

India

**ADD** (no change)

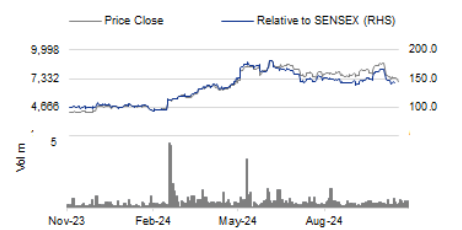
Consensus ratings\*: Buy 11 Hold 7 Sell 8

Current price:	Rs7,133
Target price:	Rs9,000
Previous target:	Rs9,400
Up/downside:	26.2%
InCred Research / Consensus:	8.6%
Reuters:	
Bloomberg:	ABB IN
Market cap:	US\$20,815m
	Rs1,511,511m
Average daily turnover:	US\$43.9m
	Rs3188.9m
Current shares o/s:	211.9m
Free float:	25.0%

\*Source: Bloomberg

**Key changes in this note**

- For CY24F-26F, we lower our revenue estimates by 3%-5% and EPS estimates by 2%-5%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(10.1)	(4.5)	71.2
Relative (%)	(7.6)	(5.3)	38.6

Major shareholders	% held
Promoters (ABB Asea Brown Boveri)	75.0
SBI MF	1.3
Canara Robeco Mutual Fund	1.0

**Research Analyst(s)**



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# ABB India Ltd

## Margin expansion; misses sales estimates

- ABB India posted a mixed performance in 3Q, with an improvement in margin (up 271bp YoY) to 18.6% but a miss on revenue (up just 5% YoY) at Rs29.1bn.
- The company has an order book worth ~Rs100bn, (up 25% YoY) comprising 25% large orders & 75% base orders. Order inflow up 11% YoY at Rs33.4bn.
- For CY24F-26F, we cut EPS estimates by 2%-5% & retain our ADD rating on the stock with a revised TP of Rs9,000 (9,400 earlier) or 80x Sep 2026F EPS.

### EBITDA margin expansion likely to continue

ABB India (ABB) reported a mixed performance in 3QCY24, with an improvement in margin (up 271bp YoY) to 18.6% led by pricing and higher localization but a miss on the revenue front (up by just 5% YoY) at Rs29.1bn, 14% below our estimate and 12% below the Bloomberg or BB consensus estimate. The revenue miss was due to delayed revenue booking in some orders. The operating leverage is likely to benefit in coming quarters with limited scope to improve the margin. We believe that ABB India will benefit from its pricing advantage, improving product mix toward higher-margin segments, and a wide product portfolio. EBITDA grew 23% YoY to Rs5.4bn while PAT grew 22% YoY to Rs4.4bn. EBITDA and PAT were 14% below our estimates and 8% below BB consensus estimates. The EBIT margin expanded across segments.

### Sustains double-digit order inflow growth

The company has a strong order book worth ~Rs100bn (up 25% YoY), comprising 25% large orders and 75% base orders, providing good revenue visibility for coming quarters. The order inflow was up 11% YoY at Rs33.4bn. ABB India sees robust demand across its 23 market segments and 18 divisions, supported by high activity in data centres and transportation. The 'Make in India' initiative has deepened local market engagement, fostering demand for premium products. ABB India's revenue visibility is strong, especially in emerging segments like data centres and transportation equipment, as the company targets greater geographic and market segment penetration.

### Outlook and valuation

Building on its positive momentum, ABB India continues to focus on energy transition and infrastructure to strengthen its energy efficiency portfolio and capitalize on emerging opportunities. The company continues its leadership in the automation industry, driven by strong operating performance, healthy order execution, strategic pricing, and efficient capacity utilization. ABB India has delivered strong margin expansion in 9MCY24 (up 473bp at 18.7%), which is likely to continue led by supply chain optimization and pricing power. The demand for power distribution solutions, particularly in data centre, transportation, mobility, and EV segments, and a positive trend in margin due to high-quality orders will lead to further expansion. For CY24F-26F, we cut revenue estimates by 3%-5% and EPS estimates by 2%-5%. We retain our ADD rating on ABB India with a lower target price of Rs9,000 (Rs9,400 earlier), valuing it at 80x Sep 2026F EPS. Downside risks: Delay in order execution and lower margins.

