>2</b>
Change (%)	NA	NA	80.2	31.4	57.4	52.2	34.8	16.4	NA	13.3	49.6	
Margin (%)	15.3	13.1	14.7	13.6	19.1	15.6	14.9	14.9	14.1	15.9	16.9	

Segmental split	FY25				FY26E				FY25	FY26E	FY26E	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	
<b>INR m</b>												
<b>Segmental revenue</b>												
Power Transmission	8,394	10,138	9,764	13,600	11,237	12,792	13,826	17,448	41,896	55,303	12,720	1
Power Generation	6,775	8,657	8,082	12,857	7,872	11,149	9,911	10,712	36,371	39,644	9,118	22
<b>Total revenue</b>	<b>15,169</b>	<b>18,795</b>	<b>17,846</b>	<b>26,457</b>	<b>19,109</b>	<b>23,941</b>	<b>23,737</b>	<b>28,160</b>	<b>78,267</b>	<b>94,947</b>	<b>21,838</b>	<b>10</b>
YoY%	NA	NA	20.2	27.3	26.0	27.4	33.0	6.4	NA	21.3	16.2	
<b>Segmental EBIT</b>												
Power Transmission	1,699	2,054	1,825	2,468	2,733	2,143	2,903	3,724	8,046	11,503	3,053	(30)
Margin %	20.2	20.3	18.7	18.1	24.3	16.8	21.0	21.3	19.2	20.8	24.0	
Power Generation	1,447	1,288	1,312	2,011	1,552	2,493	1,502	1,589	6,058	7,136	1,660	50
Margin %	21.4	14.9	16.2	15.6	19.7	22.4	15.2	14.8	16.7	18.0	18.2	
<b>Total EBIT</b>	<b>3,146</b>	<b>3,342</b>	<b>3,137</b>	<b>4,479</b>	<b>4,285</b>	<b>4,636</b>	<b>4,405</b>	<b>5,313</b>	<b>14,104</b>	<b>18,639</b>	<b>4,712</b>	<b>(2)</b>
Margin %	20.7	17.8	17.6	16.9	22.4	19.4	18.6	18.9	18.0	19.6	21.6	

# Hindustan Aeronautics

Estimate change



TP change



Rating change



**CMP: INR4,387**

**TP: INR5,500 (+25%)**

**Buy**

## Tejas deliveries shifted to 2QFY27

Hindustan Aeronautics (HAL)'s 4QFY26 results were ahead of our estimates on better-than-expected margin and other income. Despite witnessing issues in Tejas Mk1A deliveries during FY26, the company scaled up execution across ALH, AL31-FP, and RD-33 engines and platforms and grew manufacturing revenue by 30% YoY in FY26. With an order book of INR2.5t, we expect manufacturing revenues to scale up as HAL would be working on various platforms such as LCA Mk1A, LCH, Su-30 engine upgrade, Su-30, HTT-40, and Dornier simultaneously in FY27. HAL is targeting 20 deliveries of the Tejas Mk1A in FY27 contingent upon receipt of engines from GE. For other platforms, too, execution ramp-up is expected to be faster as the supply chain is under control for those projects. We raise our estimates by 15%/8% to bake in slightly lower revenue and higher margin, in line with the delivery schedule of platforms. We reiterate our BUY rating with a TP of INR5,500, implying a 30x P/E two-year forward earnings. HAL continues to remain the cheapest stock in our defense coverage universe. However, re-rating is dependent upon platform deliveries, which are likely to commence from 2QFY27.

### Better-than-expected profitability

Revenue increased 2% YoY to INR139b, 6% above our estimate of INR131b. Gross margin contracted to 54.0% vs our estimate of 57.9%. However, lower-than-expected provision made during the quarter led to a 28% beat on absolute EBITDA of INR50.6b (-5% YoY), while EBITDA margin contracted 230bp YoY to 36.3% (vs our est. of 30.2%). Aided by higher-than-expected other income, PAT at INR42b increased 6% YoY, beating our estimates by 57%. For FY26, revenue/EBITDA/PAT increased 7%/2%/9% YoY to INR331b/98b/91b, while EBITDA margin contracted 150bp YoY to 29.5%. The company reported an order book of INR2.5t in FY26 vs ~INR1.9t last year. The increase is mainly due to the signing of major orders with the MoD for the supply of 97 additional LCA Mk1A aircraft (INR624b), six ALH CG (INR27b), and eight Dornier CG (INR219b). OCF/FCF declined 20%/18% YoY to INR109b/INR100b.

### Strong order book visibility

HAL closed FY26 with an order book of INR2.5t (vs INR1.9t at the beginning of the year). The company received fresh orders worth INR970b during the year, which included manufacturing contracts worth INR697b, ROH orders worth INR265b, development orders of INR30b, and export orders of INR4b. Key contracts received during the year included 97 LCA Tejas Mk1A aircraft for the Indian Air Force, 6 ALH Mk3 helicopters for the Indian Coast Guard, and 8 Dornier-228 aircraft. Management also highlighted a strong near-term pipeline of ~INR900b over the next two years, which includes 143 ALH helicopter orders for the Indian Army and Air Force, Sukhoi upgrades, and Dornier upgrade programs. The company expects the ALH order to be the single largest contributor within the upcoming order pipeline. Management also indicated that future approvals related to AMCA production participation and other indigenous aircraft programs could further strengthen long-term order visibility.

	HNAL IN
Bloomberg Equity Shares (m)	669
M.Cap.(INRb)/(USDb)	2933.4 / 30.6
52-Week Range (INR)	5166 / 3479
1, 6, 12 Rel. Per (%)	6/1/-4
12M Avg Val (INR M)	6847

### Financials Snapshot (INR b)

Y/E March	2026	2027E	2028E
Sales	330.9	376.5	472.9
EBITDA	97.7	110.7	136.6
Adj. PAT	91.2	100.2	120.1
Adj. EPS (INR)	136.3	149.9	179.6
EPS Gr. (%)	9.1	10.0	19.8
BV/Sh.(INR)	613.7	718.6	853.2

### Ratios

RoE (%)	22.2	20.9	21.1
RoCE (%)	22.7	21.3	21.4
Payout (%)	36.7	30.0	25.1

### Valuations

P/E (x)	32.2	29.3	24.4
P/BV (x)	7.1	6.1	5.1
EV/EBITDA (x)	25.3	21.9	17.0
Div. Yield (%)	1.1	1.0	1.0

### Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	71.6	71.6	71.6
DII	10.5	9.7	8.3
FII	10.2	10.9	12.1
Others	7.7	7.8	8.0

FII includes depository receipts

### Revenue mix during the year

HAL reported FY26 revenue of INR331b (+7% YoY) despite delays in Tejas deliveries and ongoing global supply chain disruptions. ROH revenues contributed ~INR205b, while manufacturing revenues stood at INR93b (+31% YoY), driven by ALH helicopters, AL31FP engines, and RD33 engine deliveries. Export revenues grew 25% YoY to INR5b. The company indicated that the current revenue mix of nearly 70% ROH and 30% manufacturing is likely to gradually move towards a more balanced 50-50% mix as large manufacturing programs scale up over the next few years.

### Update on Tejas deliveries

The company expected LCA Tejas Mk1A deliveries to begin by Aug-Sep'26 after completion of ongoing refinements and testing activities. HAL has already received six GE-F404 engines and expects another 15-20 engines during FY27. GE has committed to delivering one engine in Jun'26, with deliveries likely to accelerate from August onward. The company expects to deliver ~20 Tejas aircraft during FY27, which should materially improve manufacturing revenues and execution momentum. More than 20 aircraft structures are already fully built, with engine ground runs completed, which indicates that execution bottlenecks are currently linked primarily to engine availability and final refinements. GE faced global casting and supply chain disruptions across its vendor ecosystem, though the situation is now gradually stabilizing. Further, Uttam AESA radar integration is currently planned for the 97 aircraft Tejas order once DRDO provides production clearance. We currently factor in six Tejas deliveries in FY27, though execution could improve further if GE engine supplies ramp up faster than our current expectations.

### Progress across other programs

- **HTT-40 trainer:** Aircraft deliveries to begin in FY27 with more than 20 aircraft targeted annually. Honeywell's engine supply issues for HTT-40 appear to be stabilizing, with deliveries expected to resume from next month.
- **Sukhoi program:** HAL plans to deliver one Su-30 aircraft during FY28, followed by the remaining 11 aircraft in FY29. The additional Su-30 upgrade program is expected to receive CCS approval during FY27, while the detailed design phase may continue for 5-6 years before upgrades commence.
- **The Tejas Mk2** prototype rollout is targeted by Mar'27.
- **Unmanned systems:** The rotary UAV prototype is undergoing ground testing, while the CATS Warrior is expected to achieve flight testing in FY28.

### Supply chain risk mitigation

The global aerospace supply chain disruptions continue across engines, castings, and critical imported components, though the situation is gradually stabilizing. HAL has increased engagement with Tier 1, Tier 2, and Tier 3 suppliers while also developing alternate domestic and foreign vendors to reduce dependence on single-source suppliers and mitigate delays. Procurement for major programs, including the 97 Tejas order, had been completed earlier, which limits near-term cost inflation risks while increasing outsourcing of structures and assemblies to private sector partners improves scalability and execution efficiency as production ramps up.

### Management guidance

The company guided for FY27 revenue growth of 10%-12%, supported by higher manufacturing revenues from LCA Tejas Mk1A and HTT-40 deliveries, while EBITDA margins are expected to remain stable at 30%-31%. Growth is likely to remain back-ended, as Tejas deliveries are expected to begin from the 2HFY27. HAL also plans

~INR120b of capex by 2030 toward infrastructure for Tejas Mk2, GE-414 engines, IMRH helicopters, SSLV production, and aero-engine indigenization.

### Financial outlook

We revise our estimates upward by 15%/8% to bake in slightly lower revenue and higher margin, in line with the delivery schedule of platforms. We expect the overall revenue/EBITDA/PAT to clock a CAGR of 20%/18%/15% over FY26-28. EBITDA margin is projected to remain strong at 29.4% in FY27, while it is expected to go down slightly to 28.9% in FY28 as the share of manufacturing revenues ramps up. The stock is currently trading at 29.3x/24.4x P/E on FY27E/FY28E EPS. We reiterate our BUY rating with a TP of INR5,500, implying 30x P/E two-year forward earnings.

### Key risks and concerns

Key risks would include 1) slower-than-expected finalization of large platform orders, 2) further delays in deliveries of key components such as engines for the Tejas Mk1A, 3) delays in payments from the MoD, and 4) higher involvement of the private sector.

### Consolidated - Quarterly Snapshot

(INR b)

Income Statement Y/E March	FY25				FY26				FY25	FY26	FY26E	Est 4QE	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q					
<b>Net Sales</b>	<b>43.5</b>	<b>59.8</b>	<b>69.6</b>	<b>137.0</b>	<b>48.2</b>	<b>66.3</b>	<b>77.0</b>	<b>139.4</b>	<b>309.8</b>	<b>330.9</b>	<b>131.0</b>	<b>6</b>	
Change (%)	11.0	6.0	14.8	(7.2)	10.8	10.9	10.7	1.8	3.9	6.8	(4.4)		
Expenses	33.6	43.4	52.7	84.0	35.4	50.7	58.3	88.8	213.7	233.2	91.5	(3)	
<b>EBITDA</b>	<b>9.9</b>	<b>16.4</b>	<b>16.8</b>	<b>52.9</b>	<b>12.8</b>	<b>15.6</b>	<b>18.7</b>	<b>50.6</b>	<b>96.1</b>	<b>97.7</b>	<b>39.5</b>	<b>28</b>	
Change (%)	13.0	7.4	17.2	(10.3)	29.4	(5.0)	11.2	(4.5)	17.8	1.7	(25.4)		
As of % Sales	22.8	27.4	24.2	38.6	26.6	23.5	24.3	36.3	31.0	29.5	30.2		
Depreciation	1.5	1.8	2.8	7.4	1.9	2.3	3.1	6.3	13.4	13.5	8.2	(22)	
Interest	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.1	(41)	
Other Income	7.4	5.4	6.3	6.5	7.5	8.9	9.1	11.5	25.6	37.0	4.3	166	
<b>PBT pre-EO items</b>	<b>15.8</b>	<b>20.0</b>	<b>20.4</b>	<b>52.0</b>	<b>18.4</b>	<b>22.2</b>	<b>24.7</b>	<b>55.7</b>	<b>108.2</b>	<b>121.1</b>	<b>35.6</b>	<b>57</b>	
Extra-ordinary Items	-	0.1	-	-	-	-	-	-	0.1	-	-		
<b>PBT</b>	<b>15.8</b>	<b>20.1</b>	<b>20.4</b>	<b>52.0</b>	<b>18.4</b>	<b>22.2</b>	<b>24.7</b>	<b>55.7</b>	<b>108.3</b>	<b>121.1</b>	<b>35.6</b>	<b>57</b>	
Tax	1.5	5.1	6.0	12.4	4.7	5.6	6.2	13.9	25.0	30.4	9.1	53	
Effective Tax Rate (%)	9.3	25.5	29.6	23.9	25.5	25.1	25.1	24.9	23.1	25.1	25.5		
MI & P/L Share of JV	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.4	0.4	0.2		
<b>Reported PAT</b>	<b>14.4</b>	<b>15.1</b>	<b>14.4</b>	<b>39.8</b>	<b>13.8</b>	<b>16.7</b>	<b>18.7</b>	<b>42.0</b>	<b>83.6</b>	<b>91.2</b>	<b>26.7</b>	<b>57</b>	
<b>Adj PAT</b>	<b>14.4</b>	<b>15.0</b>	<b>14.4</b>	<b>39.8</b>	<b>13.8</b>	<b>16.7</b>	<b>18.7</b>	<b>42.0</b>	<b>83.6</b>	<b>91.2</b>	<b>26.7</b>	<b>57</b>	
Margin (%)	33.1	25.2	20.7	29.0	28.7	25.2	24.2	30.1	27.0	27.5	20.4		
Change (%)	76.5	21.7	14.1	(7.7)	(3.7)	10.9	29.6	5.5	38.4	9.1	(32.9)		

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR217**      **TP: INR250 (+15%)**      **BUY**

## In-line earnings; high steel prices boosts outlook

### Standalone performance broadly in line

Bloomberg	TATA IN
Equity Shares (m)	12484
M.Cap.(INRb)/(USDb)	2707 / 28.2
52-Week Range (INR)	224 / 150
1, 6, 12 Rel. Per (%)	6/33/43
12M Avg Val (INR M)	5221
Free float (%)	66.8

- Tata Steel's (TATA) standalone revenue stood at INR385b (+12% YoY and +8% QoQ) in 4QFY26, in line with our estimate. The growth was largely driven by better domestic volumes and strong NSR recovery.
- Steel production stood at 5.97mt (+14% YoY and flat QoQ), whereas deliveries were in line with our est. at 6.2mt, up 11% YoY and 2% QoQ.
- ASP improved by 5% sequentially to INR62,113/t in 4QFY26 (+1% YoY), driven by strong steel price recovery led by safeguard duty.
- EBITDA stood at INR94.7b (+36% YoY and +23% QoQ), in line with our estimate, translating to EBITDA/t of INR15,300/t (+23% YoY and +20% QoQ) in 4QFY26 as the input cost inflation, led by higher coking coal consumption cost, was fully offset by strong NSR.
- APAT stood at INR48b (+29% YoY and +15% QoQ), in line with our estimate.
- In FY26, revenue grew 5% YoY to INR1,397b, aided by volume growth of 8% YoY to 22.5mt. This was partially offset by muted NSR of 2% YoY.
- EBITDA stood at INR325b (+17% YoY), translating to EBITDA/t of INR14,413 (+8% YoY), whereas APAT stood at INR172b, up 15% YoY in FY26.

### Financials & Valuations (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	2,321	2,617	2,744
EBITDA	344	432	470
Adj. PAT	112	179	199
EBITDA Margin (%)	14.8	16.5	17.1
Adj. EPS (INR)	9.0	14.3	15.9
BV/Sh. (INR)	81.9	94.2	108.2

### Ratios

Net D:E	0.8	0.6	0.5
RoE (%)	11.6	16.3	15.7
RoCE (%)	11.6	14.7	15.0
Payout (%)	44.5	14.0	12.6

### Valuations

P/E (x)	18.9	15.1	13.6
P/BV (x)	2.1	2.3	2.0
EV/EBITDA(x)	8.6	8.0	7.1
Div. Yield (%)	2.4	0.9	0.9

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	33.2	33.2	33.2
DII	26.9	27.2	24.7
FII	19.1	18.0	18.8
Others	20.9	21.7	23.4

FII Includes depository receipts

### Europe EBITDA turns positive in 4Q

- Combined Europe's revenue stood at INR228b (+10% YoY and +17% QoQ) during the quarter, primarily driven by healthy NSR YoY and better volume QoQ.
- Combined steel deliveries stood at 2.2mt (-7% YoY and +16% QoQ), in line with our estimate, while ASP stood at USD1,123/t (+11% YoY and -2% QoQ).
- EBITDA was positive during the quarter at INR320m (in line with est.) against EBITDA loss of INR7.5b in 4QFY25 and INR1.7b in 3QFY26.
- This translates to EBITDA/t of USD2/t in 4QFY26 against EBITDA/t loss of USD36/t in 4QFY25 and USD10/t in 3QFY26.

### Consolidated performance: PAT slightly better than our estimate

- Consolidated revenue stood at INR633b (+13% YoY and +11% QoQ), in line with our estimate, mainly attributed to better volumes and NSR during the quarter.
- Sales volume stood at 8.7mt (+5% YoY and +6% QoQ), whereas ASP stood at INR72,557/t (+8% YoY and +5% QoQ) in 4QFY26, led by steel price recovery mainly in India.
- EBITDA stood at INR98.3b (+50% YoY and +20% QoQ), largely in line with our estimate of INR94.2b, translating to EBITDA/t of INR11,271 (+43% YoY and +13% QoQ) in 4QFY26.
- APAT for the quarter stood at INR30.6b (+81% YoY and +12% QoQ) against our estimate of INR26.3b.
- In FY26, consol. revenue stood at INR2,321b (+6% YoY) and EBITDA at INR343b (+33% YoY), while APAT grew by 167% YoY to INR112b.

### Key highlights from the management commentary

- Management guided for incremental volume of 2mt in FY27, largely driven by India operations and Kalinganagar ramp-up and Ludhiana EAF. Ludhiana EAF will produce about 0.5mt of volumes in FY27 as it will be under the ramp-up phase.
- Management indicated India realizations to improve by INR6,000/t QoQ in 1QFY27, supported by stronger flat steel pricing and auto contract revisions. ~30% of auto contract price increases are expected to be realized in 1QFY27, while the remaining 70% benefit is likely to flow into 2QFY27.
- Management guided that the UK realizations will improve by GBP80/t QoQ and Netherlands realizations by EUR80/t QoQ in 1QFY27.
- Coking coal consumption costs are expected to increase sequentially in 1QFY27 by USD15/t in India and about USD10/t in the Netherlands. Iron ore cost for Netherlands is expected to increase by USD5/t in 1QFY27.
- Overall management expects margin to improve in India and UK in 1QFY27, while Netherlands margins could see temporary pressure due to production disruptions and transition-related costs.
- Gross debt currently stands at INR924b, while net debt is INR801b, with a net debt-to-EBITDA ratio of 2.3x, below the company's threshold level of 3x. Overseas debt has been materially reduced from ~50% of total debt to ~18%, mitigating currency-related risks. India FX debt stands at INR60b and remains fully hedged.

### Valuation and view: Long-term outlook remains strong

- Overall, TATA posted a strong performance in 4QFY26 as anticipated, primarily driven by healthy volume and NSR in India business. Combined Europe's EBITDA continues to hover near its breakeven due to operational challenges; however, improving prices will support the margin.
- EBITDA improvement is expected for Europe's operations in the coming quarters on account of ongoing cost-restructuring measures and improving prices, along with regulatory measures (CABM/reduction in import quotas) to support domestic business. The capacity ramp-up in the Netherlands and lower fixed costs should incrementally drive the overall EBITDA performance going forward.
- Though there are near-term uncertainties related to price volatility and emission challenges in Europe, the long-term outlook remains strong for TATA. We maintain our FY27/28 earnings estimates, considering better volume and an improved pricing environment.
- **At CMP, TATA is trading at 7.1x EV/EBITDA and 2x P/BV on FY28E. We reiterate our BUY rating with an SOTP-based TP of INR250 on FY28E EPS.**

### Standalone quarterly performance (INR b)

Y/E March	FY25				FY26				FY25	FY26E	FY26	Vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Deliveries (kt)</b>	<b>4,940</b>	<b>5,110</b>	<b>5,290</b>	<b>5,600</b>	<b>4,750</b>	<b>5,550</b>	<b>6,040</b>	<b>6,190</b>	<b>20,940</b>	<b>22,530</b>	<b>6,163</b>	<b>0.4</b>
Change (YoY %)	3.1	6.0	8.4	3.3	(3.8)	8.6	14.2	10.5	5.2	7.6		
Change (QoQ %)	(8.9)	3.4	3.5	5.9	(15.2)	16.8	8.8	2.5				
<b>Blended ASP (INR/t)</b>	<b>66,716</b>	<b>63,404</b>	<b>61,929</b>	<b>61,427</b>	<b>65,293</b>	<b>62,486</b>	<b>58,905</b>	<b>62,113</b>	<b>63,284</b>	<b>62,015</b>	<b>61,696</b>	<b>0.7</b>
Change (YoY %)	(9.9)	(10.6)	(12.9)	(8.9)	(2.1)	(1.4)	(4.9)	1.1	(10.6)	(2.0)		
Change (QoQ %)	(1.0)	(5.0)	(2.3)	(0.8)	6.3	(4.3)	(5.7)	5.4				
<b>Net Sales</b>	<b>329.6</b>	<b>324.0</b>	<b>327.6</b>	<b>344.0</b>	<b>310.1</b>	<b>346.8</b>	<b>355.8</b>	<b>384.5</b>	<b>1,325.2</b>	<b>1,397.2</b>	<b>380.2</b>	<b>1.1</b>
Change (YoY %)	(7.1)	(5.3)	(5.6)	(5.9)	(5.9)	7.0	8.6	11.8	(6.0)	5.4		
Change (QoQ %)	(9.8)	(1.7)	1.1	5.0	(9.8)	11.8	2.6	8.1				
<b>EBITDA</b>	<b>67.8</b>	<b>66.1</b>	<b>75.0</b>	<b>69.8</b>	<b>71.2</b>	<b>81.5</b>	<b>77.3</b>	<b>94.7</b>	<b>278.7</b>	<b>324.7</b>	<b>92.2</b>	<b>2.7</b>
Change (YoY %)	1.0	(4.3)	(9.6)	(13.6)	5.1	23.3	3.1	35.7	(7.1)	16.5		
Change (QoQ %)	(16.1)	(2.5)	13.5	(6.9)	2.0	14.4	(5.1)	22.5				
EBITDA Margin %	20.6	20.4	22.9	20.3	23.0	23.5	21.7	24.6	21.0	23.2		
Spreads	40,869	36,175	36,015	36,687	42,198	38,124	36,329	38,586	37,379	38,629		
Conv. Cost	27,152	23,240	21,837	24,224	27,209	23,443	23,529	23,283	24,072	24,216		
EBITDA(INR/t)	13,716	12,935	14,179	12,463	14,988	14,681	12,800	15,303	13,307	14,413		
Interest	9.2	11.3	10.8	11.0	12.7	12.4	12.9	13.2	42.4	51.2		
Depreciation	15.2	15.6	15.6	16.2	16.3	17.2	18.3	19.0	62.5	70.7		
Other Income	3.7	8.5	4.6	5.6	5.6	6.1	7.8	2.2	22.5	21.7		
<b>PBT (before EO Inc.)</b>	<b>47.0</b>	<b>47.7</b>	<b>53.2</b>	<b>48.3</b>	<b>47.8</b>	<b>58.0</b>	<b>53.9</b>	<b>64.8</b>	<b>196.2</b>	<b>224.5</b>		
EO Income(exp)	(2.4)	0.1	(1.5)	(5.3)	(2.2)	(4.0)	(3.5)	(1.3)	(9.0)	(11.0)		
<b>PBT (after EO Inc.)</b>	<b>44.7</b>	<b>47.9</b>	<b>51.7</b>	<b>42.9</b>	<b>45.6</b>	<b>54.0</b>	<b>50.5</b>	<b>63.5</b>	<b>187.2</b>	<b>213.5</b>		
<b>Total Tax</b>	<b>11.3</b>	<b>11.9</b>	<b>13.0</b>	<b>11.2</b>	<b>10.3</b>	<b>13.4</b>	<b>12.2</b>	<b>16.9</b>	<b>47.5</b>	<b>52.9</b>		
% Tax	25.4	25.0	25.0	26.2	22.7	24.9	24.3	26.6	25.4	24.8		
<b>Reported PAT</b>	<b>33.3</b>	<b>35.9</b>	<b>38.8</b>	<b>31.7</b>	<b>35.2</b>	<b>40.6</b>	<b>38.2</b>	<b>46.6</b>	<b>139.7</b>	<b>160.7</b>		
<b>Adjusted PAT</b>	<b>35.7</b>	<b>35.8</b>	<b>40.2</b>	<b>37.0</b>	<b>37.4</b>	<b>44.6</b>	<b>41.7</b>	<b>47.9</b>	<b>148.7</b>	<b>171.6</b>	<b>47.1</b>	<b>1.8</b>
Change (YoY %)	(31.7)	(20.5)	(14.2)	(21.8)	4.9	24.7	3.6	29.4	(22.3)	15.4		
Change (QoQ %)	(24.6)	0.3	12.5	(8.0)	1.1	19.2	(6.5)	14.9				

### Consolidated quarterly performance (INR b)

Y/E March	FY25				FY26				FY25	FY26	FY26E	Vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Sales (k tons)</b>	<b>7,390</b>	<b>7,520</b>	<b>7,720</b>	<b>8,330</b>	<b>7,120</b>	<b>7,910</b>	<b>8,210</b>	<b>8,720</b>	<b>30,960</b>	<b>31,970</b>	<b>8,523</b>	<b>2.3</b>
Change (YoY %)	2.6	6.4	8.0	4.4	(3.7)	5.2	6.3	4.7	5.3	3.3		
Change (QoQ %)	(7.4)	1.8	2.7	7.9	(14.5)	11.1	3.8	6.2				
<b>Avg Realization (INR/t)</b>	<b>74,116</b>	<b>71,682</b>	<b>69,493</b>	<b>67,489</b>	<b>74,688</b>	<b>74,196</b>	<b>69,430</b>	<b>72,557</b>	<b>70,589</b>	<b>72,612</b>	<b>72,862</b>	<b>(0.4)</b>
Change (YoY %)	(10.3)	(9.0)	(10.2)	(8.2)	0.8	3.5	(0.1)	7.5	(9.5)	2.9		
Change (QoQ %)	0.8	(3.3)	(3.1)	(2.9)	10.7	(0.7)	(6.4)	4.5				
<b>Net Sales</b>	<b>547.7</b>	<b>539.0</b>	<b>536.5</b>	<b>562.2</b>	<b>531.8</b>	<b>586.9</b>	<b>570.0</b>	<b>632.7</b>	<b>2,185.4</b>	<b>2,321.4</b>	<b>621.0</b>	<b>1.9</b>
Change (YoY %)	(7.9)	(3.2)	(3.0)	(4.2)	(2.9)	8.9	6.3	12.5	(4.6)	6.2		
Change (QoQ %)	(6.7)	(1.6)	(0.5)	4.8	(5.4)	10.4	(2.9)	11.0				
<b>EBITDA</b>	<b>66.9</b>	<b>55.2</b>	<b>71.5</b>	<b>65.6</b>	<b>74.3</b>	<b>89.0</b>	<b>82.0</b>	<b>98.3</b>	<b>259.3</b>	<b>343.5</b>	<b>94.2</b>	<b>4.3</b>
Change (YoY %)	29.4	29.4	14.2	(0.6)	11.0	61.1	14.6	49.8	16.3	32.5		
Change (QoQ %)	1.4	(17.5)	29.6	(8.3)	13.2	19.8	(7.8)	19.9				
EBITDA Margin %	12.2	10.2	13.3	11.7	14.0	15.2	14.4	15.5	11.9	14.8		
<b>EBITDA (INR/t)</b>	<b>9,059</b>	<b>7,343</b>	<b>9,268</b>	<b>7,874</b>	<b>10,432</b>	<b>11,247</b>	<b>9,987</b>	<b>11,271</b>	<b>8,376</b>	<b>10,745</b>	<b>11,056</b>	<b>2.0</b>
Interest	17.8	19.7	18.0	17.9	18.5	17.7	17.5	17.9	73.4	71.7		
Depreciation	25.4	26.0	25.7	27.2	27.4	28.9	30.5	32.7	104.2	119.5		
Other Income	2.6	6.0	2.2	4.6	2.9	3.6	5.0	2.5	15.4	14.0		
<b>PBT (before EO Inc.)</b>	<b>26.4</b>	<b>15.5</b>	<b>30.0</b>	<b>25.1</b>	<b>31.2</b>	<b>45.9</b>	<b>39.0</b>	<b>50.2</b>	<b>97.1</b>	<b>166.3</b>		
Share of asso. PAT	0.9	(0.3)	0.5	0.8	0.8	0.5	1.0	1.3	1.9	3.7		
EO Income(exp)	(3.6)	6.4	(13.8)	(3.9)	(1.3)	(4.2)	(1.4)	(3.4)	(14.9)	(10.3)		
<b>PBT (after EO Inc.)</b>	<b>23.8</b>	<b>21.6</b>	<b>16.7</b>	<b>22.0</b>	<b>30.7</b>	<b>42.2</b>	<b>38.7</b>	<b>48.1</b>	<b>84.1</b>	<b>159.7</b>		
Total Tax	14.6	14.1	13.8	10.0	10.6	10.4	11.4	18.5	52.4	50.8		
% Tax	61.4	64.9	82.3	45.4	34.6	24.6	29.4	38.4	62.3	31.8		
<b>PAT before MI</b>	<b>9.2</b>	<b>7.6</b>	<b>3.0</b>	<b>12.0</b>	<b>20.1</b>	<b>31.8</b>	<b>27.3</b>	<b>29.7</b>	<b>31.7</b>	<b>108.9</b>		
Minority Interests	(0.4)	(0.7)	(0.3)	(1.0)	(0.7)	0.8	0.4	0.4	(2.5)	0.9		
<b>Reported PAT (after MI)</b>	<b>9.6</b>	<b>8.3</b>	<b>3.3</b>	<b>13.0</b>	<b>20.8</b>	<b>31.0</b>	<b>26.9</b>	<b>29.3</b>	<b>34.2</b>	<b>107.9</b>		
<b>Adj. PAT (after MI)</b>	<b>13.2</b>	<b>4.5</b>	<b>7.4</b>	<b>16.9</b>	<b>21.3</b>	<b>32.7</b>	<b>27.4</b>	<b>30.6</b>	<b>42.0</b>	<b>112.1</b>	<b>26.3</b>	<b>16.6</b>
Change (YoY %)	112.3	(35.8)	68.2	40.1	61.7	625.0	270.9	81.2	41.4	167.0		
Change (QoQ %)	9.3	(65.8)	64.1	128.3	26.1	53.5	(16.1)	11.6				

# United Spirits

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR1,315      TP: INR1,500 (+14%)      Neutral**

## Soft top-line performance; healthy margin delivery

Bloomberg	UNITDSPR IN
Equity Shares (m)	727
M.Cap.(INRb)/(USD\$)	960.6 / 10
52-Week Range (INR)	1645 / 1210
1, 6, 12 Rel. Per (%)	8/1/-8
12M Avg Val (INR M)	1575

### Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	124.5	137.2	149.8
Sales Gr. (%)	7.6	10.2	9.2
EBITDA	23.0	25.7	28.3
Margin (%)	18.4	18.7	18.9
PAT	16.9	18.4	20.6
EPS (INR)	23.4	25.4	28.4
EPS Gr. (%)	18.5	8.7	11.7
BV/Sh.(INR)	120.0	145.4	173.8

### Ratios

RoE (%)	19.4	17.4	16.3
RoCE (%)	21.7	20.6	19.0
Payout (%)	34.2	63.0	63.5

### Valuations

P/E (x)	56.3	51.8	46.4
P/BV (x)	11.0	9.0	7.6
EV/EBITDA (x)	40.0	35.2	31.5

### Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	56.7	56.7	56.7
DII	15.4	15.4	14.6
FII	14.4	14.1	15.0
Others	13.5	13.8	13.7

FII includes depository receipts

- United Spirits' (UNSP) revenue grew 3% YoY to INR30.5b (in line) in 4QFY26. We were expecting weak revenue growth, given the policy change impact in Maharashtra and the high base of AP. Overall, volumes contracted 6% (vs. est. -3%, -3% in 3QFY26). The Prestige & Above (P&A) segment recorded 3% YoY decline in volumes (est. -1%), while it recorded value growth of 5%. The Popular segment reported 16% and 13% volume and revenue contraction YoY. Excluding Maharashtra and AP, revenue grew 9%.
- Gross margin expanded 280bp YoY to 47.3%, supported by headline pricing, product mix, and relatively stable input costs. Consequently, EBITDA margin expanded 230bp YoY to 19.4% (in line). Ongoing geopolitical tensions are expected to lead to ~5% increase in packaging costs in 1QFY27, which could impact gross margins by ~125–150bp; however, ~50% of the impact is expected to be offset by pricing actions, and the balance through productivity initiatives. Management reiterated its mid-to-high teen EBITDA margin guidance, and we model EBITDA margins of 18.7%/18.9% for FY27/FY28.
- Management indicated early signs of demand recovery and expects double-digit growth in the P&A portfolio during FY27. Recent policy changes in Karnataka (6–7% of revenue) are expected to drive high double-digit growth in the state. However, near-term disruption related to MML remains a key monitorable. Following the divestment of the RCB business, management aims to sharpen its focus on core alcoholic operations. We model revenue and EBITDA CAGR of 10%/11% over FY26–28E and reiterate our Neutral rating with a TP of INR1,500.

## In-line quarter; sluggish top-line performance

- Muted volume and revenue growth** - Standalone net sales rose 3% YoY to INR30.5b (est. INR30.7b) in 4QFY26. P&A revenue (90% revenue mix) rose 5% YoY, while Popular revenue dipped 13% YoY. Total volume declined 6% (est. -3% YoY, 1.5% in FY26). P&A volumes declined 3% YoY (est. -1% YoY, 2.6% in FY26) to 13.1mn cases. Popular volumes contracted 16% YoY (est. -13% YoY, -4% in FY26) to 2.6m cases, largely impacted by Maharashtra. The popular and lower prestige segments in the state were adversely impacted by the Maharashtra Made Liquor (MML) during the quarter. The high AP base of last year also impacted growth. Ex- Maharashtra and Andhra Pradesh, P&A and overall portfolio delivered 8.5% revenue growth.
- GM expansion sustains in FY26** - Gross margin expanded 280bp YoY to 47.3% (est. 48.3%, 46.9% in 3Q). Headline pricing, product mix, and benign RM inflation has been supporting margin expansion. Other expenses rose 17%, employee expenses rose marginally 2% YoY, while A&P spends declined 5%. EBITDA margin expanded 230bp YoY to 19.4% (est. 19.6%, 16.8% in 3QFY26). EBITDA increased 17% YoY to INR5.9b (est. INR6.0b).

- **Double-digit growth in profitability:** Interest costs increased INR690m, which includes INR440mn for one-off provision related to an old litigation matter. We considered normalized interest of INR250m for the PBT calculation. Other income was INR2,950m, which included INR2,190m for interest on tax refund. We considered normalized other income of INR760m for the PBT calculation. PBT grew 17% YoY to INR5.7b (est. INR5.8b). APAT grew 16% YoY to INR4.4b (est. INR4.3b).
- In FY26, net sales, EBITDA, and APAT grew 8%, 12%, and 19%. In FY26, excluding Maharashtra and Andhra Pradesh, sales grew 10.9%, and P&A delivered 11.3% revenue growth.

### Highlights from the management commentary

- The India-UK FTA is expected to result in a high single-digit consumer price reduction for Scotch, with a 4% to 5% impact on the BIO portfolio.
- Karnataka is 6.5% of UNSP's mix. The new Karnataka policy is progressive, and UNSP has seen price reduction in the range of 15-35% in P&A. Popular is expected to witness a price increase of ~17%.
- The A&P spend is expected to sustain at around 10.5% of net sales.
- The India-UK FTA is expected to result in a high single-digit consumer price reduction for Scotch, with a 4% to 5% impact on the BIO portfolio.

### Valuation and view

- We broadly maintain our estimates for FY26-FY28E.
- While Maharashtra and AP weighed on 4Q performance, UNSP delivered healthy performance in rest of India. Maharashtra contributes a mid- to high-teen share of the company's total revenue. UNSP is taking various initiatives, such as improved packaging, pocket packs, and aggressive pricing to counter MML brands. In the coming quarters, we will continue to closely monitor the MML category and developments in the space.
- Management indicated early signs of demand recovery and expects double-digit growth in the P&A portfolio during FY27. Recent policy changes in Karnataka (6-7% of revenue) are expected to drive high double-digit growth in the state.
- Following the divestment of the RCB business, management will sharpen its focus on core alcoholic operations. We model revenue and EBITDA CAGR of 10%/11% over FY26-28E and reiterate our Neutral rating with a TP of INR1,500.

### Quarterly Performance

(INR m)

Y/E March (Standalone)	FY25				FY26				FY25	FY26	FY26 4QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Volume growth %</b>	3.5	-4.4	10.2	6.9	9.4	7.7	-3.2	-5.6	4.1	1.5	-3.3	
<b>Total revenues</b>	23,520	28,430	34,320	29,460	25,490	31,700	36,830	30,460	1,15,730	1,24,480	30,676	-0.7%
YoY change (%)	8.3	-0.8	14.8	10.5	8.4	11.5	7.3	3.4	8.2	7.6	4.1	
<b>Gross Profit</b>	10,460	12,850	15,350	13,100	11,210	14,930	17,280	14,400	51,760	57,820	14,825	-2.9%
Margin (%)	44.5	45.2	44.7	44.5	44.0	47.1	46.9	47.3	44.7	46.4	48.3	
Total Exp	18,940	23,360	28,440	24,410	21,340	24,980	30,650	24,550	95,150	1,01,520	24,649	
<b>EBITDA</b>	4,580	5,070	5,880	5,050	4,150	6,720	6,180	5,910	20,580	22,960	6,026	-1.9%
Margins (%)	19.5	17.8	17.1	17.1	16.3	21.2	16.8	19.4	17.8	18.4	19.6	
EBITDA growth (%)	18.9	7.8	19.7	39.5	-9.4	32.5	5.1	17.0	20.5	11.6	19.3	
Depreciation	650	690	720	680	680	650	790	710	2,740	2,830	815	
Interest	220	250	200	220	490	210	190	250	890	1,140	200	
Other income	320	340	720	750	610	760	510	760	2,130	2,640	770	
<b>PBT</b>	4,030	4,470	5,680	4,900	3,590	6,620	5,710	5,710	19,080	21,630	5,781	-1.2%
Tax	1,040	1,120	1,480	1,340	900	1,600	1,250	1,350	4,980	4,980	1,503	
Rate (%)	25.8	25.1	26.1	27.3	25.1	24.2	21.9	23.6	26.1	23.0	26.0	
<b>Adj. PAT</b>	2,990	3,350	4,203	3,750	2,963	4,945	4,668	4,360	14,293	16,935	4,278	1.9%
YoY change (%)	24.8	5.3	20.7	60.3	-0.9	47.6	11.0	16.3	25.4	18.5	14.1	
<b>Reported PAT</b>	2,990	3,350	4,730	4,510	2,580	4,720	5,290	5,710	15,580	18,420		

E: MOFSL Estimate

### Key Performance Indicators

Y/E March (Standalone)	FY25				FY26			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Key Metrics</b>								
Sales Volume (m Cases)	13.7	15.4	18.2	16.7	15.0	16.6	17.6	15.7
Volume Growth %	3.5	-4.4	10.2	6.9	9.4	7.7	-3.2	-5.6
Realisation/case (INR)	1,717	1,844	1,890	1,767	1,701	1,909	2,096	1,935
Realisation growth %	4.7	3.9	4.2	3.4	-0.9	3.5	10.9	9.5
EBITDA/Case (INR)	334.3	328.9	323.9	303.0	277.0	404.7	351.8	375.4
<b>Segmental performance</b>								
P&A Volumes (m Cases)	11.5	12.9	14.9	13.6	12.6	13.9	14.6	13.1
Popular Volumes (m Cases)	2.2	2.5	3.2	3.1	2.4	2.7	2.9	2.6
P&A Volumes Growth (%)	5.1	-3.7	11.2	9.2	9.0	8.0	-2.0	-3.1
Popular Volumes Growth (%)	-4.6	-7.9	5.9	-2.2	11.6	6.1	-9.0	-16.1
P&A Sales Growth (%)	10.1	0.3	16.1	13.2	9.0	12.4	8.3	4.9
Popular Sales Growth (%)	-2.7	-6.9	9.5	1.0	13.6	9.0	-4.8	-13.1
<b>Average growth for the last two years (%)</b>								
Volume	4.6	-1.7	4.2	5.3	6.4	1.6	3.5	0.7
Sales	3.6	-1.1	11.1	8.7	8.3	5.4	11.1	6.9
EBITDA	30.6	7.1	26.6	23.3	4.8	20.2	12.4	28.3
PAT	16.4	13.0	40.9	35.2	11.9	26.4	15.9	38.3
<b>As a % of Sales</b>								
COGS	55.5	54.8	55.3	55.5	56.0	52.9	53.1	52.7
Operating expenses	25.0	27.4	27.6	27.3	27.7	25.9	30.1	27.9
Depreciation	2.8	2.4	2.1	2.3	2.7	2.1	2.1	2.3
<b>YoY change (%)</b>								
COGS	6.7	-3.9	12.2	8.3	9.3	7.6	3.1	-1.8
Operating expenses	4.6	0.6	17.4	1.5	20.1	5.5	17.2	5.5
Other Income	53.1	-12.4	56.2	50.0	90.6	123.5	-29.2	1.3
EBIT	22.8	8.2	20.4	50.2	-11.7	38.6	4.5	19.0

E: MOFSL Estimates

Estimate change 

TP change 

Rating change 

**CMP: INR192**

**TP: INR225 (+17%)**

**BUY**

## Strong earnings in 4Q; outlook improves with better steel prices and cost controls

Bloomberg	SAIL IN
Equity Shares (m)	4131
M.Cap.(INRb)/(USDb)	794.6 / 8.3
52-Week Range (INR)	210 / 118
1, 6, 12 Rel. Per (%)	18/44/62
12M Avg Val (INR M)	3016
Free float (%)	35.0

### Financials & Valuations (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	1,106	1,243	1,339
EBITDA	118	148	161
APAT	37	58	64
EBITDA Margin (%)	11	12	12
Cons. Adj. EPS (INR)	9	14	16
EPS Gr. (%)	175	57	11
BV/Sh. (INR)	146	157	170

### Ratios

Net D:E	0.5	0.6	0.7
RoE (%)	6.2	9.2	9.5
RoCE (%)	6.7	9.1	9.1
Payout (%)	26.3	20.0	20.0

### Valuations

P/E (x)	22.0	14.0	12.6
P/BV (x)	1.3	1.2	1.2
EV/EBITDA(x)	9.5	8.2	7.9
Div. Yield (%)	1.2	1.4	1.6
FCF Yield (%)	13.5	-7.6	-4.4

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	65.0	65.0	65.0
DII	18.4	17.9	15.8
FII	5.0	4.5	3.2
Others	11.6	12.6	16.1

FII Includes depository receipts

- SAIL reported in-line revenue of INR308b (+5% YoY and +13% QoQ), driven by healthy volume growth and NSR.
- EBITDA stood at INR44.9b (+27% YoY and +92% QoQ), against our estimate of INR34b during the quarter, led by better NSR with operational efficiency gains of INR4.3b, offsetting higher input costs of INR2.7b during 4QFY26. This translates into EBITDA/t of INR8,287/t (vs. our est. of INR6,574/t), rising 27% YoY and 86% QoQ in 4QFY26.
- Adj PAT came in at INR21.7b (vs our est. INR11.6b), rising 69% YoY in 4QFY26, compared to INR3.7b in 3QFY26. This was mainly driven by strong operating performance and higher other income.
- Volumes during the quarter were in line with our estimate, where crude steel production stood at 5.1mt (flat YoY and +5% QoQ), and sales volume stood at 5.3mt (flat YoY and +3% QoQ), led by aggressive inventory liquidation and improved market outreach. Volume contribution from NMDC steel (NSL) declined to merely ~0.1mt in 4QFY26, as SAIL discontinued the sale of the product.
- ASP for the quarter came INR57,920/t, as expected, rising 5% YoY and 9% QoQ, driven by an increase in steel prices during the quarter.
- In FY26, sales volume stood at 19.9mt (+12% YoY), which was slightly offset by an NSR decline of 2% (INR55,500/t), resulting in revenue of INR1,106b (+10% YoY).
- Out of 19.9mt sales volume in FY26, the third-party contribution stood at 1.17mt. Of this, NSL contributed ~1.12mt, and RINL contributed 0.05mt (mainly during Feb-Mar'26). On account of strong volume growth, EBITDA for FY26 stood at INR118b (+31% YoY; INR5,934/t) and Adj. PAT was INR36.8b (+175% YoY).

### Highlights from the management commentary

- For FY27, management guided sales volumes of ~22.5mt, compared to ~20mt achieved in FY26 (includes ~0.6-0.7mt of RINL-related sales volumes). The higher blast furnace productivity, oxygen enrichment, higher PCI usage, and shutdown of inefficient smaller furnaces are enabling production beyond rated capacity.
- SAIL reduced inventory by nearly 0.9mt during FY26, including 0.4mt reduction in finished steel inventory and 0.5mt reduction in work-in-progress inventory.
- Management indicated that Apr-May'26 realizations improved sharply, with long product NSR jumping to INR57,000-57,800/t, whereas the flat product NSR increased to INR56,000-56,700/t, implying QoQ NSR improvement of roughly INR4,000-5,000/t in 1QFY27.

- Coking coal procurement cost increased materially from INR18,200/t in 4QFY26 to INR21,000/t in Apr'26 and INR21,800/t in May'26. Management expects the increase in coal costs to result in an INR1,400-1,500/t rise in production cost during 1QFY27 after inventory blending effects. Overall, management believes higher steel prices should support profitability in FY27, despite higher input costs.
- FY26 capex stood at INR91b vs the initial guidance of INR100b. Management guided for a higher capex of INR150b in FY27. SAIL expects annual capex to further increase to INR180-190b in FY28 and stabilize at around 200-250b annually during the expansion phase.

