India

ADD *(no change)*

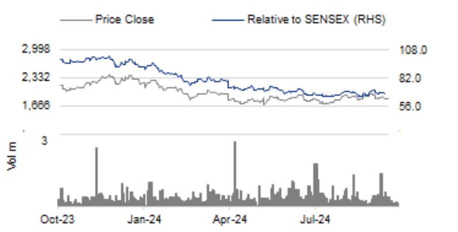
Consensus ratings*:	Buy 18	Hold 8	Sell 7

Current price:	Rs1,831
Target price: ▼	Rs2,060
Previous target:	Rs2,100
Up/downside:	12.5%
InCred Research / Consensus:	3.9%
Reuters:	DALB.NS
Bloomberg:	DALBHARA IN
Market cap:	US$4,084m Rs343,362m
Average daily turnover:	US$10.6m Rs894.4m
Current shares o/s:	187.1m
Free float:	42.4%

Source: Bloomberg

Key changes in this note

- Cut EBITDA by ~5-9% for FY25F-27F.
- Cut target price to Rs2,060 from Rs2,100.
- Roll forward target price to Mar 2026F from Sep 2025F.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(0.3)	3.4	(15.2)
Relative (%)	3.9	2.5	(31.6)

Major shareholders	% held
Promoter & Promoter Group	55.8
Nippon Life India	1.5
	0.0

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Dalmia Bharat Ltd

Miss & hit quarter; all hopes on 2H recovery

- 2QFY25 consolidated EBITDA stood at Rs4.3bn, ~8% below our estimate (down ~27% yoy and 35% qoq), due to a subdued pricing environment.
- Dalmia Bharat (DBL) expects 2HFY25F to be better, with government spending to revive demand & prices to recover gradually from current levels.
- We cut EBITDA estimates by ~5-9% for FY25F-27F to reflect weak 2Q performance on realization. Retain ADD rating due to the reasonable valuation.

Decent volume; 2H performance seen better with price stabilization

Dalmia Bharat or DBL's cement sales volume in 2QFY25 grew ~8.4% yoy to 6.7mt (despite termination of tolling arrangements relating to JPA assets), which was 2% above the Incred estimate. Demand remained below expectations in 1HFY25 as government capex remained below the normal level, restricting industry growth to low single digit. However, DBL expects 2HFY25F to be better, with industry growth to bounce back and grow by high single-digit yoy and by ~6% in FY25F. DBL maintained its 1.5x volume growth guidance for FY25F (ask rate of ~11% for 2HFY25F). While the realization fell by 6% qoq mainly due to a soft pricing environment and a decline in the trade mix by ~500bp yoy, cement prices in its core southern and eastern markets saw a decline of ~5-7% qoq and 10-12% yoy in 2Q while Oct till-date prices are similar to the 2Q average price (no decline). DBL expects cement prices to recover gradually, but competitive intensity to limit the upside potential.

EBITDA/t declines to Rs648 in 2Q; Rs900-1,000/t expected in FY25F

Total cost/t stood at Rs3,960, down 1% qoq and ~2% below our estimate, due to a reduction in raw material costs. Fuel consumption costs, on a Kcal basis, declined to Rs1.36 vs. Rs1.38 qoq and DBL expects a further decline in a falling fuel cost environment. Freight costs fell by ~2% qoq. DBL retained its cost savings guidance of Rs150-200/t over the next two-to-three years where logistic costs to result in savings of Rs50/t and P&F costs to contribute Rs100/t. DBL expects unit EBITDA of Rs900-1,000 in FY25F (Rs780/t in 1H) subject to competitive intensity in the industry.

Long-term capex plan in progress; lowers FY25F capex guidance

DBL aims a cement capacity of 49.5mtpa by FY25F, from 46.6mtpa currently. Management will share its detailed capex timeline in the next nine months for the long-term capacity target. DBL reduced its capex guidance to Rs30-33bn (Rs35-40bn earlier) for FY25F and had incurred ~Rs13.9bn in 1H, focused mainly on organic capacity expansion, efficiency initiatives, land purchase, and maintenance capex. Capex for FY26F is expected to be around Rs25bn, while the long-term net debt-to-EBITDA ratio to remain below 2:1.

Retain ADD rating with a lower TP of Rs2,060 on reasonable valuation

We roll forward our target price to Mar 2026F, from Sep 2025F, reducing it to Rs2,060 (Rs2,100 earlier), or 11x EV/EBITDA. We await further clarity on the targeted capacity expansion. Downside risks: Weak demand & pricing scenario, rise in input costs, and any delay in expansion.