Financial Summary	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Revenue (Rsm)	85,675	104,465	123,349	148,091	173,952
Operating EBITDA (Rsm)	9,619	14,898	22,990	25,640	30,765
Net Profit (Rsm)	10,256	12,482	18,732	20,695	24,890
Core EPS (Rs)	32.4	58.9	88.4	97.7	117.5
Core EPS Growth	66.9%	81.9%	50.1%	10.5%	20.3%
FD Core P/E (x)	147.37	121.09	80.69	73.04	60.72
DPS (Rs)	5.2	11.0	17.7	19.5	23.5
Dividend Yield	0.07%	0.15%	0.25%	0.27%	0.33%
EV/EBITDA (x)	153.86	98.22	63.29	56.48	46.78
P/FCFE (x)	58.85	(75.55)	414.74	362.60	302.73
Net Gearing	(63.8%)	(81.0%)	(75.8%)	(69.5%)	(65.1%)
P/BV (x)	30.60	25.43	20.31	16.61	13.63
ROE	17.1%	28.3%	36.1%	32.9%	32.3%
% Change In Core EPS Estimates			(1.71%)	(5.17%)	(4.00%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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## 3QCY24 conference-call highlights

- **Overview:** Order inflow in 3QCY24 grew 11% YoY led by both large and base orders, particularly industrial goods. Revenue rose by 5% as the shift toward large contracts with longer execution timeframes may have slowed the revenue velocity temporarily during the quarter. PAT grew by 22%, driven by favourable revenue mix and operational efficiency.
- There is the cyclic nature of certain segments, with some low-demand markets expected to recover in the future. ABB India remains resilient, attributing this to the diversity of its portfolio which provides insulation against cyclic downturns in any segment. ABB India has been adjusting pricing dynamically to reflect supply and demand conditions in different market segments, maintaining flexibility to protect margins. The company remains optimistic about the long-term potential of the Indian market, particularly in sectors such as infrastructure, data centres, and transportation.
- **Market dynamics:** ABB India sees robust demand across its 23 market segments and 18 divisions, supported by high activity in data centres and transportation. The 'Make in India' initiative has deepened local market engagement, fostering demand for premium products. ABB India's revenue visibility is strong, especially in emerging segments like data centres and transportation equipment, as the company targets greater geographic and market segment penetration.
- **Order backlog:** The company maintains a significant order backlog of around ~Rs100bn, comprising 25% large orders and 75% base orders, providing good revenue visibility for coming quarters.
- **Cost management:** ABB India's profitability has benefited from a favourable mix of exports, services, and products. Effective capacity utilization and operational efficiency have further supported profitability. Cost structure remained stable, despite minor adjustments to warranty costs and provisions.
- **Capex:** ABB India has been proactive in capacity planning, investing approximately Rs2-2.5bn annually in factory expansions and upgrades. This ongoing investment ensures the company's readiness to scale up operations in response to rising demand across multiple sectors.
- **Sustainability:** ABB India's Nelamangala campus in Bengaluru is now CO2 emission-compliant for Scope 1 and Scope 2 emissions, underscoring the company's focus on sustainability. ABB India has also earned a platinum rating for its Nashik plant from the Indian Green Building Council. Sustainability awards further highlight the company's position as an industry leader in environmentally responsible practices.
- **Segments:**
  - **Electrification:** ABB India's electrification segment achieved growth, driven by demand from data centres and export markets, with an order backlog of Rs34bn ensuring future revenue visibility. The segment maintained high profitability, benefiting from ABB India's new products, such as ABB-free@home for home automation. With India's power capacity expected to nearly double by 2030F, ABB India's solutions for energy-efficient and automated systems positions it well to capture this market expansion. India's projected power capacity increase—from 440.85GW to 817GW by 2030F—represents a key growth area for the company's electrification division.
  - **Process automation:** The segment witnessed a delay in order finalization, particularly in the metals and oil & gas sectors, which impacted 3Q revenue. Despite this, the segment maintained good profitability due to high-margin service revenue and improved execution efficiency. With a strong order pipeline and upcoming projects in core sectors, ABB India expects process automation to see revenue growth as deferred orders materialize in coming quarters.