### Valuation and view

- NSR recovery with operational efficiency led to strong earnings for SAIL in 4QFY26. This earnings trend is expected to improve further in 1Q, led by steel price recovery and better volumes, backed by inventory liquidation, offsetting the input cost inflation.
- We increase our FY28 revenue estimates by 4% to reflect improving steel prices and incremental volume from RINL, translating into an EBITDA/PAT rise by 6% and 8%, respectively.
- **We reiterate our BUY rating on the stock with a revised TP of INR225 (premised on 8.5x EV/EBITDA on FY28 estimate).**

### Quarterly performance (INR b)

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Vs Est (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Sales (m tons)</b>	<b>4.0</b>	<b>4.1</b>	<b>4.4</b>	<b>5.3</b>	<b>4.6</b>	<b>4.9</b>	<b>5.2</b>	<b>5.3</b>	<b>17.9</b>	<b>19.9</b>	<b>5.2</b>	<b>2.3</b>
Change (YoY %)	3.4	(14.6)	16.6	16.9	13.5	19.8	16.3	(0.2)	4.9	11.5		
<b>Realization (INR per ton)</b>	<b>59,845</b>	<b>56,191</b>	<b>55,282</b>	<b>55,002</b>	<b>56,590</b>	<b>54,387</b>	<b>53,148</b>	<b>57,920</b>	<b>56,431</b>	<b>55,503</b>	<b>57,936</b>	<b>(0.0)</b>
Change (YoY %)	(4.7)	(3.5)	(10.0)	(4.4)	(5.4)	(3.2)	(3.9)	5.3	(5.6)	(1.6)		
<b>Net Sales</b>	<b>240.0</b>	<b>230.4</b>	<b>244.9</b>	<b>293.2</b>	<b>257.5</b>	<b>267.0</b>	<b>273.7</b>	<b>308.1</b>	<b>1,008.4</b>	<b>1,106.4</b>	<b>301.3</b>	<b>2.3</b>
Change (YoY %)	(1.5)	(17.6)	4.9	11.7	7.3	15.9	11.8	5.1	(1.1)	9.7		
Change (QoQ %)	(8.6)	(4.0)	6.3	19.7	(12.2)	3.7	2.5	12.6				
<b>Total Expenditure</b>	<b>217.8</b>	<b>217.6</b>	<b>224.6</b>	<b>258.3</b>	<b>231.5</b>	<b>241.8</b>	<b>250.8</b>	<b>264.0</b>	<b>918.3</b>	<b>988.1</b>		
<b>EBITDA</b>	<b>22.2</b>	<b>12.8</b>	<b>20.3</b>	<b>34.8</b>	<b>26.0</b>	<b>25.3</b>	<b>22.9</b>	<b>44.1</b>	<b>90.1</b>	<b>118.3</b>	<b>34.2</b>	<b>29.0</b>
Change (YoY %)	34.6	(40.0)	(5.3)	97.0	16.9	98.2	13.0	26.5	17.2	31.3		
Change (QoQ %)	25.5	(42.5)	59.1	71.6	(25.5)	(2.6)	(9.3)	92.2				
<b>EBITDA per ton (INR)</b>	<b>5,536</b>	<b>3,111</b>	<b>4,582</b>	<b>6,536</b>	<b>5,704</b>	<b>5,149</b>	<b>4,455</b>	<b>8,287</b>	<b>5,042</b>	<b>5,934</b>	<b>6,574</b>	<b>26.1</b>
Interest	6.9	7.6	6.8	6.6	5.9	4.8	5.5	5.3	27.9	21.6		
Depreciation	14.0	13.0	14.2	15.2	14.4	14.5	15.2	15.8	56.5	59.9		
Other Income	1.8	1.7	2.3	3.0	1.6	2.1	1.7	3.5	8.8	8.9		
Share of Asso/JVs	1.1	1.6	1.3	0.9	0.7	1.0	0.7	1.8	4.9	4.3		
<b>PBT (before EO Inc.)</b>	<b>4.1</b>	<b>(4.6)</b>	<b>2.9</b>	<b>16.9</b>	<b>7.9</b>	<b>8.9</b>	<b>4.8</b>	<b>28.3</b>	<b>19.3</b>	<b>50.0</b>		
EO Income(exp)	(3.1)	16.4	0.3	(0.3)	1.7	(3.4)	-	(3.3)	13.2	(4.9)		
<b>PBT (after EO Inc.)</b>	<b>1.0</b>	<b>11.7</b>	<b>3.2</b>	<b>16.6</b>	<b>9.7</b>	<b>5.6</b>	<b>4.8</b>	<b>25.0</b>	<b>32.5</b>	<b>45.1</b>		
Total Tax	0.2	2.8	1.8	4.1	2.2	1.4	1.1	6.7	8.8	11.3		
% Tax	16.6	23.5	56.1	24.5	23.1	24.7	22.0	26.6	27.1	25.1		
<b>Reported PAT</b>	<b>0.8</b>	<b>9.0</b>	<b>1.4</b>	<b>12.5</b>	<b>7.4</b>	<b>4.2</b>	<b>3.7</b>	<b>18.4</b>	<b>23.7</b>	<b>33.7</b>		
<b>Adjusted PAT</b>	<b>3.2</b>	<b>(3.8)</b>	<b>1.1</b>	<b>12.8</b>	<b>5.7</b>	<b>6.7</b>	<b>3.7</b>	<b>20.7</b>	<b>13.4</b>	<b>36.8</b>	<b>11.6</b>	<b>78.2</b>
Change (YoY %)	52.9	(219.3)	(69.1)	609.1	75.7	(277.1)	229.9	61.4	24.3	175.1		
Change (QoQ %)	80.0	(216.9)	(129.9)	1,029.5	(55.4)	17.8	(44.4)	452.4				

Source: MOFSL, Company

# Vishal Mega Mart

Estimate change	↔
TP change	↑
Rating change	↔

**CMP: INR119 TP: INR160 (+34%) Buy**  
**Robust 4Q; RM cost inflation a key near-term monitorable**

Bloomberg	VMM IN
Equity Shares (m)	4673
M.Cap.(INRb)/(USDb)	556.1 / 5.8
52-Week Range (INR)	158 / 99
1, 6, 12 Rel. Per (%)	4/-4/-1
12M Avg Val (INR M)	3163

## Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	129.1	154.2	182.7
EBITDA	18.8	22.1	27.4
NP	8.4	10.1	13.2
EBITDA Margin (%)	14.6	14.4	15.0
Adj. EPS (INR)	1.8	2.2	2.8
EPS Gr. (%)	28.6	19.8	31.2
BV/Sh. (INR)			

## Ratios

Net D:E	0.0	-0.0	-0.1
RoE (%)	12.1	12.7	14.5
RoCE (%)	10.3	10.5	11.7
Payout (%)	-	-	-

## Valuations

P/E (x)	66.3	55.3	42.2
EV/EBITDA (x)	30.3	25.5	20.3
EV/Sales (x)	4.4	3.7	3.0

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	40.1	54.1	74.6
DII	32.7	25.5	12.2
FII	22.0	15.5	7.0
Others	5.1	4.9	6.2

FII includes depository receipts

- Vishal Mega Mart (VMM) delivered a robust 4QFY26, with revenue rising ~22% YoY, driven by a robust 13.2% adj. SSSG and ~11% YoY area additions.
- Despite a 40bp YoY gross margin decline due to inventory liquidation and higher promotional spends, VMM's pre-IND AS EBITDA margin expanded ~100bp YoY to 8.5%, driven by operating leverage. Pre-IND AS EBITDA/PAT grew 39%/46% YoY in 4Q.
- FY26 revenue/Pre-Ind AS EBITDA/PAT grew 20%/30%/33%, driven by 1) 11% adj. SSSG, 2) 99 net store additions, and 3) ~75bp YoY AS EBITDA margin expansion, reflecting disciplined cost controls and operating leverage.
- Management indicated that demand remains healthy despite rising geopolitical and inflationary headwinds. VMM plans to absorb part of the input-cost inflation while limiting price hikes to higher-ASP categories, protecting entry-level pricing, and reinforcing its value-led positioning.
- Inflation-led downtrading and weaker regional competition could further support market-share gains, while smaller regional players may struggle to absorb rising costs. Despite near-term pressures, VMM remains committed to its ongoing store expansion strategy.
- VMM's operating performance remains stellar, driven by its differentiated product mix, strong own-brand portfolio, and best-in-class cost controls. However, concerns regarding long-term promoter shareholding and the continuity of key management personnel—specifically, the tenure of its long-standing CEO beyond Jun'27—remain significant overhangs.
- We trim our FY27 pre-IND AS EBITDA/PAT estimates by 3-5% owing to lower gross margin, which is cut by ~55bp. However, we expect normalization by FY28, and hence, we raise our FY28 estimates by ~2-3%.
- We model a CAGR of 19%/23%/25% in revenue/pre-IND AS EBITDA/PAT over FY26-28E, driven by ~10% CAGR in area, a consistent ~10%+ SSSG, and ~65bp pre-IND AS EBITDA margin expansion.
- We reiterate our **BUY rating on the stock with a revised TP of INR160**. Our TP is premised on DCF-implied ~38x FY28E pre-IND AS 116 EV/EBITDA (implying ~57x FY28E EPS).

## Robust growth and pre-IND AS EBITDA margin expansion in 4Q

- Consolidated revenue at INR31.1b grew **22% YoY** (vs. our est. 19% YoY), **driven by ~13.2% adj. SSSG** (11% in FY26) and ~11% YoY area additions.
- VMM added **24 net new stores** (25 openings, 1 closure) in 4Q, bringing the total store count to 795 stores across 535 cities (18/77 cities added in 4Q/1H) with total retail areas of ~13.45m sqft (up ~11% YoY).
- Gross profit at INR8.7b grew ~20% YoY as gross margin contracted ~40bp YoY to 27.8% (50bp below our est.) due to higher promotions and inventory liquidation.
- Employee and other expenses increased 13%/30% YoY, later due to the reclassification of a part of lease rentals above EBITDA.

- Reported EBITDA rose ~**19% YoY** to INR4.25b (~**5% miss**) as reported EBITDA margin **contracted ~40bp YoY** to 13.6%, driven by lower gross margins and higher opex (reclassification from fixed lease to variable rentals).
- However, Pre-INDAS 116 EBITDA (post-ESOP charges) **grew by a stellar ~39% YoY** to INR2.65b, with **EBITDA margin expanding ~100bp YoY to 8.5%**.
- Reported PAT at INR1.68b (**10% miss**) rose ~46% YoY, driven primarily by higher EBITDA and other income (32% YoY).

### **FY26 result: Healthy 20%/30% revenue/pre-IND AS EBITDA growth with 11% SSSG**

- Consolidated revenue at INR129b grew ~20% YoY, driven by ~**11% adj. SSSG** and ~**11%** store area additions.
  - Revenue from private labels grew 21% YoY, while the third-party brands' revenue grew ~16% YoY.
  - Among key categories, Apparel grew 21%, GM by ~21% YoY, and FMCG 17%.
- VMM added 99 net new stores (105 opened, 6 closures) in FY26 to reach 795 stores, with presence ramping significantly in South India (47 net additions).
- Gross profit at INR36.7b grew ~20% YoY as gross margin contracted by 10bp YoY to 28.4%.
  - Share of apparel inched up ~35bp YoY to 44.2%. The GM improved ~30bp YoY to 28.5%, while that of FMCG contracted ~80bp YoY to ~27%.
  - Revenue contribution from own brands rose ~100bp YoY to ~74.1% (+21% YoY)
- Reported EBITDA at INR18.8b was up ~23% YoY as margin expanded ~30bp YoY to 14.1%, driven by operating leverage.
- Pre-INDAS 116 EBITDA (post-ESOP charges) grew ~30% YoY to INR12.7b, with EBITDA margin expanding ~75bp YoY to 9.85%.
- Reported PAT at INR8.4b surged 33% YoY, driven by robust EBITDA growth and higher other income (up 48% YoY).
- Core working days improved to 12 days (vs. 15 YoY), driven largely by a reduction in inventory days to 57 (vs. ~63 YoY). In absolute terms, WC stands at INR4.3b (-3% YoY).
- OCF (post leases and interest) grew ~20% YoY to INR10b (vs. INR8.3b YoY), led by better profitability and WC discipline.
- Despite ~23% YoY increase in capex to ~INR3.3b, FCF generation was robust at INR6.7b (vs. INR 5.7b YoY).

### **Key highlights from the management commentary**

- **Demand trends** remain healthy with improving consumption trends driven by benefits from GST and the rationalization of income tax rates. Emerging inflationary pressures could create near-term demand headwinds, particularly on input costs and overall household budgets. However, downtrading trends are likely to support VMM, given its private-label-led value positioning and structurally lower pricing versus national brands.
- **Vendor-side disruptions** linked to gas availability and temporary labor shortages impacted sourcing to an extent, though supply conditions are gradually normalizing as vendors shift towards alternate energy sources and labor availability improves.

- **Input cost inflation** is rising, particularly in petroleum-linked inputs, with fabric prices up ~10–11%. Pricing actions are expected to remain selective, focused on higher-fashion categories, while entry price points will remain unchanged. Margins will be cushioned through cost-efficiency measures and private-label strength (will look to maintain current discount levels to leading brands).
- **Store expansion** is unlikely to slow despite macro uncertainty, with weaker industry conditions potentially creating opportunities to accelerate market-share gains while smaller regional players face balance-sheet pressure.

#### Valuation and view

- VMM remains the most consistent retailer within our coverage. We believe its diversified category mix, ownership of opening price points, significant contribution from its own brands, and lean cost structure provide it with a strong moat against intense competition from both offline and online value retailers.
- However, concerns regarding long-term promoter shareholding and the continuity of key management personnel—specifically, the tenure of its long-standing CEO beyond Jun’27—remain significant overhangs for the stock.
- We trim our FY27 pre-IND AS EBITDA/PAT estimates by 3-5% owing to lower gross margin, which is cut by ~55bp. However, we expect normalization by FY28, and hence, we raise our FY28 estimates by ~2-3%.
- We model a CAGR of 19%/23%/25% in revenue/pre-IND AS EBITDA/PAT over FY26-28E, driven by ~10% CAGR in area, a consistent ~10%+ SSSG, and ~65bp pre-IND AS EBITDA margin expansion.
- **We reiterate our BUY rating on the stock with a revised TP of INR160.** Our TP is premised on DCF-implied ~38x FY28E pre-IND AS 116 EV/EBITDA (implying ~57x FY28E EPS).

#### Consolidated – Quarterly earnings

	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Revenue</b>	<b>25,963</b>	<b>24,362</b>	<b>31,359</b>	<b>25,479</b>	<b>31,403</b>	<b>29,815</b>	<b>36,704</b>	<b>31,141</b>	<b>1,07,163</b>	<b>1,29,063</b>	<b>30,630</b>	<b>1.7</b>
YoY Change (%)	0.0	19.3	19.5	23.2	21.0	22.4	17.0	22.2	20.2	20.4	21.0	
<b>Gross Profit</b>	<b>7,331</b>	<b>6,872</b>	<b>9,123</b>	<b>7,201</b>	<b>8,913</b>	<b>8,431</b>	<b>10,665</b>	<b>8,672</b>	<b>30,527</b>	<b>36,681</b>	<b>8,689</b>	-0.2
Gross margin	28.2	28.2	29.1	28.3	28.4	28.3	29.1	27.8	28.5	28.4	28.4	-52
Total Expenditure	22,307	21,338	26,309	21,908	26,811	25,869	30,653	26,893	91,862	1,10,227	26,133	2.9
<b>EBITDA</b>	<b>3,656</b>	<b>3,025</b>	<b>5,050</b>	<b>3,571</b>	<b>4,592</b>	<b>3,946</b>	<b>6,051</b>	<b>4,248</b>	<b>15,302</b>	<b>18,836</b>	<b>4,497</b>	-5.5
EBITDA margins (%)	14.1	12.4	16.1	14.0	14.6	13.2	16.5	13.6	14.3	14.6	14.7	-7
Depreciation	1,383	1,405	1,407	1,707	1,591	1,691	1,676	1,776	5,902	6,734	1,811	-2.0
Interest	342	342	315	493	411	412	427	464	1,492	1,715	438	6.0
Other Income	77	132	190	186	170	202	246	245	586	863	259	-5.3
<b>PBT before EO expense</b>	<b>2,008</b>	<b>1,409</b>	<b>3,519</b>	<b>1,557</b>	<b>2,760</b>	<b>2,044</b>	<b>4,194</b>	<b>2,253</b>	<b>8,493</b>	<b>11,250</b>	<b>2,507</b>	-10.1
<b>PBT</b>	<b>2,008</b>	<b>1,409</b>	<b>3,519</b>	<b>1,557</b>	<b>2,760</b>	<b>2,044</b>	<b>4,194</b>	<b>2,253</b>	<b>8,493</b>	<b>11,250</b>	<b>2,507</b>	-10.1
Tax	506	369	892	406	699	521	1,065	574	2,173	2,858	631	-9.0
Rate (%)	25.2	26.2	25.3	26.1	25.3	25.5	25.4	25.5	25.6	25.4	25.2	
<b>Reported PAT</b>	<b>1,501</b>	<b>1,040</b>	<b>2,627</b>	<b>1,151</b>	<b>2,061</b>	<b>1,523</b>	<b>3,129</b>	<b>1,679</b>	<b>6,320</b>	<b>8,392</b>	<b>1,876</b>	-10.5
<b>Adj PAT</b>	<b>1,501</b>	<b>1,040</b>	<b>2,627</b>	<b>1,151</b>	<b>2,061</b>	<b>1,523</b>	<b>3,129</b>	<b>1,679</b>	<b>6,320</b>	<b>8,392</b>	<b>1,876</b>	-10.5
YoY Change (%)	0	0	28	88	37	46	19	46	37	32.8	63	

# Premier Energies

Estimate change	↔
TP change	↑
Rating change	↔

**CMP: INR982**      **TP: INR1,195 (+22%)**      **Buy**

## Sustains margins, beats estimates

Bloomberg	PREMIERE IN
Equity Shares (m)	453
M.Cap.(INRb)/(USDb)	444.7 / 4.6
52-Week Range (INR)	1164 / 660
1, 6, 12 Rel. Per (%)	1/10/-
12M Avg Val (INR M)	1684

### Financials Snapshot (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	78.2	131.3	187.7
Sales Gr. %	20.0	67.8	42.9
EBITDA	23.8	33.5	43.8
EBITDA margin %	30.4	25.5	23.4
Adj. PAT	15.1	17.5	22.7
EPS (INR)	33.3	38.6	50.2
EPS Gr. (%)	61.1	15.9	29.9
BV/Sh. (INR)	95.1	132.7	181.9

### Ratios

ND/Equity	0.4	0.7	0.7
ND/EBITDA	0.6	1.3	1.3
RoE (%)	42.4	33.9	31.9
RoIC (%)	63.4	39.8	31.4

### Valuations

P/E (x)	27.5	23.8	18.3
EV/EBITDA (x)	18.1	13.7	10.8

### Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	63.9	63.9	64.3
DII	13.7	12.7	8.7
FII	6.1	5.3	3.7
Others	16.3	18.1	23.4

- **Strong 4Q:** Premier Energies (PEL) delivered a strong performance, with an EBITDA of INR6.7b (7% beat), as EBITDA margin remained strong at 30% (vs. our estimate of 27%). APAT beat our est. by 23% at INR4.6b, owing to lower-than-expected depreciation, finance costs, and tax. FY26 revenue/EBITDA/APAT stood at INR78b/ INR24b/INR15b (+ 20%/33%/61% YoY). Module/Cell production for the year was 3.6/2.3GW (+47%/41% YoY).
- **Key things we liked about the result:** 1) EBITDA margin was sustained through continued cost optimization initiatives, operational efficiency improvements, operating leverage, and scale benefits; 2) the 5.6GW module manufacturing facility was commissioned at FY26 end (in line with the guidance). PEL continues to maintain industry-leading cell utilization levels, with Cell CUF at 84% in 4QFY26; 3) Management remains constructive on growth opportunities in both European and US markets and is evaluating the establishment of cell manufacturing capacity in the US and expects to finalize strategic partnership decisions over the coming months.
- **Key monitorables:** 1) timely commissioning and ramp-up of the upcoming 7GW cell manufacturing capacity (4.8GW by Jun'26 and the remaining 2.2GW by Sep'26), 2) the impact of volatility in commodity prices, and 3) flow of new orders amid a slower utility-scale tendering activity.
- **Valuation and view:** We had earlier factored in earnings contributions from the BESS and inverter businesses commencing from FY27. However, these contributions have now been deferred to FY28 and beyond. Additionally, we have revised our EBITDA margin assumptions upward to 25%/23% for FY27/FY28 (vs. 24%/ 21% earlier), resulting in a 2%/7% upward revision to our FY27/ FY28 EBITDA estimates. We now value the domestic module business at 14x FY28E EBITDA (vs. 13x earlier) and the new business segment at 10x FY28E EBITDA (unchanged). The sum of these segment valuations (adjusting for net debt) resulted in a TP of INR1,195. **Reiterate BUY.**

## Sustains margins, beats estimates

### Financial performance

- Quarterly revenue stood at INR22.3b (+38% YoY, +15% QoQ), missing our estimates by 4%, driven by a lower-than-expected module production volume as CUF fell to 73% (vs. 78% in 3QFY26).
- EBITDA beat our estimate by 7%, coming in at INR6.7b (+28% YoY, +14% QoQ), while EBITDA margin remained at 30% (vs. our estimate of 27%).
- APAT beat our est. by 23% at INR4.6b (+64% YoY, +17% QoQ), driven by lower- than-expected depreciation, finance costs, and tax.

### Other highlights

- PEL successfully commissioned its 5.6GW module facility during 4QFY26. Total installed module/cell capacity now stands at 11.1/3.6GW.
- PEL achieved module/cell production of 918/722MW during 4QFY26, and CUF was 73%/84%.

- Order book stands at INR140b (42% module, 58% cell).
- The Board approved a fundraise of INR50b via QIP or any other permissible mode, i.e., equity/debt instruments, or a combination thereof.
- PEL has decided not to proceed with the acquisition of a 51% stake in KSolare (no financial implications arising from the same).

### Highlights of the 4QFY26 performance

- The 5.6GW module manufacturing plant is expected to ramp up to full capacity over the next two months.
- The order book surged 66% YoY to INR140b, with more than two-thirds expected to be executed in FY27 and a substantial portion of solar cell orders extending into FY28.
- FY27 capex guidance stands at INR51b, with overall planned capex of ~INR120b across FY26 to FY28, covering ingots, wafers, batteries, and inverters.
- Management is targeting a Debt/Equity ratio of ~1x and a Debt/EBITDA ratio of 1.5x or below.
- Management sees strong opportunities in both Europe and the US. Discussions regarding a US solar cell joint venture with Heliene have resumed, with site evaluations restarted and a decision on strategic partnerships expected within the coming months.
- Premier has completed the acquisition of a 51% stake in TransCon, which reported annual revenue of INR4.2b and PAT of INR0.4b, with management noting a sharp improvement in EBITDA and PAT margins post-acquisition.

### Valuation and view

- The valuation of PEL has been derived through a sum-of-the-parts (SoTP) methodology: The domestic module business is valued at 14x FY28E EBITDA. The new business segment is valued at 10x FY28E EBITDA, consistent with domestic peer valuations. The sum of these segment valuations (adjusting for net debt) results in a TP of INR1,195. **Reiterate BUY.**

### Consolidated performance

Y/E March	FY25				FY26				FY25	FY26	FY26	Var.	YoY	QoQ	INRm
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q							
<b>Net Sales</b>	<b>16,574</b>	<b>15,272</b>	<b>17,133</b>	<b>16,208</b>	<b>18,207</b>	<b>18,369</b>	<b>19,365</b>	<b>22,303</b>	<b>65,187</b>	<b>78,244</b>	<b>23,322</b>	<b>-4</b>	<b>38</b>	<b>15</b>	
<i>YoY Change (%)</i>	<i>47.1</i>	<i>-7.9</i>	<i>12.2</i>	<i>-5.4</i>	<i>12.3</i>	<i>0.9</i>	<i>5.4</i>	<i>15.2</i>	<i>107.4</i>	<i>20.0</i>	<i>20.4</i>				
<b>EBITDA</b>	<b>3,583</b>	<b>3,805</b>	<b>5,135</b>	<b>5,285</b>	<b>5,483</b>	<b>5,609</b>	<b>5,932</b>	<b>6,748</b>	<b>17,809</b>	<b>23,772</b>	<b>6,332</b>	<b>7</b>	<b>28</b>	<b>14</b>	
<i>Margin (%)</i>	<i>21.6</i>	<i>24.9</i>	<i>30.0</i>	<i>32.6</i>	<i>30.1</i>	<i>30.5</i>	<i>30.6</i>	<i>30.3</i>	<i>27.3</i>	<i>30.4</i>	<i>27.1</i>				
Depreciation	794	897	1,518	1,766	1,575	1,457	702	791	4,975	4,525	911	-13	-55	13	
Interest	452	421	470	432	368	325	474	415	1,774	1,582	682	-39	-4	-13	
Other Income	114	264	361	595	488	845	297	386	1,333	2,015	352	10	-35	30	
<b>PBT before EO expense</b>	<b>2,451</b>	<b>2,751</b>	<b>3,508</b>	<b>3,682</b>	<b>4,027</b>	<b>4,672</b>	<b>5,053</b>	<b>5,928</b>	<b>12,393</b>	<b>19,681</b>	<b>5,091</b>				
Extra-Ord income/(exp.)	0	0	0	0	0	0	0	0	0	0	0				
<b>PBT</b>	<b>2,451</b>	<b>2,751</b>	<b>3,508</b>	<b>3,682</b>	<b>4,027</b>	<b>4,672</b>	<b>5,053</b>	<b>5,928</b>	<b>12,393</b>	<b>19,681</b>	<b>5,091</b>	<b>16</b>	<b>61</b>	<b>17</b>	
Tax	476	692	958	903	952	1,138	1,136	1,410	3,028	4,635	1,392				
<i>Rate (%)</i>	<i>19.4</i>	<i>25.2</i>	<i>27.3</i>	<i>24.5</i>	<i>23.6</i>	<i>24.3</i>	<i>22.5</i>	<i>23.8</i>	<i>24.4</i>	<i>23.6</i>	<i>27.3</i>				
Minority Interest	0	0	0	0	0	0	-1	0	0	-1	-1				
Share of JV & associates	7	0	1	-1	2	0	-1	50	7	51	-1				
<b>Reported PAT</b>	<b>1,982</b>	<b>2,059</b>	<b>2,552</b>	<b>2,778</b>	<b>3,078</b>	<b>3,534</b>	<b>3,917</b>	<b>4,568</b>	<b>9,371</b>	<b>15,098</b>	<b>3,699</b>	<b>23</b>	<b>64</b>	<b>17</b>	
<b>Adj PAT</b>	<b>1,982</b>	<b>2,059</b>	<b>2,552</b>	<b>2,778</b>	<b>3,078</b>	<b>3,534</b>	<b>3,917</b>	<b>4,568</b>	<b>9,371</b>	<b>15,098</b>	<b>3,699</b>	<b>23</b>	<b>64</b>	<b>17</b>	
<i>YoY Change (%)</i>	<i>90.6</i>	<i>3.9</i>	<i>23.9</i>	<i>8.8</i>	<i>10.8</i>	<i>14.8</i>	<i>10.8</i>	<i>16.6</i>	<i>305.1</i>	<i>61.1</i>	<i>(5.6)</i>				
<i>Margin (%)</i>	<i>12.0</i>	<i>13.5</i>	<i>14.9</i>	<i>17.1</i>	<i>16.9</i>	<i>19.2</i>	<i>20.2</i>	<i>20.5</i>	<i>14.4</i>	<i>19.3</i>	<i>15.9</i>				

# Endurance Technologies

Estimate changes 

TP change 

Rating change 

Bloomberg	ENDU IN
Equity Shares (m)	141
M.Cap.(INRb)/(USDb)	358.5 / 3.7
52-Week Range (INR)	3080 / 2136
1, 6, 12 Rel. Per (%)	8/4/23
12M Avg Val (INR M)	427

## Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	146.0	169.2	189.1
EBITDA	19.7	21.5	25.5
Adj. PAT	9.7	10.5	13.0
EPS (INR)	68.8	74.9	92.1
EPS Growth (%)	17.0	8.8	23.1
BV/Share (INR)	486.3	548.2	624.8

## Ratios

Net Debt/Equity	-0.1	0.0	-0.1
RoE (%)	15.4	14.5	15.7
RoCE (%)	13.6	12.8	14.1
Payout (%)	17.0	17.4	16.8

## Valuations

P/E (x)	37.1	34.1	27.7
P/BV (x)	5.2	4.6	4.1
EV / EBITDA (x)	18.5	17.0	14.2
Div. Yield (%)	0.5	0.5	0.6

## Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	75.0	75.0	75.0
DII	9.8	9.2	10.9
FII	13.1	13.7	12.4
Others	2.1	2.1	1.7

FII includes depository receipts

**CMP: INR2,549**

**TP: INR2,948 (+16%)**

**Buy**

## Healthy performance

### Standalone business to sustain outperformance

- Endurance Technologies' (ENDU) 4QFY26 Adj. PAT stood at INR2.8b and was in line with our estimates. While standalone margins at 12% came in slightly below our estimate of 12.5%, the European business posted the highest-ever margins of 20.5% (vs an estimate of 19%).
- On the back of its healthy order backlog, we expect ENDU to outperform core industry growth, both in India and Europe. As a result, we estimate a CAGR of ~14%/14%/16% in consolidated Revenue/EBITDA/PAT over FY26-28. The stock trades at 34x/28x FY27E/FY28E consolidated EPS. **We reiterate our BUY rating with a TP of INR2,948 (based on 32x FY28E consolidated EPS).**

### Earnings in line

- Consolidated revenue grew 38% YoY to INR41b (9% higher than the estimate), led by 32% YoY growth in the Indian business and the Stoferle acquisition.
- European revenue (in INR terms) grew by a strong 56.3% YoY to INR11.4b. In EUR terms, revenue grew 33.6% vs. industry growth of 4% due to the Stoferle acquisition. Revenue growth in Europe stood at 8% YoY in EUR terms.
- Consolidated margins were in line with estimates at 13.9%. As a result, EBITDA grew 35% YoY to INR5.7b (10% higher than estimates).
- Standalone margins contracted 160bp YoY to 12% (est. of 12.5%) due to lower incentive recognition and higher metal prices. On the other hand, European margins expanded 200bp YoY to 20.4%.
- The new plant ramp-up led to higher depreciation expenses, rising 49% YoY to INR2.1b. Despite this, consolidated PAT grew 17% YoY to INR2.8b (in line).
- The company proposed a dividend of INR11.5/share.
- For full-year FY26, consolidated revenue/EBITDA/PAT grew 26%/27%/17% to INR146b/INR19.6b/INR9.7b.
- OCF/FCF stood at INR18.5b/INR6.0b, respectively.
- FY26 order wins in India stood at INR15.9b (excl. Bajaj Auto).
- Cumulative EV orders (excl. battery packs) in India reached INR13.7b, including Bajaj Auto, with FY26 EV orders forming ~24% of total wins, vs. 49% in FY25 and 5% in FY24. 4W and non-auto formed 60% of business wins in FY26, including first PV proprietary orders for foundation brakes and driveshafts.
- FY26 Europe order wins stood at EUR16m, taking the cumulative five-year order book to EUR245m. Of these, EUR95m of orders (39%) are for EV and EUR111m (45%) for hybrid applications.

### Key highlights from the management commentary

- Total cumulative orders won since FY22 across products, excluding Maxwell and battery packs, reached INR53.2b, with peak revenue expected by FY29.
- ENDU secured total India business order wins of ~INR16b in FY26, of which INR15.8b represented new business.
- Four-wheeler and non-automotive businesses contributed INR7.43b of FY26 order wins, accounting for nearly half of the total order intake. Management expects the four-wheeler business contribution in the standalone business to increase from the current ~6% of revenue to ~10% over the next three years.
- Management expects strong growth in ABS volumes, driven by increasing customer preference for safety features, irrespective of the final regulatory framework. As a result, ENDU commenced expansion of ABS capacity by 1.2m units per annum, taking the total planned ABS capacity to 1.84m units annually. SOP is targeted for September 2026.
- During FY26, European operations secured orders worth EUR15.8m, including large machined casting programs from Volkswagen and Porsche, along with plastic injection molding EV components.
- Maxwell achieved record FY26 revenue of INR1.62b, compared to INR700m in FY25.
- Standalone capex for FY27 is expected to remain at levels similar to FY26 (INR 8b).
- Margins are likely to remain under pressure in the near term due to elevated aluminum, fuel, and energy costs arising from geopolitical disruptions.

### Valuation and view

- On the back of its healthy order backlog, we expect ENDU to outperform core industry growth, both in India and Europe. As a result, we estimate a CAGR of ~14%/14%/16% in consolidated Revenue/EBITDA/PAT over FY26-28. The stock trades at 34x/28x FY27E/FY28E consolidated EPS. **We reiterate our BUY rating with a TP of INR2,948 (based on 32x FY28E consolidated EPS).**

### Endurance Technologies

#### Consolidated - Quarterly

Y/E March	FY25				FY26				FY25	FY26	4QE	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
INR m												
<b>Net Sales</b>	<b>28,255</b>	<b>29,127</b>	<b>28,592</b>	<b>29,635</b>	<b>33,189</b>	<b>35,828</b>	<b>36,082</b>	<b>40,860</b>	<b>115,608</b>	<b>145,959</b>	<b>37,513</b>	<b>8.9</b>
YoY Change (%)	15.3	14.4	11.6	11.2	17.5	23.0	26.2	37.9	12.9	26.3	26.6	
<b>EBITDA</b>	<b>3,741</b>	<b>3,820</b>	<b>3,725</b>	<b>4,225</b>	<b>4,439</b>	<b>4,768</b>	<b>4,771</b>	<b>5,678</b>	<b>15,511</b>	<b>19,656</b>	<b>5,156</b>	<b>10.1</b>
Margins (%)	13.2	13.1	13.0	14.3	13.4	13.3	13.2	13.9	13.4	13.5	13.7	
YoY Change (%)	16.4	20.0	24.6	14.4	18.7	24.8	28.1	34.4	16.8	26.7	22.0	
Depreciation	1,288	1,311	1,364	1,424	1,644	1,800	1,779	2,119	5,387	7,342	1,805	
Interest	112	116	115	125	135	137	150	152	468	574	156	
Other Income	339	265	219	346	356	210	374	300	1,170	1,240	376	
<b>PBT before EO expense</b>	<b>2,680</b>	<b>2,658</b>	<b>2,466</b>	<b>3,022</b>	<b>3,016</b>	<b>3,041</b>	<b>3,216</b>	<b>3,707</b>	<b>10,825</b>	<b>12,980</b>	<b>3,571</b>	
Exceptional Item	0	0	0	-122	0	0	210	0	-122	210	0	
<b>PBT after EO</b>	<b>2,680</b>	<b>2,658</b>	<b>2,466</b>	<b>3,144</b>	<b>3,016</b>	<b>3,041</b>	<b>3,007</b>	<b>3,707</b>	<b>10,947</b>	<b>12,771</b>	<b>3,571</b>	
Eff. Tax Rate (%)	23.9	23.6	25.2	22.0	24.9	25.3	26.3	25.4	23.6	25.5	24.0	
<b>Adj. PAT</b>	<b>2,039</b>	<b>2,030</b>	<b>1,844</b>	<b>2,358</b>	<b>2,264</b>	<b>2,273</b>	<b>2,373</b>	<b>2,765</b>	<b>8,270</b>	<b>9,673</b>	<b>2,714</b>	<b>1.8</b>
YoY Change (%)	24.7	31.3	21.1	21.0	11.0	12.0	28.7	17.2	20.7	17.0	15.1	

# Delhivery

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR476      TP: INR580 (+22%)      Buy**

## In-line performance; strong transportation volume and margin expansion drive earnings

Bloomberg	DELHIVER IN
Equity Shares (m)	748
M.Cap.(INRb)/(USDb)	356.2 / 3.7
52-Week Range (INR)	490 / 320
1, 6, 12 Rel. Per (%)	6/18/52
12M Avg Val (INR M)	1357

### Financial Snapshot (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	105.1	118.5	134.0
EBITDA	6.4	9.7	11.3
Adj. PAT	1.8	4.8	6.0
EBITDA Margin (%)	6.1	8.2	8.4
Adj. EPS (INR)	2.4	6.4	8.1
EPS Gr. (%)	8.0	165.0	25.7
BV/Sh. (INR)	129.9	136.3	144.4

### Ratios

Net D:E	-0.3	-0.4	-0.5
RoE (%)	1.9	4.8	5.8
RoCE (%)	3.5	5.9	6.8
Payout (%)	0.0	0.0	0.0

### Valuations

P/E (x)	196.4	74.1	58.9
P/BV (x)	3.7	3.5	3.3
EV/EBITDA(x)	55.1	35.5	29.7
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	6.8	3.6	8.2

### Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	0.0	0.0	0.0
DII	36.3	35.0	30.0
FII	48.2	48.6	52.0
Others	15.5	16.4	18.0

FII Includes depository receipts

### Strong show across Express and PTL segments

- Delhivery reported a 30% YoY increase in revenue to INR28.5b in 4QFY26 (in line). Reported EBITDA rose 80% YoY to ~INR2.1b, while EBITDA margins stood at 7.5%, up 210bp YoY and 10bp QoQ.
- APAT came in at INR708m (-2.5% YoY) against our estimate of INR774m.
- Core transportation segment, comprising Express Parcel and Part Truckload (PTL) segments, saw robust volume growth (Express Parcel: +73% YoY and PTL: +20% YoY). Service EBITDA margins for Express Parcel/PTL stood at 18.8%/13.4%.
- Delhivery delivered a strong 4QFY26 performance, aided by strong consumption-led demand, integration of Ecom Express, and market share gains driven by industry consolidation. Management expects to sustain the strong momentum in Express business and PTL going forward. New services such as Delhivery Direct and Rapid are scaling up well. We maintain our **FY27 and FY28 EBITDA estimates**, factoring in strong growth in the transportation segment, supported by healthy service EBITDA margins. **We expect Delhivery to deliver a CAGR of 13%/33% in revenue/EBITDA over FY26-28. We reiterate our BUY rating with a DCF-based TP of INR580.**

### Strong core transportation businesses drive profit-accretive growth

- Express Parcel revenue grew 46% YoY to INR18.3b, with shipments rising 73% YoY to 306m after the integration of Ecom Express. The segment saw healthy service EBITDA margin of 18.8%, up 290bp YoY and 70bp QoQ.
- PTL revenue grew ~20% YoY to INR6.2b, with tonnage increasing 20% YoY to 0.549MT. Service EBITDA margin stood at 13.5%, up 240bp QoQ and 270bp YoY, supported by improved yields and a favorable client mix.
- The combined transportation business (Express + PTL) reported a healthy service EBITDA margin of 17.5% in 4Q, supported by strong volume-led operating leverage, improved route optimization, and steady investments in a high-capacity fleet and integrated gateways.
- The company expects volume growth of ~15-20% annually over the next few years across segments.

### Strengthened strategic position through asset optimization and acquisition

- The company has completed major capex during FY22-25, i.e., expanding its trucking fleet from 299 to 1,741 vehicles and building mega-gateways in Tauru, Bhiwandi, and Hoskote. As a result, capital intensity has declined from 6.8% of revenue in FY22 to 4.7% as of FY26, with expectations of further moderation to ~4% of revenue by FY28.
- Delhivery has completed the acquisition of Ecom Express, bolstering its network footprint and consolidating the marketplace with fewer players, thus providing a competitive advantage. Moreover, access to Ecom Express's advanced automation equipment and high-quality infrastructure adds further synergies.

### Highlights from the management commentary

- In 4Q, volumes saw a boost even after a strong festive season in 3Q, driven by strong consumption growth, market share gains and better efficiency. Management expects to sustain the strong momentum in express business going forward with 15-20% annual growth over the medium term.
- Express parcel yield was impacted by a change in the product mix after Ecom Express integration, which led to a decline in the average weight per shipment, as the overall share of heavy volumes in the network has reduced. However, the yield impacts profitability materially as weight and distance-linked costs adjust correspondingly.
- The company expects no material impact of the increase in fuel prices as they have a pass-through mechanism such as fuel surcharge and diesel price hike (DPH) indexing framework, which covers more than 90% of their contracts across all businesses.
- Express Parcel and PTL segments continue to deliver strong service EBITDA margins, and the company is targeting 16-18% steady-state margins across both businesses in the next two years.
- The company also launched **Delhivery International**, an economy air parcel service on Dec'25, which is currently live in four destination countries, including the US, the UK, Canada and Australia. By 2QFY27, the company plans to launch 10 new destinations.
- Delhivery is selectively exiting unprofitable contracts and targeting INR18-20b in supply chain revenue. It achieved a service EBITDA margin of 10.8% this quarter, and management expects to maintain this and achieve RoCE of 20% in three years. This will be driven by a growing enterprise pipeline and white-labeled "Prime" offerings.
- Delhivery is building long-term optionality through targeted investments in new service lines like **Delhivery Direct** (on-demand intra-city and inter-city logistics) and **Rapid** (dark store-led same-day fulfillment). Delhivery Direct is launched in five major cities—Mumbai, Hyderabad, Ahmedabad, Delhi NCR, and Bengaluru.

### Valuation and view

- Delhivery is well positioned for future growth, supported by strong momentum in its core transportation businesses and a clear focus on profitability. With Express Parcel and PTL segments delivering strong volume growth and healthy service EBITDA margins, the company expects to sustain 16-18% margins over the next two years.
- The integration of Ecom Express is set to enhance network efficiency and reduce capital intensity, while new services like Delhivery Direct and Rapid offer long-term growth potential in on-demand and time-sensitive logistics.
- **We expect Delhivery to deliver a CAGR of 13%/33% in revenue/EBITDA over FY26-28E. We reiterate our BUY rating with a revised DCF-based TP of INR580.**

**Quarterly performance**
**INR m**

Y/E March	FY25				FY26				FY25	FY26	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>21,723</b>	<b>21,897</b>	<b>23,783</b>	<b>21,916</b>	<b>22,940</b>	<b>25,593</b>	<b>28,050</b>	<b>28,500</b>	<b>89,319</b>	<b>1,05,083</b>	<b>27,299</b>	<b>4</b>
YoY Change (%)	12.6	12.8	8.4	5.6	5.6	16.9	17.9	30.0	9.7	17.6	24.6	
<b>EBITDA</b>	<b>971</b>	<b>573</b>	<b>1,024</b>	<b>1,191</b>	<b>1,488</b>	<b>682</b>	<b>2,088</b>	<b>2,142</b>	<b>3,758</b>	<b>6,400</b>	<b>2,142</b>	<b>0</b>
Margins (%)	4.5	2.6	4.3	5.4	6.5	2.7	7.4	7.5	4.2	6.1	7.8	
YoY Change (%)	LP	LP	-6.3	159.5	53.3	19.0	103.8	79.9	196.9	70.3	79.9	
Depreciation	1,194	1,313	1,417	1,425	1,475	1,781	1,866	1,833	5,349	6,954	1,867	
Interest	282	305	333	337	340	389	372	341	1,258	1,441	386	
Other Income	1,099	1,196	987	1,119	1,299	922	771	594	4,401	3,586	955	
<b>PBT before EO expense</b>	<b>593</b>	<b>151</b>	<b>260</b>	<b>548</b>	<b>973</b>	<b>-566</b>	<b>621</b>	<b>563</b>	<b>1,552</b>	<b>1,591</b>	<b>844</b>	
Extra-Ord expense	51	0	0	0	0	0	274	-15	-51	-259	0	
<b>PBT</b>	<b>542</b>	<b>151</b>	<b>260</b>	<b>548</b>	<b>973</b>	<b>-566</b>	<b>348</b>	<b>578</b>	<b>1,501</b>	<b>1,332</b>	<b>844</b>	
Tax	-14	-16	-12	-8	-14	-27	-29	-51	-50	-121	70	
Rate (%)	-2.6	-10.5	-4.5	-1.5	-1.4	4.8	-8.4	-8.8	-3.3	-9.1	8.3	
<b>Reported PAT</b>	<b>12</b>	<b>64</b>	<b>22</b>	<b>-169</b>	<b>76</b>	<b>-35</b>	<b>-19</b>	<b>-95</b>		<b>-72</b>	<b>0</b>	
<b>Adj PAT</b>	<b>543</b>	<b>102</b>	<b>250</b>	<b>726</b>	<b>911</b>	<b>-504</b>	<b>396</b>	<b>724</b>	<b>1,621</b>	<b>1,525</b>	<b>774</b>	
YoY Change (%)	<b>595</b>	<b>102</b>	<b>250</b>	<b>726</b>	<b>911</b>	<b>-504</b>	<b>693</b>	<b>708</b>	<b>1,672</b>	<b>1,807</b>	<b>774</b>	<b>(9)</b>
Margins (%)	LP	LP	5.8	LP	53.1	-593.9	177.1	-2.5	LP	8.1	6.7	

Y/E March	FY24				FY25				FY26			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Express Parcel (mn)</b>	182	181	201	176	183	185	206	177	208	246	295	306
Change YoY	20%	12%	18.2%	-2.2%	1%	2%	2.5%	0.6%	14%	33%	43%	73%
<b>Realization (INR/shipment)</b>	66.0	66.9	72.0	69.1	69.7	70.2	72.2	71.0	67	65	62	60
Change YoY	0%	0%	0%	0%	6%	5%	0%	3%	-3%	-1%	-14%	-16%
<b>PTL (000'ton)</b>	343	348	354	384	399	427	412	458	458	477	507	549
Change YoY	43.5%	21.7%	37.2%	20.8%	16.3%	22.7%	16.4%	19.3%	15%	12%	23%	20%
<b>Realization (INR/000't)</b>	10,117	10,718	10,706	10,859	10,902	11,101	11,214	11,288	11,092	11,447	11,400	11,330
Change YoY	0.0%	0.0%	0.0%	0.0%	7.8%	3.6%	4.7%	3.9%	4%	3%	2%	0%

# Global Health

Estimate change 

TP change 

Rating change 

**CMP: INR1,243**

**TP: INR1,490 (+20%)**

**Buy**

## Improved volumes, better realization revive earnings growth

~620 beds added in FY26; on track to add 490 beds in FY27

Bloomberg	MEDANTA IN
Equity Shares (m)	269
M.Cap.(INRb)/(USD\$b)	334 / 3.5
52-Week Range (INR)	1457 / 955
1, 6, 12 Rel. Per (%)	17/15/6
12M Avg Val (INR M)	367

### Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	44.1	49.0	54.6
EBITDA	9.2	11.7	14.1
Adj. PAT	5.6	7.6	9.5
EBIT Margin (%)	15.8	18.4	20.5
Cons. Adj. EPS (INR)	20.8	28.2	35.5
EPS Gr. (%)	7.4	35.6	26.1
BV/Sh. (INR)	147.5	170.7	200.0

### Ratios

Net D:E	0.3	0.2	0.1
RoE (%)	15.2	17.7	19.2
RoCE (%)	13.3	15.0	16.7
Payout (%)	17.6	17.6	17.6

### Valuations

P/E (x)	59.7	44.0	34.9
EV/EBITDA (x)	37.4	29.2	23.9
EV/Sales (x)	7.8	6.9	6.2
Div. Yield (%)	0.3	0.3	0.4
FCF Yield (%)	(0.8)	1.2	1.1

### Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	33.0	33.0	33.0
DII	14.8	14.0	11.9
FII	10.2	10.6	11.8
Others	42.0	42.4	43.3

FII includes depository receipts

- Global Health (Medanta) reported largely in-line revenue and better-than-expected EBITDA/PAT (10%/6% beat) in 4QFY26. After two quarters of YoY decline, EBITDA growth revived in 4Q, led by improved profitability across matured and developing hospitals.

- Particularly, revenue growth in developing hospitals (Ex-Noida) remained intact, backed by a higher number of patients under treatment. Revenue growth in matured hospitals was supported by volume and better realization.

- Recently, Medanta took over an 80-bed cancer hospital in Indore, located near its existing hospital (175 beds). This addition has freed capacity at its existing unit to treat more number of patients for cardiac and neuro services. Medanta expanded its presence in UP by setting up a hospital in Varanasi under a built-to-suit and lease arrangement with a partner.

- We reduce our earnings estimates by 5% for FY27, factoring in a) increased talent costs to cater to future needs, b) higher opex related to the Indore cancer unit, and c) temporary disruption in international patients flows. We value Medanta at 28x 12-month forward EV/EBITDA to arrive at a TP of INR1,490.