Financial Summary	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	135,520	146,910	151,348	168,709	187,019
Operating EBITDA (Rsm)	23,280	26,390	26,514	32,694	37,885
Net Profit (Rsm)	13,270	8,270	8,662	11,537	13,861
Core EPS (Rs)	64.4	43.9	45.6	60.7	73.0
Core EPS Growth	48.7%	(31.9%)	3.9%	33.2%	20.1%
FD Core P/E (x)	25.82	41.74	40.16	30.15	25.10
DPS (Rs)	5.0	5.0	4.6	4.9	5.8
Dividend Yield	0.27%	0.27%	0.25%	0.27%	0.32%
EV/EBITDA (x)	14.99	13.19	14.03	11.45	9.92
P/FCFE (x)	57.77	44.43	179.62	14.20	17.90
Net Gearing	3.3%	1.1%	13.3%	13.8%	13.7%
P/BV (x)	2.19	2.12	2.03	1.91	1.78
ROE	7.6%	5.2%	5.2%	6.5%	7.3%
% Change In Core EPS Estimates			(0.60%)	(0.55%)	(0.53%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

InCred Equities

Miss & hit quarter; all hopes on 2H recovery

Figure 1: Consolidated quarterly performance

Particulars (Rs m)	2QFY25	2QFY25F	1QFY25	2QFY24	% Change 2QFY25F	% Change 1QFY25	% Change 2QFY24
Net Sales	**30,870**	**31,184**	**36,210**	**31,530**	**-1%**	**-15%**	**-2%**
Raw materials Consumed	4,450	5,479	6,050	5,330	-19%	-26%	-17%
Freight and Forwarding Expenses	7,360	7,149	8,300	6,310	3%	-11%	17%
Power and Fuel Costs	7,070	6,533	7,570	6,980	8%	-7%	1%
Employee Costs	2,190	2,237	2,280	2,260	-2%	-4%	-3%
Other Expenses	5,460	5,067	5,320	4,720	8%	3%	16%
Total Expenditure	**26,530**	**26,466**	**29,520**	**25,600**	**0%**	**-10%**	**4%**
EBITDA	**4,340**	**4,718**	**6,690**	**5,930**	**-8%**	**-35%**	**-27%**
Depreciation	3,360	3,569	3,170	4,010	-6%	6%	-16%
EBIT	**980**	**1,149**	**3,520**	**1,920**	**-15%**	**-72%**	**-49%**
Interest	980	999	950	1,010	-2%	3%	-3%
Other Income	730	493	500	810	48%	46%	-10%
PBT	**730**	**643**	**3,070**	**1,720**	**13%**	**-76%**	**-58%**
Tax	240	103	490	480	133%	-51%	-50%
PAT before MI & Associates	**490**	**540**	**2,580**	**1,240**	**-9%**	**-81%**	**-60%**
Minority Interest	30	0	40	50			
Profit from Associates	0	0	0	0			
Recurring PAT	**460**	**540**	**1,410**	**1,180**	**-15%**	**-67%**	**-61%**
Extraordinary Items	0	0	0	0			
Reported PAT	**460**	**540**	**1,410**	**1,180**	**-15%**	**-67%**	**-61%**
EPS (Rs)	2.5	2.9	7.5	6.3	-15%	-67%	-61%
Gross Margin	39%	39%	39%	41%	29 bp	-62 bp	-210 bp
EBITDA Margin	14.1%	15.1%	18.5%	18.8%	-107 bp	-442 bp	-475 bp
EBIT Margin	3%	4%	10%	6%	-51 bp	-655 bp	-291 bp
PBT Margin	2%	2%	8%	5%	30 bp	-611 bp	-309 bp
PAT Margin	1%	2%	4%	4%	-24 bp	-240 bp	-225 bp
Tax Rate	33%	16%	16%	28%	1,688 bp	1,692 bp	497 bp
Cost items as % of Sales							
Raw Material Costs	14%	18%	17%	17%	-316 bp	-229 bp	-249 bp
Freight Costs	24%	23%	23%	20%	92 bp	92 bp	383 bp
Power & Fuel Costs	23%	21%	21%	22%	195 bp	200 bp	76 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 2: 2QFY25 results on per tonne analysis

Per tonne analysis	2QFY25	2QFY25F	1QFY25	2QFY24	% Change 2QFY25F	% Change 1QFY25	% Change 2QFY24
Sales Volume (Cement + Clinker)	6.70	6.57	7.40	6.16	2.0%	-9.5%	8.8%
Realization	4,607	4,750	4,893	5,119	-3%	-5.8%	-10.0%
EBITDA/t	648	719	904	963	-10%	-28%	-33%
Raw Material Costs/t	664	835	818	865	-20%	-19%	-23%
Ppwer & Fuel Costs/t	1,055	995	1,023	1,133	6%	3%	-7%
Freight Costs/t	1,099	1,089	1,122	1,025	1%	-2%	7%
Employee costs/t	327	341	308	367	-4%	6%	-11%
Other Expenses/t	815	772	719	766	6%	13%	6%
Cost/t	3,960	4,031	3,989	4,157	-1.8%	-0.7%	-4.7%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