- **Motion:** The segment experienced stable growth in base orders, though the overall order intake was lower due to a high base from last year's major railway contract. Despite recent pricing pressure in low-voltage motors, the segment achieved profitability above 20%, driven by milestones like supplying 10 gigawatts or GW in renewable energy automation. ABB India expects demand and pricing to stabilize as government spending resumes, with strong long-term potential in infrastructure and industrial applications.
- **Robotics & discrete automation:** This segment continued to grow with demand from sectors such as electronics, automotive, and pharmaceuticals. Order finalization was delayed slightly in 3Q, but ABB India expects it to pick up next quarter. This segment benefits from the ongoing digitalization and automation trends, and ABB India's strategic focus on Industry 4.0 positions it well to serve the rising automation needs of Indian manufacturing industries.

Figure 1: Quarterly results snapshot

(Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MICY24	9MICY23	YoY (%)
<b>Net Revenue</b>	<b>29,122</b>	<b>27,692</b>	<b>5.2%</b>	<b>28,309</b>	<b>2.9%</b>	<b>88,234</b>	<b>76,891</b>	<b>14.8%</b>
<b>Expenses</b>	<b>-23,719</b>	<b>-23,307</b>	<b>1.8%</b>	<b>-22,884</b>	<b>3.7%</b>	<b>-71,755</b>	<b>-66,165</b>	<b>8.4%</b>
Raw Material Costs	-16,485	-17,522	-5.9%	-16,179	1.9%	-51,072	-48,798	4.7%
Employee Costs	-2,031	-1,780	14.1%	-2,030	0.0%	-6,272	-5,339	17.5%
Other Expenses	-5,203	-4,005	29.9%	-4,675	11.3%	-14,411	-12,027	19.8%
<b>EBITDA</b>	<b>5,402</b>	<b>4,385</b>	<b>23.2%</b>	<b>5,425</b>	<b>-0.4%</b>	<b>16,479</b>	<b>10,726</b>	<b>53.6%</b>
Other Income	929	768	20.9%	868	7.1%	2,668	2,241	19.0%
Interest	-30	-9	240.9%	-45	-33.5%	-113	-45	151.6%
Depreciation	-328	-303	8.4%	-310	6.0%	-952	-870	9.4%
<b>PBT</b>	<b>5,973</b>	<b>4,842</b>	<b>23.4%</b>	<b>5,938</b>	<b>0.6%</b>	<b>18,081</b>	<b>12,052</b>	<b>50.0%</b>
Tax	-1,568	-1,222	28.3%	-1,511	3.8%	-4,654	-3,022	54.0%
<b>Adjusted PAT</b>	<b>4,405</b>	<b>3,620</b>	<b>21.7%</b>	<b>4,426</b>	<b>-0.5%</b>	<b>13,427</b>	<b>9,030</b>	<b>48.7%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Margin and cost analysis

Cost Analysis	3QCY24	3QCY23	YoY	2QCY24	QoQ	9MICY24	9MICY23	YoY
Raw Material Costs	56.6%	63.3%	-667bp	57.2%	-54bp	57.9%	63.5%	-558bp
Employee Costs	7.0%	6.4%	55bp	7.2%	-20bp	7.1%	6.9%	17bp
Other Expenditure	17.9%	14.5%	341bp	16.5%	135bp	16.3%	15.6%	69bp
<b>EBITDA Margin</b>	<b>18.6%</b>	<b>15.8%</b>	<b>271bp</b>	<b>19.2%</b>	<b>-61bp</b>	<b>18.7%</b>	<b>13.9%</b>	<b>473bp</b>
Net Margin	15.1%	13.1%	205bp	15.6%	-51bp	15.2%	11.7%	347bp
Tax Rate	26.3%	25.2%	102bp	25.5%	80bp	25.7%	25.1%	67bp
Gross Margin	43.39%	36.72%	667bp	42.85%	54bp	42.12%	36.54%	558bp

