India

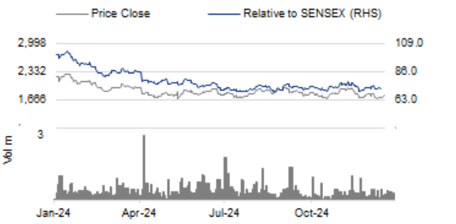
ADD *(no change)*

Consensus ratings*:	Buy 18 Hold 8 Sell 9
Current price:	Rs1,771
Target price: ▼	Rs2,000
Previous target:	Rs2,060
Up/downside:	12.9%
InCred Research / Consensus:	1.3%
Reuters:	DALB.NS
Bloomberg:	DALBHARA IN
Market cap:	US$3,837m Rs332,215m
Average daily turnover:	US$7.8m Rs676.7m
Current shares o/s:	187.1m
Free float:	39.3%

**Source: Bloomberg*

Key changes in this note

- Cut EBITDA by ~4-7% for FY25F-27F.
- Cut target price to Rs2,000 from Rs2,060.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(1.7)	(1.8)	(19.8)
Relative (%)	1.2	3.8	(24.4)

Major shareholders	% held
Promoter & Promoter Group	55.8
Nippon Life India	1.8
	0.0

Dalmia Bharat Ltd

Earnings take a hit due to steep volume dip

- 3QFY25 EBITDA stood at Rs5.1bn, ~11% below our estimate (down ~34% yoy), due to lower volume (-2% yoy while ex-JPA assets volume up ~4% yoy).
- Dalmia Bharat (DBL) expects some cut in govt capex; however, the long-term outlook is still strong and govt capex to lead to demand rebound in 4QFY25F.
- We cut EBITDA estimates by ~4-7% for FY25F-27F to reflect weak 3Q results due to lower volume. Retain ADD rating due to reasonable valuation.

Volume disappoints; long-term demand outlook remains strong

Dalmia Bharat or DBL's volume in 3QFY25 saw a decline by ~1.5% yoy to 6.7mt (~8% below est.) due to subdued demand and discontinuation of JPA assets arrangement, which reduced its serviceable markets in central India. Adjusting for JPA tolling volume (0.37mt in 3QFY24), volume from DBL plants grew by ~4% yoy. Management expects the overall industry demand growth to be in low single digit in 3QFY25F due to lower government spending and unseasonal rains. However, DBL believes that demand will remain strong in the medium term and the rise in government spending to drive industry demand by 6-7% in 4QFY25F and 3-4% in FY25F. The company's realization improved by ~3% qoq driven by the improvement in prices, premium products (~24%) and trade mix (~66%). Currently, cement prices are holding firm and DBL expects them to improve as demand recovers.

EBITDA/t recovers from historical lows; retain cost-savings target

Total costs/t stood at Rs3,985, up 0.6% qoq, and ~3% above our estimate, due to the rise in freight costs & lower-than-expected savings in fixed costs. EBITDA/t was ~4% below our estimate. Fuel consumption costs, on a Kcal basis, fell to Rs1.31 vs. Rs1.36 qoq & DBL expects them to remain stable. However, the Odisha accident may impact savings as DBL will have to source power from state grids. The renewable energy's share, which fell during the quarter, is likely to stabilize in 4QFY25F following its revival. Freight costs rose due to the servicing of central markets from its eastern region facilities. DBL retained its cost-savings guidance of Rs150-200/t by FY27F through internal cost-saving initiatives.

Long-term expansion plan to be announced in the next six months

DBL aims to close FY25F with a cement capacity of 49.5mtpa, from 46.6mtpa currently. Management will share its detailed capex timeline in Jul 2025F regarding the long-term capacity target. DBL's capex guidance is Rs30bn for FY25F and it has incurred ~Rs20.4bn in 9MFY25, focused mainly on organic capacity expansion, land, and cost-saving projects. Capex in FY26F is expected to be around Rs25-30bn, while the long-term net debt-to-EBITDA ratio to remain <2x unless the company goes for any strategic acquisition.