2QFY25 results review and earnings-call takeaways ›

Volume & prices:

- **Volume:** Cement sales volume stood at 6.7mt, up 8.8% yoy and down ~9% qoq (~2% above the Incred estimate). As per management, demand remained below expectations in 1HFY25, and it expects the industry to start bouncing back and grow by ~8% yoy in 2HFY25F and by ~6% in FY25F on the back of budgetary allocation and return to normalcy in 2HFY25F. Budgetary allocation stood at 27% in FY25, versus 39% in FY24, for the first five months of the year. The realty sector and private capex to support industry growth. Management believes that large players will outperform smaller players. DBL maintains its guidance of growing 1.5x (~9% growth) as compared to industry growth. It believes the industry will grow in low single digit during 2Q.
- As per management, JPA's tolling arrangement discontinuation didn't affect the company's volume growth. The expansion project in Bihar to go on stream in 2HFY25F.
- Expects top 4 players' market share to reach 60% by FY27F.
- **Realization/t:** Realization came in at Rs4,607/t, down 6% qoq and 10% yoy, ~3% below the Incred estimate. As per management, cement prices will start recovering in 2HFY25F. During the quarter, southern and eastern regions saw a major decline of 5-7% qoq and 10-12% yoy. Month-to-date Oct 2024 price is similar to the 2Q average price (no decline). Only competitive intensity to limit the upside in pricing in the near- to medium-term.
- During the quarter, the non-trade mix was higher, which dragged its realization. The company highlighted that its realization was in line with the market decline.
- **Central markets:** The company will continue to service the central market even with the discontinuation of JPA tolling arrangements. Marketing expenditure in central markets to remain in line with volume growth.
- Its capacity utilization was 58% in 2QFY25F vs. the industry's 67% and the company expects the utilization rate to inch up in coming quarters.
- Management expects the demand to grow by 7-8% versus supply of 5-6% over the next few years. It believes the current pricing environment doesn't justify any new investments for the industry.
- The company gave guidance of sufficient clinker to support its capacity expansion over the next few years.

Cost & margins:

- **Cost/t:** Total operating costs declined by ~5% yoy and ~1% qoq to Rs3,960/t (~2% below our estimate) mainly on account of lower raw material costs.
- Raw material costs were down by ~23% yoy and ~19% qoq as the overall cost doesn't include purchase cost of any raw materials, with the JPA tolling arrangement being discontinued.
- **P&F costs** were up by ~3% qoq and down by 7% yoy to Rs1,055/t mainly due to soft fuel prices, and because of the rising renewable energy or RE share, which touched 39% during the quarter, and improvement in other manufacturing KPIs. Fuel costs stood at Rs1.36/Kcal in 2QFY25, vs. Rs1.38/kcal in 1QFY25, due to lower fuel costs and increase in the RE mix. Management expects the costs to be lower over the next few quarters. Fuel consumption costs stood at US$101/t vs. spot US$93/t.
- Currently, DBL has a 202MW RE capacity, and by the end of FY25F 341MW capacity to become operational, where RE's share is expected to be 45% by FY25F and 50% by FY26F.
- **Cost savings:** Maintained its cost savings guidance of Rs150-200/t cost savings in the next three years due to increase in the RE share, captive power plant and a reduction in logistic costs. The break-up, cost-wise, is hard to project as variable costs spread can change, as per management. Logistics cost would save Rs50/t and coal/RE to contribute Rs100/t. Company to save Rs50/t in FY25F, Rs50/t in FY26F and Rs100/t in FY27F.

- **Freight expenses:** Freight expenses were down 2% qoq and up 7% yoy at Rs1,099/t; lead distance stood at 280km vs. 272km in 1QFY25. Rainy season charge waiver was effective for only one month during the quarter vs. two months during last year.
- Other expenses increased due to certain plant closure, plant maintenance costs and increase in volume-related costs.
- **EBITDA improvement:** Better pricing to support Rs900-1,000 EBITDA/t for FY25F vs. its earlier guidance of Rs1,100/t in a normal demand environment.
- **EBITDA/t:** Consolidated EBITDA declined by 27% yoy and 35% qoq to ~Rs4.3bn (vs. our expectation of ~Rs4.72bn); EBITDA/t stood at Rs648/t during the quarter (vs. Rs904 in 1QFY25 and Rs963 in 2QFY24).
- **Reported PAT** was down 81% qoq at ~Rs490m vs. our expectation of ~Rs540m. Depreciation was down by 16% yoy to ~Rs3.4bn. Other income was down by 10% yoy to Rs730m.
- DBL continues to be one of the lowest-cost producers of cement in the industry.
- **Depreciation:** Depreciation declined due to overall debottlenecking efforts. Management expects FY25F depreciation to be in the range of Rs13-13.4bn.