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Order inflow/book position

(Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MICY24	9MICY23	YoY (%)
Order Inflow	33,420	30,040	11.3%	34,350	-2.7%	1,03,840	91,730	13.2%
Order Book	99,950	80,080	24.8%	95,170	5.0%	99,950	80,080	24.8%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Segment-wise revenue and EBIT

Revenue (Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MICY24	9MICY23	YoY (%)
Robotics & Discrete Automation	1,113	1,183	-5.9%	843	32.1%	3,047	3,084	-1.2%
Motion	10,795	9,810	10.0%	10,758	0.3%	31,681	28,705	10.4%
Electrification	11,540	10,420	10.7%	11,214	2.9%	35,716	30,471	17.2%
Process Automation	5,963	6,756	-11.7%	6,327	-5.8%	19,553	16,054	21.8%
Others	47	24	90.6%	44	5.9%	116	96	20.7%
<b>Total</b>	<b>29,457</b>	<b>28,194</b>	<b>4.5%</b>	<b>29,186</b>	<b>0.9%</b>	<b>90,113</b>	<b>78,409</b>	<b>14.9%</b>
Unallocated	0	0		0				
Less: Inter-segment	335	502	-33.2%	877	-61.8%	1,879	1,519	23.7%
<b>Net Sales</b>	<b>29,122</b>	<b>27,692</b>	<b>5.2%</b>	<b>28,309</b>	<b>2.9%</b>	<b>88,234</b>	<b>76,891</b>	<b>14.8%</b>
EBIT (Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MICY24	9MICY23	YoY (%)
Robotics & Discrete Automation	163	142	15.3%	123	32.9%	454	403	12.8%
Motion	2,496	1,899	31.5%	2,490	0.2%	7,149	4,395	62.7%
Electrification Products	2,397	2,011	19.2%	2,594	-7.6%	8,069	5,598	44.1%
Process Automation	1,145	983	16.5%	1,023	11.9%	3,349	1,939	72.7%
<b>Total</b>	<b>6,202</b>	<b>5,034</b>	<b>23.2%</b>	<b>6,230</b>	<b>-0.5%</b>	<b>19,022</b>	<b>12,335</b>	<b>54.2%</b>
(Add)/ Less - Interest	30	9	240.9%	45	-33.5%	113	45	151.6%
Other unallocated expenditure	199	184	8.2%	247	-19.6%	828	238	247.3%
<b>PBT</b>	<b>5,973</b>	<b>4,842</b>	<b>23.4%</b>	<b>5,949</b>	<b>0.4%</b>	<b>18,081</b>	<b>12,052</b>	<b>50.0%</b>
EBIT Margin (%)	3QCY24	3QCY23	YoY	2QCY24	QoQ	9MICY24	9MICY23	YoY
Robotics & Discrete Automation	14.7%	12.0%	269bp	14.6%	9bp	14.9%	13.1%	185bp
Motion	23.1%	19.4%	377bp	23.1%	-2bp	22.6%	15.3%	725bp
Electrification Products	20.8%	19.3%	147bp	23.1%	-236bp	22.6%	18.4%	422bp
Process Automation	19.2%	14.5%	466bp	16.2%	304bp	17.1%	12.1%	505bp

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 5: Segment-wise order inflow and order book**