- We estimate a robust 28% earnings CAGR over FY26-28, supported by an increased volume of patients at its existing hospitals and the scale-up of its Noida hospital. Further, Medanta remains in a comfortable position to fund the ongoing hospital projects from internal accruals (INR45b to be spent over next five years). **Reiterate BUY.**

### Robust YoY revenue growth; opex loss at Noida reduced QoQ

- In 4QFY26, sales grew 24.5% YoY to INR11.6b (vs our est: INR11.3b).
- EBITDA margin contracted 310bp YoY to 21%YoY (our est: 19.7%), due to increased opex (partly on account of commencement of Noida hospital). Employee expenses/other expenses rose 270bp/210bp YoY as % of revenue.
- Medanta's EBITDA grew 8.5% YoY to INR2.4b (vs our est: INR2.2b).
- Adjusted PAT grew 3.4% YoY to INR1.4b (vs our est: INR1.36b).
- FY26 revenue/EBITDA/PAT grew by 19%/3%/7% YoY.
- Mature hospitals revenue (63% of total revenue) grew 11%YoY to INR7.2b. EBITDA grew 15% YoY to INR1.9b, with 26.7% margins (+ 90bp YoY).
- Ex-Noida, developing hospitals revenue/EBITDA stood at INR3.7b/INR1.2b, with 32% EBITDA margin. Revenue/EBITDA grew 33%/42% YoY in 4Q.
- Noida hospital posted revenue of INR525m, with an opex loss of INR236m in 4QFY26 ( vs INR320m in 3QFY26).

### Highlights from the management commentary

- Medanta is on track for EBITDA breakeven at Noida in 2HFY27. Medanta is largely done with insurance empanelment at Noida.
- While competitors are expected to operationalize new hospitals in Sep'26, no senior clinicians of Medanta has been lost to competitors. In fact, Medanta would be adding clinicians, operation theatres as well as cathlabs to cater to robust demand witnessed in Gurgaon.
- Considering doctor capacity becoming the constraint, Medanta would be adding doctor talent at Lucknow as well as Patna.
- Medanta is working on optimization of ALOS, procedural additions and use of latest technologies to drive better volume growth across the hospital network.
- Further, there is scope for tariff increase and addition of new indications to drive realization at Lucknow/Patna.
- With a scale-up in empanelments, Ranchi has witnessed 15-16% YoY growth in revenue in recent past.

### Consolidated - Quarterly Earning Model

Y/E March	FY25				FY26				FY25	FY26	FY26E	vs Est
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4Q	(%)
<b>Gross Sales</b>	<b>8,611</b>	<b>9,566</b>	<b>9,434</b>	<b>9,312</b>	<b>10,308</b>	<b>10,992</b>	<b>11,210</b>	<b>11,590</b>	<b>36,923</b>	<b>44,101</b>	<b>11,298</b>	<b>3%</b>
YoY Change (%)	11.4	13.3	12.8	15.2	19.7	14.9	18.8	24.5	12.7	19.4	21.3	
<b>EBITDA</b>	<b>1,912</b>	<b>2,344</b>	<b>2,412</b>	<b>2,247</b>	<b>2,270</b>	<b>2,309</b>	<b>2,173</b>	<b>2,438</b>	<b>8,915</b>	<b>9,190</b>	<b>2,226</b>	<b>10%</b>
YoY Change (%)	3.7	7.3	8.9	17.6	18.7	-1.5	-9.9	8.5	7.6	3.1	-0.9	
Margins (%)	22.2	24.5	25.6	24.1	22.0	21.0	19.4	21.0	24.1	20.8	19.7	
Depreciation	515	555	519	493	451	497	612	665	2,082	2,225	665	
Interest	180	160	163	150	138	171	215	267	653	791	189	
Other Income	219	182	160	229	205	197	218	367	791	987	342	
<b>PBT before EO expense</b>	<b>1,437</b>	<b>1,811</b>	<b>1,891</b>	<b>1,833</b>	<b>1,886</b>	<b>1,838</b>	<b>1,564</b>	<b>1,873</b>	<b>6,972</b>	<b>7,160</b>	<b>1,713</b>	
Extra-Ord expense/(Income)	0	0	0	-499	196	160	-366	0	-499	-10	0	
<b>PBT</b>	<b>1,437</b>	<b>1,811</b>	<b>1,891</b>	<b>1,334</b>	<b>2,081</b>	<b>1,998</b>	<b>1,198</b>	<b>1,873</b>	<b>6,473</b>	<b>7,150</b>	<b>1,713</b>	
Tax	374	503	462	321	492	414	248	456	1,659	1,609	351	
Rate (%)	26.0	27.8	24.4	24.0	23.6	20.7	20.7	24.4	25.6	22.5	20.5	
<b>Reported PAT</b>	<b>1,063</b>	<b>1,308</b>	<b>1,429</b>	<b>1,014</b>	<b>1,590</b>	<b>1,584</b>	<b>950</b>	<b>1,440</b>	<b>4,813</b>	<b>5,565</b>	<b>1,362</b>	
<b>Adj PAT</b>	<b>1,063</b>	<b>1,308</b>	<b>1,429</b>	<b>1,393</b>	<b>1,440</b>	<b>1,458</b>	<b>1,241</b>	<b>1,440</b>	<b>5,193</b>	<b>5,579</b>	<b>1,362</b>	<b>6%</b>
YoY Change (%)	4.2	4.5	15.6	9.4	35.6	11.4	-13.2	3.4	8.6	7.4	-2.3	
Margins (%)	12.3	13.7	15.1	15.0	14.0	13.3	11.1	12.4	14.1	12.6	12.1	

E: MOFSL Estimates

# Gland Pharma

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR1,868      TP: INR2,300 (+23%)      Buy**

## Broad-based growth across markets drives earnings

### Complex pipeline/GLP-1 contracts to drive growth momentum

Bloomberg	GLAND IN
Equity Shares (m)	165
M.Cap.(INRb)/(USDb)	307.8 / 3.2
52-Week Range (INR)	2131 / 1452
1, 6, 12 Rel. Per (%)	9/11/34
12M Avg Val (INR M)	393

### Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	64.3	71.9	82.2
EBITDA	16.3	19.5	23.0
Adj. PAT	10.4	12.7	14.9
EBITDA Margin (%)	25.3	27.2	27.9
Cons. Adj. EPS (INR)	63.4	76.9	90.6
EPS Gr. (%)	49.6	21.3	17.7
BV/Sh. (INR)	628.7	705.6	796.1
<b>Ratios</b>			
Net D:E	(0.3)	(0.3)	(0.4)
RoE (%)	10.7	11.5	12.1
RoCE (%)	10.6	11.5	12.0
Payout (%)	0	0	0
<b>Valuations</b>			
P/E (x)	29.4	24.3	20.6
EV/EBITDA (x)	17.0	14.0	11.4
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	1.7	0.2	0.3
EV/Sales (x)	4.3	3.8	3.2

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	51.8	51.8	51.8
DII	33.4	33.0	33.3
FII	7.3	7.6	6.9
Others	7.5	7.6	8.0

FII Includes depository receipts

- Gland Pharma (GLAND) exhibited better-than-expected financial performance, with 8%/25%/40% beat on revenue, EBITDA, and PAT for the quarter. This is the second consecutive quarter of an earnings beat.
- Core markets and Cenexi delivered superior revenue growth for the quarter.
- Improved operating leverage led to the highest EBITDA margin in 12 quarters.
- Product launches led to an all-time high revenue in the core markets of GLAND.
- The Europe segment witnessed a healthy scale-up in inactivated vaccine and sterile ophthalmic gel, driving revenue for the quarter.
- We raise our earnings estimate by 8%/10% for FY27/FY28, factoring in: a) a healthy pace of product launches in core markets, b) improvement in profitability of the Cenexi business, and c) currency depreciation tailwinds.
- We value GLAND at 27x 12M forward earnings to arrive at a TP of INR2,300. We expect a 19% earnings CAGR over FY26-28 on the back of a complex product pipeline comprising injectables, scale-up of CDMO contracts, and improved synergy from Cenexi. GLAND is geared to benefit from the GLP-1 opportunity as well. Reiterate BUY.

### Healthy revenue growth; operating leverage drives margins YoY

- GLAND's 4QFY26 revenues grew 22.3% YoY to INR17.4b (our estimate: INR16.2b).
- Gross margin (GM) expanded 30bp YoY to 66.1%.
- EBITDA margin expanded 500bp YoY to 29.4% (our estimate: 25.3%). On ex-Cenexi basis, the EBITDA margin was 40.2% (up 190bp YoY).
- EBITDA grew 47.6%YoY to INR5.1b (our estimate: INR4.1b).
- Adj. PAT grew 96.6% YoY at INR3.7b (our estimate: INR2.6b).
- For FY26, Revenue/EBITDA/PAT grew 14.5%/28.4%/49.6% YoY to INR64b/INR16.3b/INR10.5b.

### Base business (Ex-Cenexi) drives earnings; Cenexi at EBITDA positive

- The base business (ex-Cenexi) grew 22.4% to INR12.6b for the quarter.
- The base business's EBITDA margin at 40% rose 190bp YoY/460bp QoQ. EBITDA grew 28.5% YoY to INR5b for the quarter.
- Core markets' sales grew 23% YoY to INR10.5b (60% of sales). RoW sales grew 17% at INR1.5b (8% of sales). India sales grew 28% YoY to INR670m (4% of sales).
- Cenexi sales grew 22% YoY to INR4.8b (27% of sales), driven by increased volumes due to an increase in capacity and new product ramp-up.

- For 4QFY26, Cenexi reported revenue of INR4.8b. Gross margin for 4QFY26 was 78%. It reported an EBITDA of INR46m (vs INR148m in 3QFY26).

### Highlights from the management commentary

- GLAND guided for 12-13% YoY growth in revenue in FY27 on a CC basis. It does not include any business prospects from GLP-contracts.
- The overall YoY revenue growth is expected to improve over the next three years, with a meaningful increase expected in FY29.
- GLAND expects Cenexi to achieve a mid-single-digit EBITDA margin in FY27 vs an EBITDA loss (2%) in FY26.
- GLAND reported a 9%/5% revenue share/milestone income for 4QFY26.
- Management indicated capex of INR20b over the next five years for ophthalmics, alongside dedicated capex for certain CDMO contracts. GLAND also aims to invest in building capacity with respect to blow-fill technologies.
- In the GLP-1 segment, GLAND signed 8 contracts, while additional 6-7 contracts are expected to be signed shortly.




### Consolidated - Quarterly Earning

Y/E March	FY25				FY26				FY25	FY26	FY26	
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
<b>Net Sales</b>	<b>14,017</b>	<b>14,058</b>	<b>13,841</b>	<b>14,249</b>	<b>15,056</b>	<b>14,869</b>	<b>16,954</b>	<b>17,428</b>	<b>56,165</b>	<b>64,307</b>	<b>16,167</b>	<b>8</b>
YoY Change (%)	16.0	2.4	-10.4	-7.3	7.4	5.8	22.5	22.3	-0.9	14.5	13.5	
Total Expenditure	11,373	11,088	10,241	10,774	11,378	11,730	12,605	12,298	43,476	48,011	12,077	
<b>EBITDA</b>	<b>2,644</b>	<b>2,970</b>	<b>3,600</b>	<b>3,475</b>	<b>3,678</b>	<b>3,139</b>	<b>4,349</b>	<b>5,130</b>	<b>12,689</b>	<b>16,296</b>	<b>4,090</b>	<b>25</b>
YoY Change (%)	-10.1	-8.3	-3.8	-3.1	39.1	5.7	20.8	47.6	-6.1	28.4	17.7	
Margins (%)	18.9	21.1	26.0	24.4	24.4	21.1	25.7	29.4	22.6	25.3	25.3	
Depreciation	920	938	963	958	1,011	1,063	1,076	1,087	3,779	4,237	1,016	
Interest	56	61	228	75	115	78	39	100	420	333	63	
Other Income	514	597	585	440	575	842	632	1,115	2,136	3,163	647	
<b>PBT before EO expense</b>	<b>2,182</b>	<b>2,567</b>	<b>2,993</b>	<b>2,883</b>	<b>3,128</b>	<b>2,839</b>	<b>3,865</b>	<b>5,058</b>	<b>10,626</b>	<b>14,890</b>	<b>3,659</b>	
One-off income/(expense)	0	0	0	0	0	0	243	0	0	243	0	
<b>PBT</b>	<b>2,182</b>	<b>2,567</b>	<b>2,993</b>	<b>2,883</b>	<b>3,128</b>	<b>2,839</b>	<b>3,621</b>	<b>5,058</b>	<b>10,626</b>	<b>14,646</b>	<b>3,659</b>	
Tax	745	932	946	1,018	973	1,002	1,007	1,391	3,641	4,373	1,032	
Rate (%)	34.1	36.3	31.6	35.3	31.1	35.3	27.8	27.5	34.3	29.9	28.2	
<b>Reported PAT</b>	<b>1,438</b>	<b>1,635</b>	<b>2,047</b>	<b>1,865</b>	<b>2,155</b>	<b>1,837</b>	<b>2,615</b>	<b>3,667</b>	<b>6,985</b>	<b>10,273</b>	<b>2,627</b>	
<b>Adj PAT</b>	<b>1,438</b>	<b>1,635</b>	<b>2,047</b>	<b>1,865</b>	<b>2,155</b>	<b>1,837</b>	<b>2,791</b>	<b>3,667</b>	<b>6,985</b>	<b>10,449</b>	<b>2,627</b>	<b>40</b>
YoY Change (%)	-25.9	-15.8	0.4	-2.7	49.9	12.3	36.3	96.6	-10.9	49.6	40.8	
Margins (%)	10.3	11.6	14.8	13.1	14.3	12.4	16.5	21.0	12.4	16.2	16.2	
<b>EPS</b>	<b>8.7</b>	<b>9.9</b>	<b>12.4</b>	<b>11.3</b>	<b>13.1</b>	<b>11.2</b>	<b>16.9</b>	<b>22.3</b>	<b>42.4</b>	<b>63.4</b>	<b>16</b>	

**Consolidated - KPIs**

Y/E March	FY25				FY26				FY25	FY26E	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			
<b>INRm</b>											
Core Markets	10,641	10,521	10,398	11,320	11,484	11,614	13,210	14,209	42,880	50,517	11,904
YoY Growth (%)	24.3	3.2	-13.4	-6.0	7.9	10.4	27.0	25.5	0	18	5.2
India	527	874	562	525	594	665	744	670	2,488	2,673	656
YoY Growth (%)	-18.5	-0.2	-26.1	-0.2	12.7	-23.9	32.4	27.6	-11	7	25.0
Rest of the world	2,734	2,663	2,881	2,404	2,978	2,590	3,000	2,549	10,682	11,117	3,607
YoY Growth (%)	-4.9	0.1	1.4	-14.2	8.9	-2.7	4.1	6.0	-5	4	50.1
Cenexi	3884	3399	3718	3917	4647	4102	5163	4780	14918	18692	4387.0
YoY Growth (%)	20.8	-5.3	-16.2	7.7	19.6	20.7	38.9	22.0	0	25	12.0
<b>Cost Break-up</b>											
RM Cost (% of Sales)	40.3	40.9	33.4	34.2	34.6	37.2	34.0	33.9	37.2	34.9	34.3
Staff Cost (% of Sales)	25.4	23.5	24.8	26.2	27.1	25.9	25.0	23.6	25.0	25.3	25.2
Other Cost (% of Sales)	15.5	14.5	15.8	15.2	13.9	15.7	15.3	13.0	15.2	14.5	15.2
Gross Margins (%)	59.7	59.1	66.6	65.8	65.4	62.8	66.0	66.1	62.8	65.1	65.7
EBITDA Margins (%)	18.9	21.1	26.0	24.4	24.4	21.1	25.7	29.4	22.6	25.3	25.3
EBIT Margins (%)	12.3	14.5	19.0	17.7	17.7	14.0	19.3	23.2	21.8	24.8	19.0

# Apollo Tyres

Estimate change	
TP change	
Rating change	

**CMP: INR395 TP: INR469 (+19%) Buy**

## Rising input costs to drive near-term margin pressure

### Demand outlook remains healthy

Bloomberg	APTY IN
Equity Shares (m)	635
M.Cap.(INRb)/(USDb)	250.5 / 2.6
52-Week Range (INR)	541 / 392
1, 6, 12 Rel. Per (%)	-8/-15/-12
12M Avg Val (INR M)	529

- Apollo Tyres (APTY)'s 4QFY26 earnings came 14% ahead of est. at INR4.5b. The earnings surprise was driven by better-than-expected margins in both Indian and European operations.

- We factor in a steady 7% revenue CAGR over FY25-28E. In view of the commodity cost inflation and higher interest costs due to the upcoming expansion capex, we cut our EPS estimates for FY27/FY28 by 4%/8%. Post-correction, the stock's valuations at 16.2x/ 13.5x FY27E/FY28E EPS appear attractive, especially when compared to those of peers. **We reiterate our BUY rating on APTY** with a TP of INR469 (valued at 16x FY28E consol. EPS).

### Financials & valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	284.7	307.4	328.5
EBITDA	41.4	39.2	46.2
Adj. PAT	17.0	15.5	18.6
EPS (INR)	26.7	24.4	29.3
EPS Growth (%)	36.6	-8.8	20.1
BV/Share (INR)	328.4	351.3	379.2

### Ratios

RoE (%)	10.8	9.0	10.0
RoCE (%)	13.8	11.2	12.7
Payout (%)	27.8	24.6	23.9
P/E (x)	14.7	16.2	13.5
P/BV (x)	1.2	1.1	1.0
Div. Yield (%)	1.5	1.5	1.8
FCF Yield (%)	9.2	-0.8	1.3

### Strong operational performance

- APTY's consolidated revenue grew 14% YoY to INR 73.3b (in line) in 4QFY26, while standalone revenue rose 14% YoY to INR 52.4b (in line).
- Consolidated EBITDA margins expanded 150bp YoY to 14.6% (est. 13.9%), led by better-than-expected margins in both India and Europe operations.
- **Segmental performance**
- The India revenue grew 14% YoY to INR52.33b and was led by strong growth in the replacement segment. EBITDA margin remained stable QoQ at 14.6% (+340bp YoY) and was ahead of our estimate of 14.2%.
- Europe revenue in EUR terms declined 3.3% YoY to EUR170m due to weak industry demand and lower other operating income. Europe margins improved 30bp YoY to 14.6%, ahead of our estimate of 14.1%.
- APTY posted an exceptional expense of INR4.5b as recognition of provisions related to the estimated cost of restructuring of the Enschede plant.
- Further, as the company transitions to the concessional tax regime with a tax rate of 25.17% in FY27 vs. 34.9% earlier, it recognized a reversal of INR5.7b on account of the remeasurement of deferred tax liabilities.
- Adjusting for all the above, PAT stood at INR4.4b (14% above est.).
- **FY26 performance:** Revenue/EBITDA/PAT grew 9%/16%/37% YoY to INR284b/INR41b/INR17b, while OCF/FCF stood at INR37b/INR23b. Net debt decreased to INR16b in FY26 from INR25b in FY25.

### Shareholding Pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	36.9	36.9	37.4
DII	29.1	29.5	28.1
FII	12.6	12.5	13.4
Others	21.4	21.1	21.1

FII includes depository receipts

### Highlights from the management commentary

- Management indicated that demand remained firm in April, with volume growth continuing, and expects similar momentum in 1QFY27. If the inflationary cost environment persists, new purchases may be affected, but replacement demand is expected to hold up better.
- The company gained market share in TBR replacement and overall TBR. In PCR, APTY gained share in replacement but not in OEM.
- Demand trends in April were better across all segments in Europe, with the outlook improving for the fiscal. On the other hand, the US market demand remained weak.

- Management expects a margin benefit of the Enschede restructuring to reflect from H2FY27, although the company will lose revenue from one loss-making OHT category in the OEM market due to the plant shutdown (about 5% of European revenue).
- Management expects the raw material basket to increase in the high teens in 1QFY27 on a QoQ basis.
- The company has announced price hikes of 6–8% in the replacement market, which management indicated covers only around half of the required increase. Around 3–5% of the price increase has already been implemented in April, with the balance expected by May.
- Near-term margins are expected to remain under pressure due to cost inflation. If the current raw material prices sustain, the 2Q RM basket would be higher than the 1Q levels.
- APTY has planned a capex of INR35b for FY27, with around 80% allocated toward growth and expansion. The India capex would be INR30b within this.

### Valuation and view

We factor in a steady 7% revenue CAGR over FY25-28E. In view of the commodity cost inflation and higher interest cost on account of the upcoming expansion capex, we cut our EPS estimates for FY27/FY28 by 4%/8% respectively. Post-correction, the stock's valuations at 16.2x/13.5x FY27E/FY28E EPS appear attractive, especially when compared to those of peers. **We reiterate our BUY rating on APTY** with a TP of INR469 (valued at 16x FY28E consol. EPS).

### Cons - Qty Earnings Model

Y/E March	(INR m)											
	FY25				FY26				FY25	FY26	4QE	VAR
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Revenues</b>	<b>63,349</b>	<b>64,370</b>	<b>69,280</b>	<b>64,236</b>	<b>65,608</b>	<b>68,311</b>	<b>77,431</b>	<b>73,357</b>	<b>2,61,234</b>	<b>2,84,706</b>	<b>74,818</b>	<b>-2</b>
YoY Change (%)	1.4	2.5	5.0	2.6	3.6	6.1	11.8	14.2	2.9	12.2	16.5	
<b>EBITDA</b>	<b>9,093</b>	<b>8,779</b>	<b>9,470</b>	<b>8,374</b>	<b>8,677</b>	<b>10,207</b>	<b>11,859</b>	<b>10,688</b>	<b>35,715</b>	<b>41,432</b>	<b>10,434</b>	<b>2</b>
Margins (%)	14.4	13.6	13.7	13.0	13.2	14.9	15.3	14.6	13.7	14.6	13.9	
YoY Change (%)	-13.5	-24.3	-21.6	-22.4	-4.6	16.3	25.2	27.6	-20.6	16.0	24.6	
Depreciation	3,695	3,759	3,759	3,771	3,776	3,834	3,853	3,967	14,984	15,430	3,910	
Interest	1,070	1,197	1,105	1,094	1,006	1,010	1,001	898	4,466	3,915	1,087	
Other Income	308	217	81	275	189	297	496	352	881	1,334	234	
<b>PBT before EO expense</b>	<b>4,636</b>	<b>4,040</b>	<b>4,686</b>	<b>3,785</b>	<b>4,085</b>	<b>5,660</b>	<b>7,501</b>	<b>6,175</b>	<b>17,146</b>	<b>23,421</b>	<b>5,671</b>	<b>9</b>
Extra-Ord expense	404	52	42	1,188	3,702	1,800	271	4,561	1,687	10,335	0	
<b>PBT</b>	<b>4,232</b>	<b>3,988</b>	<b>4,644</b>	<b>2,596</b>	<b>383</b>	<b>3,860</b>	<b>7,229</b>	<b>1,614</b>	<b>15,460</b>	<b>13,086</b>	<b>5,671</b>	
Tax Rate (%)	28.6	25.4	27.4	29.0	66.5	33.2	34.9	-290.8	27.5	-4.8	30.6	
MI & Profit/Loss of Asso. Cos.	0	-1	-2	-3	-1	-1	-2	-3	-7	0	-1	
<b>Reported PAT</b>	<b>3,020</b>	<b>2,975</b>	<b>3,372</b>	<b>1,846</b>	<b>129</b>	<b>2,580</b>	<b>4,705</b>	<b>6,310</b>	<b>11,213</b>	<b>13,718</b>	<b>3,936</b>	
<b>Adj PAT</b>	<b>3,313</b>	<b>3,012</b>	<b>3,403</b>	<b>2,708</b>	<b>2,961</b>	<b>4,103</b>	<b>5,437</b>	<b>4,476</b>	<b>12,436</b>	<b>16,978</b>	<b>3,936</b>	<b>14</b>
YoY Change (%)	-18.4	-37.6	-32.9	-41.8	-10.6	36.2	59.8	65.3	-33.2	36.5	45.4	
Margins (%)	5.2	4.7	4.9	4.2	4.5	6.0	7.0	6.1	4.8	6.0	5.3	
<b>Standalone (India)</b>												
<b>Net Revenues</b>	<b>45,916</b>	<b>44,617</b>	<b>45,398</b>	<b>45,805</b>	<b>47,254</b>	<b>47,149</b>	<b>51,390</b>	<b>52,370</b>	<b>1,81,736</b>	<b>1,98,162</b>	<b>53,353</b>	<b>-2</b>
YoY Change (%)	4.0	1.2	4.8	4.4	2.9	5.7	13.2	14.3	3.6	9.0	16.5	
<b>EBITDA</b>	<b>6,331</b>	<b>5,389</b>	<b>5,035</b>	<b>5,152</b>	<b>6,447</b>	<b>7,206</b>	<b>7,466</b>	<b>7,640</b>	<b>21,907</b>	<b>28,759</b>	<b>7,584</b>	<b>1</b>
Margins (%)	13.8	12.1	11.1	11.2	13.6	15.3	14.5	14.6	12.1	14.5	14.2	
<b>Adj PAT</b>	<b>2,264</b>	<b>1,675</b>	<b>1,251</b>	<b>1,438</b>	<b>2,233</b>	<b>2,795</b>	<b>4,668</b>	<b>3,197</b>	<b>6,657</b>	<b>18,845</b>	<b>3,083</b>	<b>4</b>
YoY Change (%)	-27.0	-52.2	-59.2	14.8	-1.4	66.9	273.1	122.3	-39.1	183.1	114.3	
<b>Europe (EUR m)</b>												
<b>Net Revenues</b>	<b>146</b>	<b>171</b>	<b>183</b>	<b>176</b>	<b>146</b>	<b>177</b>	<b>180</b>	<b>170</b>	<b>676</b>	<b>678</b>	<b>175</b>	<b>-3</b>
YoY Change (%)	1.4	1.2	4.0	-3.3	0.0	3.5	-1.6	-3.4	0.8	1.0	-0.7	
Margins (%)	13.7	14.8	17.7	14.3	10.8	12.7	17.9	14.6	15.2	14.0	14.1	

Source: MOFSL Estimates

# Data Patterns (India)

Estimate change	↓
TP change	↑
Rating change	↔

**CMP: INR3,877      TP: INR3,290 (-15%)      Neutral**

## Healthy order pipeline supports growth visibility

### Operating performance beats our estimates

Bloomberg	DATAPATT IN
Equity Shares (m)	56
M.Cap.(INRb)/(USD\$)	217 / 2.3
52-Week Range (INR)	4303 / 2131
1, 6, 12 Rel. Per (%)	15/34/53
12M Avg Val (INR M)	2485

- Data Patterns (DATAPATT) reported a healthy 4Q, with EBITDA surging 29% YoY. This surge was fueled by a favorable product mix with higher contributions from the fully in-house developed proprietary systems (having minimal bought-out content) and better fixed-cost absorption. Further, the Production and Service segments grew 22% and 3.5x, respectively, while the revenue from the Development segment declined 44% YoY during 4QFY26.
- The company's order book stood at ~INR20.62b, providing strong revenue visibility. Additionally, repeat single-vendor opportunities worth ~INR19b will offer further growth potential. In addition, negotiated orders of ~INR11b are expected to convert into contracts over the next 1–2 months, subject to government approval. Based on these, the company maintains growth guidance of 20-25% over 2-3 years with EBITDA margin guidance of 35-40%.
- Factoring in the lower-than-expected sales in 4Q and management guidance, we cut our FY27E/FY28E earnings by 7%/5%. **We reiterate our Neutral rating with a TP of INR3,290 (premised on 41x FY28E EPS).**

### Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	9.2	11.6	14.5
EBITDA	3.7	4.5	5.7
Adj. PAT	2.7	3.5	4.5
EBITDA Margin (%)	40.4	38.5	39.1
Cons. Adj. EPS (INR)	47.9	62.9	80.8
EPS Gr. (%)	21.0	31.2	28.5
BV/Sh. (INR)	310.0	371.9	451.6

### Ratios

Net D:E	-0.2	-0.3	-0.3
RoE (%)	16.5	18.4	19.6
RoCE (%)	17.4	18.9	20.0

### Valuations

P/E (x)	81	62	48
EV/EBITDA (x)	57	47	37

### Shareholding Pattern (%)

As on	Mar-26	Dec-25	Mar-25
Promoter	42.4	42.4	42.4
DII	11.7	10.3	7.4
FII	12.5	11.6	12.8
Others	33.4	35.8	37.5

Note: FII includes depository receipts

### Margin expansion offsets revenue weakness

- DATAPATT's consolidated revenue declined 13% YoY to INR3.4b (est. of INR4.0b) in 4QFY26. Revenue from the Development segment fell 44% to INR1.3b, while the Production and Service segments grew 22% and 3.5x to INR2b and INR138m, respectively.
- In terms of products, Avionics accounted for the largest revenue mix at 48.5%. In terms of customers, Brahmos played a significant role this quarter, accounting for ~31.5% of the mix.
- DATAPATT's gross margin expanded 25pp YoY to 73.4%. Employee/other expenses expanded 440bp/190bp YoY to 11.8%/5.7% in 4QFY26.
- Accordingly, the EBITDA margin expanded 18pp YoY to 56% (est. ~45%). EBITDA increased 29% YoY to INR1.9b (est. INR1.8b). Adj. PAT increased 21% YoY to INR1.4b (est. in line).
- The order book stood at ~INR9.3b as of Mar'26 vs. INR7.4b/INR7.3b in Dec'25/Mar'25. Development/Production/Service segments accounted for 41%/21%/38% of the total order book.
- For FY26, Revenue/EBITDA/Adj PAT grew 31%/36%/23% YoY to INR9.3b/INR3.7b/INR2.7b. CFO stood at INR802m, against the operating cash outflow of INR899m in Mar'25.
- In FY26, the company's WC days decreased by 63 days to 365 from 428 days as of Mar'25. The company remained net debt-free as of Mar'26.

### Key highlights from the management commentary

- **Outlook:** Over the next 2-3 years, management reiterated guidance of ~20-25% revenue growth, 35-40% EBITDA margins, and a net debt-free balance sheet, alongside a roadmap to normalize working capital to ~340 days over the medium term.

- **Brahmos:** The first variant is currently under execution, with production orders expected to commence over the next 4–5 months. Management does not foresee any supply or execution constraints in the BrahMos program, while delivery timelines have also accelerated, indicating faster execution and deployment.
- **Exports:** The company’s export order book stands at INR530m, supported by increasing engagement with European and global customers amid higher defense spending. Following the successful export of transportable precision approach radars to Europe, management expects inquiries from global OEMs to convert into contracts over the next 2–4 months, creating potential for recurring long-term business opportunities.

### Valuation and view

- DATAPATT reported a healthy quarter, driven by a higher contribution from the production segment, improved execution timelines, and accelerated deliveries in key programs such as BrahMos. Strong FY26 order inflows and a robust order book of ~INR20b, along with repeat single-vendor opportunities worth ~INR19b and expected conversion of negotiated orders (INR11b), provide healthy growth visibility for FY27.
- Further, medium-term tailwinds, such as: 1) differentiated product building competencies, 2) long-term relationships with clients, and 3) a strong pipeline of products, will drive sustainable growth. We remain confident of ~25% revenue growth over the next 2-3 years.
- We estimate a revenue/EBITDA/adj. PAT CAGR of 25%/23%/30% over FY26-28. **Reiterate Neutral with a TP of INR3,290 (premised on 41x FY28E EPS).**

### Consolidated - Quarterly Earnings Model

Y/E March	(INR m)											
	FY25				FY26				FY25	FY26	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	%
<b>Gross Sales</b>	<b>1,041</b>	<b>910</b>	<b>1,170</b>	<b>3,962</b>	<b>993</b>	<b>3,075</b>	<b>1,731</b>	<b>3,449</b>	<b>7,084</b>	<b>9,248</b>	<b>4,002</b>	<b>-14</b>
YoY Change (%)	16.0	-16.0	-16.1	117.4	-4.6	237.8	47.9	-13.0	36.3	30.6	1.0	
Total Expenditure	669	567	630	2,467	673	2,390	925	1,520	4,334	5,508	2,201	
<b>EBITDA</b>	<b>372</b>	<b>343</b>	<b>540</b>	<b>1,495</b>	<b>321</b>	<b>685</b>	<b>806</b>	<b>1,928</b>	<b>2,750</b>	<b>3,740</b>	<b>1,801</b>	<b>7</b>
Margins (%)	35.7	37.7	46.2	37.7	32.3	22.3	46.5	55.9	38.8	40.4	45.0	
Depreciation	31	35	35	39	55	57	59	59	139	230	60	
Interest	30	28	32	31	32	24	22	47	121	125	18	
Other Income	123	120	114	106	106	59	58	57	463	280	170	
<b>PBT before EO expense</b>	<b>435</b>	<b>400</b>	<b>588</b>	<b>1,531</b>	<b>340</b>	<b>664</b>	<b>783</b>	<b>1,880</b>	<b>2,953</b>	<b>3,666</b>	<b>1,893</b>	
Extra-Ord expense	0	0	0	0	0	0	30	0	0	30	0	
<b>PBT</b>	<b>435</b>	<b>400</b>	<b>588</b>	<b>1,531</b>	<b>340</b>	<b>664</b>	<b>753</b>	<b>1,880</b>	<b>2,953</b>	<b>3,635</b>	<b>1,893</b>	
Tax	107	98	141	390	85	172	170	496	735	922	471	
Rate (%)	24.5	24.4	24.0	25.5	24.9	25.9	22.5	26.4	24.9	25.4	24.9	
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
<b>Reported PAT</b>	<b>328</b>	<b>303</b>	<b>447</b>	<b>1,141</b>	<b>255</b>	<b>492</b>	<b>583</b>	<b>1,384</b>	<b>2,218</b>	<b>2,714</b>	<b>1,422</b>	
<b>Adj PAT</b>	<b>328</b>	<b>303</b>	<b>447</b>	<b>1,141</b>	<b>255</b>	<b>492</b>	<b>606</b>	<b>1,384</b>	<b>2,218</b>	<b>2,736</b>	<b>1,422</b>	<b>-3</b>
YoY Change (%)	26.9	-10.4	-12.4	60.5	-22.2	62.5	35.6	21.3	22.1	23.4	24.6	
Margins (%)	31.5	33.3	38.2	28.8	25.7	16.0	35.0	40.1	31.3	29.6	35.5	

# Kalpataru Projects International

Estimate changes



TP change



Rating change



	KPIL IN
Bloomberg Equity Shares (m)	171
M.Cap.(INRb)/(USDb)	214.8 / 2.2
52-Week Range (INR)	1336 / 1007
1, 6, 12 Rel. Per (%)	6/9/24
12M Avg Val (INR M)	299

## Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Net Sales	232.1	265.3	304.1
EBITDA	20.3	22.8	26.5
PAT	10.0	11.2	13.6
EPS (INR)	58.6	65.5	79.4
GR. (%)	49.0	11.8	21.1
BV/Sh (INR)	480.9	537.5	607.9

## Ratios

ROE (%)	13.0	12.9	13.9
RoCE (%)	11.7	11.9	12.8

## Valuations

P/E (X)	21.5	19.2	15.8
P/BV (X)	2.6	2.3	2.1
EV/EBITDA (X)	11.2	9.8	8.4
Div Yield (%)	0.7	0.7	0.7

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	33.6	33.6	33.5
DII	45.1	43.9	45.0
FII	10.9	11.7	11.6
Others	10.4	10.8	9.9

FII Includes depository receipts

CMP: INR1,258

TP: INR1,500 (+19%)

Buy

## Strong performance; exits non-core businesses

Kalpataru Project's (KPIL) 4QFY26 revenue and profitability came in ahead of our estimates. Despite 4% YoY growth in overall inflows, execution growth remained strong in FY26 at 23% YoY, with strong margin of 8.7%. The ordering pipeline is strong in T&D, B&F and O&G segments. KPIL has divested non-core assets such as road projects and Indore real estate and took impairment at Brazilian subsidiary Fastell. Focus is now on growing the core business, with larger traction seen in T&D, B&F and O&G segments. Improvement in collections and maintaining or improving margins despite a challenging environment impact overall costs. We tweak our estimates and maintain BUY with an unchanged SoTP-based TP of INR1,500, valuing the core business at 18x Jun'28E EPS.

## Better-than-expected performance

KPIL reported 4QFY26 revenue of INR70b (+12% YoY), driven by strong execution and a healthy backlog across the T&D, B&F, O&G, and urban infra businesses. Gross margin expanded 260bp YoY to 23.9% (vs est 22.6%). Absolute EBITDA grew 28% YoY to INR7b, while EBITDA margin expanded 120bp YoY to 9.6% (vs. est. 8.5%), aided by higher gross margins and lower-than-expected employee costs. Adj. PAT grew 37% YoY to INR3.6b, ahead of our estimate of INR3b, led by higher other income and a lower-than-expected tax rate. The company has provided for an impairment loss of INR5.2b for Fastell (Brazil) and booked a gain of INR1.9b on the sale of VEPL for the full year, along with a one-time dividend of INR1.2b from VEPL. FY26 order inflow stood at INR264b (up 4% YoY), taking the order book to INR655b (+1% YoY). NWC days stood at 90 vs. 94 in 4QFY25, while net debt declined 32% YoY to INR7b. For FY26, revenue/EBITDA/PAT stood at INR232b/INR20b/INR10b, up 23%/28%/48% YoY, while EBITDA margin expanded 30bp YoY to 8.7%. However, OCF/FCF declined 9%/79% YoY to INR8b/INR1b on higher capex.

## T&D continues to be key contributor to future growth

T&D segment delivered a strong performance in FY26, with revenue growing 25% YoY to INR125b, driven by strong execution and a healthy order backlog. FY26 order inflows remained strong, contributing 49% of the company's total order inflows of INR264b, led by major wins across India, Africa, the Middle East and South America. Moreover, the company currently has L1 orders worth ~INR32b, including an ~INR20b international solar EPC project. The current order book stands at INR286b. In FY27, KPIL expects the T&D business to grow 20%+, supported by a domestic opportunity pipeline exceeding INR1t and healthy international demand across transmission, substation and solar EPC projects. FY27 T&D order inflows are expected at INR130b-150b, including INR60b-70b from domestic markets and INR80b-90b from international markets. We expect the T&D segment to clock a revenue CAGR of 11% over FY26-28E, led by order inflow CAGR of 15% over the same period.

### **Non-T&D growth led by B&F and O&G segments**

Among the non-T&D businesses, B&F and O&G emerged as key growth drivers in FY26. B&F revenue grew 19% YoY to INR70b, supported by strong execution and improved market positioning, while O&G revenue grew 55% YoY to INR27b, led by strong execution in Saudi projects. Order inflows remained strong with B&F contributing 43% of total FY26 inflows, including the company's largest-ever housing project order. The O&G opportunity pipeline remains strong even during the ongoing West Asia crisis. KPIL expects both B&F and O&G businesses to grow 20%+ in FY27. O&G continues to witness strong traction across Saudi Arabia, Abu Dhabi, Qatar and Kuwait, with an estimated bidding pipeline of INR500b-700b over the next six months, while tendering activity is expected to accelerate from 2HFY27 onward. We expect B&F and O&G to remain key growth drivers going ahead too.

### **Water collections improve; railways remain selective**

The water and railways segments remained relatively subdued in FY26, with water segment revenue declining 8% YoY to INR21b due to lower collections in JJM projects. Railways revenue grew 9% YoY to INR11b. The water order book stood at INR79b as of Mar'26, including ~INR21b of O&M orders, with over 75% of the executable backlog linked to JJM projects, most of which are expected to be completed during FY27. The company expects collections in the water to improve materially, with outstanding receivables of ~INR16b to be recovered during 1HFY27.

### **Healthy margin expansion despite commodity inflation**

KPIL's standalone EBITDA margin improved 30bp YoY to 8.7% in FY26, while 4QFY26 standalone EBITDA margin expanded 120bp YoY to 9.6%. T&D, B&F and O&G businesses continue to operate at healthy double-digit EBITDA margins, while urban infra, water and railways remain at single-digit levels. Despite commodity inflation, margin risks remain contained, as over 90% of aluminum, zinc and copper exposures are hedged, steel cost increases have already been factored into guidance, and nearly 50% of the order book carries variable price clauses. Diesel prices remain a key monitorable amid ongoing geopolitical uncertainties.

### **Key priorities over the next 2-3 years**

Over the next 2-3 years, KPIL's key priorities include: 1) focusing on executing large-scale, complex and high-margin EPC projects across core businesses; and 2) leveraging its in-house design, engineering and project execution capabilities. The company plans to strengthen its international presence beyond T&D and O&G while continuing strategic capex investments in equipment, plant modernization and execution capabilities to support future growth. KPIL also aims to monetize additional non-core assets over FY27-28, improve return ratios and maintain strong balance sheet discipline, alongside retaining and strengthening its execution and engineering talent pool to support long-term profitable growth.

### **Future growth guidance**

KPIL expects FY27 order inflows to exceed INR300b, supported by strong demand across T&D, B&F, O&G and urban infra businesses. It expects 15%+ revenue growth in FY27. KPIL guided for ~75bp improvement in standalone PBT margins, driven by better business mix, operating leverage and lower finance costs.

### Financial outlook and view

We cut our estimates by 1%/3% for FY27/28 to factor in 4QFY26 performance and expect KPIL to report a CAGR of 14%/14%/16% in revenue/EBITDA/PAT over FY26-28. The stock is trading at 19.2x/15.8x P/E on FY27/28 earnings. Maintain BUY with an unchanged SoTP-based TP of INR1,500, based on 18x Mar'28E EPS for the core business.

### Key risks and concerns

Slowdown in execution, lower-than-expected order inflows, sharp rise in commodity prices, and increase in promoter pledges are some of the key concerns that can weigh on financials and valuations of the company.

### Standalone - Quarterly Earning Model

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>37,219</b>	<b>41,361</b>	<b>48,257</b>	<b>62,042</b>	<b>50,397</b>	<b>54,188</b>	<b>57,876</b>	<b>69,640</b>	<b>1,88,879</b>	<b>2,32,101</b>	<b>66,381</b>	<b>5</b>
YoY Change (%)	2.8	7.6	16.4	20.5	35.4	31.0	19.9	12.2	12.7	22.9	7.0	
Total Expenditure	34,085	37,877	44,239	56,810	46,114	49,716	53,063	62,921	1,73,009	2,11,814	60,749	
<b>EBITDA</b>	<b>3,135</b>	<b>3,485</b>	<b>4,019</b>	<b>5,232</b>	<b>4,284</b>	<b>4,472</b>	<b>4,813</b>	<b>6,719</b>	<b>15,870</b>	<b>20,287</b>	<b>5,632</b>	<b>19</b>
YoY Change (%)	-0.2	13.1	16.8	30.8	36.7	28.3	19.8	28.4	16.2	27.8	7.6	
Margins (%)	8.4	8.4	8.3	8.4	8.5	8.3	8.3	9.6	8.4	8.7	8.5	
Depreciation	929	914	956	949	936	966	1,005	1,041	3,749	3,948	1,012	3
Interest	861	998	1,071	877	840	1,025	926	890	3,807	3,680	996	-11
Other Income	295	264	185	235	234	242	255	369	979	1,101	342	8
<b>PBT before EO expense</b>	<b>1,640</b>	<b>1,836</b>	<b>2,177</b>	<b>3,641</b>	<b>2,742</b>	<b>2,723</b>	<b>3,138</b>	<b>5,157</b>	<b>9,294</b>	<b>13,759</b>	<b>3,966</b>	<b>30</b>
Extra-Ord expense	-	-	-	330	-	-	295	2,033	330	2,328	-	
<b>PBT</b>	<b>1,640</b>	<b>1,836</b>	<b>2,177</b>	<b>3,311</b>	<b>2,742</b>	<b>2,723</b>	<b>2,843</b>	<b>3,124</b>	<b>8,964</b>	<b>11,431</b>	<b>3,966</b>	<b>-21</b>
Tax	474	513	604	894	734	724	730	926	2,485	3,114	1,298	
Rate (%)	28.9	27.9	27.7	27.0	26.8	26.6	25.7	29.6	27.7	27.2	32.7	
<b>Reported PAT</b>	<b>1,166</b>	<b>1,323</b>	<b>1,574</b>	<b>2,416</b>	<b>2,008</b>	<b>1,999</b>	<b>2,112</b>	<b>2,198</b>	<b>6,479</b>	<b>8,317</b>	<b>2,668</b>	<b>-18</b>
<b>Adj PAT</b>	<b>1,166</b>	<b>1,323</b>	<b>1,574</b>	<b>2,657</b>	<b>2,008</b>	<b>1,999</b>	<b>2,331</b>	<b>3,673</b>	<b>6,718</b>	<b>10,011</b>	<b>2,660</b>	<b>38</b>
YoY Change (%)	-7.4	17.1	9.3	51.8	72.1	51.1	48.2	38.2	20.3	49.0	0.1	
Margins (%)	3.1	3.2	3.3	4.3	4.0	3.7	4.0	5.3	3.6	4.3	4.0	

# Alembic Pharma

Estimate change	↓
TP change	↔
Rating change	↔

**CMP: INR784      TP: INR725 (-8%)      Neutral**  
**Weak acute portfolio, high investments weigh on earnings**

## Commercial execution in Pivya and future launches critical for next phase of growth

Bloomberg	ALPM IN
Equity Shares (m)	197
M.Cap.(INRb)/(USDb)	154.1 / 1.6
52-Week Range (INR)	1108 / 635
1, 6, 12 Rel. Per (%)	9/-5/-9
12M Avg Val (INR M)	199

### Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	73.4	83.5	94.5
EBITDA	11.2	13.1	16.3
Adj. PAT	6.2	7.5	9.8
EBIT Margin (%)	10.9	11.4	13.0
Cons. Adj. EPS (INR)	31.7	38.4	49.8
EPS Gr. (%)	8.8	21.2	29.6
BV/Sh. (INR)	288.7	321.1	364.8

### Ratios

Net D:E	0.2	0.2	0.1
RoE (%)	11.5	12.6	14.5
RoCE (%)	12.2	11.2	12.9
Payout (%)	17.5	15.7	12.1

### Valuations

P/E (x)	24.8	20.4	15.8
EV/EBITDA (x)	18.1	15.5	12.2
Div. Yield (%)	0.7	0.7	0.7
FCF Yield (%)	3.2	2.8	4.2
EV/Sales (x)	2.7	2.4	2.1

### Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	69.7	69.7	69.7
DII	16.2	16.2	16.4
FII	4.3	4.2	3.9
Others	9.8	9.9	10.0

FII includes depository receipts

- Alembic Pharma (ALPM) reported a lower-than-expected financial performance in 4QFY26, as revenue/EBITDA/PAT came in 2%/29%/43% below our estimates. 4Q performance was affected by an inferior show in acute therapies in the domestic formulation (DF) segment, stable non-US sales and higher R&D spending.
- US sales growth in FY26 was moderate at 7% YoY (CC terms) despite a healthy pace of launches.
- Acute therapies delivered stable sales for the fourth consecutive year. The specialty segment faced challenges in FY26.
- Animal health and non-US segments maintained their robust growth momentum, offsetting the adverse impact of other business segments.
- ALPM is in the process of scaling up branded products in the US. Given the recent commercial launch, we await progress on prescription increase as well as doctor reach.
- We cut our earnings estimates by 12%/6% for FY27/FY28, factoring in a) slower growth in branded generics in DF segment, b) higher spending on product development, and c) lower operating leverage. We value ALPM at 14x 12-month forward earnings to arrive at a TP of INR725.
- ALPM ended FY26 with earnings growth of 9% YoY. We estimate a CAGR of 21%/26% in EBITDA/PAT over FY26-28, considering the scale-up in US business (on increased pace of launches), commercial success in branded business in the US, and growth momentum in non-US/API segments. However, the current valuation adequately captures any potential upside in the earnings. Maintain Neutral.