Capex & expansion:

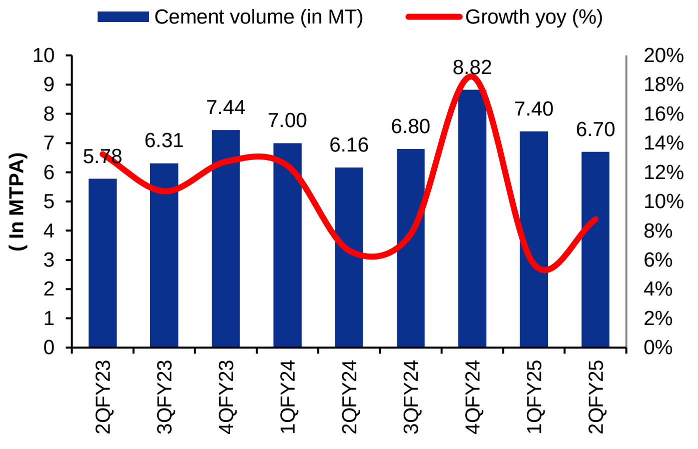
- **Capex:** Incurred Rs13.9bn during 1HFY25. Capex guidance for FY25F remains at Rs30-33bn (Rs35bn-Rs40bn earlier). This will largely include spending on the northeast expansion project, Rohta cement plant in Bihar and other maintenance capex. With no expansion plan, capex (maintenance capex) to be around Rs25bn in FY26F. Detailed capex timeline to be shared in the next nine months for achieving the long-term capacity target.
- Capacity to touch 49.5mtpa by FY25F. Northeast clinker unit to be online by Sep 2025F, with Rs10bn already spent on the expansion so far during the current year.
- No write-off expected from discontinuation of central India JPA investments.

Other updates:

- **Debt:** Net debt stood at Rs6.44bn in 2QFY25 vs. Rs4.45bn in 1QFY25 and net debt/EBITDA stood 0.25x in 2QFY25 vs 0.2x in Jun 2024. Net debt-to- EBITDA ratio to remain below 2:1, as per management.
- Accrued incentives of Rs610m in 2QFY25 and collected Rs210m during the quarter; gave guidance of incentives worth Rs3bn for FY25F.
- During 2Q, the CC ratio was at 1.64x, blended at 67.2%, the rail:road mix at 15%:85%, premium sales at 22.4%, and the RE mix at 39%.
- **Trade: non-trade** share mix stood at 63% in 2QFY25 vs. 64% qoq and 68% yoy.
- Commissioned 16MW captive solar power plant at Sattur in Tamil Nadu, increasing the total RE capacity to 202MW.
- The company has entered into multiple renewable power agreements under the Group Captive, which will secure 151MW of renewable power energy. This is in addition to 127MW of power agreements signed in 1QFY25. With this, the company has collectively signed agreements for 278MW of RE power. Commissioning of renewable power plants is expected in FY25F & FY26F.
- CFO stood at Rs2.1bn in 1HFY25 vs. Rs6.8bn in 1HFY24.
- The company will follow different pricing strategies in different markets, depending on its hold and grip, and competitive position in the market.