Order Inflow (Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MCY24	9MCY23	YoY (%)
Robotics & Discrete Automation	750	1,160	-35.3%	1,570	-52.2%	3,840	3,330	15.3%
Motion	10,480	14,170	-26.0%	13,290	-21.1%	35,580	37,590	-5.3%
Electrification	17,660	10,320	71.1%	14,320	23.3%	49,890	34,670	43.9%
Process Automation	4,990	5,290	-5.7%	5,330	-6.4%	15,730	17,760	-11.4%
Order Backlog (Rs m)	3QCY24	3QCY23	YoY (%)	2QCY24	QoQ (%)	9MCY24	9MCY23	YoY (%)
Robotics & Discrete Automation	2,660	2,290	16.2%	3,020	-11.9%	2,660	2,290	16.2%
Motion	39,090	30,010	30.3%	39,300	-0.5%	39,090	30,010	30.3%
Electrification	34,260	20,860	64.2%	27,780	23.3%	34,260	20,860	64.2%
Process Automation	24,560	28,020	-12.3%	25,560	-3.9%	24,560	28,020	-12.3%

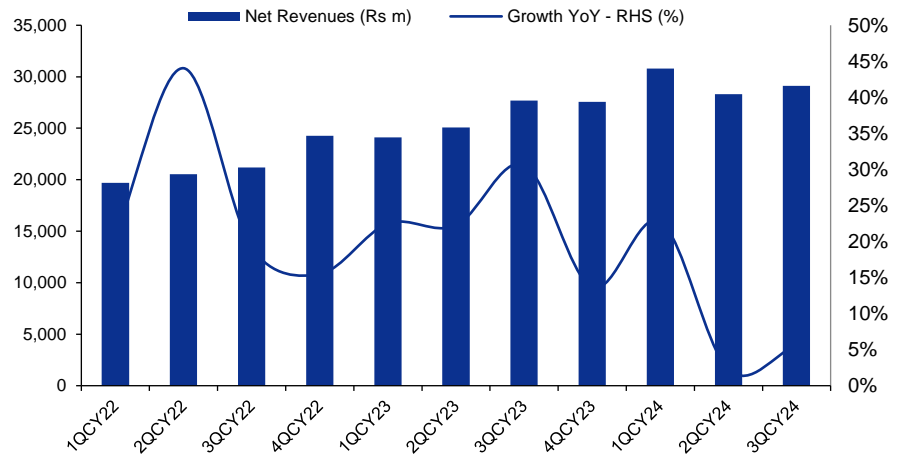
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 6: Actuals vs estimates**

vs. InCred	3QCY24	3QCY24F	Diff. (%)
Revenue	29,122	34,046	-14.5%
EBITDA	5,402	6,303	-14.3%
EBITDA Margin (%)	18.6%	18.5%	4 bps
PAT	4,405	5,106	-13.7%
vs. Consensus	3QCY24	2QCY24C	Diff. (%)
Revenue	29,122	30,653	-5.0%
EBITDA	5,402	4,713	14.6%
EBITDA Margin (%)	18.6%	18.5%	4 bps
PAT	4,405	3,970	10.9%

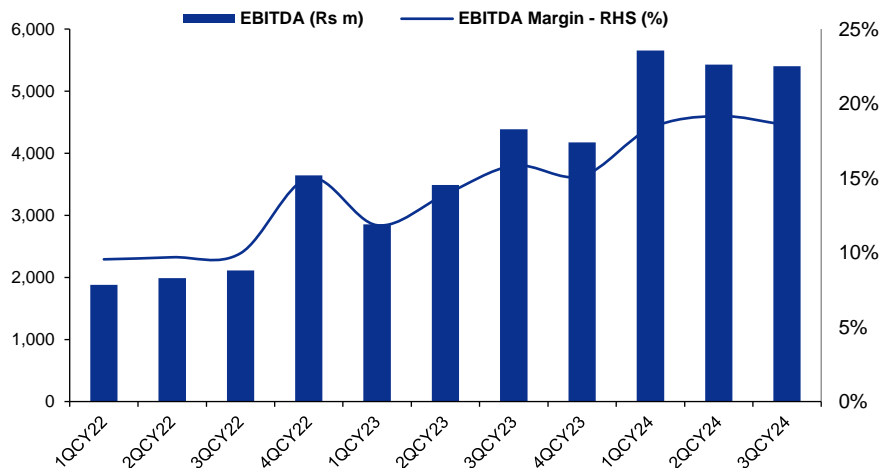
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 7: Quarterly revenue trend**