Retain ADD rating with a lower TP of Rs2,000 on reasonable valuation

We retain our ADD rating on DBL with a Mar 2026F target price of Rs2,000 (Rs2,060 earlier), set at an unchanged one-year forward EV/EBITDA of 11x. 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	146,139	162,477	180,642
Operating EBITDA (Rsm)	23,280	26,390	24,735	30,787	36,267
Net Profit (Rsm)	13,270	8,270	6,718	9,872	12,661
Core EPS (Rs)	64.4	43.9	35.4	52.0	66.6
Core EPS Growth	48.7%	(31.9%)	(19.4%)	46.9%	28.3%
FD Core P/E (x)	24.98	40.38	50.09	34.09	26.58
DPS (Rs)	5.0	5.0	3.5	4.2	5.3
Dividend Yield	0.28%	0.28%	0.20%	0.23%	0.30%
EV/EBITDA (x)	14.51	12.76	14.48	11.69	9.94
P/FCFE (x)	55.89	42.98	79.11	13.46	16.68
Net Gearing	3.3%	1.1%	12.0%	12.3%	11.9%
P/BV (x)	2.12	2.05	1.98	1.88	1.76
ROE	7.6%	5.2%	4.0%	5.7%	6.8%
% Change In Core EPS Estimates			(0.67%)	(0.60%)	(0.55%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Research Analyst(s)

Nishant BAGRECHA
T (91) 22 4161 1564
E nishant.bagrecha@incredresearch.com
Rohan KALLE
T (91) 22 4161 1561
E rohan.kalle@incredresearch.com
Saurabh SINGH
T (91) 2241611558
E saurabh.singh@incredresearch.com

Earnings take a hit due to steep volume dip

Figure 1: Consolidated quarterly performance

Particulars (Rs m)	3QFY25	3QFY25F	2QFY25	3QFY24	% Change 3QFY25F	% Change 2QFY25	% Change 3QFY24
Net sales	**31,810**	**33,806**	**30,870**	**36,040**	**-6%**	**3%**	**-12%**
Raw Materials Consumed	5,120	5,101	4,450	6,260	0%	15%	-18%
Freight and Forwarding Expenses	7,480	7,727	7,360	7,430	-3%	2%	1%
Power and Fuel Costs	6,660	7,572	7,070	7,260	-12%	-6%	-8%
Employee Costs	2,230	2,263	2,190	2,210	-1%	2%	1%
Other Expenses	5,210	5,375	5,460	5,090	-3%	-5%	2%
Total Expenditure	**26,700**	**28,038**	**26,530**	**28,250**	**-5%**	**1%**	**-5%**
EBITDA	**5,110**	**5,767**	**4,340**	**7,790**	**-11%**	**18%**	**-34%**
Depreciation	3,640	3,386	3,360	3,700	8%	8%	-2%
EBIT	**1,470**	**2,382**	**980**	**4,090**	**-38%**	**50%**	**-64%**
Interest	1,010	994	980	1,080	2%	3%	-6%
Other Income	370	606	730	600	-39%	-49%	-38%
PBT	**830**	**1,994**	**730**	**3,610**	**-58%**	**14%**	**-77%**
Tax	170	509	240	950	-67%	-29%	-82%
PAT before MI & Associates	**660**	**1,486**	**490**	**2,660**	**-56%**	**35%**	**-75%**
Minority Interest	50	0	30	30			
Profit from Assoc. cos.	0	0	0	0			
Recurring PAT	**610**	**1,486**	**460**	**2,630**	**-59%**	**33%**	**-77%**
Extraordinary Items	0	0	0	0			
Reported PAT	**610**	**1,486**	**460**	**2,630**	**-59%**	**33%**	**-77%**
EPS (Rs)	3.3	8.0	2.5	14.1	-59%	33%	-77%
Gross Margin	39.5%	39.7%	38.8%	41.9%	-20bp	61bp	-242bp
EBITDA Margin	16.1%	17.1%	14.1%	21.6%	-100bp	201bp	-555bp
EBIT Margin	4.6%	7.0%	3.2%	11.3%	-242bp	145bp	-673bp
PBT Margin	2.6%	5.9%	2.4%	10.0%	-329bp	24bp	-741bp
PAT Margin	1.9%	4.4%	1.5%	7.3%	-248bp	43bp	-538bp
Tax Rate	20.5%	25.5%	32.9%	26.3%	-502bp	-1,239bp	-583bp
Cost Items as a % of Sales							
Raw Material Costs	16.1%	15.1%	14.4%	17.4%	101bp	168bp	-127bp
Freight Costs	23.5%	22.9%	23.8%	20.6%	66bp	-33bp	290bp
P&F Costs	20.9%	22.4%	22.9%	20.1%	-146bp	-197bp	79bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 2: 3QFY25 results on per tonne analysis

Per tonne analysis	3QFY25	3QFY25F	2QFY25	3QFY24	% Change 3QFY25F	% Change 2QFY25	% Change 3QFY24
Sales Volume (Cement + Clinker)	6.70	7.24	6.70	6.80	-7.5%	0.0%	-1.5%
Realization	4,748	4,667	4,607	5,300	2%	3.0%	-10.4%
EBITDA/t	763	796	648	1,146	-4%	18%	-33%
RM Costs/t	764	704	664	921	9%	15%	-17%
P&F Costs/t	994	1,045	1,055	1,068	-5%	-6%	-7%
Freight Costs/t	1,116	1,067	1,099	1,093	5%	2%	2%
Employee Costs/t	333	312	327	325	7%	2%	2%
Other Expenses/t	778	742	815	749	5%	-5%	4%
Costs/t	3,985	3,870	3,960	4,154	3.0%	0.6%	-4.1%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

