

India

**ADD** (no change)

Consensus ratings\*: Buy 15 Hold 2 Sell 0

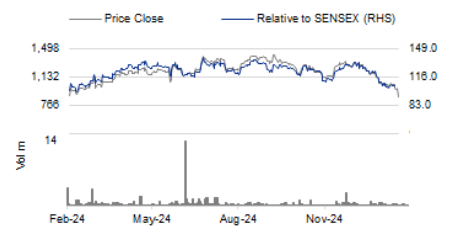
Current price: Rs880  
 Target price: ▼ Rs1,461  
 Previous target: Rs1,543  
 Up/downside: 66.0%  
 InCred Research / Consensus: 66.1%

Reuters:  
 Bloomberg: KPIL IN  
 Market cap: US\$1,730m  
 Rs150,203m  
 Average daily turnover: US\$4.9m  
 Rs421.2m  
 Current shares o/s: 162.4m  
 Free float: 8.1%

\*Source: Bloomberg

**Key changes in this note**

► We cut FY25F/26F/27F EPS by 10%/3%/3%, respectively.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(24.6)	(26.6)	(11.3)
Relative (%)	(24.0)	(25.1)	(16.1)

Major shareholders	% held
ICICI Pru Equity & Debt	9.5
SBI Small Cap	9.4
Kotak MF	6.5

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# Kalpataru Projects International Limited

## Strong execution in T&D; margin challenges

- 3Q EBITDA stood at Rs4.8bn, up 13% YoY, but margin contracted 30bp YoY to 8.4%, impacted by weak water segment execution and FX losses in Brazil.
- YTD order inflow touched Rs201.9bn, led by strong T&D and B&F orders, while the order book hit Rs614bn (+19% YoY), ensuring strong execution visibility.
- We cut FY25F/26F/27F EPS by 10%/3%/3%, respectively. We maintain our ADD rating on the stock with a lower target price of Rs1,461 (Rs1,543 earlier).

### Robust revenue growth led by T&D and oil & gas sectors

Kalpataru Projects International or KPIL reported a 17% YoY revenue growth in 3QFY25, with standalone revenue rising by 16% YoY. The growth was driven by T&D (+42% YoY), B&F (+26% YoY), and oil & gas (+123% YoY) segments. However, the water segment remained sluggish, impacted by delayed payments from Jal Jeevan Mission (JJM) projects. Margins were affected by lower water segment revenue and currency fluctuations in Brazil.

### Order inflow at an all-time high; strong execution pipeline

KPIL reported record-high YTD order inflow of Rs201.9bn, including a recent Rs8.24bn contract. The order book touched Rs614bn (+19% YoY), with 80%-90% of new orders concentrated in T&D and B&F segments, ensuring healthy execution visibility. The company expanded its global presence in Sweden through major HVDC project wins and strengthened its metro rail footprint with Nagpur metro and Kanpur metro orders, with the latter using the tunnel boring machine (TBM) technology.

### Strong balance sheet post QIP; debt reduction continues

KPIL successfully raised capital via a qualified institutional placement or QIP in Dec 2024. The proceeds were used to strengthen the balance sheet, leading to a 27% QoQ reduction in net debt to Rs26.9bn (consolidated) and a 35% QoQ decline to Rs18.2bn (standalone). Net working capital days improved to 112 days (standalone) and 94 days (consolidated), reflecting higher efficiency. KPIL's Linjemontage Sweden subsidiary doubled its revenue YoY, securing a record Rs31.4bn of orders, while Fasttel Brazil faced profitability challenges due to currency devaluation affecting US dollar-denominated loans.

### Maintain positive outlook with a focus on execution

KPIL remains well-positioned for future growth, with strong execution momentum in T&D, B&F and oil & gas segments. We cut FY25F/26F/27F EPS by 10%/3%/3%, respectively, factoring in lower execution in railway and water segments. We value the standalone business at 20x FY27F EPS (22x Sep 2026F earlier) and investments at Rs40/share. We retain our ADD rating on KPIL with a lower target price of Rs1,461 (Rs1,543 earlier). Downside risks: Higher commodity prices, and also higher working capital & debt levels, coupled with order inflow slowdown.

### Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	143,370	167,600	187,573	226,240	259,689
Operating EBITDA (Rsm)	11,600	13,660	15,899	19,808	22,376
Net Profit (Rsm)	5,300	5,330	6,747	9,930	11,525
Core EPS (Rs)	29.3	35.0	41.6	61.2	71.0
Core EPS Growth	66.1%	19.3%	18.8%	47.2%	16.1%
FD Core P/E (x)	29.99	25.13	21.16	14.38	12.39
DPS (Rs)	6.3	7.0	7.5	8.0	8.5
Dividend Yield	0.72%	0.80%	0.85%	0.91%	0.97%
EV/EBITDA (x)	14.11	12.23	10.50	8.65	7.75
P/FCFE (x)	39.83	85.55	19.41	57.85	56.08
Net Gearing	39.0%	42.0%	38.1%	39.8%	37.3%
P/BV (x)	2.69	2.48	2.27	1.99	1.75
ROE	9.3%	10.3%	11.2%	14.7%	15.0%
% Change In Core EPS Estimates			(17.97%)	(5.59%)	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## 3QFY25 conference-call highlights

- **Overview:** KPIL reported strong 3QFY25 performance, with consolidated revenue growth at 17% YoY. Standalone revenue grew by 16% YoY, driven by strong execution in transmission & distribution (T&D), buildings & factories (B&F), and oil & gas segments. The T&D business posted a 42% YoY growth, while the B&F business increased by 26%, and the oil & gas business surged 123%. However, the water segment remained sluggish due to delayed collections from Jal Jeevan Mission (JJM) projects. Margins were impacted by lower water segment revenue and currency fluctuations in Brazil.
- **Guidance:** KPIL aims at 15%-20% revenue growth in 4QFY25F, with the PBT margin ~5% at a standalone level. The company remains confident of its long-term growth, despite short-term challenges in the water segment. The domestic and international T&D markets remain robust, driven by rising power demand, grid modernization, renewable energy integration, and electrification in developing countries. KPIL sees strong opportunities in this space. KPIL aims to reduce interest costs below 2% of sales from 4QFY25F. The overall T&D market is estimated at Rs350-400bn, with KPIL maintaining a 20%-25% market share.
- **Orders:** KPIL secured orders worth Rs201.9bn, including a recent Rs8,240m contract. The order backlog touched a record Rs614bn, with 80%-90% of new orders in T&D and B&F segments, ensuring strong execution visibility. KPIL secured major orders in Sweden for high-voltage direct current (HVDC) projects and expanded its footprint in the metro rail business by winning contracts from Nagpur metro. The company also achieved a breakthrough in the Kanpur metro rail project using TBM (tunnel boring machine) technology.
- **Water business challenges:** The water business has grown significantly over the last five years, but delayed payments from utilities hit working capital. KPIL infused Rs10bn into this segment, with collections expected to improve post-budget allocation. A sum of Rs7,000m in certified bills is pending clearance.
- **QIP fund raising:** KPIL successfully raised funds through a qualified institutional placement (QIP) in Dec 2024, which witnessed strong participation from domestic and international investors. This has strengthened the balance sheet and will support growth.
- **Road assets & divestment plans:** Toll revenue in the road segment improved to Rs6.43m per day in 3QFY25 (from Rs5.6m YoY). KPIL is focused on reducing losses from road special purpose vehicles or SPVs and is in the process of divesting some assets.
- **Debt & working capital:** KPIL significantly reduced its net debt, which declined by 27% QoQ to Rs26.94bn at the consolidated level and 35% QoQ to Rs18.20bn at the standalone level. Working capital efficiency improved, with net working capital days reducing to 112 days at the standalone level and 94 days at the consolidated level.
- **International subsidiary:** Linjemontage Sweden doubled its revenue YoY in 3Q and has an order book worth a record Rs31.4bn. Fasttel Brazil, however, faced profitability challenges due to currency devaluation affecting US dollar-denominated loans.
- **Positive industry trends:** KPIL expects continued strength in execution across T&D, B&F, oil & gas, and urban infrastructure segments. With a diversified business model, disciplined capital management, and operational efficiency, the company remains well-positioned for future growth.