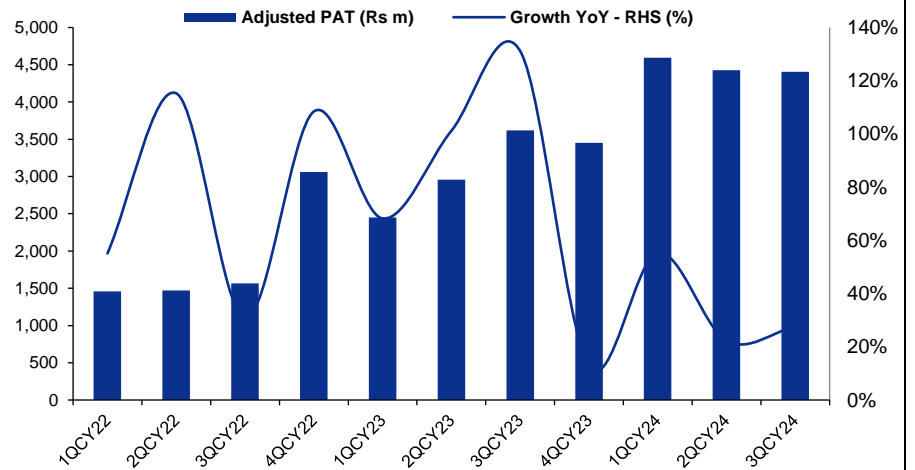
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 8: Quarterly EBITDA trend**



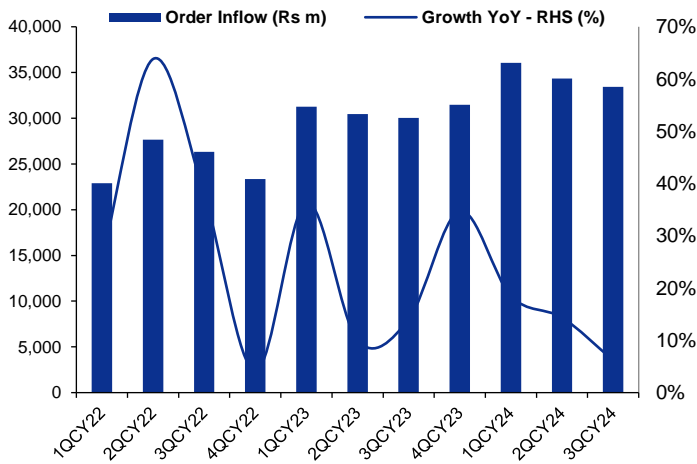
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Quarterly PAT trend



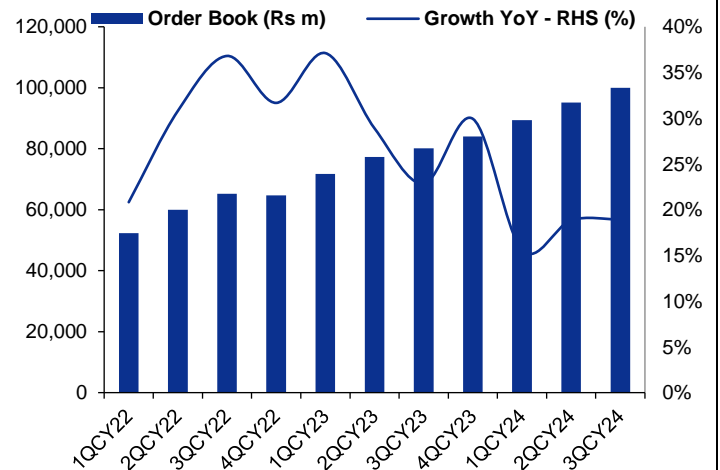
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Healthy order inflow



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 11: Strong order book position