3QFY25 results review and earnings-call takeaways

Volume & prices:

- **Volume:** Cement sales volume stood at 6.7mt, down 1.5% yoy and flat qoq (~8% below the Incred estimate). As per management, the year has been slow, resulting in a slowdown in GDP growth, and it expects the real GDP growth rate to bounce back. Management expects some slippage in budget allocation for capex, while doubling down investment and private capex amid the focus on fiscal consolidation.
- Due to lower government spending, assembly elections and unexpected rainfall, industry demand grew in low single digit in 3QFY25. Government capex should improve by ~20% yoy in 4QFY25F, driving cement demand by 6-7% in 4QFY25F and by 3-4% in FY25F for the industry.
- Demand was better in Dec 2024 than in Oct and Nov 2024, following the improvement in government demand.
- As per management, industry is going through a consolidation phase where players prefer volume growth over prices.
- During 3QFY25, sales from DBL's plants grew by 3.7% on a yoy basis, excluding JPA assets' tolling volume. The yoy reduction in volume growth was due to discontinuation of JPA assets arrangement and now services select markets in central India and not all markets as they are not viable in the long term.
- The macroeconomic slowdown has impacted the overall industry. DBL's 9MFY25 growth is better than industry growth and the company expects to maintain this growth.
- Demand from the northeast region has been strong with hydro projects and government's infrastructure push.
- The eastern region has grown better than the southern region during the quarter. State-wise demand continues to vary.
- **Realization/t:** It stood at Rs4,748/t, up 3% qoq and down 10% yoy, ~2% above our estimate. Realization without incentives has also grown and seems sustainable.
- **Pricing:** It has been improving, which leads to improved realization. There is growing price optimization since the past few months, and prices have stood firm so far in Jan 2025 as the demand momentum continues to improve.
- The trade mix stood at 66.2% vs. 63% yoy.

Costs & margin:

- **Cost/t:** Total operating costs declined by ~4% yoy and rose by ~0.6% qoq to Rs3,985/t (~3% above our estimate).
- P&F costs were down by ~6% qoq and 7% yoy to Rs994/t, mainly due to soft fuel prices and rising renewable energy or RE share, which touched 33% during the quarter (vs. 39%/30% in 2QFY25/3QFY24, respectively). Fuel costs stood at US$96/t vs US$122/t yoy and US$101/t qoq.
- Freight expenses were up 2% qoq and yoy at Rs1,116/t.
- Employee costs/t increased by 2% qoq to Rs333.
- Reduction in fly ash and limestone costs led to the decline in raw material costs.
- Energy costs stood at Rs1.31/kcal in 3QFY25 vs. Rs1.36 qoq and Rs1.50 yoy, but the reduction in fuel costs was offset by shutdown of the RE plant during the quarter, which is expected to improve in the coming quarters. RE utilization to be between 40-45% in 4QFY25F.
- Logistic costs increased due to supplies to the central region from the eastern region due to discontinuation of JPA assets' tolling volume. Lead distance was down to 269km in 3QFY25 vs. 287km yoy.

- The company maintains Rs150-200/t cost savings by FY27F, mainly through internal measures - both freight costs and power costs. Freight savings to come from expansion, bridging the gap between market and plants.
- The number of shutdowns was reduced qoq, and marketing costs were kept stable which helped to keep fixed costs in a range during the quarter.
- EBITDA and unit EBITDA: Consolidated EBITDA declined by ~34% yoy and rose by ~18% qoq to ~Rs5.1bn (vs. our expectation of ~Rs5.7bn); EBITDA/t stood at Rs763 during the quarter (up by Rs115/t qoq and down Rs383/t yoy) vs. our expectation of Rs796.
- Reported PAT was up 33% qoq at ~Rs610m vs. our expectation of ~Rs1.5bn. Depreciation was down by ~2% yoy at ~Rs3.7bn.