Figure 1: Quarterly results snapshot

Consolidated (Rs m)	3QFY25	3QFY24	YoY (%)	2QFY25	QoQ (%)	9MFY25	9MFY24	YoY (%)
<b>Total Revenue</b>	<b>57,325</b>	<b>48,960</b>	<b>17.1%</b>	<b>49,299</b>	<b>16.3%</b>	<b>1,52,494</b>	<b>1,36,550</b>	<b>11.7%</b>
Raw Material Costs	42,902	37,150	15.5%	37,282	15.1%	1,14,884	1,03,240	11.3%
Employee Expenses	5,544	4,480	23.8%	5,019	10.5%	14,983	12,710	17.9%
Other Expenses	4,086	3,090	32.2%	2,615	56.3%	9,671	8,840	9.4%
Total Expenditure	52,533	44,720	17.5%	44,916	17.0%	1,39,539	1,24,790	11.8%
<b>EBITDA</b>	<b>4,792</b>	<b>4,240</b>	<b>13.0%</b>	<b>4,384</b>	<b>9.3%</b>	<b>12,956</b>	<b>11,760</b>	<b>10.2%</b>
Depreciation	1,231	1,210	1.7%	1,172	5.0%	3,593	3,540	1.5%
<b>EBIT</b>	<b>3,561</b>	<b>3,030</b>	<b>17.5%</b>	<b>3,211</b>	<b>10.9%</b>	<b>9,362</b>	<b>8,220</b>	<b>13.9%</b>
Interest	1,644	1,240	32.6%	1,501	9.5%	4,585	3,760	21.9%
Other Income	103	140	(26.6%)	171	(39.7%)	493	440	12.1%
<b>PBT</b>	<b>2,020</b>	<b>1,930</b>	<b>4.7%</b>	<b>1,880</b>	<b>7.4%</b>	<b>5,270</b>	<b>4,900</b>	<b>7.6%</b>
Total Tax	624	490	27.4%	625	(0.0%)	1,779	1,430	24.4%
Tax Rate	31%	25%		33%		34%	29%	
<b>PAT</b>	<b>1,396</b>	<b>1,440</b>	<b>(3.1%)</b>	<b>1,256</b>	<b>11.2%</b>	<b>3,492</b>	<b>3,470</b>	<b>0.6%</b>
Adj. PAT	1,396	1,440	(3.1%)	1,256	11.2%	3,492	3,470	0.6%
<b>EPS (Rs)</b>	<b>8.6</b>	<b>8.9</b>	<b>(3.1%)</b>	<b>7.7</b>	<b>11.2%</b>	<b>21.5</b>	<b>21.4</b>	<b>0.6%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Margin and cost analysis

Margin Analysis	3QFY25	3QFY24	YoY bp chg	2QFY25	QoQ bp chg	9MFY25	9MFY24	YoY bp chg
Raw Material Costs	74.8%	75.9%	-104	75.6%	-78	75.3%	75.6%	-27
Employee Expenses	9.7%	9.2%	52	10.2%	-51	9.8%	9.3%	52
Other Expenses	7.1%	6.3%	82	5.3%	182	6.3%	6.5%	-13
<b>EBIDTA Margin</b>	<b>8.4%</b>	<b>8.7%</b>	<b>-30</b>	<b>8.9%</b>	<b>-53</b>	<b>8.5%</b>	<b>8.6%</b>	<b>-12</b>
EBIT Margin	6.2%	6.2%	2	6.5%	-30	6.1%	6.0%	12
PBT Margin (%)	3.5%	3.9%	-42	3.8%	-29	3.5%	3.6%	-13
NPM	2.4%	2.9%	-51	2.5%	-11	2.3%	2.5%	-25
Effective Tax Rate (%)	30.9%	25.4%	551	33.2%	-232	33.8%	29.2%	457
Gross Margin	25.2%	24.1%	104	24.4%	78	24.7%	24.4%	27

SOURCE: COMPANY REPORTS, INCRED RESEARCH

Figure 3: Actuals versus estimates

Vs. InCred	3QFY25	3QFY25F	Diff.
Revenue	57,325	55,650	3.0%
EBITDA	4,792	4,897	-2.1%
Margin (%)	8.4%	8.8%	-44 bps
PAT	1,396	1,823	-23.4%
Vs. Consensus	3QFY25	3QFY25C	Diff.
Revenue	57,325	58,365	-1.8%
EBITDA	4,792	5,100	-6.0%
Margin (%)	8.4%	8.7%	-38 bps
PAT	1,396	1,722	-18.9%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Segment-wise order book (Rs m)