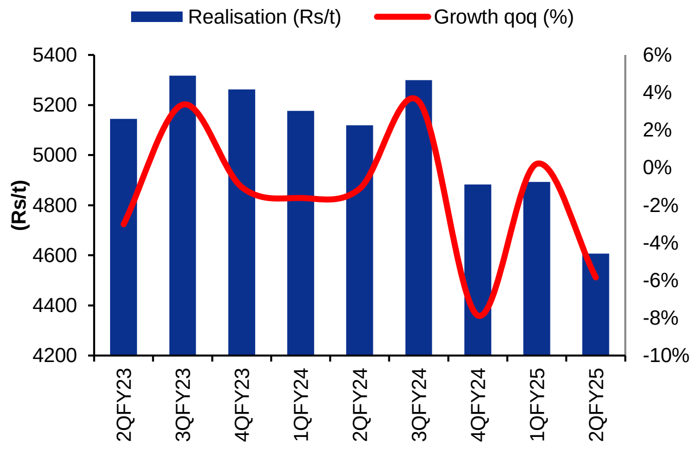
Key quarterly charts

Figure 3: Cement sales volume grew ~9% yoy in 2QFY25



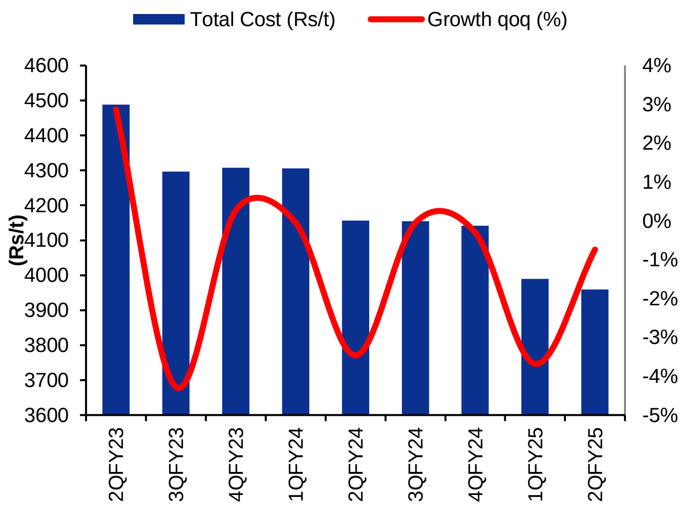
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Cement realization declined by 6% qoq in 2QFY25



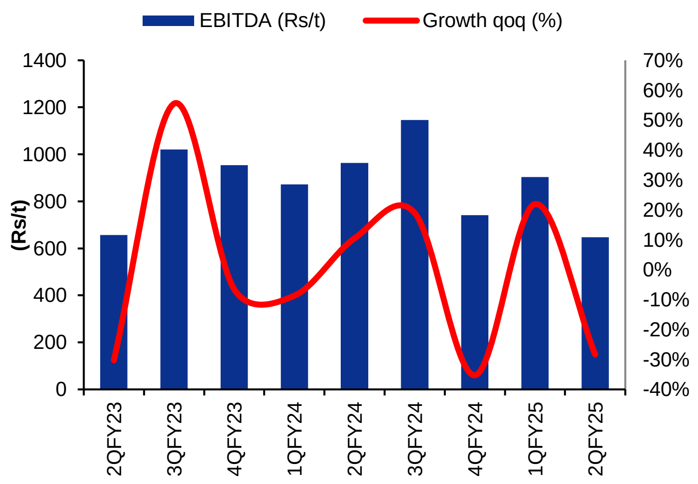
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Operating costs/t declined by ~1% qoq in 2QFY25



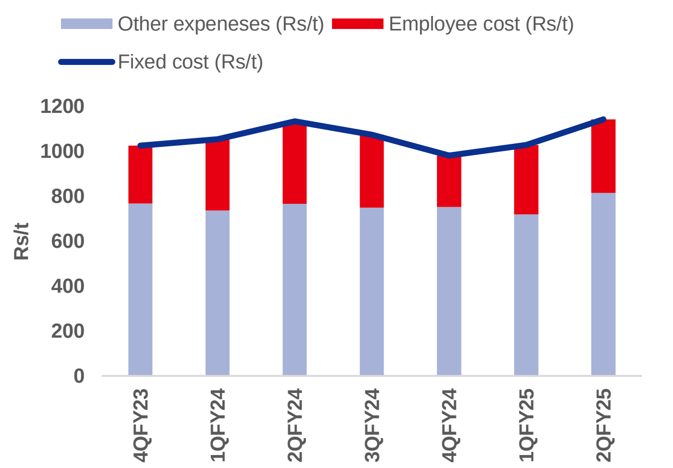
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Unit EBITDA declined by 33% yoy and 28% qoq to Rs648/t in 2QFY25



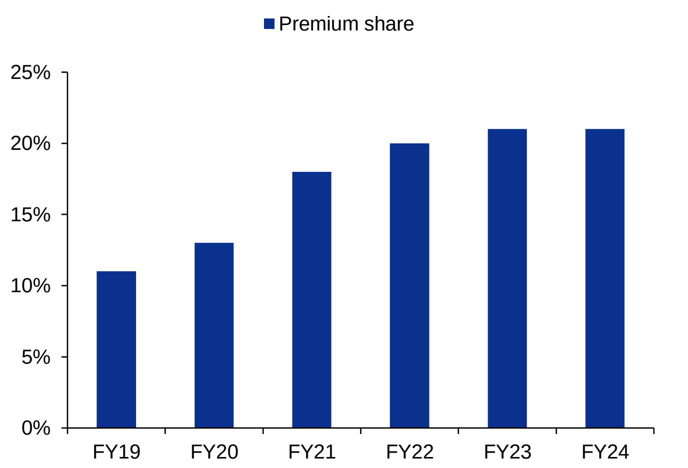
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Fixed costs/t grew 11% qoq and ~1% yoy