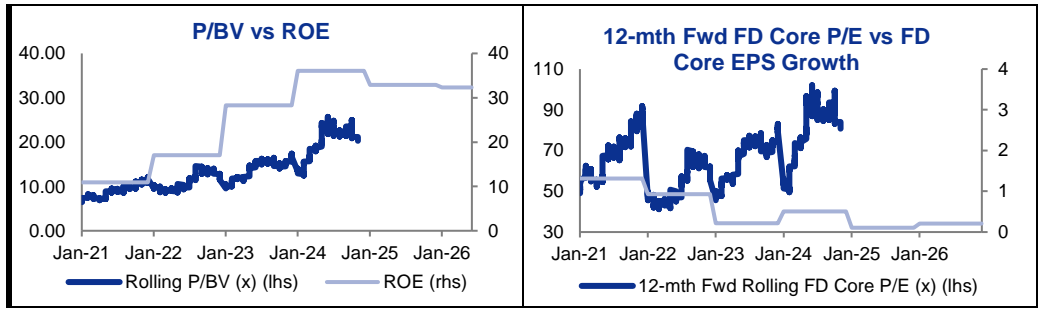
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 12: Earnings revision summary

(Rs m)	New Estimates			Old estimates			Changes		
	CY24F	CY25F	CY26F	CY24F	CY25F	CY26F	CY24F	CY25F	CY26F
Revenue	1,23,349	1,48,091	1,73,952	1,26,690	1,55,491	1,81,526	-2.6%	-4.8%	-4.2%
EBITDA	22,990	25,640	30,765	23,483	27,108	32,073	-2.1%	-5.4%	-4.1%
PAT	18,732	20,695	24,890	19,059	21,824	25,927	-1.7%	-5.2%	-4.0%

SOURCE: COMPANY REPORTS, INCRED RESEARCH

BY THE NUMBERS



Profit & Loss

(Rs mn)	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
<b>Total Net Revenues</b>	85,675	104,465	123,349	148,091	173,952
<b>Gross Profit</b>	29,234	38,173	51,911	56,467	66,624
<b>Operating EBITDA</b>	9,619	14,898	22,990	25,640	30,765
Depreciation And Amortisation	(1,047)	(1,199)	(1,287)	(1,489)	(1,717)
<b>Operating EBIT</b>	8,572	13,699	21,703	24,151	29,048
Financial Income/(Expense)	(131)	(127)	(144)	(128)	(118)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	1,795	3,017	3,615	3,756	4,480
<b>Profit Before Tax (pre-EI)</b>	10,235	16,589	25,174	27,778	33,410
Exceptional Items					
<b>Pre-tax Profit</b>	10,235	16,589	25,174	27,778	33,410
Taxation	(3,372)	(4,107)	(6,442)	(7,083)	(8,520)
Exceptional Income - post-tax	3,393				
<b>Profit After Tax</b>	10,256	12,482	18,732	20,695	24,890
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	10,256	12,482	18,732	20,695	24,890
Recurring Net Profit	6,864	12,482	18,732	20,695	24,890
<b>Fully Diluted Recurring Net Profit</b>	6,864	12,482	18,732	20,695	24,890

Cash Flow

(Rs mn)	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
<b>EBITDA</b>	9,619	14,898	22,990	25,640	30,765
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(194)	1,696	(12,439)	(14,409)	(17,165)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
<b>Other Operating Cashflow</b>	462	589	617	592	870
Net Interest (Paid)/Received					
Tax Paid	(2,467)	(3,667)	(6,442)	(7,083)	(8,520)
<b>Cashflow From Operations</b>	7,419	13,515	4,726	4,739	5,950
Capex	(1,479)	(1,831)	(3,325)	(3,409)	(3,538)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
<b>Other Investing Cashflow</b>	19,741	(31,691)	2,244	2,838	2,580
<b>Cash Flow From Investing</b>	18,262	(33,522)	(1,082)	(571)	(957)
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,102)	(2,331)	(3,746)	(4,139)	(4,978)
Preferred Dividends					
Other Financing Cashflow	(300)	(364)	(75)	(29)	(15)
<b>Cash Flow From Financing</b>	(1,402)	(2,695)	(3,821)	(4,168)	(4,993)
Total Cash Generated	24,280	(22,701)	(177)		
<b>Free Cashflow To Equity</b>	25,682	(20,007)	3,644	4,168	4,993
<b>Free Cashflow To Firm</b>	25,682	(20,007)	3,644	4,168	4,993