Order Book	3QFY25	3QFY24	YoY (%)	2QFY25	QoQ (%)
T&D	2,30,590	1,93,670	19.1%	2,22,690	3.5%
B&F	1,33,050	1,20,650	10.3%	1,31,560	1.1%
Water	1,00,000	1,14,080	-12.3%	1,05,190	-4.9%
Oil & Gas	80,400	15,860	406.9%	84,740	-5.1%
Railways	37,130	37,500	-1.0%	35,690	4.0%
Urban Infrastructure	33,120	35,770	-7.4%	26,440	25.3%
<b>Total</b>	<b>6,14,290</b>	<b>5,17,530</b>	<b>18.7%</b>	<b>6,06,310</b>	<b>1.3%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Segmental revenue

Revenue Breakup (Rs m)	3QFY25	3QFY24	YoY (%)	2QFY25	QoQ (%)	9MFY25	9MFY24	YoY (%)
T&D	27,050	19,160	41.2%	20,110	34.5%	65,590	49,190	33.3%
B&F	15,280	12,080	26.5%	14,170	7.8%	41,710	34,030	22.6%
Water	5,210	8,970	-41.9%	5,470	-4.8%	17,720	27,630	-35.9%
Oil & Gas	4,440	1,990	123.1%	4,630	-4.1%	11,610	5,850	98.5%
Railways	2,300	2,810	-18.1%	1,930	19.2%	6,650	10,410	-36.1%
Urban Infrastructure	1,680	2,680	-37.3%	1,720	-2.3%	5,210	5,520	-5.6%
<b>Total Core Business</b>	<b>55,960</b>	<b>47,690</b>	<b>17.3%</b>	<b>48,030</b>	<b>16.5%</b>	<b>1,48,490</b>	<b>1,32,630</b>	<b>12.0%</b>
Others	1,360	1,270	7.1%	1,330	2.3%	4,060	3,650	11.2%
<b>Total Cons. Revenue (Rs m)</b>	<b>57,320</b>	<b>48,960</b>	<b>17.1%</b>	<b>49,360</b>	<b>16.1%</b>	<b>1,52,550</b>	<b>1,36,280</b>	<b>11.9%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 6: Standalone financials**

Standalone (Rs m)	3QFY25	3QFY24	YoY (%)	2QFY25	QoQ (%)	9MFY25	9MFY24	YoY (%)
<b>Total Revenue</b>	<b>48,257</b>	<b>41,470</b>	<b>16.4%</b>	<b>41,361</b>	<b>16.7%</b>	<b>1,26,838</b>	<b>1,16,130</b>	<b>9.2%</b>
Raw Material Costs	37,466	32,410	15.6%	32,544	15.1%	98,540	90,620	8.7%
Employee Expenses	3,481	2,990	16.4%	3,270	6.4%	9,872	8,790	12.3%
Other Expenses	3,291	2,630	25.1%	2,063	59.6%	7,784	7,060	10.3%
<b>Total Expenditure</b>	<b>44,239</b>	<b>38,030</b>	<b>16.3%</b>	<b>37,877</b>	<b>16.8%</b>	<b>1,16,195</b>	<b>1,06,470</b>	<b>9.1%</b>
<b>EBIDTA</b>	<b>4,019</b>	<b>3,440</b>	<b>16.8%</b>	<b>3,485</b>	<b>15.3%</b>	<b>10,643</b>	<b>9,660</b>	<b>10.2%</b>
Depreciation	956	940	1.7%	914	4.6%	2,801	2,750	1.8%
<b>EBIT</b>	<b>3,062</b>	<b>2,500</b>	<b>22.5%</b>	<b>2,570</b>	<b>19.1%</b>	<b>7,842</b>	<b>6,910</b>	<b>13.5%</b>
Interest	1,071	830	29.0%	998	7.2%	2,929	2,430	20.5%
Other Income	185	270	(31.3%)	264	(29.8%)	740	810	(8.7%)
<b>PBT</b>	<b>2,177</b>	<b>1,940</b>	<b>12.2%</b>	<b>1,836</b>	<b>18.6%</b>	<b>5,653</b>	<b>5,290</b>	<b>6.9%</b>
Total Tax	604	500	20.7%	513	17.7%	1,587	1,460	8.7%
<b>PAT</b>	<b>1,574</b>	<b>1,440</b>	<b>9.3%</b>	<b>1,323</b>	<b>18.9%</b>	<b>4,067</b>	<b>3,830</b>	<b>6.2%</b>
<b>Adj. PAT</b>	<b>1,574</b>	<b>1,440</b>	<b>9.3%</b>	<b>1,323</b>	<b>18.9%</b>	<b>4,067</b>	<b>3,830</b>	<b>6.2%</b>
<b>EPS (Rs)</b>	<b>9.7</b>	<b>8.9</b>	<b>9.3%</b>	<b>8.1</b>	<b>18.9%</b>	<b>25.0</b>	<b>23.6</b>	<b>6.2%</b>
<b>Margin Analysis</b>	<b>3QFY25</b>	<b>3QFY24</b>	<b>YoY bp chg</b>	<b>2QFY25</b>	<b>QoQ bp chg</b>	<b>9MFY25</b>	<b>9MFY24</b>	<b>YoY bp chg</b>
Raw Material Costs	77.6%	78.2%	-51	78.7%	-104	77.7%	78.0%	-34
Employee Expenses	7.2%	7.2%	0	7.9%	-69	7.8%	7.6%	21
Other Expenses	6.8%	6.3%	48	5.0%	183	6.1%	6.1%	6
<b>EBIDTA Margin</b>	<b>8.3%</b>	<b>8.3%</b>	<b>3</b>	<b>8.4%</b>	<b>-10</b>	<b>8.4%</b>	<b>8.3%</b>	<b>7</b>
EBIT Margin	6.3%	6.0%	32	6.2%	13	6.2%	6.0%	23
PBT Margin (%)	4.5%	4.7%	-17	4.4%	7	4.5%	4.6%	-10
NPM	3.3%	3.5%	-21	3.2%	6	3.2%	3.3%	-9
Effective Tax Rate (%)	27.7%	25.8%	196	27.9%	-21	28.1%	27.6%	47