Capex & expansion:

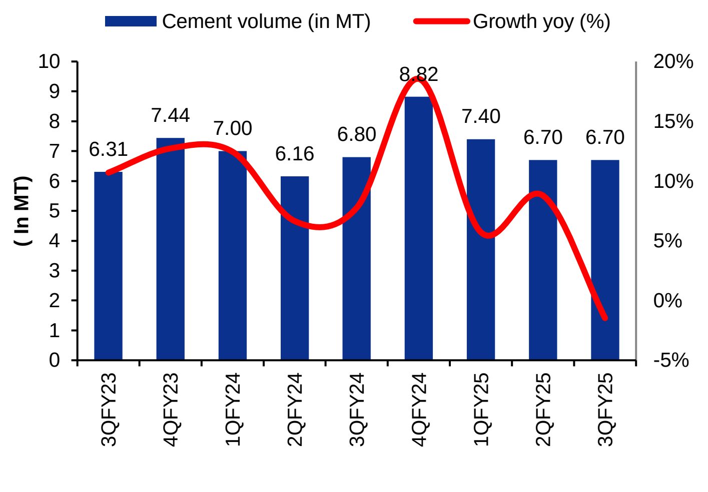
- **Capex:** Incurred Rs20.4bn of capex in 9MFY25 while capex for FY25F to be Rs30bn, which will be largely towards the northeast and Bihar capacity expansions, acquiring land for future projects and some cost reduction projects apart from maintenance capex.
- Capex in FY26F to be Rs25-30bn, which will include investments in land (~Rs5bn).

Other updates:

- Accrued Rs1.02bn in incentives with a total collection of Rs1.22bn. Received the additional incentive of Rs140m for the last two quarters (included in Rs1.02bn). Expects Rs3.25bn accruals and incentive collection in FY25F. Got the benefit of extension by two years with respect to incentives for a plant. Normalized levels should translate to ~Rs90/t in FY26F.
- Depreciation was higher due to higher depreciation rates charged on some debottlenecking facilities. In FY25F, depreciation to be in the range of Rs13.3-13.4bn.
- **On coal hopper collapse:** An accident happened at its captive power plant. It won't hamper production but will impact power costs as the company will have to purchase power from the state grid. The focus remains on prioritizing safety at the work place.
- NACRL interference should speed up Jaypee assets bidding and the company remains hopeful of winning the assets.
- Debt to remain at the guided FY25F level and increase in FY26F, mainly due to funding of expansion projects. Net debt-to-EBITDA level to remain below 2x unless some strategic acquisition happens.
- CC ratio was 1.72x vs. 1.6x qoq.
- Premium product sales reached 24.2% vs. 22.4% qoq.
- Blended ratio was 85.1% vs. 82.7% qoq.
- Detailed roadmap for long-term expansion to be shared by Jul 2025F.
- **Debt:** Net debt-to-EBITDA ratio stood at 0.55x vs. 0.25x qoq. Net debt was Rs12.4bn in 3QFY25 vs. Rs6.44bn in 2QFY25.

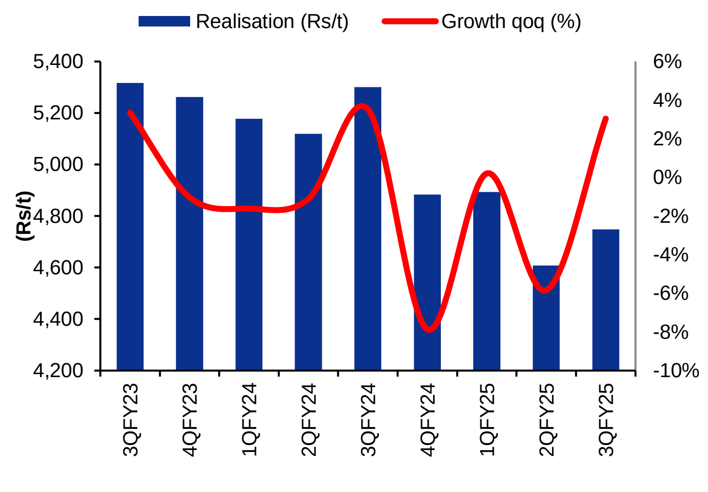
Key quarterly charts

Figure 3: Cement sales volume declined by ~2% yoy in 3QFY25



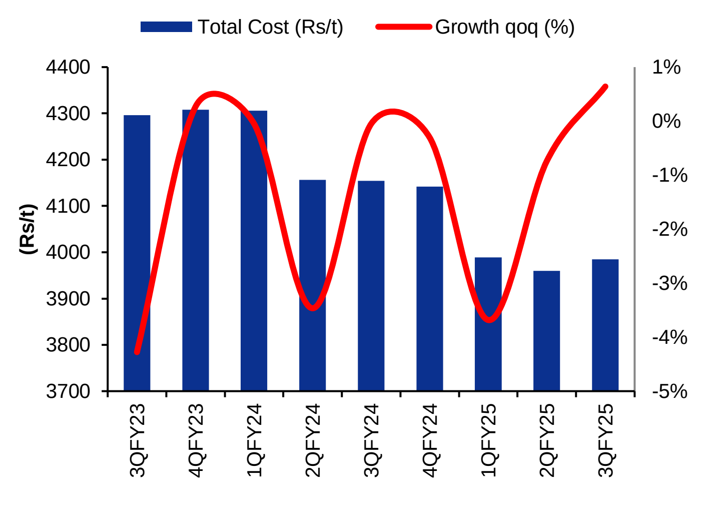
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Cement realization was up by 2% qoq in 3QFY25