SOURCE: INCRED RESEARCH, COMPANY REPORTS



**BY THE NUMBERS...cont'd**

<b>Balance Sheet</b>					
<b>(Rs mn)</b>	<b>Dec-22A</b>	<b>Dec-23A</b>	<b>Dec-24F</b>	<b>Dec-25F</b>	<b>Dec-26F</b>
Total Cash And Equivalents	31,491	48,162	56,420	63,256	72,189
Total Debtors	20,930	25,443	32,105	40,573	50,041
Inventories	14,207	15,608	19,263	25,155	32,408
Total Other Current Assets	7,427	6,263	8,787	12,172	15,251
<b>Total Current Assets</b>	<b>74,055</b>	<b>95,475</b>	<b>116,574</b>	<b>141,155</b>	<b>169,889</b>
Fixed Assets	9,538	10,393	12,431	14,351	16,172
Total Investments	4,932	16	12	15	17
Intangible Assets					
Total Other Non-Current Assets	4,512	3,983	4,564	4,887	5,914
<b>Total Non-current Assets</b>	<b>18,982</b>	<b>14,391</b>	<b>17,007</b>	<b>19,252</b>	<b>22,103</b>
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	26,368	31,091	35,484	42,601	50,041
Other Current Liabilities	13,304	14,599	17,573	20,286	23,829
<b>Total Current Liabilities</b>	<b>39,672</b>	<b>45,690</b>	<b>53,057</b>	<b>62,888</b>	<b>73,870</b>
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	285	424	493	592	696
<b>Total Non-current Liabilities</b>	<b>285</b>	<b>424</b>	<b>493</b>	<b>592</b>	<b>696</b>
Total Provisions	3,832	4,452	5,745	6,086	6,672
<b>Total Liabilities</b>	<b>43,788</b>	<b>50,566</b>	<b>59,295</b>	<b>69,566</b>	<b>81,238</b>
Shareholders Equity	49,394	59,446	74,432	90,988	110,900
Minority Interests					
<b>Total Equity</b>	<b>49,394</b>	<b>59,446</b>	<b>74,432</b>	<b>90,988</b>	<b>110,900</b>

<b>Key Ratios</b>					
	<b>Dec-22A</b>	<b>Dec-23A</b>	<b>Dec-24F</b>	<b>Dec-25F</b>	<b>Dec-26F</b>
Revenue Growth	23.6%	21.9%	18.1%	20.1%	17.5%
Operating EBITDA Growth	72.8%	54.9%	54.3%	11.5%	20.0%
Operating EBITDA Margin	11.2%	14.3%	18.6%	17.3%	17.7%
Net Cash Per Share (Rs)	148.61	227.29	266.26	298.52	340.68
BVPS (Rs)	233.10	280.54	351.26	429.39	523.36
Gross Interest Cover	65.38	108.20	150.92	188.14	246.05
Effective Tax Rate	32.9%	24.8%	25.6%	25.5%	25.5%
Net Dividend Payout Ratio					
Accounts Receivables Days	80.52	78.47	72.58	73.22	74.46
Inventory Days	75.94	66.69	70.69	70.20	79.26
Accounts Payables Days	145.87	137.94	134.61	123.92	129.92
ROIC (%)	37.3%	64.4%	67.4%	52.7%	47.3%
ROCE (%)	21.3%	31.0%	41.8%	38.4%	37.7%
Return On Average Assets	8.3%	14.4%	19.1%	18.0%	18.1%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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Definition:

- Add** The stock's total return is expected to exceed 10% over the next 12 months.
- Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
- Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.

*The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.*

##### Sector Ratings

Definition:

- Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
- Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
- Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

##### Country Ratings

Definition:

- Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
- Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
- Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.