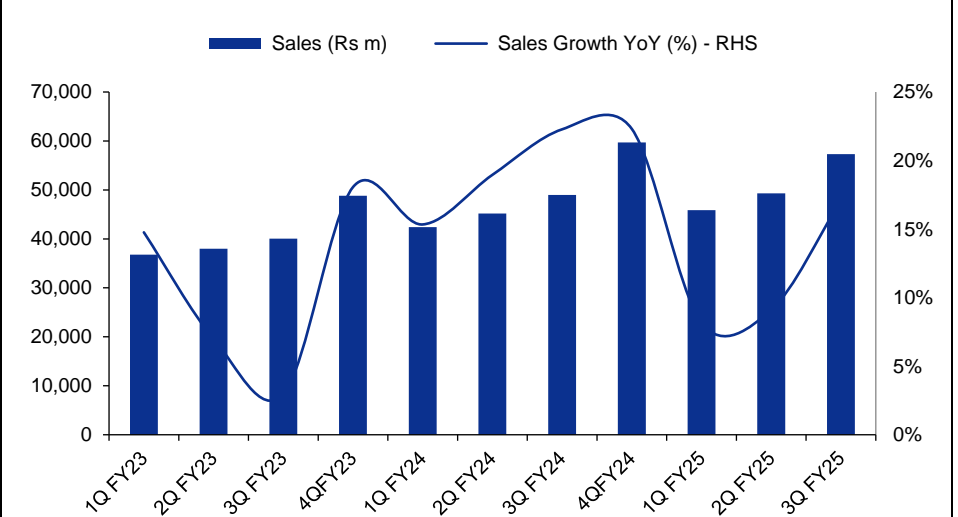
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 7: Our revised earnings estimates**

(Rs m)	New Estimates			Old Estimates			Change		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Revenue	1,87,573	2,26,240	2,59,689	1,88,250	2,26,240	2,59,689	-0.4%	0.0%	0.0%
EBITDA	15,899	19,808	22,376	16,523	20,137	22,745	-3.8%	-1.6%	-1.6%
Core PAT	6,752	9,936	11,531	7,502	10,266	11,900	-10.0%	-3.2%	-3.1%