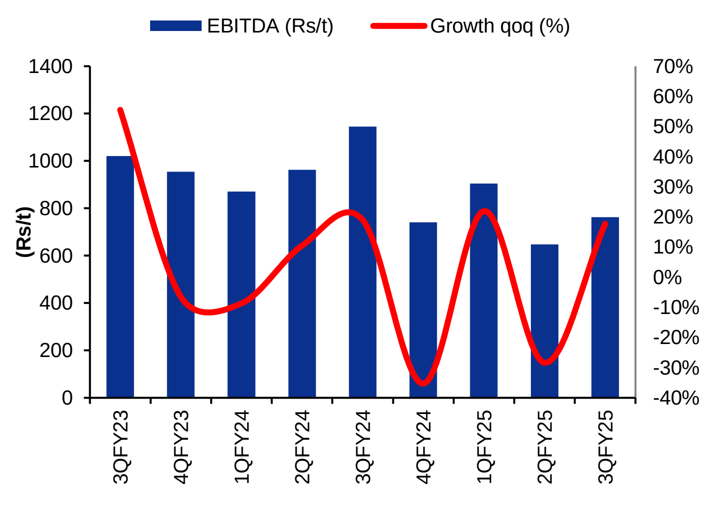
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Operating costs/t increased by ~0.6% qoq in 3QFY25



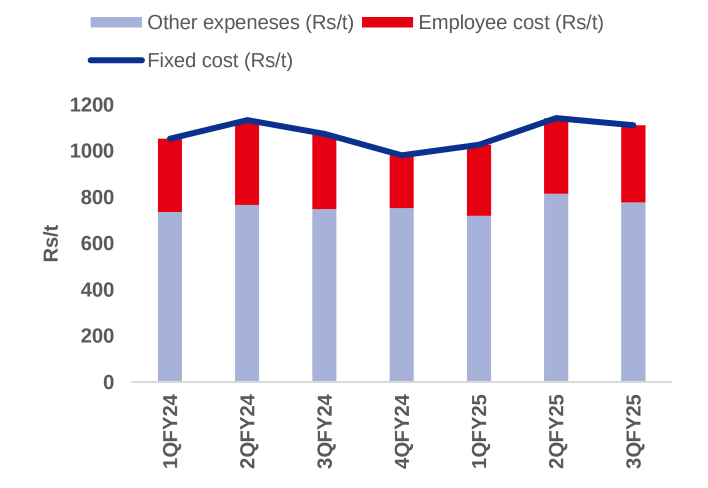
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Unit EBITDA declined by 33% yoy and improved by 18% qoq to Rs763/t in 3QFY25



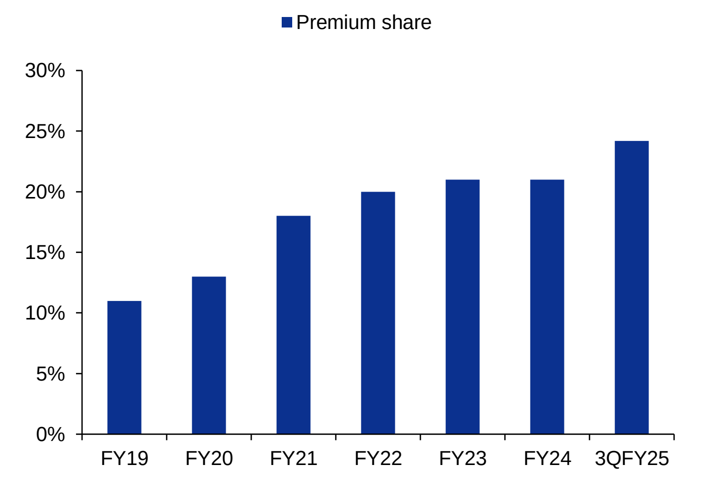
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Fixed costs/t declined by 3% qoq and were up by ~3% yoy