## Product mix benefit more than offset by higher opex

- Sales grew 4.4% YoY to INR18.5b (our est: INR18.9b).
- Gross margin expanded 120bp YoY to 71.2%.
- EBITDA Margin contracted 310bp YoY to 12.3%, driven by higher operational cost as well as R&D expenses.
- R&D spending was INR2.1b vs. INR1.6b YoY.
- Consequently, EBITDA declined 16.2% YoY to INR2.3b (our est: INR3.2b).
- Adj. PAT fell 26% YoY to INR1.2b. (our est: INR2b).
- For FY26, revenue/EBITDA/PAT increased by 10%/11%/9% YoY to INR73b/INR11b/INR6b.

## US growth offsets weakness in other business segments in 4QFY26

- US generics sales grew 11% YoY to INR5.6b (30% of sales).
- Excl. US generics, export sales declined 2% YoY to INR3.7b (20% of sales).
- DF sales rose 4% YoY to INR5.7b (31% of sales).
- API sales increased by 2% YoY to INR3.5b (19% of sales).

### Key highlights from the management commentary

- Management expects FY27 growth of 10-15% in the US business, over 15% in ROW business, and ~10% in the API business, while the India business is expected to grow in line with market growth.
- Overall consolidated revenue growth is expected to be in the low double-digit range in FY27.
- R&D investments are likely to be around INR7.5-8.0b (~9%) in FY27.
- Capex is expected to be in the range of INR3.0-3.5b, primarily for capacity expansion, debottlenecking, and replacement capex.
- Management expects margin improvement in FY27 and reiterates its aspiration to achieve ~20% EBITDA margins over the next two to three years.
- Management expects product launches in the international business to be phased through FY27, including a few meaningful day-one launches in the first couple of quarters, along with better volumes from the existing portfolio.

### Consolidated - Quarterly Earning

Y/E March	(INR m)											
	FY25				FY26				FY25	FY26	FY26E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	vs Est
<b>Net Sales</b>	<b>15,617</b>	<b>16,480</b>	<b>16,927</b>	<b>17,696</b>	<b>17,107</b>	<b>19,102</b>	<b>18,763</b>	<b>18,477</b>	<b>66,721</b>	<b>73,449</b>	<b>18,923</b>	<b>-2.4%</b>
YoY Change (%)	5.1	3.3	3.8	16.7	9.5	15.9	10.8	4.4	7.1	10.1	6.9	
Total Expenditure	13,249	14,087	14,325	14,977	14,294	15,945	15,828	16,198	56,639	62,265	15,706	
<b>EBITDA</b>	<b>2,368</b>	<b>2,393</b>	<b>2,602</b>	<b>2,719</b>	<b>2,813</b>	<b>3,157</b>	<b>2,935</b>	<b>2,279</b>	<b>10,082</b>	<b>11,184</b>	<b>3,217</b>	<b>-29.2%</b>
YoY Change (%)	19.2	14.9	-2.4	4.6	18.8	31.9	12.8	-16.2	8.1	10.9	18.3	
Margins (%)	15.2	14.5	15.4	15.4	16.4	16.5	15.6	12.3	15.1	15.2	17.0	
Depreciation	690	705	700	690	738	761	801	886	2,786	3,186	812	
<b>EBIT</b>	<b>1,678</b>	<b>1,688</b>	<b>1,902</b>	<b>2,029</b>	<b>2,075</b>	<b>2,396</b>	<b>2,134</b>	<b>1,393</b>	<b>7,297</b>	<b>7,999</b>	<b>2,405</b>	
YoY Change (%)	26.6	19.9	-3.6	6.5	23.7	42.0	12.2	-31.3	10.5	9.6	18.5	
Interest	132	188	223	245	235	242	233	226	788	936	131	
Other Income	21	167	95	142	65	69	155	255	425	544	221	
<b>PBT before EO expense</b>	<b>1,567</b>	<b>1,667</b>	<b>1,774</b>	<b>1,926</b>	<b>1,905</b>	<b>2,223</b>	<b>2,056</b>	<b>1,423</b>	<b>6,934</b>	<b>7,607</b>	<b>2,495</b>	
Extra-Ord expense	0	-129	0	0	0	0	422	248	129	-670	0	
<b>PBT</b>	<b>1,567</b>	<b>1,796</b>	<b>1,774</b>	<b>1,926</b>	<b>1,905</b>	<b>2,223</b>	<b>1,633</b>	<b>1,175</b>	<b>7,063</b>	<b>6,937</b>	<b>2,495</b>	
Tax	225	273	401	353	365	400	295	-829	1,252	231	449	
Rate (%)	14.4	15.2	22.6	18.3	19.1	18.0	18.1	-70.6	17.7	3.3	18.0	
MI & P/L of Asso. Cos.	-5	-11	-11	4	-3	-24	8	-23	-23	-42	11	
<b>Reported PAT</b>	<b>1,347</b>	<b>1,534</b>	<b>1,384</b>	<b>1,569</b>	<b>1,544</b>	<b>1,847</b>	<b>1,330</b>	<b>2,027</b>	<b>5,834</b>	<b>6,748</b>	<b>2,035</b>	
<b>Adj PAT</b>	<b>1,347</b>	<b>1,425</b>	<b>1,384</b>	<b>1,569</b>	<b>1,544</b>	<b>1,847</b>	<b>1,676</b>	<b>1,161</b>	<b>5,725</b>	<b>6,227</b>	<b>2,035</b>	<b>-42.9%</b>
YoY Change (%)	11.6	3.6	-23.5	-12.3	14.6	29.7	21.1	-26.0	-7.2	8.8	29.7	
Margins (%)	8.6	8.6	8.2	8.9	9.0	9.7	8.9	6.3	8.6	8.5	10.8	
<b>EPS</b>	<b>6.9</b>	<b>7.2</b>	<b>7.0</b>	<b>8.0</b>	<b>7.9</b>	<b>9.4</b>	<b>8.5</b>	<b>5.9</b>	<b>29.1</b>	<b>31.7</b>	<b>10.4</b>	

E: MOFSL Estimates

# Devyani International

Estimate changes 

TP change 

Rating change 

**CMP: INR118**

**TP: INR165 (+40%)**

**Buy**

	DEVIANI IN
Bloomberg Equity Shares (m)	1233
M.Cap.(INRb)/(USD\$)	145.6 / 1.5
52-Week Range (INR)	191 / 92
1, 6, 12 Rel. Per (%)	12/-6/-28
12M Avg Val (INR M)	533

## Financials & Valuations (INR b)

Y/E Mar	2026	2027E	2028E
Sales	56.1	65.0	72.4
Sales Gr. (%)	13.3	15.9	11.3
EBITDA	8.6	10.6	12.8
Margins (%)	15.2	16.3	17.7
Adj. PAT	-0.2	0.5	1.5
Adj. EPS (INR)	-0.1	0.4	1.2
EPS Gr. (%)	PL	LP	182.3
BV/Sh. (INR)	12.5	8.6	7.1

## Ratios

RoE (%)	-1.3	4.1	15.6
RoCE (%)	3.1	5.3	7.4

## Valuation

P/E (x)	-822.3	271.4	96.1
P/BV (x)	9.4	13.7	16.6
EV/Sales (x)	2.7	2.5	2.6
EV/EBITDA (x)*	34.2	25.8	19.6

\* Pre-Ind AS

## Shareholding Pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	61.4	61.4	62.7
DII	19.3	19.4	16.9
FII	6.1	5.8	10.5
Others	13.2	13.4	10.0

FII includes depository receipts

## KFC's print improves; operational profitability in line

- Devyani International's (DEVYANI) consolidated revenue grew 19% YoY in 4QFY26. The Indian revenue was up 18% YoY, led by KFC and the Skygate acquisition. KFC's SSSG was better than expected, while PH's same-store sales continued to decline in 4Q. The company is witnessing a gradual recovery in demand trends across its brands.
- KFC's sales rose 15% YoY, with SSSG improving to 5% (base -6.1%; -3% in 3Q). KFC closed five stores in 4Q. Pizza Hut (PH)'s revenue declined 4% YoY, with SSSG at -3.7% YoY. There was no store addition in 4Q. Franchise brands' (Costa Coffee, NYF, and SK) revenue grew 3% YoY, while its acquired brands' (Vaango and Sky Gate) revenue stood at INR911m.
- India ROM was up 13% YoY to INR1.2b while margin contracted by 50bp YoY to 12.9%. KFC's ROM improved 70bp YoY to 17% backed by strong GM expansion (+120bp), while PH's ROM stood at -1.4% vs. +0.7% in base.
- International revenue grew 20% YoY to INR5b with RoM at INR890m (vs. INR677m in 4QFY25), and margin expanded 160bp YoY to 17.7%.
- Weak unit economics have remained a key overhang for QSR players over the past couple of years amid aggressive store expansion. 4QFY26 saw store rationalization, indicating the company's focus on fixing the unit economics. KFC's performance is now witnessing an improving trajectory, aided by its consumer recruitment strategy. The proposed Devyani-Sapphire merger, likely to be completed by the end of FY27, is expected to unlock scale efficiencies and enhance execution capabilities across brands and geographies. **We reiterate our BUY rating on the stock and value the entity at 25x Mar'28E EV/EBITDA (pre-Ind AS) to arrive at our TP of INR165.**

## EBITDA in line; KFC's performance improving

- KFC leads the show:** Consolidated sales growth was at 19% YoY to INR14.4b (est. INR 14b). The India revenue was up 18% YoY to INR9.5b (est. INR9.3b), supported by improving KFC performance and the Sky Gate acquisition. KFC sales grew 15% YoY to INR6.0b (est. INR5.9b). SSSG improved 4.9% (est. 2%). KFC delivered its strongest performance in the last 14 quarters. PH sales declined 4% YoY to INR1.7b (est. INR1.8b). SSSG declined 3.7% (est. -2.6%). ADS of KFC improved 1% YoY to INR84k, while that of PH dipped 3% YoY to INR30k.
- Store network shrunk by 12 stores:** It reduced by a total of 12 stores in 4QFY26 to reach 2,253 stores. The store additions/closures in KFC/PH/CC/own brands/airports were 5/0/-5/-1/-1, while the international store count remained unchanged. The total store count for KFC/PH/CC/own brands/international stood at 783/639/198/217/399.

- **Slight pressure on margins:** Gross profit grew 19% YoY to INR9.9b (est. 9.7b). Gross margin expanded up 30bp YoY, but was flat QoQ at 68.8% (est. 69.4%). Reported EBITDA rose 14% YoY to INR2.3b (est. INR2b). Consol. EBITDA margin contracted 60bp YoY while up 30bp QoQ to 16% (est. 14.3%). Consol. ROM rose 21% YoY to INR2b. Margin improved 30bp YoY and 20bp QoQ to 14.1%. EBITDA (Pre-Ind AS) grew 14% YoY to INR1.2b (in line). Margin dipped 40bp YoY to 8.6%.
- Adjusted net loss stood at INR35m (a loss of INR25m was estimated) vs. a loss of INR20m in 4QFY25.

### **FY26 revenue/EBITDA (pre-IND AS) up 13%/down 9% YoY**

#### **Highlights from the management commentary:**

- Management believes geopolitical disruptions disproportionately impact smaller players, potentially aiding market share gain for larger organized QSR operators.
- Devyani undertook only a marginal price increase of less than 0.5% on its menu at the portfolio level. Future pricing actions will remain dependent on the inflationary environment and commodity trends.
- Management emphasized that business disruption from the ongoing gas crisis has been minimal, despite supply challenges related to the Middle East conflict.
- The Devyani-Sapphire merger is expected to be completed by the end of FY27.

#### **Valuation and view**

- We broadly retain our EBITDA estimates for FY27 and FY28.
- Management remains committed to improving ADS and profitability across the existing network and brands and will adopt a more cautious approach to future store openings.
- The merger of Devyani and Sapphire is expected to unlock meaningful scale benefits, improve unit economics through operating leverage and revised commercial terms, and enhance execution across brands and geographies.
- The merger is expected to deliver recurring annual synergies of ~INR2.2b, driven by lower Pizza Hut operating costs, reduction in overall corporate overheads, and other operational efficiencies. We estimate an EBITDA gain of ~INR500m in FY28, considering weak QSR industry performance and any delay in the occurrence of synergy benefits ([refer to our detailed merger note](#)).
- We value the entity at 25x EV/EBITDA (pre-IND AS) on Mar'28E, which implies a per share value of INR165. **Reiterate BUY.**

**Quarterly Performance**
**(INR m)**

Y/E March	FY25				FY26				FY25	FY26	FY26E	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
KFC - No. of stores	617	645	689	696	704	734	788	783	696	783	791	
PH - No. of stores	570	593	644	630	618	621	639	639	630	639	640	
KFC - SSSG (%)	-7.0	-7.0	-4.4	-6.1	-0.7	-4.2	-2.9	4.9	-6.4	-0.8	1.8	
PH - SSSG (%)	-8.6	-5.7	-0.8	1.0	-4.2	-4.1	-9.1	-3.7	-3.8	-5.3	-2.6	
<b>Net Sales</b>	<b>12,219</b>	<b>12,222</b>	<b>12,944</b>	<b>12,126</b>	<b>13,570</b>	<b>13,768</b>	<b>14,409</b>	<b>14,369</b>	<b>49,511</b>	<b>56,115</b>	<b>14,018</b>	3%
YoY change (%)	44.3	49.1	53.5	15.8	11.1	12.6	11.3	18.5	39.2	13.3	15.6	
<b>Gross Profit</b>	<b>8,450</b>	<b>8,474</b>	<b>8,892</b>	<b>8,306</b>	<b>9,252</b>	<b>9,329</b>	<b>9,928</b>	<b>9,886</b>	<b>34,122</b>	<b>38,396</b>	<b>9,728</b>	2%
Margin (%)	69.2	69.3	68.7	68.5	68.2	67.8	68.9	68.8	68.9	68.4	69.4	
<b>EBITDA (Pre-IND AS)</b>	<b>1,414</b>	<b>1,143</b>	<b>1,306</b>	<b>1,081</b>	<b>1,095</b>	<b>934</b>	<b>1,240</b>	<b>1,230</b>	<b>4,943</b>	<b>4,501</b>	<b>1,264</b>	-3%
EBITDA growth %	26.8	20.8	65.9	12.7	-22.6	-18.3	-5.1	13.8	29.8	-8.9	16.9	
Margin (%)	11.6	9.4	10.1	8.9	8.1	6.8	8.6	8.6	10.0	8.0	9.0	
<b>EBITDA</b>	<b>2,234</b>	<b>1,987</b>	<b>2,192</b>	<b>2,008</b>	<b>2,049</b>	<b>1,943</b>	<b>2,267</b>	<b>2,295</b>	<b>8,422</b>	<b>8,554</b>	<b>2,006</b>	14%
EBITDA growth %	28.8	25.2	49.9	15.5	-8.3	-2.2	3.4	14.3	29.1	1.6	-0.1	
Margin (%)	18.3	16.3	16.9	16.6	15.1	14.1	15.7	16.0	17.0	15.2	14.3	
Depreciation	1,322	1,391	1,557	1,653	1,497	1,603	1,656	1,943	5,923	6,698	1,691	
Interest	630	653	670	695	668	688	700	701	2,648	2,757	638	
Other Income	99	48	91	132	135	51	123	141	370	451	122	
<b>PBT</b>	<b>381</b>	<b>-9</b>	<b>56</b>	<b>-208</b>	<b>19</b>	<b>-297</b>	<b>35</b>	<b>-207</b>	<b>220</b>	<b>-450</b>	<b>-202</b>	3%
Tax	81	10	162	-56	5	-52	-49	-47	197	-143	7	
Rate (%)	21.2	-113.1	286.8	26.8	27.0	17.5	-142.2	22.9	89.4	31.8	-3.5	
<b>Adjusted PAT</b>	<b>281</b>	<b>-27</b>	<b>-9</b>	<b>-20</b>	<b>17</b>	<b>-186</b>	<b>27</b>	<b>-35</b>	<b>226</b>	<b>-177</b>	<b>-25</b>	43%
Margin (%)	2.3	-0.2	-0.1	-0.2	0.1	-1.4	0.2	-0.2	0.5	-0.3	-0.2	
YoY change (%)	-17.2	NM	NM	-161.2	-94.0	NM	NM	NM	-75.7	-178.4	NM	

*E: MOFSL Estimates*

# LT Foods

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR409**      **TP: INR500 (+22%)**      **Buy**

## Short-term disruptions, stable growth ahead

### Operating performance misses estimates

- LT Foods (LTFOODS) reported a healthy revenue growth of 30% in 4QFY26, led by 35% YoY growth in Basmati and Other Specialty Rice (branded business volume up 13% YoY). EBITDA grew only 4% YoY, as margins contracted by 190bp YoY due to US tariff impact, high ad spends, organic business pressure, and a change in accounting of freight from CIF to C&I (neutral on EBITDA but optical impact on gross margins).
- We expect margins to gradually recover toward historical levels as tariff-related disruptions normalize. The temporary absorption of tariff costs has helped strengthen Royal market share beyond 60% in North America, which should support improved pricing power and profitability ahead. Further margin recovery will be driven by capacity ramp-up, operating leverage benefits, and scaling of investments across branding, organic foods, and convenience categories.
- We largely retain our FY27E/FY28E earnings and reiterate our BUY rating on the stock with a TP of INR500 (premised on 18x FY28E EPS).

### North America and India businesses drive revenue growth

- In 4QFY26, consolidated revenue stood at INR29.1b (+30% YoY, +3% QoQ) (est. inline). EBITDA grew 4% YoY and declined 14% QoQ to INR2.7b (est. INR3b). EBITDA margin contracted 230bp YoY/200bp QoQ at 9.3% (est. 10.8%), due to a gross margin contraction of 530bp YoY, partially offset by lower other expenses by 230bp YoY. Adj. PAT declined 15% YoY and 14% QoQ to INR1.4b (est. INR1.6b) for the quarter.
- **Basmati & Other Specialty Rice segment's** revenue grew 35% YoY to INR26.5b (including the Golden Star acquisition and US tariff-related price hikes), led by strong demand in North America Europe. Gross margin contracted 430bp YoY to 31.7%, and EBITDA margin contracted 270bp YoY to 11.3%, while volumes grew ~13%. India business grew 24% YoY, while international business grew 41% YoY (includes Golden Star acquisition).
- **Organic Foods** revenue declined 9% YoY to INR2.1b, primarily driven by adverse currency fluctuations and elevated commodity/raw material inflation. Gross/EBITDA margins contracted 10pp/690bp YoY to 28.3%/3.1% due to capacity underutilization and growth investments in consumer-packaged organic. **RTC** revenue grew 9% YoY to INR490m, while gross margin contracted 530bp to 32.7%, and operating loss stood at INR57m.
- In FY26, its revenue/EBITDA/Adj. PAT grew 26%/18%/3% YoY to INR109b/INR11.6b/INR6.3b. Among regions, India/North America/EU/Middle East grew 10%/53%/15%/8%.
- CFO for the year grew by 97% YoY to INR8b. Net debt stood at INR5.9b vs. INR3.6b as of Mar'25.

Bloomberg	LTFOODS IN
Equity Shares (m)	347
M.Cap.(INRb)/(USD\$b)	142 / 1.5
52-Week Range (INR)	519 / 332
1, 6, 12 Rel. Per (%)	2/8/18
12M Avg Val (INR M)	619

### Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	109.5	124.2	138.7
EBITDA	11.6	13.9	15.8
Adj. PAT	6.3	8.1	9.9
EBITDA Margin (%)	10.6	11.2	11.4
Cons. Adj. EPS (INR)	18.0	23.2	28.5
EPS Gr. (%)	3.3	29.1	22.5
BV/Sh. (INR)	130.2	148.4	171.9

### Ratios

Net D:E	0.1	0.0	-0.1
RoE (%)	14.9	16.7	17.8
RoCE (%)	14.1	15.6	16.9

### Valuations

P/E (x)	23	18	14
EV/EBITDA (x)	13	10	9

### Shareholding pattern (%)

As on	Mar-26	Dec-25	Mar-25
Promoter	51.0	51.0	51.0
DII	10.3	9.6	6.2
FII	8.7	8.9	9.8
Others	30.0	30.4	33.1

Note: FII includes depository receipts

### Highlights from the management commentary

- **Guidance/Outlook:** Management reiterated its long-term revenue growth guidance of 10-12%, with gradual EBITDA margin recovery toward the earlier ~12% range on the back of stable gross margins of ~33-33.5%, normalization of tariff-related disruptions, improving operating leverage, and recovery in the organic foods business.
- **America:** International business outlook remains strong despite temporary margin pressure from elevated Jasmine rice prices. New North America RTH/RTC capacity of ~15m pouches annually is expected to be commissioned in FY27 and could generate incremental revenue potential of ~USD20m. Additionally, most of the US tariff impact has already been passed on through ~20-25% price hikes.
- **India business:** India business outlook remains strong, driven by continued premiumization, with premium products growing nearly 2x the overall portfolio growth. Quick commerce and e-commerce channels registered >45% growth during FY26; management also highlighted continued market-share gains, with India market share at 23.7%, and expects premium and convenience-led categories, including RTC/RTH, to remain key growth drivers going forward.

### Valuation and view

- We expect the company to sustain double-digit (~12%) growth going ahead, supported by robust global demand for basmati and specialty foods, continued premiumization, rising e-commerce penetration, expanding distribution reach, and steady market share gains across India, North America, and Europe. The company also expects strong momentum in branded, premium, and ready-to-cook/ready-to-heat categories, which are anticipated to outpace overall portfolio growth going forward.
- We estimate a CAGR of 13%/15%/26% in revenue/EBITDA/adj. PAT over FY26-28. **We reiterate our BUY rating** with a TP of INR500 (based on 18x FY28E EPS).

### Consolidated - Quarterly Earning Model

Y/E March	(INRm)											
	FY25				FY26				FY25	FY26	FY26	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
<b>Gross Sales</b>	<b>20,705</b>	<b>21,078</b>	<b>22,748</b>	<b>22,284</b>	<b>24,639</b>	<b>27,657</b>	<b>28,092</b>	<b>29,067</b>	<b>86,815</b>	<b>1,09,456</b>	<b>28,065</b>	<b>4%</b>
YoY Change (%)	16.4	6.6	17.2	7.4	19.0	31.2	23.5	30.4	11.7	26.1	25.9	
Total Expenditure	18,296	18,785	20,250	19,701	21,985	24,563	24,949	26,372	77,032	97,869	25,039	
<b>EBITDA</b>	<b>2,409</b>	<b>2,293</b>	<b>2,498</b>	<b>2,583</b>	<b>2,654</b>	<b>3,094</b>	<b>3,143</b>	<b>2,695</b>	<b>9,783</b>	<b>11,587</b>	<b>3,026</b>	<b>-11%</b>
Margins (%)	11.6	10.9	11.0	11.6	10.8	11.2	11.2	9.3	11.3	10.6	10.8	
Depreciation	420	448	458	531	523	599	629	698	1,857	2,449	640	
Interest	187	196	236	257	280	280	349	399	877	1,309	320	
Other Income	175	263	134	313	371	67	28	309	885	775	100	
<b>PBT before EO expense</b>	<b>1,977</b>	<b>1,911</b>	<b>1,938</b>	<b>2,107</b>	<b>2,221</b>	<b>2,283</b>	<b>2,193</b>	<b>1,907</b>	<b>7,934</b>	<b>8,604</b>	<b>2,166</b>	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>1,977</b>	<b>1,911</b>	<b>1,938</b>	<b>2,107</b>	<b>2,221</b>	<b>2,283</b>	<b>2,193</b>	<b>1,907</b>	<b>7,934</b>	<b>8,604</b>	<b>2,166</b>	
Tax	530	494	525	554	598	653	630	529	2,102	2,410	563	
Rate (%)	26.8	25.8	27.1	26.3	26.9	28.6	28.7	27.7	26.5	28.0	26.0	
MI & Profit/Loss of Asso. Cos.	-84	-66	-19	-52	-62	-8	-11	22	-222	-59	0	
<b>Reported PAT</b>	<b>1,532</b>	<b>1,484</b>	<b>1,433</b>	<b>1,605</b>	<b>1,685</b>	<b>1,639</b>	<b>1,574</b>	<b>1,357</b>	<b>6,053</b>	<b>6,254</b>	<b>1,603</b>	
<b>Adj PAT</b>	<b>1,532</b>	<b>1,484</b>	<b>1,433</b>	<b>1,605</b>	<b>1,685</b>	<b>1,639</b>	<b>1,574</b>	<b>1,357</b>	<b>6,053</b>	<b>6,254</b>	<b>1,603</b>	<b>-15%</b>
YoY Change (%)	11.4	-7.2	-5.2	7.9	10.0	10.4	9.8	-15.5	1.3	3.3	-0.2	
Margins (%)	7.4	7.0	6.3	7.2	6.8	5.9	5.6	4.7	7.0	5.7	5.7	

# P N Gadgil Jewellers

Estimate change	↔
TP change	↓
Rating change	↔

Bloomberg	PNGJL IN
Equity Shares (m)	136
M.Cap.(INRb)/(USDb)	77.9 / 0.8
52-Week Range (INR)	736 / 503
1, 6, 12 Rel. Per (%)	-10/-2/7
12M Avg Val (INR M)	180

## Financials & Valuations (INR b)

Y/E March (INR b)	FY26	FY27E	FY28E
Sales	107.4	129.7	146.6
Sales Growth (%)	39.6	20.8	13.1
EBITDA	6.2	7.0	7.9
Margins (%)	5.7	5.4	5.4
Adj. PAT	4.1	4.4	5.0
Adj. EPS (INR)	30.4	32.3	36.5
EPS Growth (%)	74.9	6.0	13.3
BV/Sh.(INR)	144.6	176.9	213.4

## Ratios

Debt/Equity	0.8	0.7	0.6
RoE (%)	23.5	20.1	18.7
RoIC (%)	18.7	15.6	15.7

## Valuations

P/E (x)	18.9	17.8	15.7
EV/EBITDA(x)	12.0	10.2	8.7

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	83.1	83.1	83.1
DII	4.7	4.8	5.5
FII	0.7	0.8	0.7
Others	11.5	11.3	10.8

FII Includes depository receipts

**CMP: INR574 TP: INR715 (+24%) Buy**

## Beat on revenue growth; miss on margin

- PN Gadgil Jewellers (PNGJL) reported strong consolidated revenue growth of 123% YoY to INR35.4bn (vs est. INR29.5bn) in 4QFY26. It was driven by a robust same-store sales growth (SSSG) of 86%. Retail revenue grew 102% YoY, franchisee revenue increased 132%, while e-commerce sales rose 67%; bar & coin sales surged >200% to INR14b. Customer footfalls increased 10%, with a healthy conversion rate of 93%.
- PNGJL added 12 stores during the quarter, taking the total store count to 78 (48 COCO, 17 FOCO, 13 LiteStyle) across 36 cities. The company plans to add 25 stores in FY27 (5 COCO and 20 FOCO), with majority of the expansion focused outside Maharashtra.
- However, gross margin contracted sharply by 230bp YoY to 9.7% (vs est. 14.7%), primarily due to a higher gold bar and coin mix (150bp impact), lower studded jewellery contribution (30bp impact), and elevated promotional discounts during Foundation Day and Gratitude Day campaigns (50bp impact). Consequently, EBITDA margin witnessed a sharp dip by 210bp YoY to 3.8%. Management maintained FY27 PAT margin guidance of ~4%. We model PAT margins of ~3.5% for FY27/FY28.
- We model revenue, EBITDA, and APAT CAGR of 17%, 13%, and 10% over FY26-28E. Management highlighted that an increase in gold customs duty from 6% to 15% could moderate bullion demand and accelerate old gold exchange trends. PNGJL remains focused on increasing old gold contribution from the current ~40% to 50% through its 'Suvarna Swarajya' initiative. Additionally, the company plans to increase the hedging ratio to 75-80% from ~60% in FY26 to reduce margin volatility. Given the ongoing strategic initiatives and long-term growth visibility, we reiterate our BUY rating on the stock with a TP of INR715.

## Robust revenue growth; low hedging ratio in 4Q

- Sales grew >2x:** Consolidated sales rose 123% YoY to INR35.4b (est. INR29.5b) in 4QFY26. Retail segment (74% of total sales) recorded robust revenue growth of 102% to INR26.1b. **SSSG for the quarter stood at 86%.** E-commerce revenue grew 67% YoY to INR1.5b (4% to total revenue). Franchisee operations saw 132% YoY growth to INR4.3b (12% to total revenue). Gold value/volume grew 120%/27%. Silver value/volume growth stood at 246%/37%. Diamond posted a healthy 84% YoY value growth and >125% volume growth.
- Sharp contraction in margins:** Gross margin surprisingly contracted 230bp YoY to 9.7% (vs est. 14.7%; 3QFY26 14.4%, 12.1% in FY26), marking a sharp miss in 4QFY26 after consecutive outperformance during 9MFY26. FY26 exit margins came in significantly below expectations. Employee expenses rose 32% YoY and other expenses rose 157% YoY. EBITDA rose 44% YoY to INR1.4b (est. INR2.1b). EBITDA margin contracted 210bp YoY to 3.8% (est. 7%, 7.4% in 3QFY26, 5.7% in FY26).

- APAT grew 46% YoY to INR903m (est. INR1.3b). PAT margin came in at 2.5% (est.4.3%) vs 5.3% in 3QFY26.
- In FY26, net sales, EBITDA, and APAT grew 40%, 74%, 75%, respectively.

### Key takeaways from the management commentary

- Management guided revenue of INR135b for FY27. Growth is expected to be supported by strong SSSG and continued store expansion.
- Franchisee margins were structurally lower at around 2.5%-3%, which also impacted consolidated margins.
- Make-to-order jewellery contribution remained stable at 30–35% of sales. Outside Maharashtra, the make-to-order contribution stood at ~22% of sales.
- Management stated that the QIP resolution remains valid till Aug'26. The company currently does not require immediate capital infusion as internal accruals remain sufficient to support growth plans.

### Valuation and view

- We decrease our EPS estimates by 3% for FY27 and 1% for FY28.
- We model revenue, EBITDA, and APAT CAGR of 17%, 13%, and 10% over FY26–28E. Management highlighted that an increase in gold customs duty from 6% to 15% could moderate bullion demand and accelerate old gold exchange trends. PNGJL remains focused on increasing old gold contribution from the current ~40% to 50% through its 'Suvarna Swarajya' initiative. Additionally, the company plans to increase the hedging ratio to 75–80% from ~60% in FY26 to reduce margin volatility. Given the ongoing strategic initiatives and long-term growth visibility, we reiterate our BUY rating on the stock with a TP of INR715.

### Consol. Quarterly Performance

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Variance (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>16,682</b>	<b>20,013</b>	<b>24,358</b>	<b>15,882</b>	<b>17,146</b>	<b>21,776</b>	<b>33,026</b>	<b>35,443</b>	<b>76,935</b>	<b>1,07,391</b>	<b>29,476</b>	<b>20%</b>
YoY change (%)	32.7	45.9	23.5	5.0	2.8	8.8	35.6	123.2	25.9	39.6	85.6	
<b>Gross Profit</b>	<b>1,386</b>	<b>1,531</b>	<b>2,391</b>	<b>1,909</b>	<b>2,259</b>	<b>2,581</b>	<b>4,739</b>	<b>3,442</b>	<b>7,216</b>	<b>13,022</b>	<b>4,343</b>	<b>-21%</b>
Margins (%)	8.3	7.6	9.8	12.0	13.2	11.9	14.4	9.7	9.4	12.1	14.7	
<b>EBITDA</b>	<b>643</b>	<b>721</b>	<b>1,228</b>	<b>941</b>	<b>1,100</b>	<b>1,071</b>	<b>2,443</b>	<b>1,352</b>	<b>3,538</b>	<b>6,159</b>	<b>2,052</b>	<b>-34%</b>
Margins (%)	3.9	3.6	5.0	5.9	6.4	4.9	7.4	3.8	4.6	5.7	7.0	
YoY growth (%)	44.2	59.4	33.3	5.8	70.9	48.6	99.0	43.6	30.5	74.1	118.0	
Depreciation	63	72	84	130	112	139	152	169	348	572	158	
Finance Cost	123	129	63	115	189	198	251	276	430	916	263	
Other Income	19	118	70	149	129	358	274	311	351	881	89	
<b>PBT</b>	<b>477</b>	<b>638</b>	<b>1,150</b>	<b>846</b>	<b>927</b>	<b>1,092</b>	<b>2,315</b>	<b>1,219</b>	<b>3,111</b>	<b>5,553</b>	<b>1,720</b>	<b>-29%</b>
YoY growth (%)	57.3	110.2	48.6	15.2	94.4	71.0	101.3	44.2	48.6	78.5	103.4	
<b>APAT</b>	<b>353</b>	<b>529</b>	<b>860</b>	<b>620</b>	<b>693</b>	<b>793</b>	<b>1,743</b>	<b>903</b>	<b>2,363</b>	<b>4,132</b>	<b>1,280</b>	<b>-30%</b>
Margins (%)	2.1	2.6	3.5	3.9	4.0	3.6	5.3	2.5	3.1	3.8	4.3	
YoY change (%)	59.5	141.1	49.4	12.9	96.3	49.9	102.6	45.6	52.4	74.9	106.5	

E: MOFSL estimates

# Fujiyama Power Systems

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR274      TP: INR340 (+24%)      Buy**

## Strong volume-led growth backed by distribution expansion

### Earnings beat estimates

Bloomberg	UTLSOLAR IN
Equity Shares (m)	306
M.Cap.(INRb)/(USD\$b)	84.1 / 0.9
52-Week Range (INR)	313 / 171
1, 6, 12 Rel. Per (%)	17/-/-
12M Avg Val (INR M)	193

- Fujiyama Power Systems (UTLSOLAR) reported a strong quarter, with EBITDA surging 2x YoY, fueled by robust volume-led demand, supported by the expansion of its distribution network and improved after-sales capabilities. Profitability also benefited from backward integration, better operating leverage, and high capacity utilization levels of 70–80% across facilities.

### Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	26.5	42.3	58.8
EBITDA	4.9	8.2	11.3
PAT	3.0	5.1	7.2
EBITDA %	18.5	19.3	19.3
EPS (INR)	9.9	16.5	23.6
EPS Gr. (%)	94.8	65.9	43.2
BV/Sh.(INR)	41.6	58.1	81.7

### Ratios

Net D:E	0.2	0.2	(0.0)
RoE (%)	36.5	33.1	33.8
RoCE (%)	27.2	25.7	28.0

### Valuations

P/E (x)	27.6	16.6	11.6
P/BV (x)	6.6	4.7	3.4
EV/EBITDA (x)	17.7	10.6	7.4
FCF per share	(16.8)	3.0	12.8

### Shareholding Pattern (%)

As on	Mar-26	Dec-25
Promoter	86.8	86.8
DII	5.6	4.7
FII	1.9	2.5
Others	5.7	6.0

Note: FII includes depository receipts

- Going forward, we expect growth to be propelled by continued channel expansion and rising penetration in the Southern and North Eastern markets, supported by capacity ramp-up at new facilities and sustained demand for rooftop solar solutions across residential off-grid and on-grid segments.

- We maintain FY27/FY28 earnings and **reiterate our BUY rating with a TP of INR340 (premised on 14x FY28E EPS).**

### Earnings growth driven by revenue momentum and margin expansion

- Consolidated revenue jumped 88% YoY to INR9b (est. INR8.5b).
- EBITDA surged 2x YoY to INR1.7b (in line). EBITDA margin expanded 240bp YoY to 19% (est. 20%). This was supported by gross margin expansion of 200bp YoY to 28%.
- Adj. PAT grew 2x YoY to INR1.1b (est. INR1b).
- For FY26, Revenue/EBITDA/Adj PAT grew 72%/98%/95% to INR27b/INR4.9b/INR3.0b.
- For FY26, net working capital days increased to 83 days from 71 days in FY25. The rise was primarily driven by a 25-day increase in inventory days, partially offset by an 11-day increase in payable days and a 1-day decline in receivable days. Inventory days increased due to the buildup of raw materials for the new capacities.
- Gross debt stood at INR4.6b vs. INR3.4b as of Mar'25. The company had an operating cash outflow of INR29m vs. a CFO of INR181m as of Mar'25.

### Key highlights from the management commentary

- **Solar cell:** The company's solar cell facility is currently operating at around 65% utilization and is expected to scale up to nearly 80% within the next month. To strengthen backward integration and comply with ALMM-II requirements, the company is setting up a 1.2GW TOPCon solar cell facility at Ratlam with an all-inclusive capex of approximately INR3.5b.
- **Bawal:** The affected facility, which housed a 1.3 GW tubular battery manufacturing unit, has temporarily suspended operations following the incident. However, the company maintains adequate insurance coverage and continues production through third-party manufacturing arrangements to minimize operational disruption. While margins may see a marginal near-term impact, the company expects this to be offset by higher sales volumes.

- **Outlook:** The company aims to double its channel partner network over the next three years and is targeting nearly 50% revenue growth in FY27, supported by sufficient infrastructure capacity to sustain larger scale going forward. Further, management has guided for a stable-to-improving margin performance going forward.

#### Valuation and view

- UTLSOLAR's growth is being supported by strong traction under the Pradhan Mantri Surya Ghar: Muft Bijli Yojana (PMSGMBY) scheme (25GW opportunity for 7m pending installations) and its in-house DCR manufacturing facility, enabling the company to effectively capture rising demand. Backward integration is aiding margin expansion, while continued expansion of the distribution network is enhancing market penetration.
- We estimate a revenue/EBITDA/adj. PAT CAGR of 49%/52%/54% over FY26-28. **We reiterate our BUY rating with a TP of INR340 (premised on 14x FY28E EPS).**

#### Consolidated - Quarterly Earning

Y/E March	(INR m)											
	FY25				FY26				FY25	FY26	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		%
<b>Gross Sales</b>	<b>3,927</b>	<b>3,291</b>	<b>3,386</b>	<b>4,803</b>	<b>5,973</b>	<b>5,679</b>	<b>5,885</b>	<b>9,008</b>	<b>15,407</b>	<b>26,545</b>	<b>8,463</b>	<b>6</b>
YoY Change (%)	NA	NA	NA	NA	52.1	72.6	73.8	87.5		72.29	76.2	
Total Expenditure	3,261	2,790	2,863	4,008	4,915	4,649	4,780	7,293	12,922	21,636	6,732	
<b>EBITDA</b>	<b>666</b>	<b>501</b>	<b>523</b>	<b>795</b>	<b>1,059</b>	<b>1,030</b>	<b>1,105</b>	<b>1,715</b>	<b>2,485</b>	<b>4,909</b>	<b>1,731</b>	<b>-1</b>
Margins (%)	17.0	15.2	15.5	16.6	17.7	18.1	18.8	19.0	16.1	18.5	20.4	
Depreciation	39	41	45	55	70	78	87	206	180	442	238	
Interest	42	59	77	91	94	124	122	96	268	436	127	
Other Income	3	20	2	68	4	19	4	28	94	55	3	
<b>PBT before EO expense</b>	<b>588</b>	<b>422</b>	<b>404</b>	<b>718</b>	<b>899</b>	<b>846</b>	<b>899</b>	<b>1,441</b>	<b>2,131</b>	<b>4,086</b>	<b>1,368</b>	
Extra-Ord expense	0	0	0	0	0	0	6	0	0	6	0	
<b>PBT</b>	<b>588</b>	<b>422</b>	<b>404</b>	<b>718</b>	<b>899</b>	<b>846</b>	<b>894</b>	<b>1,441</b>	<b>2,131</b>	<b>4,080</b>	<b>1,368</b>	
Tax	156	104	103	205	223	217	220	378	568	1,039	361	
Rate (%)	26.5	24.5	25.6	28.6	24.8	25.7	24.7	26.2	26.7	25.5	26	
<b>Reported PAT</b>	<b>432</b>	<b>319</b>	<b>300</b>	<b>512</b>	<b>676</b>	<b>629</b>	<b>673</b>	<b>1,063</b>	<b>1,563</b>	<b>3,041</b>	<b>1,008</b>	
<b>Adj PAT</b>	<b>432</b>	<b>319</b>	<b>300</b>	<b>512</b>	<b>676</b>	<b>629</b>	<b>678</b>	<b>1,063</b>	<b>1,563</b>	<b>3,479</b>	<b>1,008</b>	<b>6</b>
YoY Change (%)	NA	NA	NA	NA	56.4	97.4	125.7	107.6	NA	122.5	96.8	
Margins (%)	11.0	9.7	8.9	10.7	11.3	11.1	11.5	11.8	10.1	13.1	11.9	

# Galaxy Surfactants

Estimate changes	↔
TP change	↔
Rating change	↔

**CMP: INR1,825    TP: INR2,150 (+18%)    Buy**

Bloomberg	GALSURF IN
Equity Shares (m)	35
M.Cap.(INRb)/(USDb)	64.7 / 0.7
52-Week Range (INR)	2750 / 1510
1, 6, 12 Rel. Per (%)	4/-6/-13
12M Avg Val (INR M)	40

## Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	52.5	56.7	61.2
EBITDA	4.8	5.3	5.9
PAT	2.8	3.1	3.7
EPS (INR)	78	88	104
EPS Gr. (%)	-9.1	13.1	17.2
BV/Sh. (INR)	774	840	917

## Ratios

Net D:E	-0.0	-0.1	-0.2
RoE (%)	10.8	11.0	11.8
RoCE (%)	11.0	11.1	11.8
Payout (%)	25.6	25.6	25.6

## Valuations

P/E (x)	23.4	20.6	17.6
P/BV (x)	2.4	2.2	2.0
EV/EBITDA (x)	13.4	11.6	10.1
Div. Yield (%)	1.1	1.2	1.5
FCF Yield (%)	3.1	4.9	4.7

## Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	70.9	70.9	70.9
DII	13.1	13.1	13.0
FII	4.0	4.1	4.1
Others	12.0	12.0	12.1

FII includes depository receipts

## Flat volume and pressure on margins hit operating performance

### Earnings below our estimate

- Galaxy Surfactants (GALSURF) delivered a muted quarter, with an EBITDA decline of 4% YoY in 4QFY26. EBITDA/kg stood at ~INR20, declining 7% YoY due to a highly disrupted operating environment that hit global supply chains, logistics efficiency, and input costs.
- The India volumes grew in high single digits YoY, driven by strong traction from Tier 2-Tier 3 customers and the Specialty segment. However, this growth was offset by volume declines in the Africa, Middle East & Turkey (AMET) region (in mid-teens YoY) and the Rest of the World (RoW; by high single digits YoY), resulting in a broadly flat consolidated volume during the quarter.
- Going forward, we expect the volumes to pick up, supported by growth in India volumes following GST rationalization. The volumes in ROW and AMET are expected to grow with the reversal of the tariff-related disruptions in the US and normalization of the operations in Egypt, respectively.
- We expect a CAGR of 8%/11%/15% in revenue/EBITDA/adj. PAT, along with a volume CAGR of 8% over FY26-28; we also maintain our FY27E/FY28E earnings for GALSURF. **Reiterate BUY with a TP of INR2,150 (based on 21x FY28E EPS).**

### Healthy revenue growth overshadowed by margin compression

- Consol. revenue grew 15% YoY to INR13.1b (est. INR14.3b), primarily led by high single-digit volume growth in India, while the overall volume was flat YoY.
- Revenue from India/Rest of World (ROW) grew 30%/13% YoY to ~INR6b/INR4.6b, while revenue from AMET declined 3% YoY to INR2.6b. Revenue from local and niche/MNC/regional players grew 19%/14%/11% YoY to INR5.3b/INR7b/INR928m
- The revenue contribution of Performance Surfactants now stands at 62% compared with 63% in 4QFY25.
- EBITDA margin contracted 180bp YoY to 9.3%, hurt by gross margin contraction of 360bp YoY to 25.8%. Employee costs as % of sales stood at 6.4% (vs. 6.6% in 4QFY25), while other expenses stood at 10.2% (vs. 11.7% in 4QFY25).
- EBITDA declined 4% YoY to INR1.2b (est. INR1.3b), and adj. PAT declined 18% YoY to INR624m (est. INR755m).
- In FY26, while revenue grew 24% to INR52.5b, EBITDA/adj. PAT declined 2%/9% YoY to INR4.8b/INR2.8b
- Net CFO stood at INR3.3b as of Mar'26 compared to INR4.2b in Mar'25

### Key highlights from the management commentary

- Guidance:** Management expects 1QFY27 volume growth to trend toward the higher end of the 6-8% range, driven by a recovery in India volumes following GST rationalization benefits, improving demand in the Americas post-tariff reversal, and a meaningful recovery in the AMET segment. Consequently, EBITDA is expected to remain healthy at INR19-21k per MT.
- Egypt plant:** The plant was significantly affected during the quarter due to raw material shortages and transit disruptions, which constrained operations and delayed order fulfillment. However, operations have since recovered significantly, with the company now servicing pending orders that could not be fulfilled during March. Management expects full normalization in 1QFY27.

- **US:** The US business emerged as a relatively bright spot during the quarter, supported by improved clarity and partial reversals of tariff-related measures, which led to a sequential improvement in volume over 3QFY26. Additionally, the specialty product pipeline in the US has been reinitiated post-tariff reversals, with management witnessing encouraging traction and strong growth potential in premium specialty products.