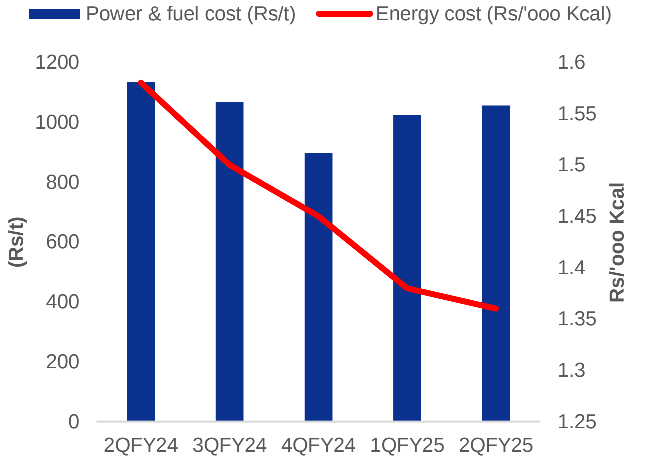
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 8: Premium product mix in total sales, in volume terms, annually



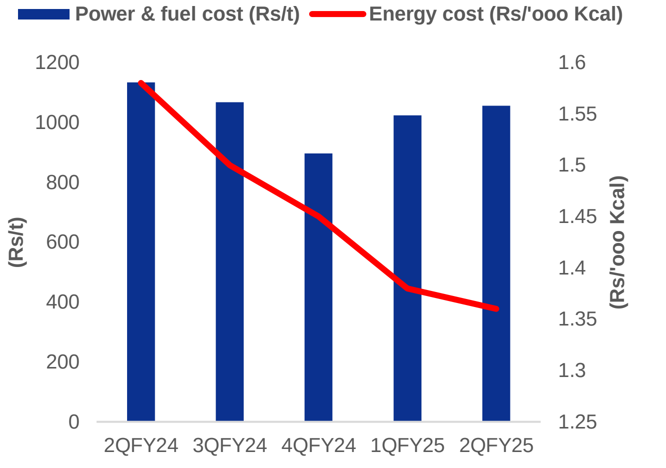
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Power & fuel costs continue to decline in a stable fuel costs environment and a rising RE mix



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Freight costs/t declined 2% qoq while the lead distance was up by 18km qoq



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Key changes

Figure 11: Our revised earnings estimates

Rs. m	NEW			Old			Change (%)		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Sales	1,51,348	1,68,709	1,87,019	1,59,662	1,75,883	1,95,425	-5%	-4%	-4%
EBITDA	26,514	32,694	37,885	29,029	34,888	39,815	-9%	-7%	-5%
Recurring PAT	8,662	11,537	13,861	10,108	12,444	14,876	-17%	-8%	-7%
EPS (Rs.)	47.0	62.1	74.4	55	68	79	-17%	-9%	-6%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 12: Changes in our earnings estimates vs. Bloomberg consensus estimates

Rs m	Incred			Consensus			Change (%)		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Sales	1,51,348	1,68,709	1,87,019	1,55,332	1,73,393	1,91,320	-3%	-3%	-2%
EBITDA	26,514	32,694	37,885	28,543	34,207	38,929	-7%	-4%	-3%
PAT	8,662	11,537	13,861	9,890	12,367	15,330	-12%	-7%	-10%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG

Figure 13: Key assumptions

	FY23A	FY24A	FY25F	FY26F	FY27F
Volume (in mtpa)	24	28	31	34	37
yoy	10%	13%	13%	10%	9%
Realisation (per tonne)	5225	5330	4847	4934	5018
yoy	3%	2%	-9%	2%	2%
Cost (per tonne)	4372	4335	3998	3978	4002
yoy	10%	-1%	-8%	0%	1%
EBITDA (per tonne)	940	1079	849	956	1017
yoy	-13%	15%	-21%	13%	6%
EBITDA (Rs m)	24	28	31	34	37
yoy	10%	13%	13%	10%	9%

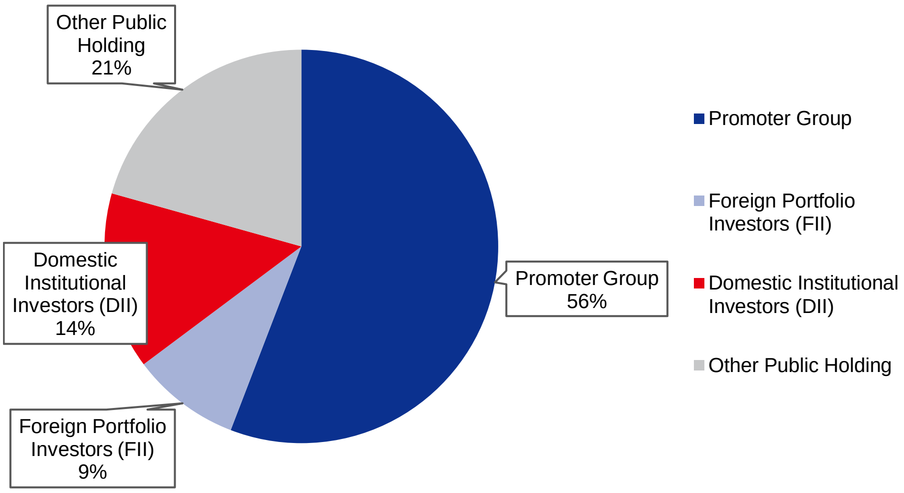
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 14: Maintain ADD rating on DBL with a Mar 2026F target price of Rs2,060, set at 11x (unchanged) EV/EBITDA