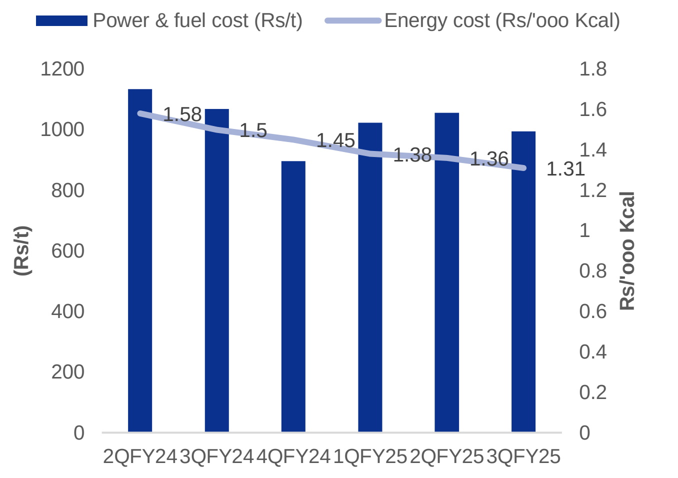
SOURCE: INCRED RESEARCH, COMPANY REPORTS

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



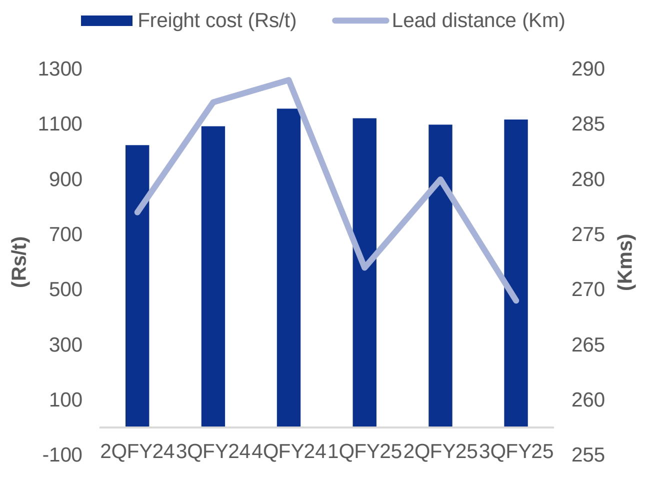
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Power & fuel costs continue to decline and are expected to decline further following a rising mix of RE and a stable cost environment



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Freight costs/t were up 2% qoq while the lead distance was down by 11km 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	1,46,139	1,62,477	1,80,642	1,51,348	1,68,709	1,87,019	-4%	-4%	-4%
EBITDA	24,735	30,787	36,267	26,514	32,694	37,885	-7%	-6%	-4%
Recurring PAT	6,718	9,872	12,661	8,662	11,537	13,861	-29%	-17%	-9%
EPS (Rs.)	36.8	53.4	68.1	47	62	74	-28%	-16%	-9%

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	1,46,139	1,62,477	1,80,642	1,48,646	1,64,891	1,81,520	-2%	-1%	0%
EBITDA	24,735	30,787	36,267	25,960	31,835	36,716	-5%	-3%	-1%
PAT	6,718	9,872	12,661	7,724	10,680	13,633	-13%	-8%	-7%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG

Figure 13: Key assumptions

	FY23A	FY24A	FY25F	FY26F	FY27F
Volume (in mtpa)	26	29	30	33	36
yoy	16%	12%	6%	9%	9%
Realization (per tonne)	5,141	5,105	4,809	4,905	5,003
Yoy	1%	-1%	-6%	2%	2%
Cost (per tonne)	4,367	4,188	3,995	3,975	3,999
Yoy	9%	-4%	-5%	0%	1%
EBITDA (per tonne)	906	917	814	929	1,004
yoy	-16%	1%	-11%	14%	8%
EBITDA (Rs m)	23,280	26,390	24,735	30,787	36,267
yoy	-4%	13%	-6%	24%	18%

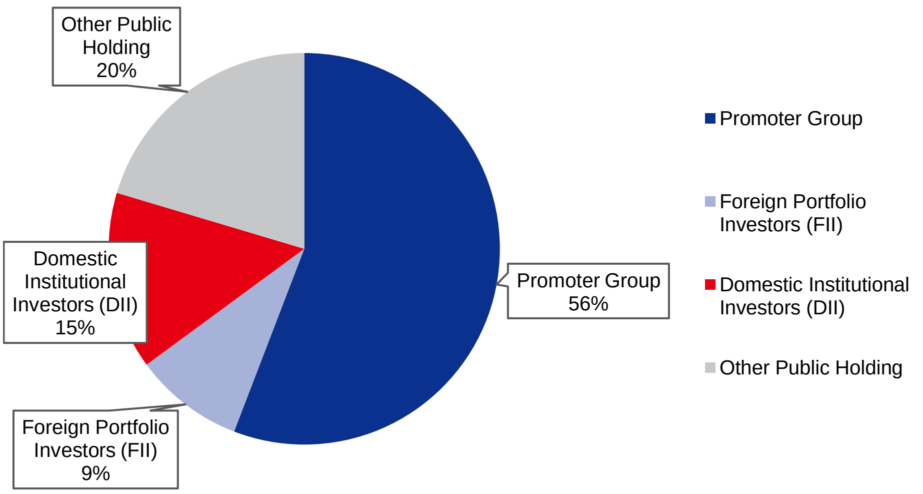
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 14: Maintain ADD rating on DBL with a Mar 2026F target price of Rs2,000, set at 11x (unchanged) EV/EBITDA