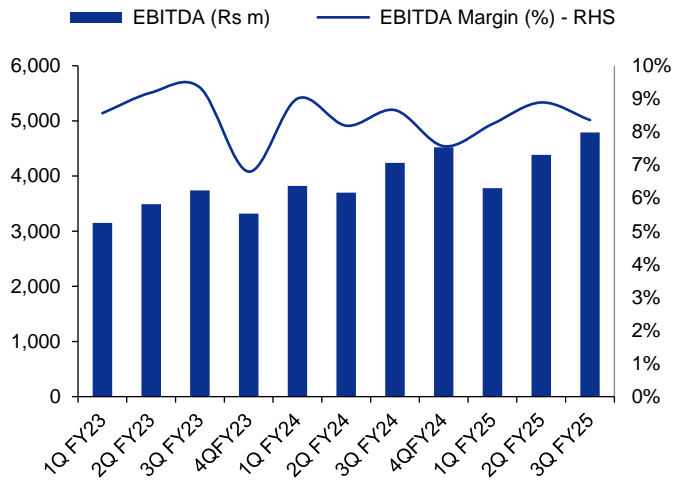
SOURCE: COMPANY REPORTS, INCRED RESEARCH

**Figure 8: Quarterly revenue trend**



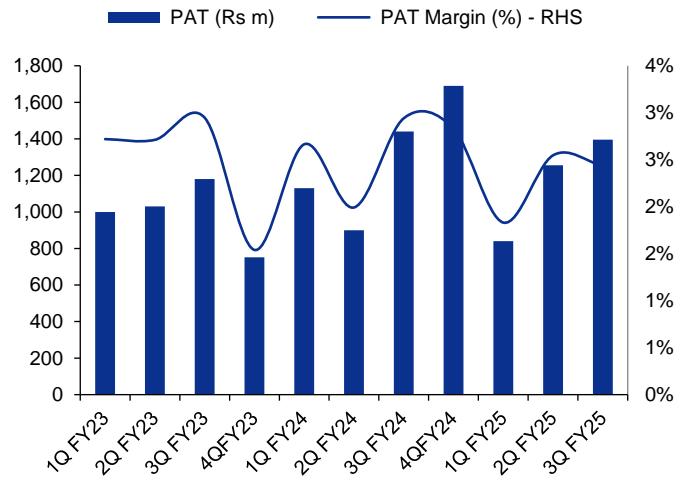
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Quarterly EBITDA trend