Valuation	**TP**
Target EV/EBITDA (x)	11.0
Target EV (Rs m)	4,16,735
Net debt / (cash) (Rs m)	25,323
No. of shares (m)	190
Fair value per share (Rs)	**2,060**

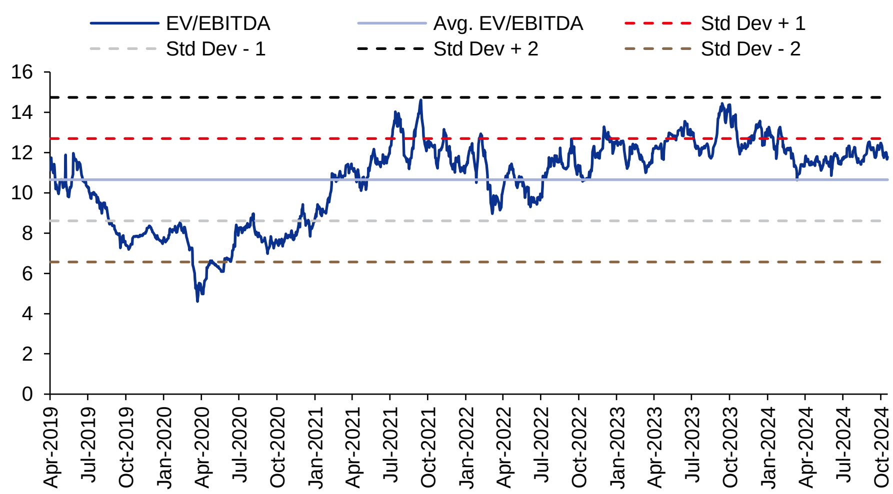
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 15: DBL's shareholding pattern (as of end-Sep 2024)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

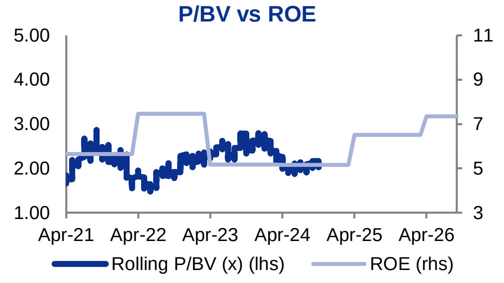
Figure 16: DBL's one-year forward EV/EBITDA trades close to +1SD

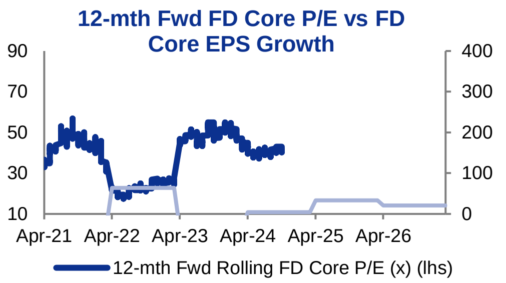


SOURCE: INCRED RESEARCH, BLOOMBERG

InCred Equities

BY THE NUMBERS





Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	**135,520**	**146,910**	**151,348**	**168,709**	**187,019**
Gross Profit	**135,520**	**146,910**	**151,348**	**168,709**	**187,019**
Operating EBITDA	**23,280**	**26,390**	**26,514**	**32,694**	**37,885**
Depreciation And Amortisation	(13,050)	(14,980)	(13,033)	(14,336)	(15,769)
Operating EBIT	**10,230**	**11,410**	**13,481**	**18,358**	**22,116**
Financial Income/(Expense)	(2,340)	(3,860)	(4,246)	(5,095)	(5,605)
Pretax Income/(Loss) from Assoc.	5,540				
Non-Operating Income/(Expense)	1,260	3,150	2,835	2,693	2,586
Profit Before Tax (pre-EI)	**14,690**	**10,700**	**12,070**	**15,956**	**19,096**
Exceptional Items	1,440				
Pre-tax Profit	**16,130**	**10,700**	**12,070**	**15,956**	**19,096**
Taxation	(2,420)	(2,160)	(3,138)	(4,149)	(4,965)
Exceptional Income - post-tax					
Profit After Tax	**13,710**	**8,540**	**8,932**	**11,807**	**14,131**
Minority Interests	(440)	(270)	(270)	(270)	(270)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	**13,270**	**8,270**	**8,662**	**11,537**	**13,861**
Recurring Net Profit	12,046	8,270	8,662	11,537	13,861
Fully Diluted Recurring Net Profit	**12,046**	**8,270**	**8,662**	**11,537**	**13,861**