### Valuation and view

- We expect the near-term headwinds to gradually ease, supported by GST reforms that are likely to unlock consumption growth in the domestic market, stabilization of the logistics situation with shipments now directed through alternate ports, and the recent tariff reversals.
- GALSURF's growth will be driven by 1) the company's consistent focus on R&D and innovation, 2) growing domestic demand, 3) improving raw material availability, and 4) enhancing and expanding global operations.
- We expect a CAGR of 8%/11%/15% in revenue/EBITDA/adj. PAT, along with a volume CAGR of 8% over FY26-28; we also maintain our FY27E/FY28E earnings for GALSURF. **Reiterate BUY with a TP of INR2,150 (based on 21x FY28E EPS).**

### Consolidated - Quarterly Snapshot

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Gross Sales</b>	<b>9,741</b>	<b>10,630</b>	<b>10,417</b>	<b>11,449</b>	<b>12,779</b>	<b>13,262</b>	<b>13,295</b>	<b>13,147</b>	<b>42,237</b>	<b>52,483</b>	<b>14,312</b>	<b>-8%</b>
YoY Change (%)	3.4	8.1	10.8	23.2	31.2	24.8	27.6	14.8	11.3	24.3	25.0	
Total Expenditure	8,500	9,353	9,361	10,180	11,541	12,157	12,101	11,931	37,394	47,730	12,952	
Gross Margin (%)	33.6%	33.0%	31.1%	29.4%	26.2%	24.5%	24.9%	25.8%	31.7%	25.4%	25.7%	
<b>EBITDA</b>	<b>1,241</b>	<b>1,276</b>	<b>1,056</b>	<b>1,269</b>	<b>1,239</b>	<b>1,105</b>	<b>1,194</b>	<b>1,216</b>	<b>4,842</b>	<b>4,753</b>	<b>1,360</b>	<b>-11%</b>
Margin (%)	12.7	12.0	10.1	11.1	9.7	8.3	9.0	9.3	11.5	9.1	9.5	
Depreciation	266	278	277	283	293	298	307	332	1,103	1,230	320	
Interest	40	41	50	62	66	73	85	85	193	309	90	
Other Income	54	87	40	78	112	58	48	3	258	221	60	
<b>PBT before EO expense</b>	<b>989</b>	<b>1,045</b>	<b>769</b>	<b>1,001</b>	<b>992</b>	<b>792</b>	<b>849</b>	<b>802</b>	<b>3,804</b>	<b>3,435</b>	<b>1,010</b>	
Extra-Ord expense	0	0	0	0	0	0	119	0	0	119	0	
<b>PBT</b>	<b>989</b>	<b>1,045</b>	<b>769</b>	<b>1,001</b>	<b>992</b>	<b>792</b>	<b>730</b>	<b>802</b>	<b>3,804</b>	<b>3,316</b>	<b>1,010</b>	
Tax	192	198	123	243	197	127	141	178	755	643	254	
Rate (%)	19.4	18.9	16.0	24.2	19.9	16.0	19.3	22.1	19.8	19.4	25.2	
<b>Reported PAT</b>	<b>797</b>	<b>847</b>	<b>646</b>	<b>759</b>	<b>795</b>	<b>665</b>	<b>590</b>	<b>624</b>	<b>3,049</b>	<b>2,674</b>	<b>755</b>	
<b>Adj PAT</b>	<b>797</b>	<b>847</b>	<b>646</b>	<b>759</b>	<b>795</b>	<b>665</b>	<b>686</b>	<b>624</b>	<b>3,049</b>	<b>2,770</b>	<b>755</b>	<b>-17%</b>
YoY Change (%)	6.0	9.4	-9.5	-2.1	-0.3	-21.5	6.1	-17.7	1.1	-9.2	-0.4	
Margin (%)	8.2	8.0	6.2	6.6	6.2	5.0	5.2	4.7	7.2	5.3	5.3	

# VIP Industries

Estimate change	↓
TP change	↓
Rating change	↔

	VIP IN
Bloomberg	VIP IN
Equity Shares (m)	142
M.Cap.(INRb)/(USDb)	43.1 / 0.4
52-Week Range (INR)	492 / 286
1, 6, 12 Rel. Per (%)	-4/-15/-11
12M Avg Val (INR M)	382
Free float (%)	57.6

## Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	18.6	21.7	25.1
EBITDA	-2.4	2.4	3.5
Adj. PAT	-4.2	0.6	1.5
EPS (INR)	-29.3	3.9	10.5
EPS Gr.%	457.1	-113.3	171.2
BV/Sh. (INR)	20.4	24.3	34.8

## Ratios

Net D:E	2.4	1.6	0.9
RoE (%)	-91.9	17.4	35.7
RoCE (%)	-30.8	8.4	14.4
Payout (%)	0.0	0.0	0.0

## Valuations

P/E (x)	-10.3	77.8	28.7
P/B (x)	14.8	12.5	8.7
EV/EBITDA (x)	-20.7	20.4	13.5
Div. yield (%)	0.0	0.0	0.0

## Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	42.4	42.4	51.7
DII	16.9	17.4	12.8
FII	7.1	6.7	7.7
Others	33.7	33.5	27.8

**CMP: INR303**
**TP: INR430 (+42%)**
**Buy**

## Change of control triggers renewed action

VIP Industries' (VIP) 4QFY26 print was below our estimate, with consolidated revenue declining 11.7% YoY to INR4.4b and losses reported at EBITDA/PAT level. The revenue decline was driven by: 1) a sharp reduction in SLOB inventory, 2) weak channel partner engagement, and 3) lower online sales. The company reduced SLOB inventory by INR2.3b in FY26 to introduce new trendy SKUs while tightening inventory management and increasing focus on secondary sales. EBITDA for the quarter was impacted by channel inventory liquidation support extended to channel partners, amounting to INR300m, along with one-time expenses of INR230m. We believe the company's strategic focus on cleaning up old inventory and building a brand-focused organization is a step in the right direction and should support a stronger balance sheet. According to our channel checks, VIP has taken a 6-7% price hike effective May'26. We expect the company to deliver a 16% revenue CAGR over FY26-28.

## Strategic reset to gain momentum

As highlighted in our IC and subsequently confirmed by the company, VIP has largely completed its restructuring initiatives across system inventory and management capabilities during the clean-up phase. Key focus areas included channel re-energization, SKU rationalization, and a complete brand revamp. Inventory levels were reduced sharply from 4.5m to 2.8m units, with channel inventory down to less than 60 days from ~90 days earlier. The company absorbed ~INR1.3b impact from old stock liquidation, impacting 4QFY26 margins. More than 65 new products were launched during the quarter, with premiumization initiatives underway across brands such as VIP, Skybags, Aristocrat, and Alfa, alongside a price increase of 6-7% from May. Utilization levels at the Bangladesh and Nashik facilities improved significantly to ~95%. More importantly, management indicated that secondary sales registered double-digit growth, although April remained relatively weak.

## Gross margins reach 37.2% due to inventory liquidation

Gross margins stood at 37.2% (-956bp YoY & +778bp QoQ), impacted by elevated discounting on inventory liquidation. EBITDA loss was INR822m, with EBITDA margin at -18.8%, led by employee costs (+0.6%) and other expenses (+11.2%). During the quarter, the company extended ~INR300m of support toward channel inventory liquidation and incurred one-time costs of INR230m, both of which impacted EBITDA. In addition, the company reported a one-time exceptional gain of INR5m, mainly on account of an insurance claim. With the new management prioritizing inventory clean-up and re-establishing pricing discipline, we anticipate EBITDA recovery to begin from FY27 onward.

## Valuation and view: Reiterate BUY; expect a turnaround in 2HFY27

We expect VIP to gain market share and deliver industry-leading growth, leveraging the following strategic drivers: 1) removal of SLOB inventory and replenishment with new trending SKUs under tighter inventory control, 2) product upgrades through distinctive features, and 3) store rationalization. We remain optimistic on VIP's growth story, and expect the company to report a revenue CAGR of 16% over FY26-28. Accordingly, we reiterate BUY with a revised TP of INR430 (implying 41x FY28E EPS). Risks: local competition and a significant rise in input costs.

**Consolidated Qtrly performance**
**(INR m)**

Y/E March	FY25				FY26				FY25	FY26	4Q FY26E	Var. %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>6,389</b>	<b>5,443</b>	<b>5,011</b>	<b>4,942</b>	<b>5,614</b>	<b>4,063</b>	<b>4,541</b>	<b>4,362</b>	<b>21,784</b>	<b>18,581</b>	5,239	-13%
<i>YoY Change (%)</i>	0.4	-0.3	-8.3	-4.3	-12.1	-25.3	-9.4	-11.7	-3.0	-14.7	6.0	
<b>Gross Profit</b>	<b>2,832</b>	<b>2,453</b>	<b>2,331</b>	<b>2,317</b>	<b>2,527</b>	<b>1,244</b>	<b>1,338</b>	<b>1,625</b>	<b>9,938</b>	<b>6,734</b>	2,284	-41%
Total Expenditure	5,896	5,464	4,725	4,877	5,368	5,127	5,310	5,184	20,961	20,991	5,060	5%
<b>EBITDA</b>	<b>493</b>	<b>-22</b>	<b>286</b>	<b>65</b>	<b>247</b>	<b>-1,064</b>	<b>-768</b>	<b>-822</b>	<b>823</b>	<b>-2,409</b>	179	-530%
<i>Margin (%)</i>	7.7	-0.4	5.7	1.3	4.4	-26.2	-16.9	-18.8	3.8	-13.0	3.4	
Depreciation	292	296	300	303	316	330	320	307	1,191	1,273	319	
Interest	185	201	177	169	167	176	160	201	732	703	201	
Other Income	21	27	25	38	46	107	33	37	109	224	37	
<b>PBT before EO items</b>	<b>37</b>	<b>-492</b>	<b>-167</b>	<b>-369</b>	<b>-190</b>	<b>-1,463</b>	<b>-1,215</b>	<b>-1,293</b>	<b>-991</b>	<b>-4,162</b>	-304	
Extraordinary Inc / (Exp)	0	36	0	43	19	43	712	5	78	782	0	
<b>PBT</b>	<b>37</b>	<b>-456</b>	<b>-167</b>	<b>-326</b>	<b>-171</b>	<b>-1,419</b>	<b>-502</b>	<b>-1,288</b>	<b>-912</b>	<b>-3,380</b>	-304	
Tax	-3	-126	-43	-53	-40	12	26	1	-224	0	-358	
<i>Rate (%)</i>	-8.9	27.5	25.6	16.2	23.2	-0.9	-5.2	-0.1	24.6	0.0	118.0	
JV and Associates	0	0	0	0	0	0	0	0			0	
<b>Reported PAT</b>	<b>40</b>	<b>-330</b>	<b>-124</b>	<b>-274</b>	<b>-131</b>	<b>-1,431</b>	<b>-529</b>	<b>-1,289</b>	<b>-688</b>	<b>-3,380</b>	55	
<b>Adj PAT</b>	<b>40</b>	<b>-356</b>	<b>-124</b>	<b>-309</b>	<b>-146</b>	<b>-1,475</b>	<b>-1,278</b>	<b>-1,294</b>	<b>-747</b>	<b>-4,162</b>	55	-2435%
<i>YoY Change (%)</i>	-87.4	-368.4	-273.7	-29.5	-461.0	-313.8	-929.3	-318.6	-307.4	457.2	-117.7	
<i>Margin (%)</i>	0.6	-6.5	-2.5	-6.3	-2.6	-36.3	-28.2	-29.7	-3.4	-22.4	1.0	

**Changes to our estimates (INR m)**

INR m	Old		New		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	22,712	26,012	21,712	25,132	-4.4	-3.4
EBITDA	2,960	3,761	2,378	3,508	-19.7	-6.7
EBITDA margin %	13.0	14.5	11.0	14.0		
PAT	1,006	1,627	552	1,497	-45.1	-8.0
EPS	7.1	11.5	3.9	10.5	-45.3	-8.4

Source: MOFSL, Company

# TCI Express

BSE SENSEX 75,238 S&P CNX 23,644

**CMP: INR510 TP: INR520 (+2%) Neutral**



### Stock Info

	TCIEXP IN
Bloomberg	TCIEXP IN
Equity Shares (m)	38
M.Cap.(INRb)/(USDb)	19.6 / 0.2
52-Week Range (INR)	870 / 448
1, 6, 12 Rel. Per (%)	-3/-8/-23
12M Avg Val (INR M)	17
Free float (%)	30.5

### Financials Snapshot (INR b)

Y/E March	2026E	2027E	2028E
Net Sales	12.3	13.0	14.1
EBITDA	1.3	1.4	1.6
Adj. PAT	0.9	1.0	1.1
EBITDA Margin (%)	10.5	10.7	11.2
Adj. EPS (INR)	23.4	25.4	28.7
EPS Gr. (%)	4.4	8.6	13.1
BV/Sh. (INR)	215	232	253

### Ratios

Net D/E (x)	0.0	0.0	0.0
RoE (%)	11.3	11.4	11.8
RoCE (%)	11.1	11.1	11.6
Payout (%)	34.2	31.5	27.9

### Valuations

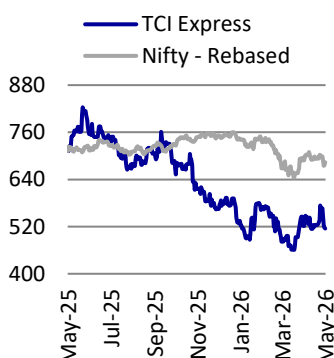
P/E (x)	21.8	20.1	17.8
P/BV (x)	2.4	2.2	2.0
EV/EBITDA (x)	15.0	14.0	12.4
Div. Yield (%)	1.6	1.6	1.6
FCF Yield (%)	0.8	0.5	0.3

### Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	69.5	69.5	69.5
DII	9.4	9.4	9.6
FII	0.8	0.8	0.8
Others	20.3	20.3	20.1

FII Includes depository receipts

### Stock Performance (1-year)



## No recovery in sight; muted volumes to weigh on earnings

- TCI Express (TCIE) has been facing pressure on volumes and profitability. As per our channel checks, the company continues to witness weak demand across key industrial segments such as manufacturing, automobiles, and textiles, despite healthy ~16% YoY growth in e-way bill generation during Jan-Apr'26. Despite the industry reporting strong volume growth during the festive season in 3QFY26, TCIE reported muted volume growth of just 2% YoY, indicating continued market share pressure. With demand momentum expected to moderate after 3QFY26 festive season amid intensifying competition and ongoing consolidation within the express logistics industry, we expect TCIE's volume growth and profitability to remain under pressure in the near to medium term.
- Management has guided for 15% volume growth in FY27 and 2% improvement in realizations, implying overall revenue growth of ~17% YoY (vs. flat volume and realization growth in 9MFY26). We believe the guidance is optimistic. TCIE continues to lose market share to larger players like Delhivery. With lower volumes, the margin targets also appear optimistic.
- While we expect the industry to clock double-digit growth over next few years, we believe heightened competition and ongoing consolidation in the express logistics sector would restrict growth for TCIE. **We expect TCIE to achieve a CAGR of 4%/5%/8% in volume/revenue/EBITDA over FY25-28. We reiterate our Neutral rating with a TP of INR520 (based on 18x FY28E EPS).**

## Heightened competition dragging down volumes and margins

- TCIE has experienced margin pressure amid intensifying competition, with EBITDA margins contracting from the peak of 16% in FY22 to 10-12% in FY25 and further to 10-11% in 9MFY26.
- While the industry is pushing for volume growth through aggressive pricing, this strategy is weighing on profitability, leading to structurally lower margins in the near to medium term and the exit of weaker players, which will ultimately lead to industry consolidation and volume concentration toward a few large organized players.
- E-way bill generation and toll traffic volumes grew 16% and 12%, respectively, during Jan-Apr'26, indicating healthy underlying economic and freight movement momentum even after the festive season. Further, recent GST rate cuts are expected to support consumption growth, which could gradually aid logistics demand going forward.
- However, it remains to be seen whether TCIE can translate these favorable macro indicators into meaningful volume growth, which has remained subdued with volumes declining 1% YoY in FY25 and remaining largely flat during 9MFY26.

### Branch expansion allows TCIE to extend its service network

- To facilitate its business growth, TCIE has successfully opened more than 500 new branches in the last five years, taking the total count to more than 970 branches. Its customer base has increased to more than 225k as of FY25 from 16k in Mar'17. Looking ahead, TCIE plans to open 50-75 branches annually, capitalizing on the upcoming manufacturing facilities and clusters of SMEs to further expand its presence.
- With this expansion, TCIE seeks to expand its footprint in emerging markets to meet the increasing demands of SME customers more effectively. This strategic move enables TCIE to offer customized logistics solutions tailored to the unique requirements of SMEs.

### Asset-light model helps in minimizing idle capacity during any downturns

- TCIE does not have any fleet on its books. In the absence of any owned fleet, the business relies on ~5,500 containerized vehicles from attached business vendors and associates to meet its customer requirements.
- By relying on a model that minimizes asset ownership, TCIE can flexibly adjust its operations and adapt to changing market conditions. This flexibility enables the company to retain healthy profitability margins even in challenging times.

### New value-added service offerings to augment growth

- Over the past two years, TCIE introduced Rail Express, Pharma Cold Chain, and C2C Express services as part of its strategic efforts to enhance its value proposition while adhering to an asset-light approach. These services have received significant attention and have contributed to the expansion of TCIE's customer base.
- Among newly launched services, the Rail Express offering is getting good traction from customers, and the company has successfully expanded its customer base from 250 to 5,000+ and its presence from 10 routes to 150 routes since its inception. These high-margin offerings are expected to contribute materially in the next few years.

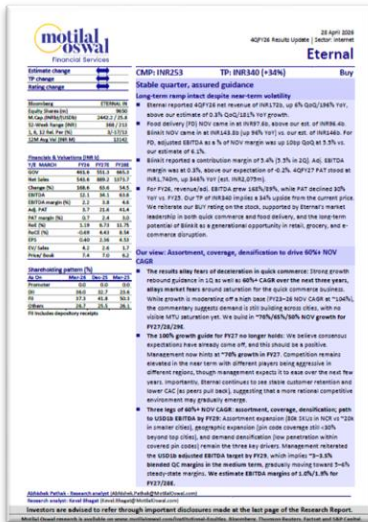
### Targets INR20b in revenue over the next few years

- TCIE aims to focus on expanding its customer base by doubling branches, ramping up new value-added services (Cold Chain Express, C2C Express, Rail Express, and Air Express) to 22% of revenue (~18% as of 3QFY26), and owning sorting centers in major metro cities of India. With these drivers, it expects to achieve revenue of INR20b in the next few years.
- TCIE's large sorting centers at Chennai, Nagpur, Kolkata, and Mumbai are expected to streamline hub-to-hub movement and automation, improving operating efficiencies.

### Valuation and view

- While we expect the industry to clock double-digit growth over the next few years, we believe heightened competition and ongoing consolidation in the express logistics sector would restrict growth for TCIE. **We expect TCIE to achieve a CAGR of 4%/5%/8% in volume/revenue/EBITDA over FY25-28. We reiterate our Neutral rating with a TP of INR520 (based on 18x FY28E EPS).**

# Internet



Financial Metric	Value	Change
Market cap (₹)	1,000	+
EV/EBITDA	15.0x	-
EV/EBIT	12.0x	-
EV/Operating Profit	10.0x	-
EV/Free Cash Flow	8.0x	-
EV/Adjusted Free Cash Flow	7.0x	-
EV/Net Income	6.0x	-
EV/Book Value	5.0x	-
EV/Dividend Yield	4.0%	-
EV/Debt to Capitalization	3.0x	-
EV/Debt to Equity	2.0x	-
EV/Debt to Total Capitalization	1.0x	-
EV/Debt to Total Enterprise Value	0.5x	-
EV/Debt to Total Enterprise Value (incl. minority interest)	0.4x	-
EV/Debt to Total Enterprise Value (incl. minority interest & preferred shares)	0.3x	-
EV/Debt to Total Enterprise Value (incl. minority interest, preferred shares & convertible preferred shares)	0.2x	-
EV/Debt to Total Enterprise Value (incl. minority interest, preferred shares, convertible preferred shares & convertible preferred shares with conversion option)	0.1x	-
EV/Debt to Total Enterprise Value (incl. minority interest, preferred shares, convertible preferred shares, convertible preferred shares with conversion option & convertible preferred shares with conversion option & conversion option)	0.0x	-

## Concerts in the District: How loud can it get?

We assess the value of the concert economy, and its potential for Eternal in the medium to long term

Eternal's investment case is currently this: Food delivery is a stable duopoly, and while it is the market leader in quick commerce, gains are fuzzy in the short term owing to intense competition. This setup is similar to the one we saw when Blinkit was just getting started – an established business, but limited clarity around how much value a new business can generate (quick commerce at that time, going-out now). In this note we try to assess the district – its going-out app.

We believe India's concert economy is moving into a more structured phase. **Over the last 2 years, we have seen a visible shift from brand-funded, sporadic events to ticket-led, fan-driven experiences with real pricing power** (exhibit 6).

Large concerts are now selling out faster, **ticket prices have moved up meaningfully and consumers are increasingly willing to travel across cities.**

We have analyzed ~65 events across 2019-2026, covering both global and domestic artists to **understand how scale, pricing, and demand have evolved.** Cancellations/postponements are a major pain point in this nascent industry. **Demand depth and pricing are still being tested and we will monitor how the structure develops, with infrastructure and technical capabilities remaining key bottlenecks.** For Eternal, this is the next phase of capturing the affluent urban consumer wallet. We assess the TAM, the unit economics, and the potential for value from the concert economy in this note.

### Concerts slowly becoming mainstream

- We believe concert attendance is now becoming more mainstream, particularly among younger users. **~70% of urban Gen Z/millennials attended at least one live event in the last year. User behavior is also evolving: 20-30% of attendees now travel across cities for marquee events.** Booking windows have shortened to ~3-4 weeks.
- Ticket pricing has also seen a step-up: General access – INR1,000-3,500 and Premium/VIP – INR7,500-25,000+. **Pricing power is holding up despite higher ticket costs,** which is a key signal that willingness to pay has structurally improved.

### Concert prestige: Moving up the curve

- **We believe the industry has crossed a key inflection point, and the concert calendar now has global A-listers frequently visiting India.**
- **This is also driving pricing higher:** We use the most expensive ticket at a concert as a proxy (as shown in exhibit 6). The price ceiling for concerts has moved up meaningfully in the last three years. The floor ticket price is showing a bump as well – floor prices have moved up from ~INR2,000 to ~INR5,500 over the past couple of years.

- This, as we mentioned earlier, is a result of improving the prestige of artists. India debuts for global artists have increased to nine in 2025 (~12 annualized for 2026) vs. ~three in 2023.

### The runway: A long arc of growth ahead

- India's live event market is now estimated at ~INR200-220b, with concerts contributing ~25-30%.
- Concert is one of the fastest-growing segments within media and entertainment, with ~18-20% growth.
- Before 2020, most events depended heavily on sponsorships, with tickets contributing just 10-30% of revenue. Today, tickets account for 50-70% of earnings, while brand dependence has fallen sharply.
- Fans now pay directly for access, experiences, and exclusivity. Brands still participate, but they're no longer carrying the show.
- Importantly, price increases have not impacted demand materially. **Top events continue to see 85-90%+ fill rates**, indicating that pricing power is holding.

### How underpenetrated is India vs. global markets

- Despite recent growth, **India's per capita spending on live entertainment remains structurally lower than global benchmarks. Current estimates suggest that India spends ~USD22 per capita annually**, compared to much higher levels in developed markets (see exhibit 1).
- India: ~USD22-25 per capita annually
- US: ~USD37-40 per capita
- UK: ~USD85-95 per capita
- If we take into account just 100m people with spending power (income of greater than USD10k), the spending is still materially lower.
- **At a per capita parity of US (USD37)**, India's concert market would reach **~USD3.7b** (vs. USD2.1b today).

### Channel checks: Early signals still mixed; model evolving

- Our channel checks suggest the current concert model remains more **sponsorship-led. While ticketing is the most visible revenue stream, sponsorships are typically locked in early** and often cover a large part of production costs.
- This **also** makes event economics volatile. If sponsorships fall short or ticket sales miss expectations, the downside can be meaningful, given artist fees, venue rentals and production costs are largely fixed.
- **Infrastructure and execution remain key bottlenecks. Securing global artists typically requires ~18-24 months of planning**, alongside venue and technical capabilities that are still evolving, which limits supply despite improving demand.
- Recent **cancellations/postponements** suggest the market is still evolving. **Demand depth, pricing and timing are still being tested and we will monitor how the structure develops.**

### Unit economics: Attractive, but utilization and fill rates key

- At a headline level, concert economics look attractive, with ticketing contributing the majority of revenue and additional support from sponsorships and F&B.
- However, **costs are also significant, particularly artist fees, which can account for up to 40-60% of revenue. As a result, profitability is highly sensitive to execution and fill rates.**
- We think the model is inherently convex – profits are strong at full capacity but decline sharply if fill rates drop.
- **Our case study of a ~50k capacity concert indicates EBITDA margins of ~9% at ~85% fill rate, with breakeven at ~71-75% utilization (see exhibit 9).**
- Scenario analysis also highlights that as fill rates improve, margins scale up meaningfully (up to ~16%+ at full capacity), reflecting strong operating leverage in the model (exhibit 9).
- **Breakeven = ~70-72% fill rate, highly achievable for established artists in Tier 1 cities.**

### Venue infrastructure: the biggest bottleneck that is holding the market back today

- We believe infrastructure remains the single largest constraint for the industry. India has fewer than **~10 large-format, purpose-built concert venues (10k+ capacity)**. As a result, most events rely on cricket stadiums, racecourses and open grounds, which are not designed for concerts (exhibit 11).
- Using non-concert infrastructure creates execution challenges around acoustics, crowd flow, and logistics as seen in recent large-format events like Coldplay's India tour. **Tier 2/3 cities remain largely excluded due to the lack of mid-sized venues (~5k-10k capacity), limiting expansion despite visible demand beyond metros.**
- Venue structures are also not very promoter-friendly. **Operators typically retain high-margin streams like F&B, while promoters are left with ticketing and sponsorship-led revenue** along with fixed rental costs.
- While early initiatives to build dedicated venues are underway, supply addition is likely to remain gradual.

# Economy | Macro-Cap

## Global bond yields have risen sharply (%)

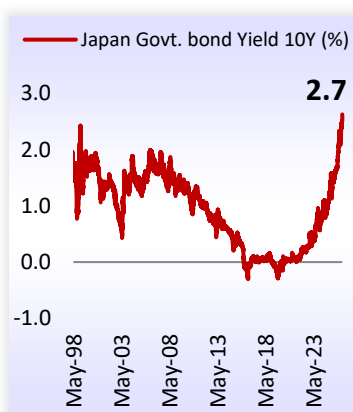
10Y Bond yield	Yield (%)	Weekly change	Monthly change	CYT D change
US	4.5	0.18	0.22	0.37
UK	5.1	0.19	0.27	0.63
Japan	2.7	0.23	0.30	0.63
Germany	3.1	0.08	0.06	0.23
India	7.1	0.14	0.16	0.49



## US 10Y yield rose to 4.5% in May'26



## US 10Y yield rose to 4.5% in May'26



## Global inflation, yields, and currency: Way forward

### Global inflation and bond yield pressures re-emerge

- Global inflation pressures are re-emerging amid rising crude oil prices, geopolitical tensions, and war-led supply disruptions. Higher energy, freight, and commodity costs are beginning to rebuild pipeline inflation globally. As inflation risks resurface, major central banks are turning more cautious and hawkish, while global bond yields have hardened sharply across the US, Europe, Japan, and emerging markets amid expectations of a prolonged higher-for-longer interest rate environment.
- Producer prices are rising sharply across major economies. Historically, WPI/PPI inflation tends to feed into CPI inflation with a lag, suggesting that current pipeline price pressures could gradually begin reflecting in consumer inflation over the coming quarters, although headline CPI inflation across major economies has not risen sharply so far.

### India: WPI pressures suggest inflation risks are building

- In India, wholesale inflation pressures have intensified sharply amid rising global commodity prices and geopolitical tensions. Headline WPI inflation surged to 8.3% YoY in Apr'26 - the highest since Oct'22 - driven by sharp increases in fuel, metal, and manufactured product inflation. Fuel and power inflation rose to a 42-month high of 24.7% YoY amid escalating US-Iran tensions and higher global crude oil prices, while core WPI inflation increased to a 43-month high of 5.0%, indicating broadening price pressures across manufacturing sectors.
- While India's CPI inflation remains relatively contained at 3.5% YoY in Apr'26 and below the RBI's 4% target, rising WPI inflation suggests that upstream price pressures could gradually feed into retail inflation over the coming quarters. **We expect CPI inflation to average around 5.2% in FY27 (considering the retail price hike of INR3 per liter announced on 15<sup>th</sup> May), with risks tilted to the upside** due to rising energy prices, weather disruptions, food-price pressures, and possible El Niño conditions. **We expect another round of price hikes if oil prices sustain at higher levels.**

### US: Hot CPI and PPI prints raise higher-for-longer risks

- In the US, CPI inflation accelerated to 3.8% YoY in Apr'26 from 3.3% in Mar'26, while PPI inflation surged to 6.0% YoY from 4.8% in Mar'26 — the highest since late 2022.
- Rising energy, transportation, freight, and industrial input costs amid the ongoing oil shock are increasing concerns that inflation could remain sticky for longer and gradually spread across sectors over the coming quarters.

### China: Producer price inflation turns positive again

- In China, inflation pressures are also beginning to re-emerge after a prolonged period of weak domestic demand and producer-price deflation. China's CPI inflation rose to 1.2% YoY in Apr'26 from 1.0% in Mar'26, while producer-price inflation surged sharply to 2.8% YoY from 1.6% in Mar'26 — the highest reading in nearly four years and well above market expectations. Rising global crude oil

prices have led to a sharp increase in petroleum, chemical, metal, and industrial input costs, while higher transport and energy prices have also started feeding into consumer inflation.

- This is significant because China has been a major source of global goods disinflation over the past two years due to excess industrial capacity and weak domestic demand. The recent turnaround in producer prices suggests that China's prolonged deflationary phase may be ending, which could gradually add to imported inflation pressures globally.

### IMF outlook: Inflation trajectory could become more challenging from 2026 onward

- IMF projections suggest that global inflation risks could rebuild again from 2026 onward, particularly due to rising energy prices, geopolitical tensions, and persistent producer-price pressures.
- Inflation in Advanced Economies is projected to rise from 2.5% in 2025 to 2.8% in 2026, while EMDE inflation is projected to increase from 5.2% in 2025 to 5.5% in 2026. Similarly, inflation in the US is projected to rise from 2.7% in 2025 to 3.2% in 2026. For India, the IMF projects inflation rising sharply to 4.7% in 2026.

### Central banks likely to remain cautious

- The recent rise in global inflation and producer price pressures is likely to prompt major central banks to adopt a more cautious and hawkish stance going forward.
- In the US, stronger-than-expected CPI and PPI data have increased market expectations of another rate hike by the Fed later this year or in early 2027 if inflation continues to surprise on the upside.
- Similarly, the European Central Bank is likely to remain cautious amid persistent services inflation and rising energy prices linked to geopolitical tensions.
- **In India, despite headline CPI inflation remaining below the RBI's 4% target, the rise in WPI inflation, persistent food-price pressures, and elevated global commodity prices are expected to keep the central bank cautious. The RBI is likely to begin by tightening liquidity conditions before moving toward any benchmark rate hike. We expect the policy stance to gradually turn more hawkish, with the RBI potentially signaling the prospect of rate hikes by 4QCY26. A policy rate hike appears more probable by the February 2027 meeting, particularly if inflation readings move above the 6% mark during the December quarter, although the December 2026 policy meeting remains a close call. An active policy response as early as December would largely depend on crude oil prices sustaining above USD100/bbl for the next 1–2 months, which could push FY27 average headline inflation closer to 5.7%, with risks tilted upward. This scenario also assumes another round of retail fuel price hikes, alongside further increases in CNG, LPG, and kerosene prices.**

### Global bond yields rise amid sticky inflation concerns

- Global bond yields have risen sharply across major economies amid renewed inflation concerns, rising crude oil prices, and expectations of a prolonged 'higher-for-longer' interest-rate environment. The 10-year US Treasury yield has

climbed to 4.54%, close to a year high, following stronger-than-expected CPI and PPI data.

- In Germany, the 10-year Bund yield has risen to 3.1%, near multi-year highs, while the UK 10-year gilt yield has risen to 5.1%, the highest since 2008, reflecting persistent inflation and fiscal concerns. Meanwhile, the Japanese 10-year government bond yield has climbed to 2.71%, close to a three-decade high, amid gradual policy normalization by the Bank of Japan.
- **In India, the 10-year government bond yield has risen to 7.06% amid higher WPI inflation, elevated crude oil prices, and imported inflation concerns. Overall, the synchronized rise in global yields suggests that markets are increasingly pricing in persistent inflation pressures and tighter financial conditions globally. Amid rising inflationary risks and expectations of tighter domestic liquidity conditions, we expect the Indian 10-year government bond yield to gradually move toward 7.5% by March 2027, as against the consensus market expectations of 7.2-7.3%. India's bond yields are impacted by both domestic and global factors. As discussed earlier, there is a synchronized rise in global bond yields impacting India as well. On the domestic side, bond yields are impacted by higher oil prices, rising inflation, higher inflation expectations, anticipation of monetary policy tightening, and increasing fiscal pressures. None of the listed factors is witnessing any reversal at this point in time.**

#### Emerging markets face added currency pressures

- Emerging markets are witnessing heightened stress as a stronger US dollar and elevated crude prices weigh on external balances, particularly for commodity-importing economies like India. At the same time, increased volatility in global bond markets is raising the risk of tighter liquidity conditions for EM economies. The combination of adverse terms of trade is amplifying risks of currency depreciation and sustained capital outflows across emerging markets.
- **Indian currency depreciated past the 96 level on 15<sup>th</sup> May, 2026, driven by a combination of global and domestic pressures. Higher global bond yields, deteriorating terms of trade (with April trade deficit widening to USD28.4b from USD20.7b in March and surpassing market expectations of USD25.9b), rising retail fuel prices, tighter restrictions on gold imports through an increase in customs duty from 6% to 15%, declining FX reserves (down to USD690b from a peak of USD728b in February 2026), and record FII outflows have all intensified pressure on the currency. With expectations of a policy rate hike deferred to 4QCY26, the rupee could continue to weaken toward the 98–99 per dollar range.**
- Amid subdued capital inflows, the government is exploring the possibility of lowering taxes on foreign investments in bonds, following the RBI's recommendations to curb arbitrage-led trades. Although these initiatives may not be sufficient to immediately reverse the ongoing trend, they reflect a broader policy effort by both the RBI and the government to gradually liberalize and rationalize the taxation framework governing capital flows. Until stronger inflows return, however, the rupee is likely to remain under pressure, with the RBI intervening intermittently to limit excessive volatility.

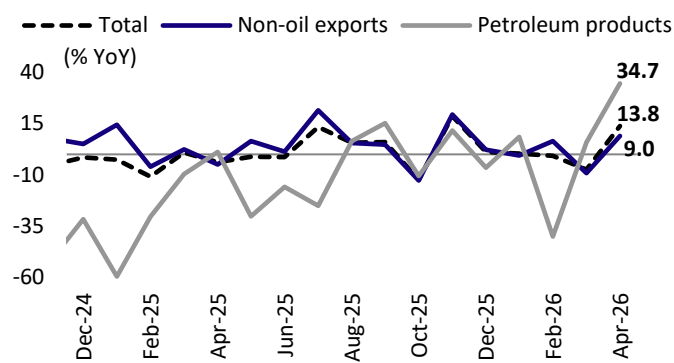
## Higher oil and gold imports widen the trade deficit in Apr'26

- India's merchandise trade deficit widened sharply to USD28.4b in Apr'26 compared to USD20.7b in Mar'26, as imports (+21% MoM) grew at a much faster pace than exports on a sequential basis. While exports (+12% MoM) surprised positively, the sharp rise in oil (+52% MoM) and gold imports (84% MoM) led to a significant deterioration in the trade balance. On a YoY basis, the deficit was also higher due to elevated commodity prices.
- Merchandise exports rebounded strongly in Apr'26 (+13.8% YoY; USD43.6b vs. USD38.9b in Mar'26) despite persistent geopolitical disruptions and concerns around global growth. Within merchandise exports, petroleum products remained the key driver, with oil exports rising sharply by 34.7% YoY and 85% MoM in Apr'26.
- Non-oil exports also remained healthy at +9% YoY in Apr'26, supported by strong growth in electronics exports (+40% YoY), engineering goods (+8.8% YoY), chemicals (+7.2% YoY), marine products, and ores & minerals. However, sectors such as gems & jewelry, textiles, ceramics, and agri products continued to witness weakness.
- A key highlight within the export basket was the continued outperformance of electronics exports, which rose by 40% YoY to an all-time high of USD 5.2b.
- Services exports remained robust, with gross services exports rising by 13% YoY to USD37.2b in Apr'26. Net services surplus stood strong at USD20.6b (+29% YoY) in Apr'26, continuing to provide an important cushion against the widening merchandise trade deficit.
- Regionally, exports to the US improved marginally by 1.1% YoY in Apr'26, while exports to non-US regions recorded strong growth of 17% YoY, led by China, Hong Kong, Singapore, Malaysia, Vietnam, the UK, Germany, Australia, and South Africa. However, exports to West Asia contracted sharply (-28% YoY).
- Imports increased to USD71.9b in Apr'26 from USD65.3b in Apr'25 (+10% YoY), driven by a sharp rise in gold imports and resilient non-oil, non-gold imports. On a sequential basis too, imports rose significantly from USD59.6b in Mar'26 (+21% MoM), leading to the widening in the merchandise trade deficit.
- Within merchandise imports, gold imports surged by 82% YoY and 84% MoM to USD5.6b in Apr'26, supported by festive demand around Akshaya Tritiya and safe-haven investment demand amid global uncertainty. Oil imports, while lower on a YoY basis (-10% YoY) due to base effects, rose sharply by 53% MoM to USD18.6b in Apr'26 amid elevated crude oil prices. Non-oil, non-gold imports remained buoyant, increasing by 15% YoY to an all-time high of USD47.7b in Apr'26, indicating strong domestic demand.

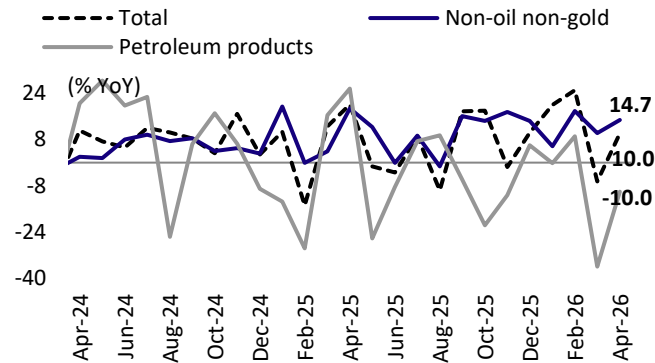
### Outlook: CAD and Rupee

- As the West Asia conflict continues beyond two months, risks to India's merchandise trade balance remain elevated, particularly through higher crude oil prices and disruptions to shipping routes. The government's recent measures to curb non-essential imports, especially gold, should help contain foreign exchange outflows and limit pressure on the current account. At the same time, services exports have remained strong despite concerns around artificial intelligence impacting global IT demands. Strong services exports should help offset some pressure from the higher goods deficit and support the current account balance.
- Our estimates suggest that every USD 10/bbl increase in crude prices can widen the oil deficit by USD10–12b (~0.4–0.5% of GDP). With crude prices expected to average ~USD85/bbl in FY27, the CAD is likely to remain contained at ~1.5–1.8% of GDP, supported by strong services exports and stable remittance flows. However, a sustained rise in oil prices above USD95–100/bbl could still push the CAD closer to 2.4% of GDP.
- The Indian rupee depreciated beyond the 96/USD mark on 15 May 2026 amid a combination of adverse global and domestic factors. The sharp widening in India's trade deficit to USD28.4b in April, elevated global bond yields, rising crude oil prices, weaker terms of trade, declining FX reserves, and persistent FII outflows have collectively intensified pressure on the currency. In addition, higher customs duty on gold imports and rising domestic fuel prices have added to external sector concerns. With expectations of RBI rate hikes now pushed to 4QCY26 and capital inflows remaining subdued, the rupee is likely to remain under pressure in the near term, potentially weakening toward the 98–99/USD range. While the government is considering measures such as lowering taxes on foreign bond investments to attract flows, these steps may only provide gradual support, with the RBI expected to continue intervening intermittently to curb excessive volatility.

**Exhibit 1: India's exports increased 13.8% in Apr'26**

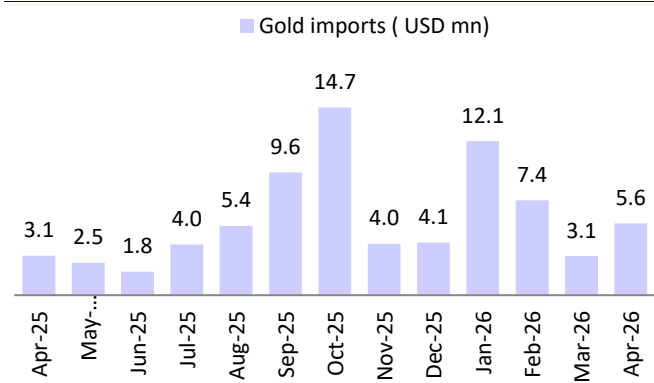


**Exhibit 2: Imports increased 10% in Apr'26**

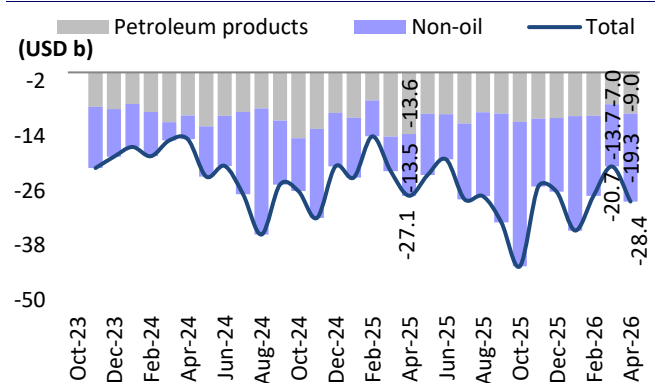


Source: CEIC, MOFSL

**Exhibit 3: Gold imports stood at USD5.6b in Apr'26**



**Exhibit 4: Trade deficit widened to USD28.4b in Apr'26**



Source: CEIC, MOFSL

## Highlights of trade data in Apr'26

### Higher oil and gold imports widen the trade deficit

- India's merchandise trade deficit widened sharply to USD28.4b in Apr'26 compared to USD20.7b in Mar'26, as imports (+21% MoM) grew at a much faster pace than exports on a sequential basis.
- While exports (+12% MoM) surprised positively, the sharp rise in oil (+52% MoM) and gold imports (84% MoM) led to a significant deterioration in the trade balance. On a YoY basis, the deficit was also higher due to elevated commodity prices.

### Exports surprised positively in Apr'26

- Merchandise exports rose strongly to USD43.6b in Apr'26 from USD38.9b in Apr'25 (+14% YoY), reflecting an improvement in both oil and non-oil exports. Sequentially too, exports increased sharply from USD38.9b in Mar'26 (+12% MoM), supported by a strong rebound in petroleum exports amid elevated crude oil prices as well as continued resilience in electronics and engineering exports.
- Within merchandise exports, petroleum products remained the key driver, with oil exports rising sharply by 35% YoY and 85% MoM in Apr'26. Non-oil exports also remained healthy at +9% YoY in Apr'26, supported by strong growth in electronics exports (+40% YoY), engineering goods (+8.8% YoY), chemicals (+7.2% YoY), marine products, and ores & minerals. However, sectors such as

gems & jewelry, textiles, ceramics, and agri products continued to witness weakness, reflecting uneven global demand conditions.

- Services exports remained robust, with gross services exports rising by 13% YoY to USD37.2b in Apr'26. Net services surplus stood strong at USD20.6b (+29% YoY), continuing to provide an important cushion against the widening merchandise trade deficit. However, despite the healthy services surplus, the overall goods and services balance moved into a deficit of USD7.8b in Apr'26 compared to a marginal surplus in Mar'26 due to the sharp increase in merchandise imports.
- Regionally, exports to the US improved marginally by 1.1% YoY, while exports to non-US regions recorded strong growth of 17% YoY in Apr'26, led by China, Hong Kong, Singapore, Malaysia, Vietnam, the UK, Germany, Australia, and South Africa. However, exports to West Asia contracted sharply (-28% YoY), impacted by continued disruption around the Strait of Hormuz and weaker trade flows to the region.

### **Imports rose sharply, led by oil and gold**

- Imports increased to USD71.9b in Apr'26 from USD65.3b in Apr'25 (+10% YoY), driven by a sharp rise in gold imports and resilient non-oil, non-gold imports. On a sequential basis too, imports rose significantly from USD59.6b in Mar'26 (+21% MoM), leading to the widening in the merchandise trade deficit.
- On the import side, gold imports surged by 82% YoY and 84% MoM to USD5.6b in Apr'26, supported by festive demand around Akshaya Tritiya and safe-haven investment demand amid global uncertainty. Oil imports, while lower on a YoY basis (-10% YoY) due to base effects, rose sharply by 53% MoM to USD18.6b in Apr'26 amid elevated crude oil prices. Non-oil, non-gold imports remained buoyant, increasing by 15% YoY to an all-time high of USD47.7b in Apr'26, indicating continued resilience in domestic demand and investment activity.
- Within non-oil, non-gold imports, electronics imports remained particularly strong, rising by 38% YoY to USD12.8b, while machinery imports increased by 12% YoY in Apr'26. Other segments such as edible oils, ores & minerals, optical and surgical instruments, and base metals also recorded healthy growth, reflecting sustained consumption and industrial demand conditions despite global uncertainties.

### **Outlook:**

- As the West Asia conflict continues beyond two months, risks to India's merchandise trade balance remain elevated, particularly through higher crude oil prices and disruptions to shipping routes. The government's recent measures to curb non-essential imports, especially gold, should help contain foreign exchange outflows and limit pressure on the current account. At the same time, services exports have remained strong despite concerns around artificial intelligence impacting global IT demands. Strong services exports should help offset some pressure from the higher goods deficit and support the current account balance.
- Our estimates suggest that every USD 10/bbl increase in crude prices can widen the oil deficit by USD 10-12b (~0.4-0.5% of GDP). With crude prices expected to

average ~USD85/bbl in FY27, the CAD is likely to remain contained at ~1.5-1.8% of GDP, supported by strong services exports and stable remittance flows. However, a sustained rise in oil prices above USD 95-100/bbl could still push the CAD closer to 2.4% of GDP.

- The Indian rupee depreciated beyond the 96/USD mark on 15 May 2026 amid a combination of adverse global and domestic factors. The sharp widening in India's trade deficit to USD28.4b in April, elevated global bond yields, rising crude oil prices, weaker terms of trade, declining FX reserves, and persistent FII outflows have collectively intensified pressure on the currency. In addition, higher customs duty on gold imports and rising domestic fuel prices have added to external sector concerns. With expectations of RBI rate hikes now pushed to 4QCY26 and capital inflows remaining subdued, the rupee is likely to remain under pressure in the near term, potentially weakening toward the 98-99/USD range. While the government is considering measures such as lowering taxes on foreign bond investments to attract flows, these steps may only provide gradual support, with the RBI expected to continue intervening intermittently to curb excessive volatility.

**Performance of top companies in Apr'26**

Company	MAT growth (%)	Apr'26 (%)
IPM	10.3	12.5
Abbott*	8.0	10.4
Ajanta	14.2	20.3
Alembic	1.2	2.9
Alkem*	9.0	10.8
Cipla*	9.1	13.5
Dr Reddys	12.2	12.6
Emcure*	5.0	4.3
Eris	8.0	9.7
Glaxo	7.4	9.1
Glenmark	14.1	18.0
Intas	14.7	16.8
Ipca	11.3	11.2
Lupin	11.3	16.9
Macleods	10.6	10.9
Mankind	8.7	11.9
Sanofi	10.9	10.7
Sun*	12.0	13.0
Torrent	10.6	12.6
Zydus*	10.8	14.8

**IPM momentum sustained, driven by chronic therapies**

- IPM grew 12.5% YoY in Apr'26, compared to 8% in Apr'25 and 11% in Mar'26. On a 12-month (MAT) basis, IPM growth stood at 10.3% YoY.
- Growth was driven by strong outperformance in anti-diabetic, cardiac, and VMN therapies, which exceeded overall IPM growth by ~470bp, 330bp, and 180bp, respectively, in Apr'26.
- Acute therapies witnessed 10% YoY growth in Apr'26, compared to 8% in Mar'26 and 7% in Apr'25.
- The chronic therapy segment maintained robust double-digit growth of 16% YoY, supported by increased focus on chronic portfolios amid evolving lifestyle trends in the domestic market.
- For the 12 months ending Apr'26, IPM growth was driven by 2.9%/4.5%/2.9% YoY growth in volumes/prices/new launches.
- Mounjaro remained the top-selling drug in Apr'26 with sales of INR 1.4b, followed by Electral at INR0.9b; according to IQVIA.
- Mixtard continued to decline, reporting a 36% YoY drop in Apr'26, as per IQVIA data.

**Ajanta/Glenmark/Lupin/Intas outperform in Apr'26**

- Among the top 20 pharma companies, Ajanta (+20.3% YoY), Glenmark (+18% YoY), Lupin (+16.9% YoY), and Intas (+16.8%) outperformed overall IPM in Apr'26.
- Emcure (+4.3% YoY), Alembic (+7.6%YoY), Glaxo (+9.1%YoY), Eris (+9.7%YoY), were the key underperformers during the month.
- Ajanta outperformed IPM, driven by momentum in cardiac/anti-infectives.
- Glenmark outperformed IPM, driven by superior growth across key ophthalmic/anti-diabetic.
- Lupin outperformed IPM, led by superior growth in anti-diabetic/cardiac.
- Glaxo reported industry-leading price growth of 7% YoY on a MAT basis. Corona Remedies reported the highest volume growth of 9% YoY on a MAT basis. Ajanta Pharma posted the highest growth in new launches of 5% YoY on a MAT basis.