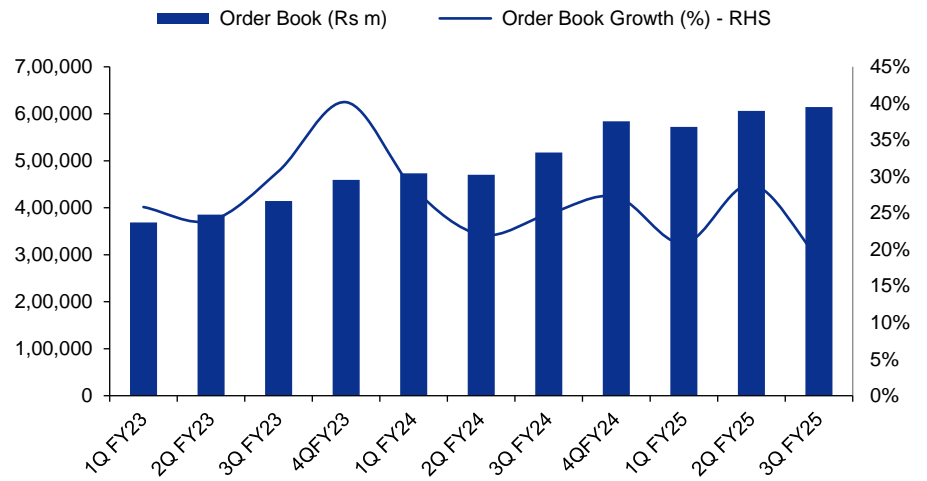
SOURCE: COMPANY REPORTS, INCRED RESEARCH

Figure 10: Quarterly PAT trend



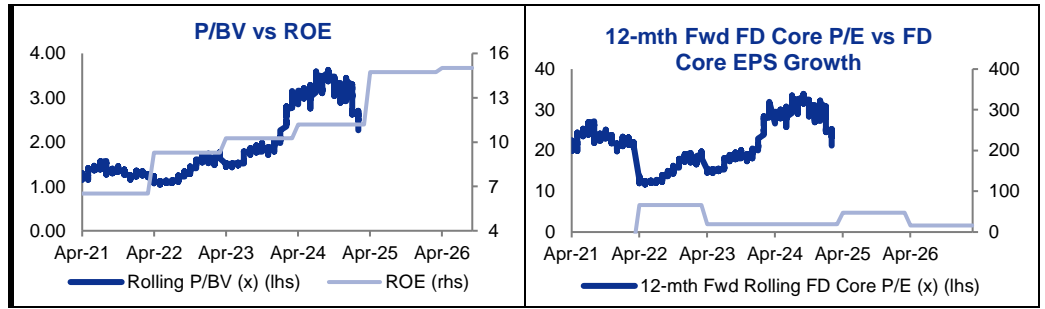
SOURCE: COMPANY REPORTS, INCRED RESEARCH

Figure 11: Healthy order book



SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
<b>Total Net Revenues</b>	<b>143,370</b>	<b>167,600</b>	<b>187,573</b>	<b>226,240</b>	<b>259,689</b>
<b>Gross Profit</b>	<b>78,610</b>	<b>95,410</b>	<b>109,773</b>	<b>128,504</b>	<b>146,724</b>
<b>Operating EBITDA</b>	<b>11,600</b>	<b>13,660</b>	<b>15,899</b>	<b>19,808</b>	<b>22,376</b>
Depreciation And Amortisation	(2,950)	(3,680)	(3,767)	(4,083)	(4,450)
<b>Operating EBIT</b>	<b>8,650</b>	<b>9,980</b>	<b>12,132</b>	<b>15,725</b>	<b>17,926</b>
Financial Income/(Expense)	(2,940)	(3,370)	(4,021)	(3,597)	(3,777)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	1,120	1,130	1,092	1,201	1,321
<b>Profit Before Tax (pre-EI)</b>	<b>6,830</b>	<b>7,740</b>	<b>9,203</b>	<b>13,329</b>	<b>15,469</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>6,830</b>	<b>7,740</b>	<b>9,203</b>	<b>13,329</b>	<b>15,469</b>
Taxation	(2,070)	(2,060)	(2,456)	(3,399)	(3,945)
Exceptional Income - post-tax	540	(350)			
<b>Profit After Tax</b>	<b>5,300</b>	<b>5,330</b>	<b>6,747</b>	<b>9,930</b>	<b>11,525</b>
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>5,300</b>	<b>5,330</b>	<b>6,747</b>	<b>9,930</b>	<b>11,525</b>
Recurring Net Profit	4,760	5,680	6,747	9,930	11,525
<b>Fully Diluted Recurring Net Profit</b>	<b>4,760</b>	<b>5,680</b>	<b>6,747</b>	<b>9,930</b>	<b>11,525</b>

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
<b>EBITDA</b>	<b>6,830</b>	<b>7,740</b>	<b>9,203</b>	<b>13,329</b>	<b>15,469</b>
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(4,512)	(5,800)	(2,806)	(11,727)	(14,236)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	2,950	3,680	3,767	4,083	4,450
Other Operating Cashflow	427	1,160			
Net Interest (Paid)/Received	2,433	2,390	4,021	3,597	3,777
Tax Paid	(2,534)	(2,030)	(2,456)	(3,399)	(3,945)
<b>Cashflow From Operations</b>	<b>5,594</b>	<b>7,140</b>	<b>11,728</b>	<b>5,882</b>	<b>5,516</b>
Capex	(7,078)	(2,890)	(4,968)	(3,971)	(3,474)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments	(269)	(190)	(1,031)	(1,154)	(1,293)
Other Investing Cashflow	2,880	(1,590)			
<b>Cash Flow From Investing</b>	<b>(4,467)</b>	<b>(4,670)</b>	<b>(5,999)</b>	<b>(5,126)</b>	<b>(4,767)</b>
Debt Raised/(repaid)	2,460	(800)	1,632	1,713	1,799
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,022)	(1,140)	(1,221)	(1,302)	(1,384)
Preferred Dividends					
Other Financing Cashflow	(3,669)	180	(4,021)	(3,597)	(3,777)
<b>Cash Flow From Financing</b>	<b>(2,231)</b>	<b>(1,760)</b>	<b>(3,610)</b>	<b>(3,187)</b>	<b>(3,362)</b>
Total Cash Generated	(1,104)	710	2,119	(2,430)	(2,613)
<b>Free Cashflow To Equity</b>	<b>3,587</b>	<b>1,670</b>	<b>7,361</b>	<b>2,470</b>	<b>2,548</b>
<b>Free Cashflow To Firm</b>	<b>(1,306)</b>	<b>80</b>	<b>1,709</b>	<b>(2,841)</b>	<b>(3,028)</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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