Valuation	**TP**
Target EV/EBITDA (x)	11
Target EV (Rs m)	4,02,205
Net debt / (cash) (Rs m)	22,166
No. of shares (m)	190
Fair value per share (Rs)	**2,000**

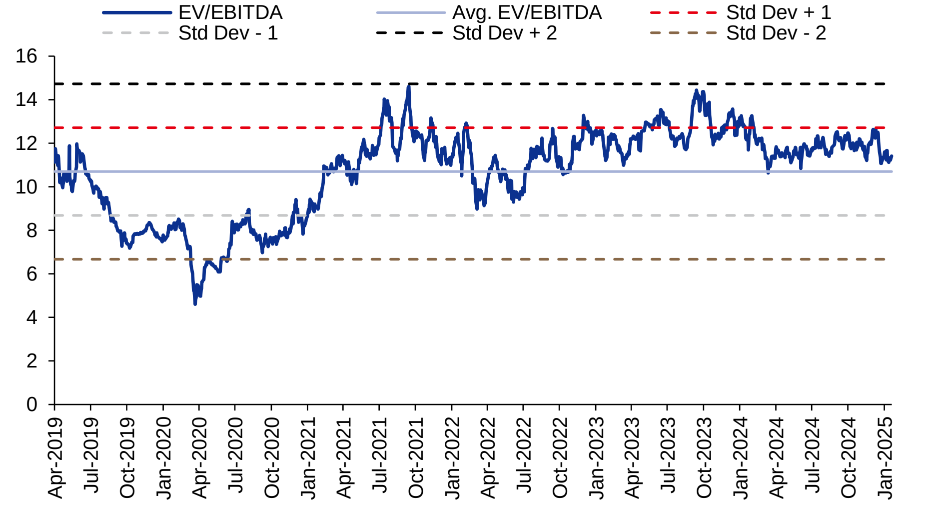
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

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



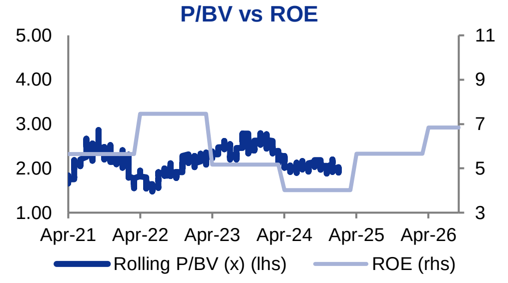
SOURCE: INCRED RESEARCH, COMPANY REPORTS

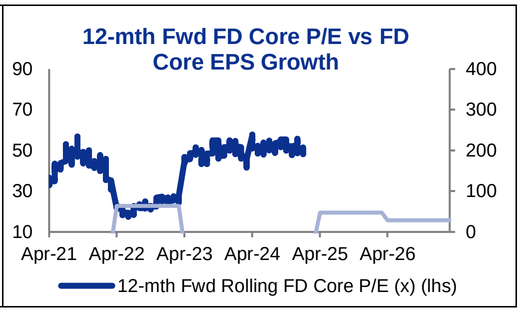
Figure 16: DBL's one-year forward EV/EBITDA trades close to its average level