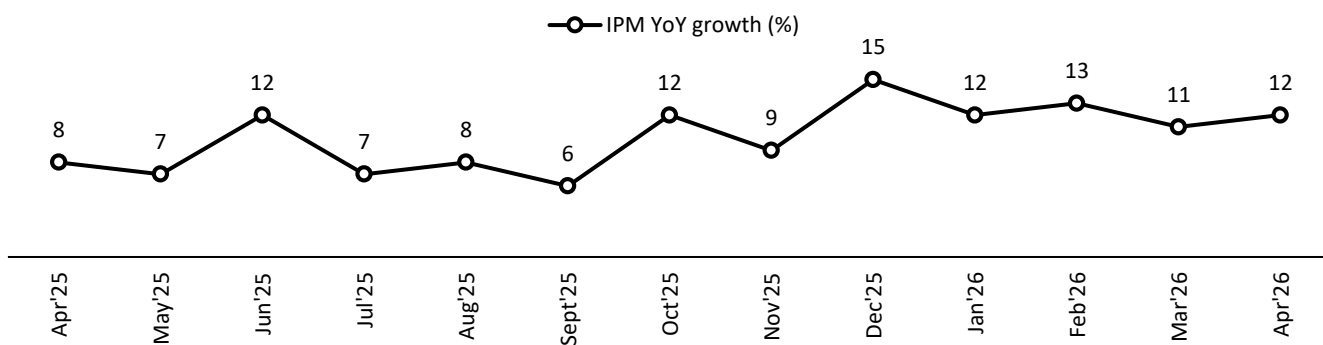
**Cardiac/Anti-Diabetic/Respiratory lead YoY growth on a MAT basis**

- On a MAT basis, the industry reported 10.3% growth YoY.
- On a MAT basis, chronic therapies posted 14.2% YoY growth, while acute therapies recorded 7.8% YoY growth in Apr'26.
- The acute segment's share in overall IPM stood at 59.5% for MAT Apr'26
- Cardiac/Anti-Diabetic/Respiratory grew 14.7%/13.2%/11.9%YoY. AI/Gastro/ Derma underperformed IPM by ~530bp/360bp/320bp on a YoY basis for 12 months ending in Apr'26.

**MNCs continue to outperform domestic companies in YoY growth**

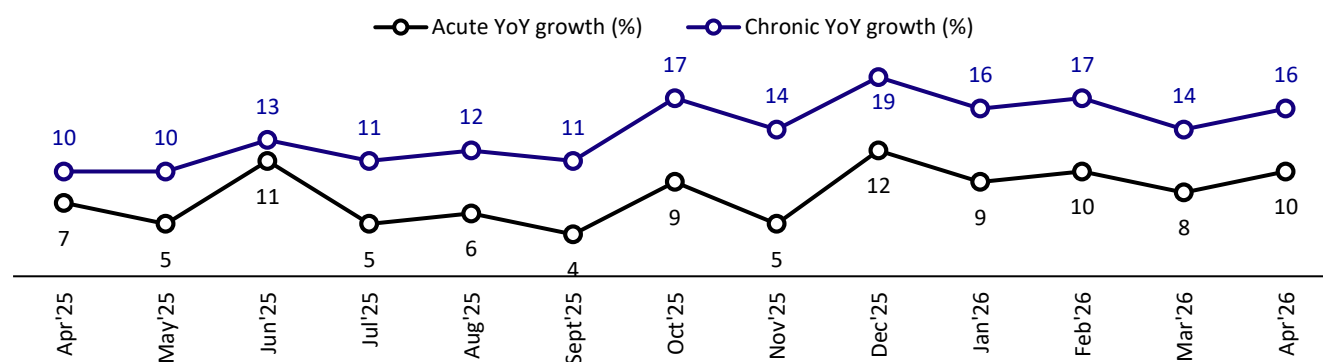
- As of Apr'26, Indian pharma companies retained a dominant 84% market share in IPM, with the remainder held by MNCs.
- In terms of growth, Indian companies expanded by 12.3% YoY, while MNCs outpaced them with 13.5% YoY growth in Apr'26.

**IPM posted 12% YoY growth in Apr'26**



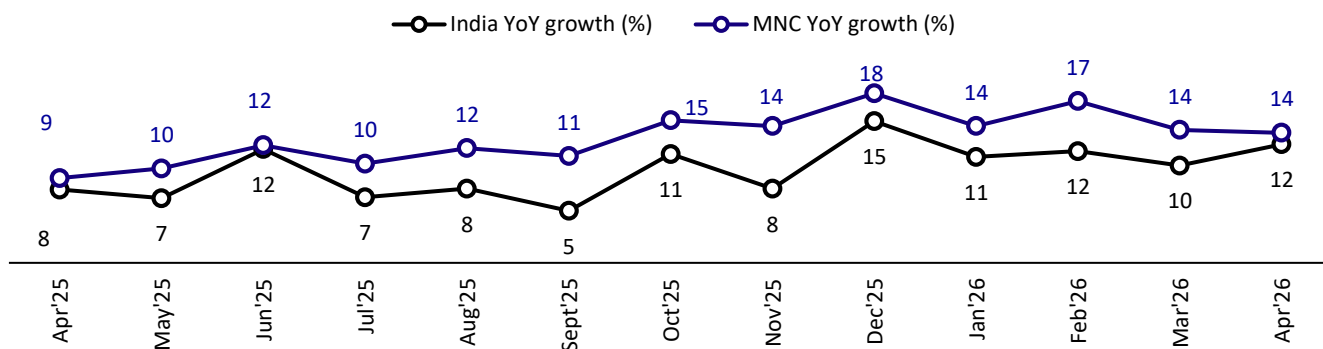
Source: MOFSL, IQVIA

**Acute/chronic therapies registered YoY growth of 10%/16%**



Source: MOFSL, IQVIA

**Indian companies/MNCs reported 12%/14% YoY growth**



Source: MOFSL, IQVIA

# Power Grid

**BSE SENSEX**  
75,238

**S&P CNX**  
23,644

**CMP: INR306**

**Neutral**

## Miss on EBITDA and PAT estimate

### Standalone (SA) Performance:

- Power Grid (PWGR) reported SA revenue of INR99.7b (-9% YoY & QoQ), missing our estimate by 19%.
- SA EBITDA came at INR75b (down 19% YoY/20% QoQ), 31% below our estimate, mainly due to revenue coming in below our est. and elevated other expenses.
- SA's reported PAT came in line with our est. at INR45.5b (+5% YoY, +9% QoQ), boosted by a deferred tax asset of INR52.8b.
- Deferred tax balances have been re-measured at the new applicable tax rates, following the company's expected transition to the new tax regime under the Income Tax Act, 2025.
- There was a net negative movement in the regulatory deferral balance amounting to INR38b.
- APAT stood at INR32.7b, significantly below our estimate.

### Consolidated Performance:

- PWGR's consolidated revenue for 4QFY26 came in at INR116.7b (-5% YoY), while reported PAT grew ~10% YoY to INR45.5b.

### Other Matters:

- The Board of Directors approved the payment of final dividend of INR1.25/share, translating into a full-year dividend of INR9/share.

### Standalone Quarterly Performance (INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Var.	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
<b>Sales</b>	<b>1,00,682</b>	<b>1,02,601</b>	<b>1,01,207</b>	<b>1,09,826</b>	<b>99,282</b>	<b>99,996</b>	<b>1,10,053</b>	<b>99,711</b>	<b>4,14,315</b>	<b>4,09,042</b>	<b>1,22,681</b>	<b>-19%</b>	<b>-9%</b>	<b>-9%</b>
YoY Change (%)	-1.7	5.3	-5.2	-0.6	-1.4	-2.5	8.7	-9.2	-0.9	-1.3	11.7			
<b>EBITDA</b>	<b>87,441</b>	<b>87,870</b>	<b>85,227</b>	<b>92,227</b>	<b>81,178</b>	<b>80,096</b>	<b>94,194</b>	<b>75,009</b>	<b>3,52,765</b>	<b>3,30,476</b>	<b>1,08,525</b>	<b>-31%</b>	<b>-19%</b>	<b>-20%</b>
YoY Change (%)	-2.9	3.0	-9.3	0.9	-7.2	-8.8	10.5	-18.7	-2.5	-6.3	17.7			
As of % Sales	86.8	85.6	84.2	84.0	81.8	80.1	85.6	75.2	85.1	80.8	88.5			
Depreciation	30,732	31,617	30,742	30,432	29,698	30,562	32,074	30,965	1,23,522	1,23,298	31,617	-2%	2%	-3%
Interest	21,601	26,046	21,271	25,875	23,045	25,580	25,738	26,143	94,793	1,00,504	25,644	2%	1%	2%
Other Income	7,822	11,233	14,885	14,998	13,287	13,487	14,308	19,836	48,938	60,917	12,554	58%	32%	39%
Regulatory/Extraordinary items	-610	2,469	441	506	2,143	5,193	2,604	14,666	2,806	24,605	0			
<b>PBT</b>	<b>42,319</b>	<b>43,909</b>	<b>48,541</b>	<b>51,425</b>	<b>43,866</b>	<b>42,634</b>	<b>53,294</b>	<b>52,403</b>	<b>1,86,194</b>	<b>1,92,196</b>	<b>63,818</b>	<b>-18%</b>	<b>2%</b>	<b>-2%</b>
Tax	8,198	6,798	9,600	8,063	7,333	7,086	11,692	6,875	32,659	32,986	18,429	-63%	-15%	-41%
Effective Tax Rate (%)	19.4	15.5	19.8	15.7	16.7	16.6	21.9	13.1	17.5	17.2	28.9			
<b>Reported PAT</b>	<b>34,122</b>	<b>37,112</b>	<b>38,941</b>	<b>43,362</b>	<b>36,532</b>	<b>35,548</b>	<b>41,602</b>	<b>45,528</b>	<b>1,53,536</b>	<b>1,59,210</b>	<b>45,389</b>	<b>0%</b>	<b>5%</b>	<b>9%</b>
YoY Change (%)	-3.7	-3.2	-1.9	5.0	7.1	-4.2	6.8	5.0	-0.8	3.7	4.7			
<b>Adjusted PAT</b>	<b>34,613</b>	<b>35,025</b>	<b>38,587</b>	<b>42,935</b>	<b>34,748</b>	<b>31,218</b>	<b>39,569</b>	<b>32,786</b>	<b>1,51,160</b>	<b>1,38,322</b>	<b>45,389</b>	<b>-28%</b>	<b>-24%</b>	<b>-17%</b>
YoY Change (%)	-8.7	4.8	-0.4	0.5	0.4	-10.9	2.5	-23.6	-1.1	-8.5	5.7			

# Vodafone Idea

**BSE SENSEX**  
75,238

**S&P CNX**  
23,644

**CMP: INR13**

**Neutral**

## Conference Call Details



**Date:** 18<sup>th</sup> May 2026

**Time:** 02:30pm IST

### Financials & Valuations (INR b)

INR b	FY26E	FY27E	FY28E
Net Sales	449	476	501
EBITDA	190	205	218
Adj. PAT	-235	-198	-177
EBITDA Margin (%)	42.3	43.1	43.6
Adj. EPS (INR)	-2.2	-1.8	-1.6
BV/Sh. (INR)	-28.8	-35.0	-40.5

### Ratios

Net D:E	-2.3	-2.1	-1.9
RoE (%)	NM	NM	NM
RoCE (%)	-2.3	-1.0	0.8
Payout (%)	0.0	0.0	0.0

### Valuations

EV/EBITDA (x)	14.8	14.7	14.3
P/E (x)	-6.0	-7.1	-7.9
P/B (x)	-0.5	-0.4	-0.3
Div. Yield (%)	0.0	0.0	0.0

### In-line results, debt lower due to revision in AGR dues; ABG to invest USD500m through warrants

- Vodafone Idea's (Vi) overall revenue was stable QoQ at INR113.3b (+3% YoY vs. our est. INR113.6b).
- Reported EBITDA stood at INR48.9b (+1.5% QoQ, +5% YoY, vs. +0.9%/+2.1% QoQ for Bharti/RJio) and was broadly in line with our est. of INR48.6b.
- Reported EBITDA margin expanded ~60bp QoQ to 43.1% (up 85bp YoY, up 10-15bp QoQ for RJio/Bharti) and was ~40bp above our estimate.
- Pre Ind-AS 116 EBITDA at INR24.3b rose ~3% QoQ (+5% YoY, vs. our est. INR23.7b). Pre Ind-AS 116 EBITDA margin expanded ~65bp QoQ to 21.5% (+40bp YoY, ~60bp above our estimate).
- Vi reported a net exceptional item of ~INR575b (pertaining to one-time reset of AGR dues on NPV basis).
- Adjusted for the same, Vi's losses came in at INR55.2b (vs. INR63.6b QoQ, but higher than our estimate of INR49b), primarily due to a lower reduction in interest costs to INR48.9b (vs. INR56.4b QoQ, ~16% above our est. of INR42.2b).
- After the recent revision in AGR dues to INR640b (from INR877b earlier), Vi has revised the NPV of AGR dues to INR249b (vs. INR805b as of Dec'25). Vi's deferred spectrum dues stood at INR1.273t and external debt at INR41.3b, leading to net debt (excluding leases, but including interest accrued and not due) of INR1.53t (down ~INR500b, primarily due to AGR revision).
- Aditya Birla Group has announced its intention to invest ~INR47.3b (~USD500m) in Vi through warrants (INR11/warrant) over the next 18 months, which is sentimentally positive. However, expedited debt raise remains critical for Vi to meet its INR450b capex guidance over FY26-29.
- Vi's capex rose ~2% QoQ to INR22.9b (INR87.5b in FY26).

### Wireless: Subscriber base (incl. M2M) stabilizes, ARPU growth higher vs. peers

- Reported wireless ARPU rose ~1% QoQ to INR174 (+6% YoY, vs. flat to -1% QoQ for RJio and Bharti), driven primarily by subscriber mix improvements.
- Vi indicated that customer ARPU (excluding M2M) was up ~2.1% QoQ at INR190 (+8.5% YoY), despite two fewer days QoQ.
- Vi's overall subscriber base was broadly stable QoQ at 192.8m (vs. 3.8m net declines in 3QFY26). Excluding M2M base, Vi's customer wireless base declined ~1.2m QoQ to 173.2m.
- Vi's monthly churn moderated QoQ to 3.9% (vs. 4.4% QoQ, and ~2.4%/1.7% for Bharti/RJio) and remains a key monitorable.
- Vi's postpaid subscriber base (including M2M) improved QoQ (rising by ~1.3m QoQ) to 30.1m (of which ~1m growth in M2M subs base).
- 4G/5G subscriber base inched up ~0.4m QoQ, while data subs rose ~0.1m QoQ, indicating continuation of decline in consumer SIMs (excl. M2M growth).
- Wireless revenue at INR100.7b (~3% YoY, in line) was flat QoQ (vs. 0.6%/1.9% QoQ increase for Bharti/RJio).

### Other highlights: Customer engagement remains well below peers

- Enterprise revenue came in at INR12.3b (-2% QoQ, +7% YoY, vs. our est. INR12.5b).
- Vi's data volume grew ~6% QoQ (+4% QoQ in 3QFY26) driven by 5G launch, as compared to 6-7% QoQ growth for peers, though on much lower base.
- Data usage per data subscriber increased to 19.7GB/month (from 18.7GB QoQ), but remains significantly below peers [RJio: 42.3GB including FTTH contribution, Bharti: 31.4GB].
- Voice usage on Vi network remained flat QoQ (vs. flat QoQ in 3QFY26, vs. +1% QoQ for peers).
- Implied minute of usage per subscriber improved to 599min/month (vs. 592min QoQ), but remained significantly below 987/1,150mins for RJio/Bharti.
- Vi's trade payables declined ~INR2b QoQ to INR88b (vs. INR107.5b as of Mar'25).

### 5G services expanded to 83 cities; 4G coverage target expanded to 95% of population (vs. 90% target earlier)

- Vi added ~3.4k towers (~4.3k MBB towers vs. 5.1k QoQ) and ~18k net broadband sites in 4Q (vs. ~21k QoQ).
- Vi's 4G population coverage stood at 86.3% by Mar'26 (vs. 77% in Mar'24, 84% in Sep'25).
- Management is now targeting to increase 4G penetration to 95% of population (vs. 90% target earlier).
- Vi has expanded its 5G services to 83 cities (42 as of Dec'25) across all 17 priority circles.

### FY26 performance summary: Wireless revenue up ~3% YoY, pre-IND AS EBITDA stable YoY.

- Vi's reported revenue grew 3% YoY to INR448b.
- Wireless revenue grew ~3% YoY to INR398b, driven by ~8% YoY growth in wireless ARPU to INR170.
- Paying subscriber base declined ~5.4m YoY to 192.8m (vs. 14.4m YoY dip in FY25). Adjusting for growth in M2M base, consumer SIMs declined ~8.7m in FY25 to 173.2m.
- Reported EBITDA grew ~4.8% YoY to INR190b, with EBITDA margin expanding ~75bp YoY to 42.3%.
- Pre-IND AS EBITDA (a proxy for cash EBITDA) was broadly stable YoY at INR92.2b, as margins declined ~55bp YoY to 20.5%, due to network rollouts.
- Capex stood at INR87.4b (vs. INR95.6b YoY), with 11.7k tower additions (vs. 17.4k MBB towers).

**Vodafone Idea (INR m)**

	4QFY25	3QFY26	4QFY26	YoY	QoQ	4QFY26E	vs. est
<b>Revenue</b>	<b>1,10,135</b>	<b>1,13,230</b>	<b>1,13,320</b>	<b>2.9</b>	<b>0.1</b>	<b>1,13,586</b>	<b>(0.2)</b>
Interconnection costs	11,961	11,600	10,910	(9)	(6)	11,650	(6.4)
License fee and spectrum charges	9,283	9,700	9,740	5	0	9,712	0.3
Network operating costs	23,255	23,610	23,450	1	(1)	23,584	(0.6)
Employee costs	5,495	6,030	5,830	6	(3)	5,990	(2.7)
SG&A expenses	13,544	14,120	14,500	7	3	14,086	2.9
Total costs	63,538	65,060	64,430	1	(1)	65,021	(0.9)
<b>EBITDA</b>	<b>46,597</b>	<b>48,170</b>	<b>48,890</b>	<b>4.9</b>	<b>1.5</b>	<b>48,566</b>	<b>0.7</b>
EBITDA margin (%)	42.3	42.5	43.1	83	60	42.8	38.7
<b>Pre-INDA AS EBITDA</b>	<b>23,207</b>	<b>23,590</b>	<b>24,320</b>	<b>4.8</b>	<b>3.1</b>	<b>23,716</b>	<b>2.5</b>
Pre Ind-AS EBITDA margin (%)	21.1	20.8	21.5	39	63	20.9	58.2
D&A	55,713	55,500	55,180	(1.0)	(0.6)	55,363	(0.3)
<b>EBIT</b>	<b>(9,116)</b>	<b>(7,330)</b>	<b>(6,290)</b>	<b>31.0</b>	<b>14.2</b>	<b>(6,797)</b>	<b>7.5</b>
Net interest income/(expense)	62,565	56,350	48,860	(21.9)	(13.3)	42,182	15.8
PBT	(71,681)	(63,680)	(55,150)	23.1	13.4	(48,979)	(12.6)
Taxes	-	40	(60)			-	
MI and share of associates	20	-	-			-	
<b>PAT</b>	<b>(71,661)</b>	<b>(63,640)</b>	<b>(55,210)</b>	<b>23</b>	<b>13.2</b>	<b>(48,979)</b>	<b>(12.7)</b>
Extraordinaries	-	10,780	5,74,910			-	
<b>Reported net income</b>	<b>(71,661)</b>	<b>(52,860)</b>	<b>5,19,700</b>	<b>825</b>	<b>1,083.2</b>	<b>(48,979)</b>	
<b>Key performance indicators</b>							
<b>Subscriber base (EoP) (m)</b>	<b>198.2</b>	<b>192.9</b>	<b>192.8</b>	<b>-3</b>	<b>(0.1)</b>	<b>192.5</b>	<b>0.2</b>
Net adds/(declines) (m)	(1.6)	(3.8)	(0.1)			(0.4)	
Data subscribers(EoP) (m)	134.1	134.9	135.0	0.7	0.1	135.9	(0.7)
<b>Reported ARPU (INR/month)</b>	<b>164</b>	<b>172</b>	<b>174</b>	<b>6</b>	<b>1.2</b>	<b>174</b>	<b>(0.0)</b>
Total minutes of use (b)	357	345	346	(3.1)	0.3	343	0.8
Average MoU (min/month)	598	592	599	0.2	1.2	594	0.9
Data volume (Petabyte)	6,166	7,559	7,987	29.5	5.7	7,635	4.6
Implied data usage (GB/month)	15.3	18.7	19.7	28.8	5.5	18.8	5.0
<b>Wireless revenue</b>	<b>97,908</b>	<b>1,00,517</b>	<b>1,00,668</b>	<b>3</b>	<b>0.2</b>	<b>1,00,596</b>	<b>0.1</b>
Enterprise revenue	11,575	12,553	12,322	6.5	(1.8)	12,490	(1.3)
Other operating revenue	652	160	330	(49.4)	106.3	500	(34.0)
<b>Debt and capex (INRb)</b>							
Gross debt	1,973	2,098	1,566	(20.6)	(25.3)		
<b>Gol debt</b>	<b>1,949</b>	<b>2,054</b>	<b>1,526</b>	<b>-22</b>	<b>-25.7</b>		
Spectrum debt	1,190	1,249	1,274				
AGR dues	759	805	253				
<b>External debt</b>	<b>23</b>	<b>44</b>	<b>40</b>	<b>72</b>	<b>(9.0)</b>		
Cash and equivalents	99.3	69.6	37.2	(63)	(46.6)		
<b>Net debt</b>	<b>1,873</b>	<b>2,028</b>	<b>1,529</b>	<b>-18</b>	<b>(24.6)</b>		
<b>Capex</b>	<b>42.3</b>	<b>22.5</b>	<b>22.9</b>	<b>-46</b>	<b>1.9</b>	<b>28.4</b>	<b>(19.2)</b>

# Amber Enterprises

**BSE SENSEX**  
75,238

**S&P CNX**  
23,205

**CMP: INR8,472**

**Buy**

## Conference Call Details



**Date:** 18<sup>th</sup> May 2026

**Time:** 09:30am IST

**Dial-in details:**

[Diamond pass](#)

### Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	121.9	144.2	173.0
EBITDA	9.5	11.9	15.9
EBITDA Margin (%)	7.8	8.2	9.2
PAT	2.2	4.6	6.7
EPS (INR)	61.9	131.5	191.0
EPS Growth (%)	-14.0	77.3	45.2
BV/Share (INR)	998.5	1,142.3	1,333.3

### Ratios

Net D/E	0.1	0.1	0.0
RoE (%)	7.5	12.2	15.4
RoCE (%)	11.2	12.4	15.4

### Valuations

P/E (x)	136.8	64.4	44.4
P/BV (x)	8.5	7.4	6.4
EV/EBITDA (x)	31.7	25.6	18.8

## A strong set of results with beats across revenue, EBITDA, and reported PAT

- Amber reported a strong set of numbers with beats across revenue, EBITDA, and reported PAT.
- Consolidated revenue grew 11% YoY to INR41.5b, 10% above our estimate. This was supported by growth seen across all the segments.
- Gross margin expanded 220bp YoY to 18.8% vs. our estimate of 17.4%
- Absolute EBITDA increased 22% YoY to INR3.6b, indicating a beat to our estimates by 22%, while margins expanded 70bp YoY to 8.6% vs. our estimate of 7.8% due to better-than-expected margins across all segments.
- Adj PAT declined 39% YoY to INR704m vs. our estimate of INR1.1b. While revenue and EBITDA expanded, Adj PAT declined mainly due to heavy losses booked by one of its JVs due to unexpected and unforeseen developments that were outside and beyond the control of the JV entity. These included challenges in certain legacy contracts and disputes raised by one of its largest customers, who suspended payments of all invoices, which resulted in significant operational and financial stress. Adjusting for that, PAT rose 16% YoY to INR1.3b (~15% above our est.).
- For FY26, revenue/EBITDA/PAT increased 22%/25% YoY, and Adj. PAT declined 11% YoY, while EBITDA margin expanded 10bp YoY.

### Segmental performance

- Consumer durables:** Revenue increased 7% YoY to INR29.8b (9% above our estimates). Margin contracted 90bp YoY to 7.5% vs. our estimate of 7.0%. Margins were impacted by the surge in commodity prices and currency disruptions.
- Electronics:** Revenue increased 21% YoY to INR10.2b, 9% above our estimates. Margins have further expanded to 10.8%, expanding 490bp YoY vs. our estimate of 9.1%. Margin expansion was supported by acquisitions of Power-One, Unitronics, and Shongini.
- Railways:** Revenue grew 22% YoY to INR1.5b, 22% above our estimates. Margin contracted 500bp YoY to 19.0% on a high base, which was better than our expectation of 16.3%.

### Outlook

- Electronics:** 40% YoY revenue growth in FY27
- Railways:** 30-35% YoY revenue growth in FY27.

**Consolidated - Quarterly Earnings**
**(INR m)**

Y/E March	FY25				FY26				FY25	FY26	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Gross Sales</b>	<b>24,013</b>	<b>16,847</b>	<b>21,333</b>	<b>37,537</b>	<b>34,491</b>	<b>16,470</b>	<b>29,428</b>	<b>41,475</b>	<b>99,730</b>	<b>1,21,86</b>	<b>37,844</b>	<b>10</b>
YoY Change (%)	41.1	81.7	64.8	33.8	43.6	-2.2	37.9	10.5	48.2	22.2	0.8	
Total Expenditure	22,051	15,710	19,746	34,590	31,924	15,557	26,967	37,893	92,096	1,12,34	34,901	9
<b>EBITDA</b>	<b>1,962</b>	<b>1,137</b>	<b>1,587</b>	<b>2,947</b>	<b>2,567</b>	<b>913</b>	<b>2,461</b>	<b>3,582</b>	<b>7,634</b>	<b>9,523</b>	<b>2,943</b>	<b>22</b>
YoY Change (%)	48.7	90.9	102.2	32.8	30.8	-19.7	55.0	21.5	55.2	24.7	-0.2	
Margins (%)	8.2	6.8	7.4	7.9	7.4	5.5	8.4	8.6	7.7	7.8	7.8	
Depreciation	549	566	588	580	618	702	912	993	2,283	3,226	906	10
Interest	518	486	537	546	634	769	794	647	2,087	2,844	596	9
Other Income	207	178	160	191	297	156	548	201	736	1,202	369	-46
<b>PBT before EO expense</b>	<b>1,101</b>	<b>263</b>	<b>623</b>	<b>2,013</b>	<b>1,612</b>	<b>-403</b>	<b>1,303</b>	<b>2,143</b>	<b>3,999</b>	<b>4,655</b>	<b>1,810</b>	<b>18</b>
Extra-Ord Expenses	0	0	0	0	0	0	-1,031	640	0	-391	0	
<b>PBT</b>	<b>1,101</b>	<b>263</b>	<b>623</b>	<b>2,013</b>	<b>1,612</b>	<b>-403</b>	<b>272</b>	<b>2,783</b>	<b>3,999</b>	<b>4,265</b>	<b>1,810</b>	<b>54</b>
Tax	298	26	162	702	484	-156	279	493	1,188	1,100	691	-29
Rate (%)	27.0	10.1	26.1	34.9	30.0	38.8	102.6	17.7	29.7	25.8	38.1	
MI & P/L of Asso. Cos.	79	44	102	151	90	82	265	946	376	1,383	-13	-7,300
Minority Interest	24	17	12	24	21	7	179	276	76	483	-68	-507
Profit of share of	-56	-27	-90	-127	-69	-75	-86	-670	-300	-900	-55	1,127
<b>Reported PAT</b>	<b>724</b>	<b>192</b>	<b>359</b>	<b>1,160</b>	<b>1,039</b>	<b>-329</b>	<b>-272</b>	<b>1,344</b>	<b>2,436</b>	<b>1,781</b>	<b>1,133</b>	<b>19</b>
<b>Adj PAT</b>	<b>724</b>	<b>192</b>	<b>359</b>	<b>1,160</b>	<b>1,039</b>	<b>-329</b>	<b>759</b>	<b>704</b>	<b>2,436</b>	<b>2,172</b>	<b>1,133</b>	<b>-38</b>
YoY Change (%)	58.6	NM	NM	22.6	43.5	NM	111.5	-39.4	83.3	-10.8	-2.4	
Margins (%)	3.0	1.1	1.7	3.1	3.0	-2.0	2.6	1.7	2.4	1.8	3.0	

Y/E March	FY25				FY26				FY25	FY26E	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Segmental revenue</b>												
Consumer Durables Division	19,180	10,690	15,550	27,870	25,600	8,730	19,710	29,790	73,290	83,830	27,261	9
Electronics Division	3,880	4,920	4,720	8,420	7,660	6,420	8,450	10,150	21,940	32,680	9,283	9
Railway & Mobility Division	950	1,240	1,064	1,250	1,230	1,320	1,272	1,530	4,500	5,350	1,297	18
<b>Total Revenues</b>	<b>24,013</b>	<b>16,847</b>	<b>21,333</b>	<b>37,537</b>	<b>34,491</b>	<b>16,470</b>	<b>29,428</b>	<b>41,475</b>	<b>99,730</b>	<b>1,21,865</b>	<b>37,844</b>	<b>10</b>
<b>Operating EBITDA</b>												
Consumer Durables Division	1,500	620	1,160	2,340	1,920	370	1,412	2,220	5,620	5,930	1,908	16
Margin (%)	7.8	5.8	7.5	8.4	7.5	4.2	7.2	7.5	7.7	7.1	7.0	
Electronics Division	300	370	340	500	490	390	884	1,100	1,510	2,870	845	30
Margin (%)	7.7	7.5	7.2	5.9	6.4	6.1	10.5	10.8	6.9	8.8	9.1	
Railway & Mobility Division	200	210	120	300	220	210	177	290	830	900	212	37
Margin (%)	21.1	16.9	11.2	24.0	17.9	15.9	13.9	19.0	18.4	16.8	16.3	
<b>Total EBITDA (Pre ESOP and other exp)</b>	<b>2,000</b>	<b>1,200</b>	<b>1,619</b>	<b>3,140</b>	<b>2,630</b>	<b>970</b>	<b>2,473</b>	<b>3,610</b>	<b>7,960</b>	<b>9,700</b>	<b>2,965</b>	<b>22</b>
Margin (%)	8.3	7.1	7.6	8.4	7.6	5.9	8.4	8.7	8.0	8.0	7.8	
ESOP/Other op exp	38	63	32	193	63	57	12	28	326	177	22	
<b>Total EBITDA</b>	<b>1,962</b>	<b>1,137</b>	<b>1,587</b>	<b>2,947</b>	<b>2,567</b>	<b>913</b>	<b>2,461</b>	<b>3,582</b>	<b>7,634</b>	<b>9,523</b>	<b>2,943</b>	<b>22</b>
Margin (%)	8.2	6.8	7.4	7.9	7.4	5.5	8.4	8.6	7.7	7.8	7.8	

# Deepak Nitrite

**BSE SENSEX**  
75,238

**S&P CNX**  
23,644

**CMP: INR1,826**

**Sell**

## Conference Call Details



**Date:** 18<sup>th</sup> May 2026

**Time:** 15:30 hours IST

**Link:** [Click here](#)

## Operating performance misses our estimate

- Revenue came in at 21.2b (est. in line), down 3% YoY, up 7% QoQ
- Gross margin stood at 34.9% (+430bp YoY,+710bp QoQ)
- EBITDAM came in at 17.7% (+320bp YoY, +710QoQ)
- EBITDA stood at INR3.7b (est. of INR2.5b) up 19% YoY, 78% QoQ
- Adjusted PAT stood at INR2.2b (est. of INR1.5b) up 8% YoY, 2x QoQ
- In FY25, revenue/EBITDA/adj. PAT declined 5%/10%/20% to INR78.9b/INR9.8b/INR5.6b.

## Segmental performance

- Phenolics revenue declined 7% YoY to INR14.3b, while EBIT grew 20% to ~INR2.9b and EBIT margin improved 440bp YoY to 20%.
- Advanced Intermediates (AI)'s revenue grew 8% YoY to INR7b, while EBIT declined 25% to INR336m and EBIT margin was 4.7%, down 210bp YoY.

## Consolidated - Quarterly Snapshot

Y/E March	FY25				FY26				(INR m)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY25	FY26	FY26 4QE	Var. (%)
<b>Gross Sales</b>	<b>21,668</b>	<b>20,320</b>	<b>19,034</b>	<b>21,797</b>	<b>18,899</b>	<b>19,019</b>	<b>19,750</b>	<b>21,203</b>	<b>82,819</b>	<b>78,871</b>	<b>21,518</b>	<b>-1%</b>
YoY Change (%)	22.5	14.3	-5.3	2.5	-12.8	-6.4	3.8	-2.7	7.8	-4.8	-1.3	
Total Expenditure	18,577	17,345	17,349	18,631	17,003	16,976	17,641	17,443	71,901	69,064	19,045	
Gross Margin (%)	30.8%	32.0%	26.8%	30.6%	28.0%	27.6%	27.8%	34.9%	30.1%	29.7%	29.0%	
<b>EBITDA</b>	<b>3,092</b>	<b>2,975</b>	<b>1,685</b>	<b>3,166</b>	<b>1,896</b>	<b>2,043</b>	<b>2,109</b>	<b>3,760</b>	<b>10,918</b>	<b>9,807</b>	<b>2,473</b>	<b>52%</b>
Margin (%)	14.3	14.6	8.9	14.5	10.0	10.7	10.7	17.7	13.2	12.4	11.5	
Depreciation	475	485	482	513	513	533	576	626	1,954	2,246	590	
Interest	58	63	61	93	81	79	110	189	275	460	115	
Other Income	188	213	210	228	246	200	85	69	839	599	200	
<b>PBT</b>	<b>2,748</b>	<b>2,640</b>	<b>1,352</b>	<b>2,788</b>	<b>1,547</b>	<b>1,630</b>	<b>1,380</b>	<b>3,014</b>	<b>9,528</b>	<b>7,571</b>	<b>1,968</b>	
Tax	723	698	371	762	425	443	382	815	2,554	2,064	495	
Rate (%)	26.3	26.4	27.4	27.3	27.5	27.2	27.7	27.1	26.8	27.3	25.2	
<b>Reported PAT</b>	<b>2,025</b>	<b>1,942</b>	<b>981</b>	<b>2,025</b>	<b>1,122</b>	<b>1,187</b>	<b>998</b>	<b>2,197</b>	<b>6,974</b>	<b>5,504</b>	<b>1,473</b>	<b>49%</b>
<b>Adj PAT</b>	<b>2,025</b>	<b>1,942</b>	<b>981</b>	<b>2,025</b>	<b>1,122</b>	<b>1,187</b>	<b>1,091</b>	<b>2,197</b>	<b>6,974</b>	<b>5,598</b>	<b>1,473</b>	<b>49%</b>
YoY Change (%)	35.1	-5.3	-51.4	3.4	-44.6	-38.9	11.2	8.5	-7.3	-19.7	-27.3	
Margin (%)	9.3	9.6	5.2	9.3	5.9	6.2	5.5	10.4	8.4	7.1	6.8	

# KEC International

BSE SENSEX  
75,238

S&P CNX  
23,644

**CMP: INR549**

**Buy**

## Conference Call Details



**Date:** 18<sup>th</sup> May 2026

**Time:** 10:00am IST

**Dial-in details:**

[Diamond pass](#)

### Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	235.1	282.5	328.9
EBITDA	16.6	21.0	24.7
Adj. PAT	6.6	9.2	11.8
Adj. EPS (INR)	25.0	34.7	44.2
EPS Gr. (%)	14.0	38.8	27.2
BV/Sh.(INR)	217.1	244.9	281.1
<b>Ratios</b>			
RoE (%)	11.9	15.0	16.8
RoCE (%)	12.4	14.1	14.8
<b>Valuations</b>			
P/E (x)	22.5	15.8	12.4
P/BV (x)	2.5	2.2	2.0
EV/EBITDA (x)	11.0	8.8	7.7
Div. Yield (%)	1.2	1.4	1.5

## Weak set of results

- KEC's 4QFY26 revenue/EBITDA/PAT came in below our estimates.
- Revenue declined 7% YoY to INR64b vs. our estimate of INR71b. Growth was led largely by Cables and T&D divisions, which grew 27% and 4% YoY, respectively.
- Gross margin contracted 200bp YoY to 20.2%.
- Absolute EBITDA declined 17% YoY to INR4b, while margins were in line with our estimate at 7%.
- Due to lower-than-expected execution, adjusted PAT declined 29% YoY to INR2b, missing our estimate by 7%.
- Order inflow stood at INR60b in 4QFY26, taking the closing order book (OB) to INR363b. OB + L1 position stood at INR400b.
- For FY26, revenue/EBITDA/PAT increased by 8%/10%/14% to INR235b/INR17b/INR7b and EBITDA margin expanded by 10bp YoY to 7.1%.
- For FY26, OCF outflow stood at INR4b (vs. INR4b in FY25) mainly due to higher working capital needs. FCF outflow stood at INR7b (vs. INR3b in FY25) due to higher capex during FY26.
- As of 31<sup>st</sup> Mar'26, net debt, including acceptances, stood at INR67b vs. INR68b as of 31<sup>st</sup> Dec'25.
- As on 31<sup>st</sup> Mar'26, NWC stood at 137 days vs. 135 days as of 31<sup>st</sup> Dec'25.
- KEC recommended a dividend of INR5.5 per equity share for FY26.

### Consolidated - Quarterly Earning Model

(INR m)

Y/E March - INR m	FY25				FY26				FY25	FY26	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>45,119</b>	<b>51,133</b>	<b>53,494</b>	<b>68,721</b>	<b>50,229</b>	<b>60,916</b>	<b>60,014</b>	<b>63,898</b>	<b>2,18,467</b>	<b>2,35,055</b>	<b>70,561</b>	<b>(9)</b>
YoY Change (%)	6.3	13.7	6.8	11.5	11.3	19.1	12.2	(7.0)	9.7	7.6	2.7	
Total Expenditure	42,415	47,931	49,749	63,333	46,728	56,612	55,714	59,417	2,03,428	2,18,470	65,598	(9)
<b>EBITDA</b>	<b>2,704</b>	<b>3,202</b>	<b>3,745</b>	<b>5,388</b>	<b>3,501</b>	<b>4,304</b>	<b>4,300</b>	<b>4,481</b>	<b>15,039</b>	<b>16,586</b>	<b>4,962</b>	<b>(10)</b>
YoY Change (%)	10.6	16.7	21.6	38.9	29.5	34.4	14.8	(16.8)	23.8	10.3	(7.9)	
Margins (%)	6.0	6.3	7.0	7.8	7.0	7.1	7.2	7.0	6.9	7.1	7.0	
Depreciation	465	453	453	465	459	506	504	506	1,837	1,974	584	(13)
Interest	1,550	1,681	1,702	1,703	1,511	1,715	1,711	1,699	6,636	6,636	1,710	(1)
Other Income	431	66	9	202	54	46	102	301	709	503	203	48
<b>PBT before EO expense</b>	<b>1,120</b>	<b>1,135</b>	<b>1,598</b>	<b>3,422</b>	<b>1,585</b>	<b>2,130</b>	<b>2,187</b>	<b>2,577</b>	<b>7,275</b>	<b>8,479</b>	<b>2,871</b>	<b>(10)</b>
Extra-Ord expense							588	0		588	0	
<b>PBT</b>	<b>1,120</b>	<b>1,135</b>	<b>1,598</b>	<b>3,422</b>	<b>1,585</b>	<b>2,130</b>	<b>1,599</b>	<b>2,577</b>	<b>7,275</b>	<b>7,891</b>	<b>2,871</b>	<b>(10)</b>
Tax	245	281	303	740	339	522	325	649	1,568	1,836	788	
Rate (%)	21.8	24.7	18.9	21.6	21.4	24.5	20.3	25.2	21.5	23.3	27.4	
<b>Reported PAT</b>	<b>876</b>	<b>854</b>	<b>1,296</b>	<b>2,682</b>	<b>1,246</b>	<b>1,608</b>	<b>1,275</b>	<b>1,928</b>	<b>5,707</b>	<b>6,056</b>	<b>2,084</b>	<b>(7)</b>
<b>Adj PAT</b>	<b>876</b>	<b>854</b>	<b>1,296</b>	<b>2,682</b>	<b>1,246</b>	<b>1,608</b>	<b>1,743</b>	<b>1,910</b>	<b>5,707</b>	<b>6,507</b>	<b>2,061</b>	<b>(7)</b>
YoY Change (%)	106.9	53.1	33.7	76.7	42.3	88.2	34.5	(28.8)	64.6	14.0	(23.1)	
Margins (%)	1.9	1.7	2.4	3.9	2.5	2.6	2.9	3.0	2.6	2.8	2.9	

### Segmental revenue

INR m	FY25				FY26				FY25	FY26	YoY (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			
T&D (domestic + SAE)	24,990	28,310	31,750	43,280	31,570	40,800	41,610	44,850	1,28,330	1,58,830	3.6
Cables	3,630	4,410	4,060	5,940	3,830	5,240	5,560	7,540	18,040	22,170	26.9
Railways	4,710	5,030	4,560	6,810	4,710	4,250	3,490	3,090	21,110	15,540	(54.6)
Civil	12,580	14,250	14,160	16,020	11,360	12,100	11,220	11,290	57,010	45,970	(29.5)
Less intersegmental	(790)	(870)	(1,040)	(3,330)	(1,240)	(1,470)	(1,870)	(2,880)	(6,030)	(7,460)	(13.5)
<b>Grand total</b>	<b>45,120</b>	<b>51,130</b>	<b>53,490</b>	<b>68,720</b>	<b>50,230</b>	<b>60,920</b>	<b>60,010</b>	<b>63,890</b>	<b>2,18,460</b>	<b>2,35,050</b>	<b>(7.0)</b>

# Fusion Microfinance

BSE Sensex  
75,238

S&P CNX  
23,644

**CMP: INR205**

**Buy**

## Conference Call Details



**Date:** 18<sup>th</sup> May 2026

**Time:** 9:30 AM IST

**Dial-in details:**

+91 22 7115 8807 /

+91 22 6280 1273

[Link for the call](#)

### Financials & Valuation (INR b)

Y/E March	FY26	FY27E	FY28E
Total Income	11.9	13.7	16.2
PPP	3.6	5.6	7.5
PAT	0.1	3.0	3.7
EPS (INR)	0.86	18.7	23
EPS Gr. (%)	-	-	22
BV (INR)	152	168	191
<b>Valuations</b>			
NIM (%)	14.1	14.1	14.5
C/I ratio (%)	69.7	59.1	53.8
RoAA (%)	0.2	3.6	3.7
RoE (%)	0.7	11.8	12.7
<b>Valuations</b>			
P/E (x)	-	7.9	6.5
P/BV (x)	1.3	0.9	0.8

## Earnings beat driven by DTA recognition and lower taxes

### AUM rises ~8% QoQ; collections improve and flow-forward rates moderate

- Fusion's PAT stood at ~INR1.1b in 4QFY26 (est. INR691m). FY26 PAT stood at ~INR139m (vs. loss of ~INR12.2b in FY25). The company recognized DTA of INR768m in 4QFY26, which led to tax writebacks in the quarter.
- 4Q NII declined ~14% YoY to ~INR2.3b (in line). Opex was flat YoY at INR2.05b (in line). Cost-income ratio remained stable QoQ at ~69% (PQ: ~69% and PY: ~70%).
- PPop rose ~3% YoY to ~INR931m (27% miss). FY26 PPop declined ~51% YoY to ~INR3.6b. Net credit costs declined QoQ to ~INR556m (in line). Annualized credit costs in 4Q fell ~150bp QoQ to 3.6% (PQ: 5.1%).
- Disbursements grew 85% YoY and 34% QoQ to ~INR21.4b. AUM declined ~18% YoY and grew 8% QoQ to ~INR74.1b.

### Reported NIM up ~12bp QoQ; borrowing mix shifts away from PSUs

- Reported NIM rose ~12bp QoQ to ~11.4%. Yields improved by ~10bp QoQ to 21.7%, while CoB remained stable QoQ at ~10.3%, resulting in spreads improving ~10bp QoQ to ~11.4%.
- Share of public sector banks in the borrowing mix declined ~4pp QoQ to ~16% (PQ: 20%) as of Mar'26.

### Asset quality improves further; CE rises to ~99.7% in 4Q

- GS3 declined ~120bp QoQ to ~3.2%, while NS3 declined ~12bp QoQ to 0.5%. Stage 3 PCR stood at 85% (PQ: 86.3%). Stage 2 declined ~70bp QoQ to 1.0% and S2 PCR improved ~5pp QoQ to ~71.4%.
- Fusion utilized the management overlay of INR100m in 4QFY26 and now has the remaining overlay of INR195m as of Mar'26.
- Avg. collection efficiency (CE-MFI) improved to 99.66% in 4Q (vs. 99.14% in 3Q). New book (MFI) is now at 87% of the portfolio, with average CE at 99.77% in 4Q. Net forward-flow rate was below 0.1% in 4QFY26.

### Decline in borrower base, along with Fusion + >=3 borrowers

- Borrower base declined to ~2.15m as of Mar'26 (from ~2.32m as of Dec'25). Fusion + >=3 borrowers declined to ~5% (PQ: 6.8%).
- CRAR stood at ~36.5% as of Mar'26.

### Valuation and view

- Fusion reported a decent earnings performance in 4QFY26, aided by DTA recognition, tax writebacks, and a further moderation in credit costs. Disbursement momentum has accelerated, with the company continuing to scale its MFI book while maintaining prudent underwriting standards, as reflected in improving collection efficiency and declining forward flows. Margins expanded ~12bp QoQ, supported by better yields (driven by lower interest income reversals) and stable borrowing costs.
- We look forward to management commentary on credit cost and loan growth guidance. We may revise our estimates and target price following the earnings call scheduled for 18th May'26.