<b>Balance Sheet</b>					
<b>(Rs mn)</b>	<b>Mar-23A</b>	<b>Mar-24A</b>	<b>Mar-25F</b>	<b>Mar-26F</b>	<b>Mar-27F</b>
Total Cash And Equivalents	8,581	8,490	10,264	7,477	7,272
Total Debtors	49,439	53,930	64,237	77,479	92,492
Inventories	10,874	12,400	14,389	17,355	19,921
Total Other Current Assets	69,637	89,530	88,904	108,471	124,508
<b>Total Current Assets</b>	<b>138,530</b>	<b>164,350</b>	<b>177,795</b>	<b>210,783</b>	<b>244,193</b>
Fixed Assets	17,251	16,678	17,879	17,768	16,792
Total Investments	8,741	8,590	9,621	10,775	12,068
Intangible Assets	201	200	200	200	200
Total Other Non-Current Assets	12,656	10,080	10,584	11,113	8,891
<b>Total Non-current Assets</b>	<b>38,849</b>	<b>35,548</b>	<b>38,284</b>	<b>39,856</b>	<b>37,951</b>
Short-term Debt	20,101	21,190	22,250	23,362	24,530
<b>Current Portion of Long-Term Debt</b>					
Total Creditors	45,825	52,360	60,126	72,521	81,820
Other Current Liabilities	39,687	50,950	51,390	61,984	71,148
<b>Total Current Liabilities</b>	<b>105,613</b>	<b>124,500</b>	<b>133,766</b>	<b>157,866</b>	<b>177,498</b>
Total Long-term Debt	9,245	11,440	12,012	12,613	13,243
<b>Hybrid Debt - Debt Component</b>					
Total Other Non-Current Liabilities	5,484	1,978	2,132	2,298	2,478
<b>Total Non-current Liabilities</b>	<b>14,729</b>	<b>13,418</b>	<b>14,144</b>	<b>14,911</b>	<b>15,721</b>
Total Provisions	3,840	4,480	5,139	6,198	7,115
<b>Total Liabilities</b>	<b>124,182</b>	<b>142,398</b>	<b>153,049</b>	<b>178,976</b>	<b>200,333</b>
Shareholders Equity	53,197	57,500	63,031	71,664	81,811
Minority Interests					
<b>Total Equity</b>	<b>53,197</b>	<b>57,500</b>	<b>63,031</b>	<b>71,664</b>	<b>81,811</b>

<b>Key Ratios</b>					
	<b>Mar-23A</b>	<b>Mar-24A</b>	<b>Mar-25F</b>	<b>Mar-26F</b>	<b>Mar-27F</b>
Revenue Growth	15.6%	16.9%	11.9%	20.6%	14.8%
Operating EBITDA Growth	36.0%	17.8%	16.4%	24.6%	13.0%
Operating EBITDA Margin	8.1%	8.2%	8.5%	8.8%	8.6%
Net Cash Per Share (Rs)	127.84	148.61	147.73	175.43	187.77
BVPS (Rs)	327.48	353.97	388.02	441.17	503.63
Gross Interest Cover	2.94	2.96	3.02	4.37	4.75
Effective Tax Rate	30.3%	26.6%	26.7%	25.5%	25.5%
Net Dividend Payout Ratio	21.5%	20.1%	18.1%	13.1%	12.0%
Accounts Receivables Days	115.23	112.56	114.97	114.32	119.45
Inventory Days	56.55	58.84	62.84	59.28	60.22
Accounts Payables Days	235.00	248.22	263.86	247.69	249.34
ROIC (%)	8.7%	9.4%	10.7%	12.0%	12.2%
ROCE (%)	10.9%	11.6%	12.9%	15.3%	15.8%
Return On Average Assets	4.2%	4.3%	4.7%	5.4%	5.4%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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- 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.*

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Definition:

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- 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.

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