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	23,280	26,390	26,514	32,694	37,885
Cash Flow from Invt. & Assoc.					
Change In Working Capital	7,180	(10,750)	(2,558)	266	(549)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	1,260	3,150	2,835	2,693	2,586
Other Operating Cashflow	(4,440)	13,580	13,580	13,580	13,580
Net Interest (Paid)/Received	(2,340)	(3,860)	(4,246)	(5,095)	(5,605)
Tax Paid	(2,420)	(2,160)	(3,138)	(4,149)	(4,965)
Cashflow From Operations	**22,520**	**26,350**	**32,987**	**39,989**	**42,932**
Capex	(27,010)	(27,230)	(32,500)	(30,500)	(30,500)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	3,750	(270)	(8,050)	2,000	
Cash Flow From Investing	**(23,260)**	**(27,500)**	**(40,550)**	**(28,500)**	**(30,500)**
Debt Raised/(repaid)	6,670	8,920	9,500	13,000	7,000
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(936)	(950)	(866)	(923)	(1,109)
Preferred Dividends					
Other Financing Cashflow	(4,054)	(5,750)	(12,850)	(12,850)	(12,850)
Cash Flow From Financing	**1,680**	**2,220**	**(4,216)**	**(773)**	**(6,959)**
Total Cash Generated	940	1,070	(11,780)	10,716	5,473
Free Cashflow To Equity	**5,930**	**7,770**	**1,937**	**24,489**	**19,432**
Free Cashflow To Firm	**1,600**	**2,710**	**(3,317)**	**16,585**	**18,037**

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS…cont'd

Balance Sheet

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Cash And Equivalents	32,200	44,540	32,760	43,477	48,950
Total Debtors	7,000	8,360	8,293	9,244	10,760
Inventories	13,160	12,180	13,683	15,253	16,909
Total Other Current Assets	21,140	13,480	13,773	16,027	17,954
Total Current Assets	**73,500**	**78,560**	**68,510**	**84,002**	**94,572**
Fixed Assets	140,540	152,050	171,017	186,682	200,912
Total Investments	5,890	5,900	5,900	5,900	5,900
Intangible Assets	26,010	29,220	37,270	35,270	35,270
Total Other Non-Current Assets	9,490	11,760	12,260	12,760	13,260
Total Non-current Assets	**181,930**	**198,930**	**226,447**	**240,612**	**255,342**
Short-term Debt	5,320	1,990	4,490	7,490	9,490
Current Portion of Long-Term Debt					
Total Creditors	11,350	13,160	12,408	13,559	14,856
Other Current Liabilities	27,930	29,590	29,513	33,404	36,656
Total Current Liabilities	**44,600**	**44,740**	**46,411**	**54,453**	**61,002**
Total Long-term Debt	32,100	44,310	51,310	61,310	66,310
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	21,290	23,370	24,370	25,370	26,370
Total Non-current Liabilities	**53,390**	**67,680**	**75,680**	**86,680**	**92,680**
Total Provisions					
Total Liabilities	**97,990**	**112,420**	**122,091**	**141,133**	**153,682**
Shareholders Equity	156,280	163,970	171,766	182,380	195,133
Minority Interests	1,160	1,100	1,100	1,100	1,100
Total Equity	**157,440**	**165,070**	**172,866**	**183,480**	**196,233**

Key Ratios

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	20.1%	8.4%	3.0%	11.5%	10.9%
Operating EBITDA Growth	(4.0%)	13.4%	0.5%	23.3%	15.9%
Operating EBITDA Margin	17.2%	18.0%	17.5%	19.4%	20.3%
Net Cash Per Share (Rs)	(27.90)	(9.26)	(121.26)	(133.28)	(141.32)
BVPS (Rs)	835.20	863.00	904.03	959.90	1,027.01
Gross Interest Cover	4.37	2.96	3.18	3.60	3.95
Effective Tax Rate	15.0%	20.2%	26.0%	26.0%	26.0%
Net Dividend Payout Ratio	7.9%	11.5%	10.0%	8.0%	8.0%
Accounts Receivables Days	18.49	19.08	20.08	18.97	19.52
Inventory Days	30.45	31.48	31.19	31.30	31.38
Accounts Payables Days	32.28	37.11	37.38	34.84	34.77
ROIC (%)	5.7%	6.2%	6.3%	8.0%	9.1%
ROCE (%)	5.3%	5.6%	6.1%	7.6%	8.4%
Return On Average Assets	5.8%	4.7%	4.6%	5.5%	5.9%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
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Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.