Y/E March	FY25				FY26				FY25	FY26	4Q FY26E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	6,213	6,261	4,382	4,487	4,219	3,808	3,629	3,625	21,342	15,325	3,632	0
Interest Expenses	2,234	2,274	2,137	1,794	1,489	1,343	1,235	1,321	8,439	5,387	1,282	3
<b>Net Interest Income</b>	<b>3,979</b>	<b>3,987</b>	<b>2,245</b>	<b>2,693</b>	<b>2,730</b>	<b>2,465</b>	<b>2,394</b>	<b>2,304</b>	<b>12,904</b>	<b>9,938</b>	<b>2,350</b>	<b>-2</b>
YoY Growth (%)	34.6	30.4	-33.7	-25.4	-31.4	-38.2	6.6	-14.4	-0.8	-23.0	-12.7	
Other Income	854	776	443	273	237	519	612	677	2,347	2,000	947	-29
<b>Total Income</b>	<b>4,833</b>	<b>4,764</b>	<b>2,688</b>	<b>2,966</b>	<b>2,967</b>	<b>2,984</b>	<b>3,006</b>	<b>2,980</b>	<b>15,250</b>	<b>11,938</b>	<b>3,296</b>	<b>-10</b>
YoY Growth (%)	30.9	25.3	-34.7	-35.6	-38.6	-37.4	11.8	0.5	-6.0	-21.7	11	
Operating Expenses	1,855	1,925	2,041	2,065	2,101	2,094	2,071	2,050	7,886	8,315	2,028	1
<b>Operating Profit</b>	<b>2,978</b>	<b>2,838</b>	<b>648</b>	<b>901</b>	<b>866</b>	<b>890</b>	<b>936</b>	<b>931</b>	<b>7,365</b>	<b>3,622</b>	<b>1,269</b>	<b>-27</b>
YoY Growth (%)	26.5	17.4	-75.1	-69.0	-70.9	-68.6	44.5	3.3	-28.4	-50.8	40.8	
Provisions & Loan Losses	3,485	6,941	5,723	2,547	1,789	1,112	795	556	18,695	4,252	578	-4
<b>Profit before Tax</b>	<b>-507</b>	<b>-4,102</b>	<b>-5,075</b>	<b>-1,646</b>	<b>-923</b>	<b>-221</b>	<b>141</b>	<b>374</b>	<b>-11,330</b>	<b>-629</b>	<b>691</b>	<b>-46</b>
Tax Provisions	-151	-1,052	2,118	0	0	0	0	-768	915	-768	0	
<b>Net Profit</b>	<b>-356</b>	<b>-3,050</b>	<b>-7,193</b>	<b>-1,646</b>	<b>-923</b>	<b>-221</b>	<b>141</b>	<b>1,142</b>	<b>-12,245</b>	<b>139</b>	<b>691</b>	<b>65</b>
YoY Growth (%)	-130	-343	-669	-224	159	-93	-102	-169	-342	-101.1	-142	
<b>Key Parameters (%)</b>												
Yield on loans	21.7	21.5	19.1	19.1	20.6	21.2	21.6	21.7				
Cost of funds	10.1	10.1	10.3	10.5	10.3	10.4	10.3	10.3				
Spread	11.6	11.4	8.8	8.6	10.3	10.9	11.3	11.4				
NIM	11.6	11.5	8.9	8.6	10.3	10.9	11.3	11.4				
Credit cost	3.28	6.55	5.70	2.80	2.30	1.50	1.00	0.90				
Cost to Income Ratio (%)	38.4	40.4	75.9	69.6	70.8	70.2	68.9	68.8				
Tax Rate (%)	29.8	25.6	-41.7	0.0	0.0	0.0	0.0	-205.2				
<b>Performance ratios (%)</b>												
Avg o/s per borrower (INR '000)	30	29	27	26	25	25	27	31				
AUM/ RO (INR m)	1.2	1.1	1.1	0.9	0.8	0.8	0.9	1.0				
AUM/ Branch (INR m)	9	8	7	6	5	4	4	5				
Borrower/ Branch (INR m)	3,017	2,805	2,590	2,175	1,932	1,759	1,602	1,487				
<b>Balance Sheet Parameters</b>												
<b>AUM (INR B)</b>	<b>121.9</b>	<b>115.7</b>	<b>106.0</b>	<b>89.8</b>	<b>76.9</b>	<b>70.4</b>	<b>68.8</b>	<b>74.1</b>				
Change YoY (%)	25.5	15.4	-0.9	-21.8	-36.9	-39.2	-35.1	-17.5				
<b>Disbursements (INR B)</b>	<b>29.9</b>	<b>16.6</b>	<b>11.7</b>	<b>11.6</b>	<b>9.5</b>	<b>13.0</b>	<b>15.9</b>	<b>21.4</b>				
Change YoY (%)	30.7	-29.1	-56.9	-60.9	-68.2	-21.9	36.5	85.2				
<b>Borrowings (INR B)</b>	<b>91.2</b>	<b>86.4</b>	<b>73.1</b>	<b>64.0</b>	<b>52.7</b>	<b>49.3</b>	<b>51.8</b>	<b>55.7</b>				
Change YoY (%)	26.9	14.8	-8.9	-25.7	-42.3	-42.9	-29.2	-13.0				
Borrowings/Loans (%)	89.0	94.6	92.3	88.2	81.4	83.1	91.8	92.8				
Debt/Equity (x)	3.2	3.4	4.0	3.9	2.7	2.6	2.2	2.3				
<b>Asset Quality (%)</b>												
<b>GS 3 (INR M)</b>	<b>5,952</b>	<b>9,672</b>	<b>11,920</b>	<b>6,457</b>	<b>3,830</b>	<b>2,940</b>	<b>2,620</b>	<b>2,010</b>				
G3 %	5.5	9.4	12.6	7.9	5.4	4.6	4.4	3.2				
NS 3 (INR M)	1,301	2,302	1,450	224	130	230	360	310				
NS3 %	1.27	2.52	1.83	0.31	0.20	0.39	0.64	0.52				
<b>PCR (%)</b>	<b>78.1</b>	<b>76.2</b>	<b>87.8</b>	<b>96.5</b>	<b>96.6</b>	<b>92.2</b>	<b>86.3</b>	<b>84.6</b>				
ECL (%)	5.9	11.1	16.4	10.9	8.2	7.0	5.9	4.3				
<b>Return Ratios - YTD (%)</b>												
ROA (Rep)	-1.2	-10.3	-27.6	-7.4	-4.7	-1.2	0.8	5.7				
ROE (Rep)	-5.0	-45.7	-132.9	-38.2	-20.6	-4.6	2.6	19.1				

E: MOFSL Estimates



### Senores Pharma : 53% Revenue Growth; Sees 50–60% PAT Growth In FY27; Swapnil Shah, MD

- Will see margin expansion & 50-60% PAT growth in FY27
- Bigger play is the branded drugs space in the US
- 30 ANDAs will be launched in the next few months

[→ Read More](#)

### Chalet Hotels : Commercial Rentals Will Scale To ₹42 Cr/Month In FY29; Shwetank Singh, MD & CEO

- Hospitality demand remains resilient despite West Asia impact
- FY27 hospitality growth guided in double digits
- Commercial real estate occupancy stays near 90%
- Commercial rental revenue visibility remains strong

[→ Read More](#)

### Caplin Point : Exploring Inorganic Growth Opportunities; COO, Vivek Partheeban

- Caplin Steriles remains key growth driver
- FY26 growth supported by strong profitability
- Cash reserves near ₹1,500 crore level
- Latin America remains core expansion market

[→ Read More](#)

### Shadowfax Technologies : Profitability Seen Improving By 100-120 Bps; CEO, Abhishek Bansal

- Shadowfax reports strong revenue, margin expansion
- FY27 revenue growth guided at 27–30%
- Operating leverage to aid profitability improvement
- D2C, quick commerce remain key growth drivers

[→ Read More](#)



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
<b>Automobiles</b>																
Amara Raja Ener.	Neutral	824	730	-11	42.6	45.3	50.3	-11.6	6.3	11.2	19.3	18.2	1.9	1.7	10.1	9.9
Apollo Tyres	Buy	394	469	19	26.7	24.4	29.3	36.6	-8.8	20.1	14.7	16.2	1.2	1.1	10.8	9.0
Ashok Ley.	Buy	153	182	19	6.5	7.0	8.3	17.6	8.0	19.6	23.7	22.0	7.0	6.1	31.0	29.7
Bajaj Auto	Neutral	10378	9965	-4	351.5	406.8	464.1	17.4	15.7	14.1	29.5	25.5	8.3	8.7	29.3	33.0
Balkrishna Inds	Neutral	2147	2165	1	64.3	79.2	98.0	-24.9	23.1	23.8	33.4	27.1	3.8	3.4	11.6	13.3
Bharat Forge	Neutral	1914	1835	-4	25.0	35.6	48.3	17.0	42.3	35.5	76.4	53.7	9.6	8.5	12.6	16.8
Bosch	Neutral	37698	35323	-6	818.0	901.3	1,007.8	19.9	10.2	11.8	46.1	41.8	7.4	6.4	16.8	16.4
CEAT	Buy	3212	4228	32	185.1	151.9	234.9	51.5	-17.9	54.7	17.4	21.2	2.6	2.3	15.9	11.6
Craftsman Auto	Neutral	8463	8315	-2	164.8	223.0	319.8	78.9	35.3	43.4	51.3	38.0	6.2	5.4	12.9	15.1
Eicher Mot.	Neutral	7022	6782	-3	201.5	224.1	254.7	16.7	11.2	13.6	34.8	31.3	7.7	6.7	24.0	22.9
Endurance Tech.	Buy	2554	2948	15	68.8	74.9	92.1	17.0	8.8	23.1	37.1	34.1	5.3	4.7	15.4	14.5
Escorts Kubota	Neutral	3001	3159	5	120.5	119.1	131.6	19.8	-1.2	10.6	24.9	25.2	2.7	2.7	11.9	11.3
Exide Ind	Neutral	349	327	-6	13.2	13.5	15.1	3.8	2.6	11.9	26.5	25.9	2.0	1.9	7.6	7.3
Happy Forgings	Buy	1386	1361	-2	31.6	38.5	52.0	11.3	21.7	35.2	43.9	36.0	6.2	5.4	15.0	16.0
Hero Moto	Buy	5065	6248	23	267.8	282.5	318.8	16.3	5.5	12.9	18.9	17.9	4.7	4.4	25.9	25.2
Hyundai Motor	Buy	1826	2160	18	66.8	69.5	86.4	-3.7	4.0	24.3	27.3	26.3	7.4	6.2	29.9	25.8
M&M	Buy	3123	3963	27	130.7	141.5	166.3	32.4	8.3	17.5	23.9	22.1	5.1	4.3	23.1	21.1
CIE Automotive	Buy	461	542	18	22.0	25.1	26.7	1.5	14.0	6.3	20.9	18.4	2.3	2.1	11.9	12.2
Maruti Suzuki	Buy	13226	15529	17	459.5	497.2	621.2	1.0	8.2	24.9	28.8	26.6	4.0	3.6	13.7	13.5
MRF	Sell	128645	113936	-11	5,834.25	3,257.5	5,996.6	32.3	-8.7	12.6	22.1	24.2	2.6	2.4	12.5	10.2
Samvardh. Motherson	Buy	130	138	6	3.7	4.7	6.2	3.1	28.0	30.9	35.4	27.6	3.7	3.4	10.8	12.8
Motherson Wiring	Buy	40	46	15	0.9	1.1	1.3	3.2	14.8	22.0	42.5	37.0	12.3	10.7	32.4	30.8
Sona BLW Precis.	Neutral	574	546	-5	10.7	12.3	14.4	8.6	15.0	16.4	53.5	46.5	5.8	5.4	11.3	12.0
Tata Motors PV	Sell	357	303	-15	5.7	15.9	30.4	-89.1	179.4	90.8	62.5	22.4	1.2	1.1	1.8	5.2
Tata Motors CV	Neutral	378	416	10	17.8	18.5	21.5	42.7	3.7	16.2	21.2	20.5	10.4	7.4	59.9	42.3
TVS Motor	Buy	3467	4267	23	76.7	87.6	112.4	34.5	14.1	28.4	45.2	39.6	14.7	11.2	34.4	32.1
Tube Investments	Buy	2852	3454	21	43.4	42.1	49.1	12.4	-2.9	16.6	65.7	67.7	9.2	8.2	15.0	12.8
<b>Aggregate</b>								<b>-4.8</b>	<b>13.0</b>	<b>23.6</b>	<b>30.0</b>	<b>26.6</b>	<b>4.6</b>	<b>4.2</b>	<b>15.3</b>	<b>15.6</b>
<b>Banks - Private</b>																
AU Small Finance	Buy	991	1275	29	35.4	49.8	64.8	18.8	41	30.0	28.0	19.9	3.8	3.2	14.4	17.4
Axis Bank	Neutral	1245	1475	18	78.8	101.6	124.9	-7.6	28.9	22.9	15.8	12.2	1.9	1.7	12.7	14.6
Bandhan Bank	Buy	194	210	8	7.6	18.1	24.0	-55.4	138	32.9	25.6	10.8	1.2	1.2	4.9	11.1
DCB Bank	Buy	183	235	28	22.7	30.9	38.9	16.1	35.8	26.1	8.1	5.9	0.9	0.8	12.5	15.1
Equitas Small Fin.	Buy	68	80	18	0.9	5.9	8.5	-30.1	550.0	44.0	75.2	11.6	1.3	1.2	1.7	10.6
Federal Bank	Buy	281	325	16	16.7	20.5	24.1	1.0	22.3	17.6	16.8	13.7	1.8	1.6	11.4	12.2
HDFC Bank	Buy	768	1100	43	48.6	55.2	64.2	10.6	13.4	16.5	15.8	13.9	2.1	1.9	14.0	14.4
ICICI Bank	Buy	1245	1750	41	70.2	79.0	92.1	5.2	12.5	16.5	17.7	15.8	2.7	2.3	16.1	15.9
IDFC First Bk	Neutral	68	75	11	2.1	4.3	6.4	-3.0	109.0	49.1	32.9	15.7	1.2	1.2	3.9	7.6
IndusInd	Neutral	887	950	7	11.4	47.7	77.1	-65.5	318.0	61.6	77.7	18.6	1.1	1.0	1.4	5.6
Kotak Mah. Bk	Buy	387	470	21	19.4	29.6	35.9	-12.9	52.5	21.5	20.0	13.1	2.1	1.9	11.1	12.1
RBL Bank	Buy	338	370	9	13.3	11.9	19.3	16.3	-10.6	62.2	25.4	28.4	1.3	1.2	5.2	6.4
<b>Aggregate</b>								<b>1.8</b>	<b>24.8</b>	<b>20.5</b>	<b>17.6</b>	<b>14.1</b>	<b>2.2</b>	<b>1.9</b>	<b>12.4</b>	<b>13.7</b>
<b>Banks - PSU</b>																
BOB	Neutral	262	300	15	38.7	39.7	43.2	2.2	2.6	8.8	6.8	6.6	0.9	0.9	14.8	13.8
Canara Bank	Buy	128	160	25	21.2	19.8	22.8	12.7	-6.6	15.3	6.1	6.5	1.1	1.0	19.1	16.2
Indian Bank	Buy	821	1025	25	90.2	100.9	112.9	11.3	11.9	11.8	9.1	8.1	1.5	1.3	17.9	17.6
Punjab Natl.Bank	Buy	102	135	32	14.7	18.2	21.4	-0.5	24.1	17.3	6.9	5.6	0.8	0.8	13.3	14.8
SBI	Buy	963	1300	35	91.8	94.8	107.4	5.6	3	13.3	10.5	10.2	1.5	1.4	17.2	15.3
Union Bank (I)	Neutral	162	180	11	24.5	23.7	26.3	3.9	-3	11.3	6.6	6.8	1.0	0.9	16.2	13.9
<b>Aggregate</b>								<b>6.6</b>	<b>5</b>	<b>13</b>	<b>9</b>	<b>8.4</b>	<b>1.3</b>	<b>1.2</b>	<b>14.7</b>	<b>14.1</b>
<b>NBFCs</b>																
AAVAS Financiers	Neutral	1382	1565	13	82.6	97.1	116.4	13.9	17.6	19.9	16.7	14.2	2.2	1.9	13.9	14.2
Aditya Birla Cap	Buy	357	430	20	14.5	18.6	24.3	13.4	28.6	30.5	24.6	19.2	2.7	2.5	11.7	13.5
Bajaj Fin.	Neutral	910	1000	10	31.1	40.2	50.0	15.0	29.4	24.3	29.3	22.6	4.8	4.1	18.1	19.6



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Bajaj Finserv	Neutral	1727	2000	16	61.3	77.2	87.6	10.3	25.8	13.6	28.2	22.4	2.0	1.7	13.0	14.7
Bajaj Housing	Neutral	84	100	19	3.1	3.7	4.5	19.0	20.7	21.5	27.1	22.5	3.1	2.7	12.1	12.9
Can Fin Homes	Neutral	850	1000	18	81.5	80.3	92.8	26.7	-1.5	15.6	10.4	10.6	1.9	1.6	19.7	16.7
Cholaman.Inv.&Fn	Buy	1547	1900	23	61.2	74.3	94.6	21.0	21.3	27.4	25.3	20.8	4.3	3.6	19.3	18.8
CreditAccess	Buy	1315	1760	34	48.5	96.5	116.8	45.9	98.7	21.1	27.1	13.6	2.7	2.2	10.5	17.9
Fusion Finance	Buy	205	190	-7	-1.9	18.7	22.7	-98.4	LP	21.7	NM	11.0	1.4	1.2	-1.5	11.8
Five-Star Business	Buy	459	600	31	37.2	40.4	46.7	2.2	8.5	15.6	12.3	11.4	1.8	1.6	16.1	15.0
IIFL Finance	Buy	465	600	29	39.1	52.6	72.3	337.6	34.7	37.5	11.9	8.8	1.4	1.2	12.6	15.0
Jio Financial	Buy	233	315	35	2.4	3.4	5.1	-5.0	41.1	50.7	96.6	68.5	1.1	1.0	6.7	5.7
HDB Financial	Neutral	676	720	7	30.6	35.7	43.9	12.1	16.4	23.2	22.1	18.9	2.7	2.4	13.9	13.4
Home First Finan	Buy	1076	1425	32	51.8	62.2	72.2	22.1	20.1	16.1	20.8	17.3	2.6	2.3	15.7	13.9
IndoStar	Buy	198	270	37	36.1	13.8	21.3	833.6	-61.8	54.6	5.5	14.3	0.8	0.7	15.2	5.1
L&T Finance	Buy	281	350	25	11.9	15.6	19.6	12.4	30.6	25.9	23.6	18.0	2.5	2.3	11.1	13.2
LIC Hsg Fin	Neutral	547	630	15	101.7	103.6	114.0	3.1	1.9	10.0	5.4	5.3	0.7	0.7	14.4	13.1
Manappuram Fin.	Neutral	308	315	2	10.6	19.6	26.6	-25.7	85.6	35.7	29.1	15.7	1.8	1.6	7.0	11.5
MAS Financial	Buy	318	410	29	20.0	24.1	29.0	18.9	20.1	20.4	15.9	13.2	2.0	1.7	13.4	14.1
M&M Fin.	Buy	321	350	9	20.0	24.0	28.3	5.4	19.8	18.0	16.0	13.4	1.8	1.6	12.5	12.9
Muthoot Fin	Neutral	3313	3720	12	252.4	290.3	334.6	94.9	15.0	15.2	13.1	11.4	3.5	2.8	30.6	27.3
Northern ARC	Buy	282	390	38	25.0	33.1	44.6	33.8	32.4	34.9	11.3	8.5	1.2	1.0	11.0	12.8
Piramal Finance	Buy	1890	2325	23	66.6	106.6	163.0	209.7	60.1	52.9	28.4	17.7	1.5	1.4	5.4	8.2
PNB Housing	Buy	1070	1260	18	87.9	94.5	111.7	18.1	7.5	18.2	12.2	11.3	1.5	1.3	12.7	12.1
Poonawalla Fincorp	Buy	413	520	26	6.7	17.5	29.4	-627.1	160.2	68.2	61.7	23.7	3.2	2.5	5.9	12.4
PFC	Buy	446	525	18	60.8	60.8	66.7	15.6	0.0	9.8	7.3	7.3	1.4	1.3	20.7	18.3
REC	Buy	346	440	27	61.8	63.1	68.7	3.5	2.1	8.8	5.6	5.5	1.1	0.9	20.1	18.4
Repco Home Fin	Neutral	389	410	5	70.6	72.8	81.6	0.5	3.2	12.1	5.5	5.3	0.7	0.6	12.6	11.6
Spandana Sphoorty	Neutral	261	280	7	-87.4	16.0	43.6	-39.8	LP	173.1	NM	16.4	1.1	0.9	-29.4	6.1
Shriram Finance	Buy	938	1200	28	53.1	54.1	68.0	20.8	1.9	25.6	17.6	17.3	2.7	1.9	16.4	14.0
<b>Aggregate</b>								<b>24.5</b>	<b>17.6</b>	<b>20.9</b>	<b>17.3</b>	<b>14.7</b>	<b>2.3</b>	<b>1.9</b>	<b>13.1</b>	<b>12.8</b>
<b>NBFC-Non Lending</b>																
360 ONE WAM	Buy	1093	1300	19	30.2	34.3	41.0	16.8	13.7	19.4	36.2	31.9	4.5	3.8	14.5	13.2
Aditya Birla AMC	Buy	1030	1230	19	33.9	38.5	43.8	5.1	13.5	13.7	30.3	26.7	7.3	6.7	25.2	26.2
Anand Rathi Wealth	Neutral	3585	3100	-14	47.8	55.1	68.7	32.4	15.3	24.6	74.9	65.0	29.9	21.9	47.5	38.7
Angel One	Buy	307	400	31	10.0	15.1	17.9	-22.6	49.8	18.7	30.5	20.4	4.5	4.0	15.5	20.8
Billionbrains	Buy	188	235	25	3.3	5.2	6.7	14.3	56.3	28.1	56.1	35.9	12.1	9.1	28.7	28.9
BSE	Neutral	4001	4400	10	60.4	95.9	110.3	87.1	58.7	15.1	66.2	41.7	24.5	16.9	36.9	40.4
Cams Services	Buy	784	920	17	18.9	21.6	25.3	1.0	13.8	17.3	41.4	36.4	14.7	12.0	38.5	36.4
CDSL	Neutral	1187	1160	-2	22.0	23.2	26.3	-12.3	5.6	13.4	54.0	51.1	12.7	11.5	24.7	23.5
HDFC AMC	Buy	2703	3170	17	66.7	76.1	87.8	16.2	14.0	15.4	40.5	35.5	12.5	11.5	32.9	33.8
ICICI Pru. AMC	Buy	3199	3850	20	66.7	75.6	90.4	24.4	13.3	19.6	47.9	42.3	37.9	33.4	85.8	83.9
KFin Technologies	Neutral	808	1000	24	20.9	23.3	27.9	7.3	11.5	19.7	38.6	34.6	9.4	8.7	26.0	26.0
MCX	Neutral	3392	2850	-16	52.2	65.5	71.3	137.8	25.4	8.9	64.9	51.8	30.4	20.7	56.3	47.5
NSDL	Neutral	831	1000	20	19.2	22.4	25.6	12.8	16.3	14.5	43.3	37.2	7.0	5.9	17.5	17.3
Nippon Life AMC	Buy	1100	1200	9	24.3	28.0	32.6	18.9	15.3	16.6	45.4	39.4	14.9	14.3	34.4	37.1
Nuvama Wealth	Buy	1458	1860	28	57.5	69.3	82.3	5.8	20.5	18.7	25.4	21.0	6.2	5.3	27.5	27.9
Prudent Corp.	Neutral	2832	2900	2	53.6	67.2	83.0	13.5	25.2	23.6	52.8	42.2	13.3	10.3	28.7	27.5
PB Fintech	Neutral	1688	1870	11	14.6	21.1	28.5	90.6	44.8	34.8	115.8	79.9	10.7	9.4	9.7	12.5
UTI AMC	Buy	967	1270	31	37.1	66.0	74.5	-41.9	77.9	12.8	26.0	14.6	2.7	2.6	9.8	18.2
<b>Aggregate</b>								<b>17.3</b>	<b>27.8</b>	<b>17.0</b>	<b>42.7</b>	<b>33.4</b>	<b>5.9</b>	<b>5.0</b>	<b>13.9</b>	<b>14.9</b>
<b>Insurance</b>																
Canara HSBC	Buy	136	180	33	1.3	1.6	1.8	8.2	17.9	17.2	101.7	86.2	1.8	1.5	20.7	18.6
HDFC Life Insur.	Buy	609	760	25	8.8	10.0	11.1	6.0	12.7	11.7	68.8	61.0	2.1	1.8	12.1	14.8
ICICI Lombard	Buy	1833	2230	22	56.3	66.7	79.3	10.5	18.6	18.8	32.6	27.5	5.4	4.7	17.8	18.2
ICICI Pru Life	Buy	535	650	21	11.1	12.8	15.3	35.1	15.1	20.3	48.3	42.0	1.5	1.3	10.5	12.2
Life Insurance Corp.	Buy	799	990	24	84.2	96.5	104.9	10.7	14.5	8.7	9.5	8.3	0.6	0.5	11.9	8.5
Max Financial	Buy	1604	1980	23	2.5	11.1	12.2	-73.9	351.4	10.1	652.7	144.6	2.4	2.0	15.8	18.8



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)		
		(INR)	(INR)	Downside	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	
Niva Bupa Health	Buy	80	97	21	0.7	1.2	1.6	-39.4	65.0	39.8	112.9	68.4	4.6	4.3	4.2	6.5	
SBI Life Insurance	Buy	1864	2350	26	24.7	29.0	34.6	2.4	17.6	19.1	75.5	64.2	2.3	2.0	15.0	17.6	
Star Health Insu	Buy	502	640	28	9.5	15.4	20.1	-13.9	63.2	30.2	53.0	32.5	3.9	3.5	7.6	11.3	
<b>Chemicals</b>																	
Alkyl Amines	Neutral	1723	1720	0	35.2	39.5	43.1	-3.3	12.3	9.0	49.0	43.6	5.8	5.3	12.3	12.6	
Atul	Buy	7099	8200	16	247.8	267.8	303.4	46.3	8.1	13.3	28.7	26.5	3.4	3.0	12.4	12.0	
Clean Science	Neutral	768	840	9	21.6	29.0	33.8	-13.1	34.0	16.5	35.5	26.5	5.2	4.4	15.3	18.0	
Deepak Nitrite	Sell	1827	1130	-38	35.7	49.1	56.6	-30.1	37.3	15.4	51.1	37.2	4.3	3.9	8.7	11.0	
Ellenbarrie Industrial	Buy	276	300	9	7.6	9.6	12.0	29.3	26.2	24.5	36.1	28.6	3.9	3.4	14.4	12.7	
Fine Organic	Sell	4628	3580	-23	127.7	133.4	149.0	0.5	4.4	11.7	36.2	34.7	5.5	4.8	16.3	14.8	
Galaxy Surfact.	Buy	1826	2150	18	78.1	88.4	103.6	-9.1	13.1	17.2	23.4	20.7	2.4	2.2	10.8	11.0	
Navin Fluorine	Neutral	7000	6850	-2	130.5	148.8	171.2	124.2	14.0	15.1	53.7	47.1	9.0	7.8	20.3	17.8	
PI Inds.	Buy	3113	3750	20	86.2	94.4	110.8	-21.1	9.5	17.4	36.1	33.0	4.2	3.8	12.2	12.1	
Privi Speciality	Buy	3080	3710	20	84.6	102.7	143.7	76.7	21.4	40.0	36.4	30.0	8.5	6.6	26.3	24.9	
SRF	Buy	2689	3400	26	68.6	90.1	105.3	48.9	31.4	16.9	39.2	29.8	5.7	4.9	15.3	17.7	
Tata Chemicals	Neutral	749	700	-7	-16.8	25.3	45.2	-202.1	LP	78.2	NM	29.6	0.9	0.9	-2.0	3.0	
Vinati Organics	Buy	1323	1700	28	47.0	52.9	62.3	17.5	12.5	17.6	28.1	25.0	4.3	3.7	16.2	16.0	
<b>Aggregate</b>									<b>13.2</b>	<b>16.8</b>	<b>14.7</b>	<b>40.2</b>	<b>34.4</b>	<b>4.9</b>	<b>4.3</b>	<b>12.1</b>	<b>12.6</b>
<b>Capital Goods</b>																	
ABB India	Neutral	6382	6600	3	81.1	83.6	101.6	-8.3	3.1	21.5	78.7	76.3	17.3	13.3	23.1	19.7	
Astra Microwave	Buy	1108	1150	4	16.7	24.7	30.0	2.5	47.6	21.8	66.3	44.9	8.3	7.0	13.4	16.9	
Bharat Electronics	Buy	424	520	23	8.2	9.8	11.4	13.7	18.6	17.2	51.5	43.4	12.4	9.9	24.0	22.8	
Bharat Dynamics	Buy	1328	1500	13	17.5	24.1	37.3	16.4	38.4	54.3	76.1	55.0	11.0	9.6	14.5	17.5	
Cummins India	Buy	5389	5500	2	87.2	102.9	121.2	21.6	18.0	17.8	61.8	52.4	19.0	16.6	32.4	33.8	
GE Vernova T&D	Buy	4336	4750	10	46.7	61.5	80.2	96.5	31.7	30.5	92.9	70.5	41.7	28.4	53.9	47.9	
Atlanta Electric	Buy	1726	1950	13	26.4	36.9	56.0	59.3	39.7	51.8	65.4	46.8	14.3	10.9	21.8	23.4	
CG Power & Ind	Buy	838	940	12	7.9	10.2	13.7	23.5	29.7	34.0	106.4	82.1	16.6	14.2	21.0	18.6	
Hind.Aeronautics	Buy	4387	5500	25	136.3	149.9	179.6	9.1	10.0	19.8	32.2	29.3	7.1	6.1	22.2	20.9	
Hitachi Energy	Neutral	32521	27000	-17	220.0	304.5	451.1	184.1	38.4	48.2	147.8	106.8	26.7	21.2	19.0	20.9	
Kalpataru Proj.	Buy	1258	1500	19	58.6	65.5	79.4	49.0	11.8	21.1	21.5	19.2	2.6	2.3	13.0	12.9	
KEC International	Buy	549	750	37	25.0	34.7	44.2	16.6	38.8	27.2	21.9	15.8	2.5	2.2	11.9	15.0	
Kirloskar Oil	Buy	1744	1900	9	31.9	42.6	53.9	23.9	33.5	26.5	54.7	41.0	7.6	6.6	14.6	17.2	
Larsen & Toubro	Buy	3908	4550	16	123.7	142.9	176.7	15.9	15.5	23.6	31.6	27.3	4.9	4.4	16.4	16.9	
Siemens	Neutral	3586	3150	-12	67.9	59.1	69.9	19.6	-13.0	18.3	52.8	60.7	7.2	6.4	13.7	10.6	
Siemens Energy	Buy	3089	3700	20	30.9	42.5	61.5	57.7	37.4	44.9	99.9	72.7	25.1	18.8	25.1	25.9	
Thermax	Sell	4502	3900	-13	60.1	71.2	91.4	7.9	18.6	28.4	74.9	63.2	9.1	8.2	12.9	13.7	
Triveni Turbine	Buy	607	660	9	11.9	13.5	15.8	5.5	13.3	16.9	51.0	45.0	13.1	10.8	28.1	26.3	
Zen Technologies	Neutral	1554	1400	-10	16.2	33.6	47.0	-44.5	107.8	40.1	96.2	46.3	7.7	6.6	8.3	15.4	
<b>Aggregate</b>									<b>17.3</b>	<b>16.1</b>	<b>24.0</b>	<b>47.7</b>	<b>41.1</b>	<b>8.7</b>	<b>7.5</b>	<b>18.2</b>	<b>18.1</b>
<b>Cement</b>																	
Ambuja Cem.	Buy	434	530	22	7.9	7.4	11.3	-3.6	-7.5	53.6	54.6	59.0	1.8	1.8	3.5	3.0	
ACC	Neutral	1364	1310	-4	68.7	89.8	119.6	-3.5	30.7	33.1	19.9	15.2	1.3	1.2	6.7	8.0	
Birla Corp.	Buy	1024	1300	27	72.7	69.6	82.3	72.2	-4.3	18.3	14.1	14.7	1.1	1.0	7.8	7.1	
Dalmia Bhar.	Buy	1726	2230	29	56.2	49.7	61.4	51.5	-11.5	23.6	30.7	34.7	1.8	1.7	6.0	5.1	
Grasim Inds.	Buy	2931	3300	13	81.7	96.8	117.4	10.3	18.4	21.3	35.9	30.3	3.5	3.4	-4.2	-1.7	
India Cem	Sell	400	350	-12	1.8	5.3	11.5	-107.7	187.5	118.3	218.6	76.0	1.2	1.2	0.6	1.6	
JSW Cement	Neutral	123	130	6	2.4	2.3	3.0	-535.5	-5.0	29.4	50.3	52.9	2.8	2.6	7.9	5.0	
J K Cements	Buy	5460	6040	11	127.2	133.6	162.9	22.9	5.1	21.9	42.9	40.9	6.1	5.4	15.2	14.1	
JK Lakshmi Ce	Buy	656	700	7	33.6	37.0	37.8	31.4	10.0	2.2	19.5	17.7	2.1	1.9	11.4	11.4	
Ramco Cem	Neutral	916	950	4	11.2	18.2	26.3	185.7	63.0	44.2	81.9	50.2	2.7	2.6	3.4	5.2	
Shree Cem	Neutral	24967	26000	4	490.1	522.0	626.1	45.0	6.5	20.0	50.9	47.8	4.0	3.8	8.1	8.2	
Ultratech	Buy	11490	13800	20	280.6	317.3	388.8	35.2	13.1	22.5	40.9	36.2	4.4	4.3	11.2	12.0	
<b>Aggregate</b>									<b>31.3</b>	<b>11.9</b>	<b>25.6</b>	<b>39.8</b>	<b>35.5</b>	<b>3.0</b>	<b>2.9</b>	<b>7.6</b>	<b>8.2</b>
<b>Consumer</b>																	
Asian Paints	Neutral	2606	2450	-6	46.6	50.1	57.2	11.0	7.4	14.1	55.9	52.0	11.8	10.8	22.0	21.7	



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Bikaji Foods	Buy	670	860	28	9.0	11.8	15.5	50.7	31.1	31.0	74.2	56.6	10.4	8.9	15.1	17.0
Britannia	Buy	5405	6750	25	104.6	118.9	134.6	13.9	13.7	13.2	51.7	45.5	25.5	22.8	53.3	53.0
Colgate	Buy	2160	2150	0	49.9	54.8	60.5	-2.9	9.8	10.5	43.3	39.4	37.2	37.3	83.7	94.5
Dabur	Neutral	467	475	2	10.9	11.8	13.0	7.6	8.0	10.4	42.7	39.6	7.3	7.1	17.5	18.1
Emami	Buy	428	525	23	19.7	19.8	21.7	-2.7	0.2	10.0	21.7	21.7	6.3	5.9	30.4	28.0
Godrej Cons.	Buy	1039	1300	25	19.7	24.0	28.2	6.6	21.3	17.7	52.6	43.4	8.4	8.1	16.4	19.0
Gopal Snacks	Buy	291	365	25	2.8	6.6	9.7	-48.1	137.9	47.4	105.6	44.4	7.6	6.7	7.8	16.0
HUL	Buy	2271	2650	17	44.1	49.2	54.2	-0.4	11.5	10.3	51.5	46.2	10.9	10.7	21.1	23.4
Indigo Paints	Buy	987	1100	11	33.6	37.6	45.9	12.7	11.8	22.3	29.4	26.3	4.1	3.5	14.6	14.4
ITC	Neutral	310	335	8	16.5	16.3	17.6	4.2	-1.2	8.4	18.8	19.0	5.4	5.3	29.0	28.0
Jyothy Lab	Neutral	219	245	12	9.1	9.1	10.5	-11.1	0.2	15.0	24.2	24.1	5.1	4.8	22.4	20.4
L T Foods	Buy	409	500	22	18.0	23.2	28.5	3.3	29.1	22.5	22.7	17.6	3.1	2.8	14.9	16.7
Marico	Buy	841	950	13	13.6	15.9	18.3	9.7	17.1	14.9	61.9	52.8	26.0	24.2	43.2	47.4
Mrs Bectors	Buy	182	250	37	4.6	5.8	7.4	-2.0	26.9	27.4	39.8	31.4	4.4	4.0	11.5	13.3
Nestle	Neutral	1430	1400	-2	17.1	20.6	23.2	7.5	20.4	12.9	83.6	69.5	52.0	42.5	70.8	67.3
P&G Hygiene	Neutral	9720	11000	13	274.1	295.9	323.2	39.9	8.0	9.2	35.5	32.8	34.5	28.5	107.8	95.1
Page Inds	Buy	36796	42500	16	704.6	774.7	862.7	7.9	9.9	11.4	52.2	47.5	24.3	20.5	46.5	43.2
Pidilite Ind.	Neutral	1466	1600	9	24.7	27.1	31.1	19.6	9.9	14.7	59.3	54.0	13.8	12.2	24.4	23.9
Prataap Snacks	Buy	1008	1350	34	4.7	9.5	30.1	-226.2	102.0	218.2	215.0	106.5	3.4	3.3	1.6	3.2
Radico Khaitan	Buy	3501	4000	14	45.3	58.4	71.9	75.6	28.9	23.2	77.3	60.0	14.4	12.1	18.7	20.2
Tata Consumer	Buy	1234	1450	17	15.7	18.8	22.5	21.4	19.1	19.7	78.4	65.8	5.2	4.9	7.5	8.3
United Brew	Neutral	1369	1425	4	14.1	20.5	27.8	-19.9	45.1	35.4	96.8	66.7	8.0	7.5	8.4	11.6
United Spirits	Neutral	1320	1500	14	23.4	25.4	28.4	18.5	8.7	11.7	56.5	52.0	11.0	9.1	19.4	17.4
Varun Beverages	Buy	504	600	19	9.0	10.7	12.9	17.4	18.3	20.9	55.9	47.2	8.7	7.6	16.8	17.2
Zydus Wellness	Buy	502	575	15	11.0	15.9	19.6	2.4	44.2	23.4	45.6	31.6	2.7	2.6	6.1	8.4
<b>Aggregate</b>								<b>7.0</b>	<b>8.9</b>	<b>12.6</b>	<b>43.4</b>	<b>39.9</b>	<b>9.9</b>	<b>9.3</b>	<b>22.9</b>	<b>23.4</b>
<b>Consumer Durables</b>																
Blue Star	Neutral	1658	1920	16	27.3	34.5	43.4	-3.5	26.4	25.5	60.7	48.0	9.9	8.6	16.4	17.9
CG Consumer Elect.	Buy	302	340	13	7.6	9.4	11.3	-11.6	23.6	20.2	39.5	32.0	5.7	5.1	14.3	15.9
Havells India	Neutral	1210	1340	11	24.3	27.0	33.6	3.6	11.1	24.5	49.8	44.8	8.0	7.2	16.1	16.0
KEI Industries	Buy	5117	5780	13	97.0	117.3	142.8	33.1	20.9	21.7	52.8	43.6	7.3	6.3	14.9	15.6
LG Electronics	Buy	1580	1800	14	26.9	34.2	40.0	-17.3	27.5	16.8	58.8	46.1	15.0	12.4	27.8	29.5
Polycab India	Buy	9153	9800	7	176.8	199.4	245.6	31.7	12.8	23.2	51.8	45.9	11.5	9.7	22.2	21.1
R R Kabel	Neutral	1955	1620	-17	44.8	49.5	59.8	62.7	10.4	20.9	43.6	39.5	8.6	7.2	21.4	19.9
Voltas	Neutral	1231	1250	2	12.0	22.8	31.7	-52.8	89.9	38.9	102.4	53.9	6.4	5.8	6.2	10.7
<b>Aggregate</b>								<b>2.5</b>	<b>21.1</b>	<b>22.8</b>	<b>54.6</b>	<b>45.1</b>	<b>9.5</b>	<b>8.2</b>	<b>17.4</b>	<b>18.2</b>
<b>EMS</b>																
Amber Enterp.	Buy	8472	8200	-3	74.2	131.5	191.0	3.0	77.3	45.2	114.2	64.4	8.4	7.4	8.9	12.2
Avalon Tech	Buy	1321	1490	13	17.1	25.6	37.3	78.4	49.6	45.7	77.2	51.6	12.1	9.8	17.0	21.0
Cyient DLM	Buy	415	470	13	7.2	12.8	18.8	-22.7	77.7	46.6	57.6	32.4	3.3	3.0	5.8	9.5
Data Pattern	Neutral	3873	3290	-15	47.9	62.9	80.8	21.0	31.2	28.5	80.8	61.6	12.5	10.4	16.5	18.4
Dixon Tech.	Buy	10978	14600	33	139.7	163.5	256.6	19.2	17.0	57.0	78.6	67.2	14.3	11.9	22.1	19.3
Kaynes Tech	Buy	3273	4000	22	54.6	85.6	131.9	24.7	56.6	54.2	59.9	38.2	4.6	4.1	9.6	11.4
Syrma SGS Tech.	Buy	1013	1300	28	16.7	23.7	32.3	72.8	41.8	36.5	60.7	42.8	6.3	5.5	13.9	14.8
<b>Aggregate</b>								<b>26.0</b>	<b>39.0</b>	<b>47.5</b>	<b>76.5</b>	<b>55.0</b>	<b>8.9</b>	<b>7.7</b>	<b>11.6</b>	<b>13.9</b>
<b>Healthcare</b>																
Alembic Phar	Neutral	785	725	-8	31.7	38.4	49.8	8.8	21.2	29.6	24.8	20.4	2.7	2.4	11.5	12.6
Alkem Lab	Neutral	5485	5540	1	208.3	181.1	199.7	15.0	-13.1	10.3	26.3	30.3	4.8	4.3	19.4	15.0
Ajanta Pharma	Buy	3175	3400	7	85.0	95.4	113.0	13.8	12.2	18.3	37.3	33.3	8.8	7.3	25.6	24.1
Apollo Hospitals	Buy	8082	8768	8	131.8	159.9	181.3	31.0	21.4	13.4	61.3	50.5	11.2	9.2	20.8	20.7
Aurobindo	Buy	1511	1510	0	62.2	76.5	88.8	2.0	22.9	16.0	24.3	19.8	2.4	2.2	10.5	11.6
Biocon	Buy	430	455	6	2.6	6.7	9.1	72.9	156.6	36.7	165.7	64.6	1.5	1.5	1.5	3.1
Blue Jet Health	Buy	430	460	7	13.0	14.2	17.0	-26.1	9.5	19.6	33.1	30.2	5.6	4.7	18.2	16.9
Cipla	Neutral	1432	1380	-4	50.7	47.0	59.9	-19.2	-7.3	27.5	28.2	30.5	3.4	3.0	11.9	10.0
Divis Lab	Neutral	6761	6605	-2	91.6	112.3	133.7	12.9	22.6	19.0	73.8	60.2	10.8	9.6	15.4	16.8



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Dr Reddy's	Neutral	1337	1195	-11	59.1	46.9	63.3	-12.2	-20.6	34.8	22.6	28.5	2.9	2.7	13.8	9.9
Dr Agarwal's Hea	Buy	450	567	26	4.1	5.4	8.1	55.5	30.4	50.0	109.2	83.7	7.1	6.5	6.7	8.1
ERIS Lifescience	Neutral	1374	1405	2	33.9	47.4	57.5	32.5	39.6	21.3	40.5	29.0	5.8	5.0	15.3	18.5
Fortis Healthcare	Buy	963	1100	14	14.2	17.4	21.0	24.1	22.1	21.0	67.6	55.4	7.3	6.5	11.4	12.5
Gland Pharma	Buy	1867	2300	23	63.4	76.9	90.6	49.6	21.3	17.7	29.4	24.3	3.0	2.6	10.7	11.5
Glenmark	Buy	2325	2495	7	18.5	75.7	88.5	-61.3	309.8	17.0	125.9	30.7	7.1	5.8	5.8	20.8
GSK Pharma	Neutral	2440	2600	7	60.7	70.0	81.2	12.6	15.2	16.1	40.2	34.9	18.2	13.8	45.4	39.7
Global Health	Buy	1242	1490	20	20.8	28.2	35.5	7.4	35.6	26.1	59.8	44.1	8.4	7.3	15.2	17.7
Granules India	Buy	734	820	12	24.3	31.5	39.0	26.2	29.6	23.7	30.2	23.3	3.6	3.1	13.7	14.3
IPCA Labs	Buy	1606	1820	13	45.5	52.0	61.6	26.4	14.3	18.5	35.3	30.9	5.2	4.5	15.5	15.6
Laxmi Dental	Buy	201	260	29	5.7	9.0	11.3	19.2	59.2	24.9	35.4	22.3	4.7	3.9	14.0	19.0
Laurus Labs	Buy	1324	1370	3	16.8	19.3	22.8	189.4	14.9	18.0	78.9	68.6	13.1	11.3	18.0	17.7
Lupin	Neutral	2274	2520	11	116.5	109.8	113.7	62.9	-5.8	3.6	19.5	20.7	4.6	3.7	26.9	19.8
Mankind Pharma	Buy	2504	2640	5	45.8	64.4	74.3	-1.6	40.7	15.4	54.7	38.9	6.6	5.9	12.6	15.9
Max Healthcare	Buy	1050	1238	18	16.7	21.6	24.1	10.2	29.4	11.7	63.0	48.7	8.5	7.3	14.3	16.2
Piramal Pharma	Buy	175	190	9	-1.0	0.8	2.2	-243.2	LP	189.2	NM	229.2	2.6	2.5	-1.6	1.2
Rubicon Research	Buy	963	955	-1	14.4	19.0	25.3	76.3	31.8	33.4	66.8	50.7	13.0	10.6	26.9	23.0
Sun Pharma	Buy	1880	2025	8	49.2	56.3	65.3	4.4	14.3	16.1	38.2	33.4	5.6	4.9	15.4	15.6
Torrent Pharma	Neutral	4406	4090	-7	59.6	67.0	97.3	3.2	12.4	45.2	73.9	65.8	3.1	2.9	14.3	10.2
Zydus Lifesciences	Neutral	1011	935	-8	43.6	44.2	48.7	-5.3	1.5	10.0	23.2	22.9	3.6	3.1	16.7	14.6
<b>Aggregate</b>								<b>6.3</b>	<b>13.3</b>	<b>18.8</b>	<b>40.0</b>	<b>35.3</b>	<b>5.1</b>	<b>4.5</b>	<b>12.7</b>	<b>12.8</b>
<b>Infrastructure</b>																
G R Infraproject	Buy	937	1100	17	83.3	99.3	117.5	11.6	19.2	18.3	11.2	9.4	1.0	0.9	9.6	10.3
IRB Infra	Buy	20	26	28	0.7	1.0	1.9	25.3	45.0	90.6	29.0	20.0	1.2	1.1	4.2	5.9
KNR Constructions	Neutral	130	130	0	4.1	5.2	8.4	-70.4	24.8	61.5	31.2	25.0	0.9	0.9	2.9	3.5
<b>Aggregate</b>											<b>21.0</b>	<b>15.9</b>	<b>1.1</b>	<b>1.1</b>	<b>5.3</b>	<b>6.6</b>
<b>Logistics</b>																
Adani Ports	Buy	1796	1900	6	59.2	67.2	88.5	17.9	13.7	31.6	30.4	26.7	4.3	3.8	17.2	15.1
Blue Dart Express	Buy	5060	6000	19	119.7	159.5	189.4	16.1	33.2	18.7	42.3	31.7	6.6	5.6	18.4	19.0
Concor	Buy	519	600	16	17.1	20.7	24.1	0.4	20.9	16.5	30.4	25.1	3.0	2.8	10.2	11.6
Delhivery	Buy	476	580	22	2.4	6.4	8.1	6.9	166.7	26.6	196.4	74.1	3.4	2.9	1.9	4.8
JSW Infra	Buy	267	360	35	7.6	8.2	14.0	9.4	6.9	71.2	35.0	32.7	5.2	4.5	15.6	14.7
Mahindra Logistics	Neutral	361	410	14	1.0	13.3	19.5	-119.6	1,266.5	46.7	371.2	27.2	3.0	2.8	1.2	10.5
Transport Corp.	Buy	891	1250	40	58.9	60.5	71.0	10.1	2.7	17.3	15.1	14.7	2.7	2.3	19.0	16.7
TCI Express	Neutral	513	520	1	23.4	25.4	28.7	4.4	8.6	13.1	22.0	20.2	2.4	2.2	11.3	11.4
VRL Logistics	Buy	247	310	25	13.1	15.2	16.6	25.0	16.2	9.5	18.9	16.3	3.5	3.3	19.8	20.9
<b>Aggregate</b>											<b>32.3</b>	<b>27.9</b>	<b>4.2</b>	<b>3.7</b>	<b>12.9</b>	<b>13.3</b>
<b>Media</b>																
PVR Inox	Neutral	1007	1125	12	39.4	34.9	48.6	-355.5	-11.6	39.4	25.5	28.9	1.3	1.3	5.4	4.5
Sun TV	Neutral	535	580	8	40.2	42.2	44.2	-7.4	4.9	4.7	13.3	12.7	1.7	1.6	12.7	12.3
Zee Ent.	Neutral	88	80	-10	5.5	6.4	7.2	-32.2	15.3	12.0	16.0	13.8	0.7	0.7	4.6	5.1
<b>Aggregate</b>								<b>3.3</b>	<b>8.1</b>	<b>11.0</b>	<b>16.3</b>	<b>15.1</b>	<b>1.2</b>	<b>1.2</b>	<b>7.7</b>	<b>7.8</b>
<b>Metals</b>																
Coal India	Buy	462	530	15	53.3	54.5	56.8	-7.5	2.3	4.1	8.7	8.5	2.4	2.1	26.1	24.8
Hindalco	Buy	1067	1100	3	76.2	75.2	79.3	1.9	-1.3	5.4	14.0	14.2	2.1	1.9	16.3	14.2
Hind. Zinc	Neutral	637	630	-1	32.7	36.8	42.3	32.3	12.7	14.8	19.5	17.3	11.9	8.0	76.8	55.4
JSPL	Buy	1232	1450	18	33.3	69.0	91.6	-19.6	107.2	32.7	37.0	17.8	2.5	2.2	7.0	13.2
JSW Steel	Buy	1278	1520	19	37.3	61.9	87.8	137.3	66.0	41.9	34.3	20.7	3.1	2.7	10.1	14.1
Jindal Stainless	Buy	750	920	23	39.5	41.1	49.8	29.4	4.0	21.3	19.0	18.3	3.1	2.7	16.4	14.8
Midwest	Buy	1330	1550	17	29.7	68.5	102.6	3.9	130.8	49.6	44.8	19.4	5.0	4.0	11.0	20.3
Nalco	Neutral	404	400	-1	31.6	28.6	28.8	10.0	-9.5	0.8	12.8	14.1	3.4	2.8	29.4	22.0
NMDC	Buy	91	90	-2	8.6	9.8	10.5	15.2	14.2	7.2	10.7	9.3	2.3	2.0	23.4	22.8
SAIL	Buy	192	225	17	8.9	14.0	15.5	175.1	57	11.1	21.6	13.8	1.3	1.2	6.2	9.2
Tata Steel	Buy	217	250	15	9.0	14.3	15.9	167.4	59	11.2	18.9	15.1	2.1	2.3	11.6	16.3
Vedanta	Neutral	331	800	142	70.4	70.9	75.7	102.7	1	6.8	4.7	4.7	2.6	1.9	60.6	46.6



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
<b>Aggregate</b>								<b>29.4</b>	<b>16.4</b>	<b>12.3</b>	<b>14.3</b>	<b>12.3</b>	<b>2.7</b>	<b>2.3</b>	<b>18.8</b>	<b>18.8</b>
<b>Oil &amp; Gas</b>																
Aegis Logistics	Neutral	675	638	-5	20.8	19.9	27.4	10.1	-4.5	37.8	32.4	33.9	4.6	4.3	15.0	13.1
BPCL	Neutral	284	306	8	58.6	25.3	38.2	83.9	-56.7	50.6	4.9	11.2	1.3	1.2	28.1	10.8
Castrol India	Buy	181	220	21	9.8	8.4	10.0	4.2	-13.9	18.9	18.6	21.6	9.4	9.1	46.3	43.0
GAIL	Buy	163	181	11	10.3	13.3	15.3	-28.6	29.3	14.9	15.8	12.2	1.4	1.3	9.3	11.4
Gujarat Gas	Buy	370	358	-3	12.4	8.1	19.0	-25.5	-34.6	134.0	29.9	45.6	2.8	2.7	9.8	6.1
Gujarat St. Pet.	Neutral	269	237	-12	12.8	12.0	13.8	-10.5	-6.3	14.9	21.0	22.4	1.3	1.3	6.5	5.9
HPCL	Buy	366	455	24	84.8	11.1	53.4	167.9	-86.9	382.3	4.3	33.1	1.2	1.2	30.9	3.6
IOC	Neutral	135	145	8	27.4	10.1	14.9	253.3	-63.3	48.1	4.9	13.4	0.9	0.8	18.8	6.3
IGL	Buy	152	177	16	9.3	8.4	13.7	-11.5	-9.4	62.8	16.4	18.1	2.1	2.0	13.2	11.3
Mahanagar Gas	Buy	1087	1390	28	85.7	64.6	99.3	-18.7	-24.7	53.8	12.7	16.8	1.7	1.6	13.8	9.6
Oil India	Neutral	518	450	-13	30.5	41.4	35.3	-18.8	35.7	-14.9	17.0	12.5	1.7	1.6	10.5	13.2
ONGC	Neutral	299	275	-8	34.4	33.6	36.2	12.6	-2.5	7.9	8.7	8.9	1.0	1.0	12.1	11.0
PLNG	Buy	264	360	36	25.7	23.6	24.4	-1.6	-8.4	3.6	10.2	11.2	1.8	1.7	18.8	15.5
Reliance Ind.	Buy	1336	1655	24	53.1	58.1	63.1	3.2	9.4	8.7	25.2	23.0	4.0	1.9	8.2	8.4
<b>Aggregate</b>								<b>31.9</b>	<b>-21.0</b>	<b>19.9</b>	<b>13.4</b>	<b>17.0</b>	<b>1.6</b>	<b>1.5</b>	<b>11.7</b>	<b>8.7</b>
<b>Real Estate</b>																
A B Real Estate	Buy	1291	1920	49	-7.0	6.4	98.1	110.5	LP	1,434.0	NM	202.0	3.9	3.5	-2.1	1.8
Anant Raj	Buy	488	663	36	15.4	9.0	33.5	24.3	-41.3	270.1	31.7	54.0	3.0	2.9	9.6	5.3
Brigade Enterpr.	Buy	689	910	32	26.9	41.9	53.0	-4.1	55.7	26.5	25.6	16.4	2.5	2.2	10.6	14.0
DLF	Buy	567	775	37	17.0	22.1	25.9	-9.8	29.7	17.4	33.3	25.7	3.1	2.9	9.6	11.7
Godrej Propert.	Buy	1713	2180	27	61.7	68.9	85.0	33.7	11.8	23.3	27.8	24.9	2.7	2.5	10.2	10.4
Kolte Patil Dev.	Buy	374	428	14	-1.6	44.0	60.6	-111.6	LP	37.7	NM	8.5	2.8	2.1	-1.4	28.4
Oberoi Realty	Neutral	1617	1850	14	69.6	83.8	105.1	13.7	20.5	25.4	23.2	19.3	3.3	2.8	15.1	15.8
Lodha Developers	Buy	850	1150	35	34.3	39.0	47.3	24.0	13.6	21.4	24.8	21.8	3.6	3.2	14.7	14.6
Mahindra Lifespace	Buy	327	425	30	12.5	7.0	14.0	217.5	-43.9	98.8	26.0	46.4	1.9	1.9	9.7	4.1
SignatureGlobal	Buy	850	1030	21	-12.3	16.5	25.2	-269.7	LP	53.1	NM	51.6	6.5	5.7	-13.4	11.8
Sri Lotus	Buy	139	215	55	4.9	7.2	10.6	4.3	47.7	48.3	28.7	19.4	3.6	3.0	16.7	16.9
Sunteck Realty	Buy	319	530	66	14.0	17.4	22.6	36.0	24.8	29.7	22.9	18.3	1.3	1.2	5.9	6.8
Sobha	Buy	1398	1720	23	18.1	34.9	55.5	104.2	93.2	58.9	77.3	40.0	3.2	3.0	4.2	7.7
Prestige Estates	Buy	1344	1832	36	29.3	31.6	42.1	151.0	8.1	33.1	45.9	42.5	3.3	3.0	7.3	7.4
Phoenix Mills	Buy	1739	2030	17	35.0	44.3	55.4	28.9	26.5	24.9	49.6	39.2	5.7	5.0	11.7	13.5
<b>Aggregate</b>								<b>14.0</b>	<b>25.8</b>	<b>33.7</b>	<b>33.9</b>	<b>26.9</b>	<b>3.3</b>	<b>3.0</b>	<b>9.8</b>	<b>11.2</b>
<b>Retail</b>																
Aditya Birla Fashion	Neutral	63	70	12	-7.1	-6.6	-6.1	9.8	Loss	Loss	NM	NM	1.1	1.2	-13.5	-14.5
Aditya Birla Lifestyle	Neutral	104	120	16	1.7	2.4	2.6	56.0	38.5	11.4	61.0	44.0	9.0	7.7	15.5	18.9
Arvind Fashions	Buy	434	620	43	9.2	12.8	14.9	76.9	40.2	16.3	47.4	33.8	5.0	4.5	10.5	14.1
Avenue Supermarts	Buy	4358	5200	19	45.6	54.3	64.5	9.5	19.3	18.7	95.7	80.2	11.6	10.1	12.9	13.5
United Foodbrands	Neutral	363	240	-34	-11.6	-13.1	-10.3	66.8	Loss	Loss	NM	NM	4.5	5.3	-14.2	-19.3
Bata India	Neutral	694	615	-11	15.0	18.4	22.5	-22.7	22.5	22.6	46.3	37.8	5.4	5.0	12.0	13.8
Campus Activewe.	Buy	238	305	28	4.8	5.6	6.8	21.9	15.8	21.2	49.4	42.7	8.4	7.2	18.1	18.1
Devyani Intl.	Buy	118	165	40	-0.1	0.4	1.2	-176.7	LP	182.3	NM	271.7	9.4	13.7	-1.3	4.1
Go Fashion (I)	Buy	267	340	27	11.3	11.6	13.8	-36.7	3.1	19.4	23.7	23.0	2.1	1.9	8.2	7.7
Jubilant Food.	Neutral	460	500	9	5.5	7.5	9.6	53.9	37.1	27.5	83.8	61.2	15.2	15.3	18.1	25.0
Kalyan Jewellers	Buy	353	575	63	13.4	16.8	19.9	71.0	25.2	18.7	26.4	21.1	5.8	4.8	24.9	24.9
Lenskart Solutions	Buy	471	600	27	2.6	4.1	6.0	18.4	56.9	45.1	178.4	113.7	9.3	8.6	6.1	7.8
Metro Brands	Buy	1026	1215	18	14.8	16.8	18.8	5.9	13.8	12.0	69.5	61.1	13.9	12.1	21.9	21.6
P N Gadgil Jewellers	Buy	574	715	25	30.4	32.3	36.5	74.9	6.0	13.3	18.8	17.8	4.0	3.2	23.5	20.1
Raymond Lifestyle	Buy	779	1060	36	28.7	43.3	54.1	73.9	50.8	25.1	27.1	18.0	0.5	0.5	4.0	5.9
Restaurant Brand	Buy	68	120	77	-3.5	-1.5	-0.3	-13.4	Loss	Loss	NM	NM	5.7	6.6	-25.5	-13.4
Relaxo Footwear	Sell	289	250	-13	6.7	8.1	9.4	-2.7	21.0	16.9	43.4	35.8	3.2	3.0	7.7	8.7
Sapphire Foods	Buy	180	220	23	-0.4	1.0	1.7	-149.8	LP	58.9	NM	171.2	4.1	4.1	-1.0	2.4
Senco Gold	Neutral	335	325	-3	31.1	20.9	22.8	151.8	-32.9	9.1	10.8	16.0	2.2	2.0	23.1	13.1



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Shoppers Stop	Neutral	329	370	12	-5.9	-1.9	-0.6	-	Loss	Loss	NM	NM	9.2	9.9	-20.4	-7.1
Titan Company	Buy	4168	5300	27	57.9	72.9	88.3	36.9	25.9	21.2	72.0	57.2	23.6	18.3	37.7	36.1
Trent	Buy	4101	5250	28	49.0	56.3	66.6	13.5	14.9	18.3	83.7	72.8	19.5	15.6	28.0	25.5
Vedant Fashions	Neutral	440	470	7	15.5	15.7	17.4	-3.0	1.3	10.6	28.4	28.0	5.6	5.1	19.2	17.7
Vishal Mega Mart	Buy	119	160	34	1.8	2.2	2.8	30.6	19.8	31.2	66.3	55.3	7.5	6.6	12.1	12.7
V-Mart Retail	Buy	641	900	40	15.7	19.6	25.3	506.7	24.7	29.0	40.7	32.6	5.3	4.6	14.2	15.1
Westlife Foodworld	Neutral	473	535	13	-0.4	-0.2	2.6	-150.7	Loss	LP	NM	NM	11.9	15.7	-1.0	-0.6
<b>Aggregate</b>								<b>30.8</b>	<b>25.2</b>	<b>23.5</b>	<b>77.9</b>	<b>63.1</b>	<b>10.4</b>	<b>9.4</b>	<b>13.3</b>	<b>14.8</b>
<b>Technology</b>																
Cyient	Sell	871	830	-5	48.2	67.4	86.5	-13.0	39.9	28.3	18.1	12.9	1.7	1.6	9.0	11.9
HCL Tech.	Buy	1133	1650	46	64.0	75.7	80.6	0.2	18.3	6.5	17.7	15.0	4.3	4.3	24.5	28.8
Hexaware Tech.	Buy	484	570	18	23.1	24.6	28.1	19.6	6.4	14.6	21.0	19.7	4.7	4.2	23.5	23.1
Infosys	Buy	1118	1450	30	72.8	78.3	82.9	10.2	7.6	5.9	15.4	14.3	4.9	4.9	31.9	34.1
KPIT Technologies	Buy	704	970	38	25.0	32.8	38.5	-13.9	31.3	17.4	28.2	21.5	5.4	4.6	19.7	23.4
LTM	Buy	3969	5400	36	182.5	213.0	235.5	17.5	16.7	10.6	21.7	18.6	4.9	4.2	21.3	24.1
L&T Technology	Neutral	3490	3400	-3	118.4	126.6	144.5	2.4	7.0	14.1	29.5	27.6	5.7	5.0	20.3	21.5
Mphasis	Buy	2083	3100	49	99.0	116.5	131.3	10.9	17.7	12.6	21.0	17.9	3.7	3.4	18.5	19.9
Coforge	Buy	1284	1800	40	43.8	61.5	74.8	73.5	40.4	21.6	29.3	20.9	4.5	4.1	16.5	21.2
Persistent Sys	Buy	4703	6200	32	123.3	150.1	177.1	36.7	21.7	18.0	38.1	31.3	9.3	8.0	27.3	27.7
TCS	Buy	2264	3000	33	146.0	157.9	166.7	8.8	8.2	5.6	15.5	14.3	7.6	6.7	52.3	50.0
Tata Elxsi	Sell	4124	3350	-19	100.9	138.2	151.2	-19.9	37.0	9.4	40.9	29.8	8.4	7.5	21.3	26.6
Tata Technologies	Sell	621	500	-19	15.6	20.4	22.9	-5.9	30.5	12.7	39.8	30.5	6.4	6.0	14.6	20.4
Tech Mah	Buy	1370	1750	28	56.5	82.2	88.9	17.9	45.5	8.2	24.3	16.7	4.1	4.0	17.6	24.2
Wipro	Neutral	190	215	13	13.6	14.5	15.5	2.2	7.1	6.6	14.0	13.1	2.1	2.2	15.7	16.7
Zensar Tech	Buy	488	640	31	34.5	34.8	37.6	21.7	0.7	8.1	14.1	14.0	2.4	2.2	18.1	16.2
<b>Aggregate</b>								<b>8.7</b>	<b>11.5</b>	<b>6.8</b>	<b>17.2</b>	<b>15.4</b>	<b>4.9</b>	<b>4.7</b>	<b>28.5</b>	<b>30.7</b>
<b>Telecom</b>																
Bharti Airtel	Buy	1905	2180	14	44.2	64.0	83.2	45.7	45.0	29.9	43.1	29.7	7.1	6.1	20.5	24.7
Bharti Hexacom	Buy	1563	1860	19	34.2	48.9	64.4	43.8	43.1	31.6	45.7	31.9	10.9	9.0	26.1	30.8
Indus Towers	Neutral	431	430	0	26.3	28.3	29.7	13.2	7.7	4.9	16.4	15.2	2.9	2.7	19.2	18.0
Vodafone Idea	Neutral	13	10	-27	-2.2	-1.8	-1.6	-43.6	Loss	Loss	NM	NM	-0.4	-0.4	NM	NM
Tata Comm	Neutral	1681	1720	2	38.6	52.0	68.6	6.8	34.7	32.0	43.6	32.3	13.9	10.9	34.0	38
<b>Aggregate</b>								<b>LP</b>	<b>139.4</b>	<b>49.2</b>	<b>117</b>	<b>49</b>	<b>14.4</b>	<b>13.0</b>	<b>12.4</b>	<b>26.7</b>
<b>Utilities</b>																
Acme Solar	Buy	276	410	49	8.2	12.4	27.6	81.6	51.6	122.1	33.7	22.2	3.3	2.9	10.4	13.8
Indian Energy Exchange	Neutral	125	140	12	5.3	5.7	6.1	14.2	6.9	6.6	23.6	22.0	8.5	7.4	39.4	36.0
Inox Wind	Buy	96	121	27	3.1	5.0	6.1	-11.6	61.8	20.9	30.9	19.1	3.0	2.6	10.1	14.4
JSW Energy	Buy	515	640	24	8.9	13.3	23.0	-16.7	50.2	72.3	58.0	38.6	2.9	2.6	5.4	7.2
NTPC	Neutral	395	404	2	20.2	22.2	24.1	-3.0	10.3	8.5	19.6	17.8	1.9	1.8	10.2	10.4
Premier Energies	Buy	981	1195	22	33.3	38.6	50.2	61.1	15.9	29.9	29.4	25.4	10.3	7.4	42.4	33.9
Power Grid Corpn	Neutral	306	300	-2	17.5	19.0	20.2	4.9	8.5	6.3	17.5	16.1	2.9	2.7	16.9	17.1
Suzlon Energy	Buy	54	66	23	1.4	2.2	2.5	33.1	50.4	13.6	37.5	25.0	8.4	6.3	26.4	28.7
Tata Power Co.	Buy	407	490	20	11.9	15.8	19.7	-11.1	32.1	25.0	34.1	25.8	3.3	3.0	10.1	12.1
Waaree Energies	Buy	3023	3850	27	136.9	158.6	189.0	110.3	15.9	19.2	22.1	19.1	6.0	4.7	32.9	27.5
<b>Aggregate</b>								<b>6.1</b>	<b>15.7</b>	<b>15.2</b>	<b>23</b>	<b>20</b>	<b>2.8</b>	<b>2.5</b>	<b>12.3</b>	<b>12.9</b>
<b>Others</b>																
APL Apollo Tubes	Buy	1891	2250	19	43.4	54.0	63.5	58.9	24.5	17.5	43.6	35.0	9.9	7.9	25.3	25.1
Astral	Buy	1551	2000	29	23.2	28.8	36.5	19.0	24.4	26.4	66.9	53.8	7.6	6.6	16.2	17.6
Cello World	Buy	397	530	33	14.0	19.0	22.6	-8.6	35.2	19.0	28.3	21.0	3.4	3.1	12.6	15.8
Century Plyboard	Buy	767	927	21	12.4	21.7	29.8	39.2	74.9	37.1	61.7	35.3	6.6	5.6	10.6	15.9
Cera Sanitary.	Buy	5635	6850	22	164.4	211.4	244.5	-14.5	28.6	15.7	34.3	26.7	4.9	4.4	14.4	16.6
Coromandel Intl	Buy	1867	2530	36	68.2	93.6	106.5	11.4	37.1	13.8	27.4	19.9	4.4	3.7	17.0	20.1
Sagility	Buy	42	57	36	2.0	2.3	2.9	68.9	18.5	22.3	21.2	17.9	2.0	1.8	10.3	10.8



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Inventus Knowl	Buy	1595	1953	22	42.3	51.9	65.8	47.7	22.8	26.9	37.7	30.7	9.7	7.4	31.4	27.3
Indegene	Neutral	516	552	7	17.4	21.9	27.6	2.5	25.8	25.7	29.6	23.5	4.0	3.5	13.9	15.8
FSN E-Commerce	Neutral	272	280	3	0.7	1.5	2.4	175.0	120.9	59.3	392.9	177.9	50.6	39.4	13.9	24.9
Fujiyama Power	Buy	274	340	24	9.9	16.5	23.6	94.8	65.9	43.2	27.6	16.6	6.6	4.7	36.5	33.1
EPL	Buy	215	290	35	12.8	16.1	19.8	13.4	26.2	22.4	16.8	13.3	2.4	2.1	15.7	17.0
Eternal	Buy	241	340	41	0.4	2.4	4.5	-31.8	489.1	91.8	600.6	102.0	7.1	6.6	1.2	6.7
Godrej Agrovet	Buy	570	690	21	25.8	29.3	36.7	15.3	13.4	25.3	22.1	19.5	5.4	4.6	22.5	25.4
Gravita India	Buy	1688	2200	30	51.3	65.7	80.7	21.3	28.0	22.8	32.9	25.7	5.1	4.3	16.8	18.0
Indiamart Inter.	Buy	1956	2500	28	77.4	91.3	107.5	-15.5	17.9	17.7	25.3	21.4	4.9	4.2	20.7	21.0
Indian Hotels	Buy	655	785	20	13.2	15.4	18.1	11.8	16.9	17.4	49.6	42.4	7.1	6.1	15.5	15.6
Info Edge	Neutral	928	1050	13	16.2	17.8	18.9	36.0	10.0	5.9	57.3	52.0	2.1	2.1	3.7	4.0
Interglobe	Buy	4313	5500	28	-34.4	156.1	218.7	-118.3	LP	40.0	NM	27.6	25.2	13.5	-16.8	63.9
Jain Resource	Buy	566	560	-1	12.8	18.6	24.4	98.5	46.1	31.1	44.4	30.4	11.7	8.5	36.8	32.4
Kajaria Ceramics	Buy	1064	1362	28	33.2	38.9	45.4	79.9	17.1	16.7	32.0	27.3	5.5	4.9	17.3	18.1
Lemon Tree Hotel	Buy	111	160	44	3.2	4.0	5.0	29.8	24.4	23.8	34.5	27.8	6.3	5.1	19.9	20.4
MTAR Tech	Buy	7230	8000	11	31.5	73.4	132.3	83.1	133.3	80.2	229.6	98.4	27.0	21.2	12.5	24.1
One 97	Neutral	1131	1300	15	10.9	12.5	26.8	-146.8	14.6	114.3	103.6	90.4	4.5	4.5	4.5	5.1
Prince Pipes	Buy	252	300	19	8.7	14.2	19.6	121.8	63.0	38.2	28.9	17.8	0.7	0.6	5.9	9.1
Qess Corp	Neutral	203	200	-2	15.4	16.1	17.8	1.4	4.7	10.7	13.2	12.6	2.0	2.2	20.4	21.9
Safari Inds.	Buy	1458	2400	65	34.9	42.9	52.8	19.4	23.1	22.9	41.8	34.0	6.4	5.5	16.6	17.5
SBI Cards	Neutral	626	760	21	22.8	31.0	38.3	13.0	36.1	23.4	27.5	20.2	3.8	3.2	14.7	17.3
SIS	Buy	390	360	-8	28.1	34.5	40.0	27.8	22.5	16.2	13.8	11.3	1.0	0.9	16.2	17.6
Supreme Inds.	Buy	3506	4320	23	76.0	92.8	115.5	0.5	22.1	24.5	46.1	37.8	7.2	6.4	16.3	18.0
Swiggy	Buy	255	320	25	-16.3	-11.6	-5.6	33.2	Loss	Loss	NM	NM	3.6	4.0	-29.1	-17.1
TBO Tek	Buy	1189	1360	14	22.4	32.0	48.7	4.2	42.9	52.2	53.1	37.2	8.9	7.2	18.3	21.4
Team Lease Serv.	Buy	1369	1480	8	85.6	97.3	109.1	32.0	13.7	12.1	16.0	14.1	2.2	1.9	14.3	14.2
Time Technoplast	Buy	178	280	57	9.5	11.7	14.2	21.4	22.4	21.9	18.7	15.3	2.7	2.3	14.3	15.3
Urban Company	Neutral	121	135	11	-1.6	-0.9	0.1	-379.1	Loss	LP	NM	NM	8.3	8.8	-11.8	-6.7
Updater Services	Neutral	172	160	-7	16.0	17.6	18.7	-9.7	9.6	6.8	10.8	9.8	1.1	1.0	10.5	10.4
UPL	Neutral	632	600	-5	29.8	41.0	50.1	31.7	37.6	22.0	21.2	15.4	0.9	0.9	7.9	9.7
VA Tech Wabag	Buy	1387	1900	37	64.3	73.1	88.0	35.1	13.6	20.4	21.6	19.0	3.4	3.0	15.9	15.6
Ventive Hospitality	Buy	652	780	20	18.6	19.4	30.9	243.1	4.7	58.8	35.1	33.6	2.8	2.6	8.4	7.9
VIP Inds.	Buy	304	430	41	-29.3	3.9	10.5	457.1	LP	171.2	NM	78.3	14.9	12.5	-91.9	17.4



Index	1 Day (%)	1M (%)	12M (%)
<b>Sensex</b>	-0.2	-3.7	-8.8
<b>Nifty-50</b>	-0.2	-2.4	-5.7
<b>Nifty Next 50</b>	-0.9	1.0	4.6
<b>Nifty 100</b>	-0.3	-1.8	-3.9
<b>Nifty 200</b>	-0.4	-0.9	-1.9
Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>	<b>0.1</b>	<b>-1.6</b>	<b>9.5</b>
Amara Raja Ener.	-1.4	8.9	-19.1
Apollo Tyres	-1.8	-10.7	-17.9
Ashok Leyland	-0.8	-12.7	27.9
Bajaj Auto	-0.7	5.2	24.6
Balkrishna Inds	-2.0	-7.5	-20.4
Bharat Forge	-1.8	4.4	53.6
Bosch	2.2	1.8	18.9
CEAT	-1.9	-11.4	-18.0
CIE Automotive	1.1	-5.1	4.6
Craftsman Auto	-1.2	13.8	58.4
Eicher Motors	-0.3	-1.6	28.3
Endurance Tech.	-2.7	5.6	17.4
Escorts Kubota	0.0	-7.1	-15.3
Exide Inds.	-0.2	5.8	-9.1
Happy Forgings	0.2	6.3	64.3
Hero Motocorp	-0.2	-4.2	17.1
Hyundai Motor	-1.0	2.5	-0.6
M & M	-1.6	-4.1	-0.7
Maruti Suzuki	1.1	-0.5	2.1
Motherson Sumi	3.0	5.2	-9.6
Motherson Wiring	0.1	2.8	5.7
MRF	1.9	-6.6	-8.7
Sona BLW Precis.	-2.4	-2.1	7.5
Tata Motors CV	-0.4	-13.2	
Tata Motors PV	5.3	-0.4	-19.1
Tube Investments	1.8	3.5	-2.1
TVS Motor Co.	0.2	-8.4	24.3
<b>Banks-Private</b>	<b>-0.2</b>	<b>-3.4</b>	<b>-5.6</b>
AU Small Fin. Bank	-1.4	1.0	43.5
Axis Bank	-0.8	-8.2	3.0
Bandhan Bank	-2.3	11.9	15.1
DCB Bank	1.3	-2.7	31.0
Equitas Sma. Fin	-0.5	4.4	7.2
Federal Bank	0.4	-1.9	41.5
HDFC Bank	-0.3	-5.2	-20.6
ICICI Bank	-0.1	-7.7	-14.2
IDFC First Bank	-1.3	1.1	-2.6
IndusInd Bank	-2.4	5.5	13.6
Kotak Mah. Bank	1.0	1.2	-8.1
RBL Bank	0.3	5.8	61.3
<b>Banks-PSU</b>	<b>-1.8</b>	<b>-8.9</b>	<b>21.2</b>
BOB	-2.4	-6.3	11.5
Canara Bank	-2.1	-9.6	21.8
Indian Bank	-1.3	-13.3	39.3
Punjab Natl.Bank	-2.5	-9.8	3.8
St Bk of India	-1.7	-10.1	19.2

Index	1 Day (%)	1M (%)	12M (%)
<b>Nifty 500</b>	<b>-0.4</b>	<b>-0.3</b>	<b>-1.1</b>
<b>Nifty Midcap 100</b>	<b>-0.4</b>	<b>3.0</b>	<b>7.1</b>
<b>Nifty Smallcap 100</b>	<b>-0.6</b>	<b>4.2</b>	<b>3.7</b>
<b>Nifty Midcap 150</b>	<b>-0.4</b>	<b>2.8</b>	<b>7.1</b>
<b>Nifty Smallcap 250</b>	<b>-0.4</b>	<b>4.2</b>	<b>3.5</b>
Union Bank (I)	-1.8	-14.2	22.5
<b>NBFCs</b>	<b>-0.5</b>	<b>-4.2</b>	<b>-4.3</b>
AAVAS Financiers	-0.8	7.1	-23.1
Aditya Birla Capital Ltd	2.1	3.9	65.8
Bajaj Fin.	-0.2	-0.3	-0.9
Bajaj Finserv	-0.7	-5.4	-15.4
Bajaj Housing	-0.4	-5.8	-31.8
Can Fin Homes	0.8	-0.9	14.3
Cholaman.Inv.&Fn	-1.3	-0.3	-3.9
CreditAcc. Gram.	-0.9	6.5	10.0
Five-Star Bus.Fi	-1.4	1.9	-32.3
Fusion Microfin.	0.0	29.7	11.8
HDB FINANC SER	-0.2	4.8	
Home First Finan	-0.8	-1.1	-8.6
IIFL Finance	1.1	-0.9	13.0
Indostar Capital	-1.5	-9.2	-37.6
Jio Financial	-0.5	-4.0	-14.8
L&T Finance	-0.2	-0.1	57.7
LIC Housing Fin.	-2.4	3.3	-12.5
M & M Fin. Serv.	-0.1	6.9	20.8
Manappuram Fin.	-1.2	14.3	34.0
MAS Financial Serv.	-1.2	2.3	18.8
Muthoot Finance	-6.2	-8.0	57.4
Northern ARC	-2.8	17.4	30.3
Piramal Finance	-1.0	8.5	
PNB Housing	0.0	23.4	-0.4
Poonawalla Fin	-1.7	-0.3	6.0
Power Fin.Corpn.	-1.3	0.2	9.5
REC Ltd	-0.7	-1.9	-12.3
Repro Home Fin	1.6	0.8	-5.2
Shriram Finance	0.1	-8.3	38.7
Spandana Sphoort	-0.8	15.8	-8.2
<b>NBFC-Non Lending</b>			
360 One	-0.8	3.6	7.6
Aditya AMC	-3.5	-1.7	51.6
Anand Rathi Wea.	0.2	-2.0	99.7
Angel One	1.0	3.1	19.5
Billionbrains	-1.2	-10.0	
BSE	-0.9	18.0	67.9
C D S L	-1.0	-11.4	-11.3
Cams Services	-0.2	7.7	5.2
HDFC AMC	0.4	1.5	15.0
ICICI AMC	-1.4	-0.7	
KFin Technolog.	-1.5	-13.3	-22.4
MCX	1.6	18.9	173.3
N S D L	-1.1	-10.6	
Nippon Life Ind.	0.8	15.7	54.5
Nuvama Wealth	-1.3	8.8	8.4



Company	1 Day (%)	1M (%)	12M (%)
PB Fintech	0.4	14.0	-5.0
Prudent Corp.	3.2	9.3	17.4
UTI AMC	-1.1	-4.6	-11.4
<b>Insurance</b>			
Canara HSBC	-1.1	-7.5	
HDFC Life Insur.	-0.6	-5.0	-19.0
ICICI Lombard	-1.0	-1.5	-2.2
ICICI Pru Life	-1.1	-4.6	-12.6
Life Insurance	-0.7	-5.1	-4.9
Max Financial	-1.2	-5.1	18.7
Niva Bupa Health	-0.5	5.0	-5.4
SBI Life Insuran	-0.4	-5.6	4.2
Star Health Insu	-1.0	4.7	19.4
<b>Chemicals</b>			
Alkyl Amines	-1.6	22.6	-1.7
Atul	1.9	8.4	4.0
Clean Science	-6.3	1.9	-39.9
Deepak Nitrite	-1.4	19.2	-11.5
Ellen.Indl.Gas	-1.9	11.4	
Fine Organic	-1.8	-0.3	1.2
Galaxy Surfact.	-1.3	1.5	-18.8
Navin Fluor.Intl.	1.6	12.5	63.1
P I Inds.	0.5	2.6	-15.5
Privi Speci.	0.5	5.5	32.1
SRF	-1.5	7.6	-6.5
Tata Chemicals	-1.1	4.1	-12.1
Vinati Organics	-1.8	7.4	-22.4
<b>Capital Goods</b>	<b>-1.0</b>	<b>4.2</b>	<b>13.3</b>
A B B	-0.7	-7.2	11.3
Astra Microwave	-0.5	7.2	10.4
Atlanta Electric	-5.0	30.6	
Bharat Dynamics	-2.0	-2.3	-26.6
Bharat Electron	-1.2	-5.4	20.9
CG Power & Ind	-1.2	12.1	23.6
Cummins India	0.5	7.8	82.8
GE Vernova T&D	0.1	5.0	135.8
Hind.Aeronautics	-4.8	3.5	-9.8
Hitachi Energy	0.8	14.4	109.0
K E C Intl.	-1.3	-3.0	-31.8
Kalpataru Proj.	2.6	3.8	18.5
Kirloskar Oil	9.0	9.0	101.8
Larsen & Toubro	-0.8	-4.1	8.0
Siemens	-2.9	0.3	19.2
Siemens Ener	-0.6	5.7	
Thermax	-2.2	10.1	31.1
Triveni Turbine	4.9	28.5	-1.3
Zen Technologies	-0.3	2.5	-9.0
<b>Cement</b>			
ACC	-1.1	-4.8	-27.6
Ambuja Cem.	-2.3	-4.5	-20.8
Birla Corp.	-0.1	5.6	-26.3
Dalmia Bharat	-2.1	-12.5	-17.2
Grasim Inds.	0.0	7.2	4.1

Company	1 Day (%)	1M (%)	12M (%)
India Cem	1.6	1.6	24.0
J K Cements	-1.0	0.6	4.1
JK Lakshmi Cem.	-2.1	0.8	-24.0
JSW Cement	0.8	-4.3	
Shree Cement	-0.4	-0.2	-20.6
The Ramco Cement	-1.8	-8.7	-8.6
UltraTech Cem.	-1.8	-2.5	-3.4
<b>Consumer</b>	<b>0.5</b>	<b>5.7</b>	<b>-9.9</b>
Asian Paints	-0.6	7.5	11.8
Bikaji Foods	3.0	3.8	-6.2
Britannia Inds.	0.7	-4.3	-1.0
Colgate-Palm.	0.3	10.6	-18.9
Dabur India	0.6	8.0	-0.3
Emami	0.7	0.7	-32.1
Godrej Consumer	0.6	-4.3	-19.5
Gopal Snacks	-2.5	7.5	-1.7
Hind. Unilever	1.0	5.3	-2.0
Indigo Paints	0.8	17.9	-1.9
ITC	0.7	2.4	-28.5
Jyothy Lab.	-0.9	-2.5	-36.9
L T Foods	-0.5	-0.7	12.6
Marico	0.7	11.3	16.7
Mrs Bectors	1.0	-8.8	-41.4
Nestle India	-2.0	13.8	19.3
P & G Hygiene	0.9	-1.8	-31.9
Page Industries	1.9	0.8	-21.6
Pidilite Inds.	-1.1	10.4	-5.7
Prataap Snacks	-0.1	4.8	-14.7
Radico Khaitan	1.1	20.4	35.1
Tata Consumer	0.5	12.8	7.6
United Breweries	-1.5	-7.0	-33.8
United Spirits	3.8	5.5	-14.2
Varun Beverages	-0.3	13.1	-0.6
Zydus Wellness	-1.1	-1.5	39.4
<b>Consumer Durables</b>	<b>-0.1</b>	<b>-2.3</b>	<b>-1.8</b>
Blue Star	-0.6	-8.1	5.5
Crompton Gr. Con	4.5	21.8	-7.8
Havells	-0.1	-5.9	-24.1
KEI Industries	-1.0	10.7	45.5
LG Electronics	0.9	3.0	
Polycab India	-0.7	17.5	51.5
R R Kabel	-4.1	40.4	48.2
Voltas	-4.9	-12.2	-2.5
<b>EMS</b>			
Amber Enterp.	2.3	12.9	33.6
Avalon Tech	4.2	24.0	52.7
Cyient DLM	0.7	27.9	-10.4
Data Pattern	-3.3	12.3	47.7
Dixon Technolog.	-1.1	-0.8	-33.2
Kaynes Tech	-1.9	-18.5	-48.0
Syrma SGS Tech.	-1.5	13.2	91.3
<b>Healthcare</b>	<b>0.3</b>	<b>9.8</b>	<b>13.8</b>
Ajanta Pharma	-2.5	10.2	22.3



Company	1 Day (%)	1M (%)	12M (%)
Alembic Pharma	-0.2	6.7	-14.3
Alkem Lab	-1.6	-1.6	3.9
Apollo Hospitals	-0.5	5.7	14.2
Aurobindo	0.1	10.0	24.2
Biocon	2.6	22.8	27.0
Blue Jet Health	-1.9	5.4	-48.7
Cipla	-0.4	16.7	-4.7
Divis Lab	-2.4	9.3	8.7
Dr Agarwals Health	0.9	0.8	16.5
Dr Reddy's	2.5	9.8	8.1
ERIS Lifescience	-0.1	-5.4	-7.4
Fortis Health	-0.7	9.8	37.8
Gland Pharma	-1.6	6.6	27.9
Glenmark	-0.6	3.0	60.7
Global Health	2.5	14.1	-0.1
Granules	0.1	12.8	46.5
GSK Pharma	0.9	1.4	-15.3
IPCA Labs	1.3	9.1	14.1
Laurus Labs	0.6	18.4	119.2
Laxmi Dental	-0.7	1.7	-50.2
Lupin	0.8	-2.7	9.8
Mankind Pharma	1.7	18.0	-2.1
Max Healthcare	0.1	6.1	-11.5
Piramal Pharma	0.2	17.8	-16.2
Rubicon Research	0.5	17.0	
Sun Pharma	0.8	10.7	7.9
Torrent Pharma	-0.5	5.3	34.2
Zydus Lifesci.	2.0	8.1	11.8
<b>Oil &amp; Gas</b>	<b>-1.8</b>	<b>-0.3</b>	<b>-1.5</b>
Aegis Logistics	3.2	2.3	-18.6
BPCL	-3.6	-8.4	-10.3
Castrol India	-0.2	0.8	-12.7
GAIL	-0.3	3.8	-12.4
Gujarat Gas	2.7	14.2	-21.5
Gujarat St. Pet.	0.0	10.4	-22.9
HPCL	-3.0	-0.1	-9.0
IGL	-2.3	-8.4	-25.7
IOCL	-4.1	-7.4	-7.3
Mahanagar Gas	1.9	1.0	-20.7
Oil India	0.1	11.9	22.7
ONGC	-0.5	4.1	20.9
PLNG	-3.0	-2.7	-17.6
Reliance Ind.	-1.9	-0.6	-8.1
<b>Infrastructure</b>	<b>-0.4</b>	<b>1.1</b>	<b>2.9</b>
G R Infraproject	-1.5	5.7	-18.3
IRB Infra.Devl.	-0.4	-6.8	-20.5
KNR Construct.	-1.1	3.3	-43.8
<b>Logistics</b>			
Adani Ports	1.2	18.7	27.7
Blue Dart Exp.	1.1	-1.9	-26.5
Container Corpn.	-1.1	5.7	-6.3
Delhivery	1.2	3.5	46.8
JSW Infrast	-0.2	-1.4	-10.1

Company	1 Day (%)	1M (%)	12M (%)
Mahindra Logis.	-1.4	-11.8	24.2
TCI Express	-1.0	-5.3	-28.3
Transport Corp.	0.0	-10.5	-20.9
VRL Logistics	0.9	-6.6	-4.4
<b>Media</b>	<b>2.0</b>	<b>3.3</b>	<b>-13.6</b>
PVR Inox	-1.5	6.8	1.6
Sun TV	2.3	-13.8	-15.1
Zee Ent.	-2.5	6.8	-30.4
<b>Metals</b>	<b>-1.9</b>	<b>6.0</b>	<b>44.4</b>
Hind. Zinc	-4.7	9.9	44.7
Hindalco	-3.2	5.5	61.4
Jindal Stainless	0.2	-4.0	15.6
JSPL	-2.0	0.5	26.8
JSW Steel	-1.4	4.9	23.2
Midwest	-0.6	3.0	
Nalco	-3.1	-4.8	126.0
NMDC	-1.9	4.9	30.5
SAIL	-3.4	15.2	56.8
Tata Steel	-1.9	3.9	37.8
Vedanta	-2.3	15.5	99.3
<b>Real Estate</b>	<b>-1.8</b>	<b>-2.6</b>	<b>-15.8</b>
A B Real Estate	-1.1	-8.4	-37.0
Anant Raj	-1.3	-3.0	3.1
Brigade Enterpr.	-1.8	-6.9	-35.4
DLF	-2.8	-3.5	-20.1
Godrej Propert.	-1.1	-1.5	-20.2
Kolte Patil Dev.	3.0	10.2	5.0
Macrotech Devel.	-2.6	-1.2	-38.0
Mahindra Life.	0.7	-4.8	6.1
Oberoi Realty Ltd	-1.1	-5.0	-0.8
Phoenix Mills	-1.6	-2.8	11.4
Prestige Estates	-2.9	-0.9	-6.3
SignatureGlobal	-2.4	5.4	-28.1
Sobha	-0.4	5.8	4.5
Sri Lotus	-0.8	-2.8	
Sunteck Realty	1.7	-3.2	-20.5
<b>Retail</b>			
A B Lifestyle	1.2	-2.9	
Aditya Bir. Fas.	-1.3	-1.8	-38.0
Arvind Fashions	1.6	-10.3	-9.4
Avenue Super.	0.4	-2.6	7.0
Bata India	-1.6	-6.3	-43.8
Campus Activewe.	-0.7	-4.1	-6.8
Devyani Intl.	0.0	9.9	-33.9
Go Fashion (I)	-0.8	-7.9	-69.5
Jubilant Food	0.2	1.4	-32.5
Kalyan Jewellers	-2.2	-20.2	-36.0
Lenskart Solut.	-1.1	-12.8	
Metro Brands	-1.9	-4.6	-10.9
P N Gadgil Jewe.	-10.0	-12.8	1.2
Raymond Lifestyl	-2.1	-2.4	-22.7
Relaxo Footwear	-1.7	-6.2	-33.8
Restaurant Brand	1.2	7.8	-18.3



Company	1 Day (%)	1M (%)	12M (%)
Sapphire Foods	3.3	2.2	-41.6
Senco Gold	-0.3	2.6	-7.8
Shoppers St.	1.4	9.8	-36.4
Titan Co.	0.8	-7.8	14.6
Trent	-0.8	3.1	-26.5
United Foodbrands	0.2	15.0	5.1
Vedant Fashions	-0.6	1.3	-40.5
Vishal Mega Mart	1.0	1.4	-7.0
V-Mart Retail	-1.0	5.0	-25.9
Westlife Food	1.1	0.7	-32.7
<b>Technology</b>	<b>1.3</b>	<b>-12.1</b>	<b>-27.6</b>
Coforge	0.6	0.0	-24.2
Cyient	-0.1	-9.5	-32.7
HCL Tech.	0.8	-22.0	-33.2
Hexaware Tech.	0.2	-0.2	-36.8
Infosys	2.2	-14.3	-30.6
KPIT Technologi.	-0.7	-3.4	-49.5
L&T Technology	0.4	1.4	-22.6
LTM	1.2	-14.3	-21.2
Mphasis	-1.5	-13.5	-20.6
Persistent Sys	1.6	-14.3	-16.8
Tata Elxsi	2.5	-9.1	-33.2
Tata Technolog.	-0.4	7.8	-13.8
TCS	0.8	-11.4	-36.8
Tech Mah	2.0	-7.6	-15.9
Wipro	0.9	-9.4	-25.9
Zensar Tech	0.7	-13.3	-39.5
<b>Telecom</b>	<b>0.4</b>	<b>12.7</b>	<b>15.1</b>
Bharti Airtel	1.2	2.7	2.0
Bharti Hexacom	3.5	1.4	-7.4
Idea Cellular	-0.2	37.2	79.1
Indus Towers	1.8	2.4	8.4
Tata Comm	0.7	6.8	3.2
<b>Utilities</b>	<b>-0.6</b>	<b>5.4</b>	<b>18.5</b>
ACME Solar Hold.	-2.5	-3.3	17.2
Coal India	1.8	6.1	14.2
Indian Energy Ex	-2.5	-5.7	-36.6
Inox Wind	-2.1	2.3	-45.6
JSW Energy	0.4	-2.5	5.7
NTPC	-0.3	0.7	15.6
Power Grid Corpn	1.4	-2.1	2.1
Premier Energies	0.4	-1.7	-5.2
Suzlon Energy	0.7	9.6	-12.1
Tata Power Co.	-0.2	-3.5	2.3
Waaree Energies	-1.5	-11.8	5.4
<b>Others</b>			
APL Apollo Tubes	0.0	-7.4	6.4
Astral	-0.7	-4.9	15.4
Cello World	-1.0	-8.0	-33.7
Century Plyboard	-0.1	3.7	4.0
Cera Sanitary.	-0.9	6.4	-13.0
Coromandel Intl	0.3	-10.7	-24.5
EPL Ltd	-6.1	-8.2	-6.8

Company	1 Day (%)	1M (%)	12M (%)
Eternal Ltd	-1.9	-2.2	-0.6
FSN E-Commerce	-0.2	4.0	38.0
Fujiyama Power	0.5	14.6	
Godrej Agrovet	1.0	-5.9	-22.2
Gravita India	-0.2	4.4	-12.1
Indegene	-0.2	3.7	-15.5
Indiamart Inter.	-0.9	-7.8	-16.2
Indian Hotels	0.9	1.5	-14.1
Info Edge	-1.1	-9.8	-38.4
Interglobe	0.8	-7.0	-22.8
Inventurus Knowl	-4.6	5.2	-3.5
Jain Resource	0.2	35.2	
Kajaria Ceramics	0.0	-8.2	14.3
Lemon Tree Hotel	-1.1	-2.7	-19.9
MTAR Tech	-4.7	46.4	366.1
One 97	-1.2	-0.8	32.0
Prince Pipes	3.4	1.3	-11.3
Quess Corp	-2.0	4.0	-43.2
Safari Inds.	0.6	-6.8	-35.4
Sagility	-2.1	-1.9	-6.5
SBI Cards	-0.9	-8.5	-31.3
SIS	1.2	22.6	17.1
Supreme Inds.	0.2	-8.2	-3.5
Swiggy	-0.5	-6.2	-19.2
TBO Tek	-0.4	-4.0	-2.5
Team Lease Serv.	0.3	12.7	-32.3
Time Technoplast	-0.6	-7.0	-0.7
Updater Services	1.0	8.9	-42.4
UPL	-1.0	-4.2	-1.9
Urban Company	-2.3	-11.2	
V I P Inds.	3.6	-6.3	-17.3
Va Tech Wabag	-0.3	0.9	-2.3
Ventive Hospitality	-2.9	4.6	-14.3

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

## NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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

#### Disclosures:

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, its associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report..

In the past 12 months, MOFSL or any of its associates may have:

- received any compensation/other benefits from the subject company of this report
- managed or co-managed public offering of securities from subject company of this research report,
- received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.

Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.

Research Analyst may have served as director/officer/employee in the subject company.

MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

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

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

#### Terms & Conditions:

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

#### Analyst Certification

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

#### Disclosure of Interest Statement

Analyst ownership of the stock No

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

#### Regional Disclosures (outside India)

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

#### For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Financial Services Limited (SEBI Reg No. INH00000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and

under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

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

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

Nainesh Rajani

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

Contact: (+65) 8328 0276

Disclaimer:

This report is intended for distribution to Retail Investors.

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

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

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; [www.motilaloswal.com](http://www.motilaloswal.com).

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal,

Email Id: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.: 022-40548085.

Grievance Redressal Cell:

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

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

Customer having any query/feedback/ clarification may write to [query@motilaloswal.com](mailto: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](mailto:grievances@motilaloswal.com), for DP to [dpgrievances@motilaloswal.com](mailto:dpgrievances@motilaloswal.com).