SOURCE: INCRED RESEARCH, BLOOMBERG

BY THE NUMBERS





Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	**135,520**	**146,910**	**146,139**	**162,477**	**180,642**
Gross Profit	**135,520**	**146,910**	**146,139**	**162,477**	**180,642**
Operating EBITDA	**23,280**	**26,390**	**24,735**	**30,787**	**36,267**
Depreciation And Amortisation	(13,050)	(14,980)	(13,482)	(14,561)	(15,725)
Operating EBIT	**10,230**	**11,410**	**11,253**	**16,227**	**20,542**
Financial Income/(Expense)	(2,340)	(3,860)	(4,014)	(4,617)	(5,078)
Pretax Income/(Loss) from Assoc.	5,540				
Non-Operating Income/(Expense)	1,260	3,150	2,205	2,095	2,011
Profit Before Tax (pre-EI)	**14,690**	**10,700**	**9,443**	**13,705**	**17,475**
Exceptional Items	1,440				
Pre-tax Profit	**16,130**	**10,700**	**9,443**	**13,705**	**17,475**
Taxation	(2,420)	(2,160)	(2,455)	(3,563)	(4,543)
Exceptional Income - post-tax					
Profit After Tax	**13,710**	**8,540**	**6,988**	**10,142**	**12,931**
Minority Interests	(440)	(270)	(270)	(270)	(270)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	**13,270**	**8,270**	**6,718**	**9,872**	**12,661**
Recurring Net Profit	12,046	8,270	6,718	9,872	12,661
Fully Diluted Recurring Net Profit	**12,046**	**8,270**	**6,718**	**9,872**	**12,661**

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	23,280	26,390	24,735	30,787	36,267
Cash Flow from Invt. & Assoc.					
Change In Working Capital	7,180	(10,750)	(2,746)	219	(556)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	1,260	3,150	2,205	2,095	2,011
Other Operating Cashflow	(4,440)	13,580	13,580	13,580	13,580
Net Interest (Paid)/Received	(2,340)	(3,860)	(4,014)	(4,617)	(5,078)
Tax Paid	(2,420)	(2,160)	(2,455)	(3,563)	(4,543)
Cashflow From Operations	**22,520**	**26,350**	**31,304**	**38,502**	**41,680**
Capex	(27,010)	(27,230)	(30,500)	(28,500)	(28,500)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	3,750	(270)	(6,050)	2,000	
Cash Flow From Investing	**(23,260)**	**(27,500)**	**(36,550)**	**(26,500)**	**(28,500)**
Debt Raised/(repaid)	6,670	8,920	9,500	13,000	7,000
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(936)	(950)	(672)	(790)	(1,013)
Preferred Dividends					
Other Financing Cashflow	(4,054)	(5,750)	(12,850)	(12,850)	(12,850)
Cash Flow From Financing	**1,680**	**2,220**	**(4,022)**	**(640)**	**(6,863)**
Total Cash Generated	940	1,070	(9,268)	11,362	6,317
Free Cashflow To Equity	**5,930**	**7,770**	**4,254**	**25,002**	**20,180**
Free Cashflow To Firm	**1,600**	**2,710**	**(1,232)**	**16,618**	**18,258**

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	35,272	46,634	52,951
Total Debtors	7,000	8,360	8,008	8,903	10,393
Inventories	13,160	12,180	13,213	14,690	16,332
Total Other Current Assets	21,140	13,480	13,299	15,435	17,342
Total Current Assets	**73,500**	**78,560**	**69,791**	**85,662**	**97,018**
Fixed Assets	140,540	152,050	168,568	182,007	194,282
Total Investments	5,890	5,900	5,900	5,900	5,900
Intangible Assets	26,010	29,220	35,270	33,270	33,270
Total Other Non-Current Assets	9,490	11,760	12,260	12,760	13,260
Total Non-current Assets	**181,930**	**198,930**	**221,998**	**233,937**	**246,712**
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	12,006	13,061	14,308
Other Current Liabilities	27,930	29,590	28,497	32,171	35,406
Total Current Liabilities	**44,600**	**44,740**	**44,993**	**52,721**	**59,204**
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**	**120,673**	**139,401**	**151,884**
Shareholders Equity	156,280	163,970	170,016	179,098	190,746
Minority Interests	1,160	1,100	1,100	1,100	1,100
Total Equity	**157,440**	**165,070**	**171,116**	**180,198**	**191,846**

Key Ratios

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	20.1%	8.4%	(0.5%)	11.2%	11.2%
Operating EBITDA Growth	(4.0%)	13.4%	(6.3%)	24.5%	17.8%
Operating EBITDA Margin	17.2%	18.0%	16.9%	18.9%	20.1%
Net Cash Per Share (Rs)	(27.90)	(9.26)	(108.04)	(116.66)	(120.26)
BVPS (Rs)	835.20	863.00	894.82	942.62	1,003.93
Gross Interest Cover	4.37	2.96	2.80	3.51	4.05
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	20.44	18.99	19.49
Inventory Days	30.45	31.48	31.71	31.34	31.34
Accounts Payables Days	32.28	37.11	37.83	34.74	34.60
ROIC (%)	5.7%	6.2%	5.4%	7.3%	8.7%
ROCE (%)	5.3%	5.6%	5.1%	6.8%	8.0%
Return On Average Assets	5.8%	4.7%	3.9%	4.8%	5.4%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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InCred Research Services Private Limited
Research Analyst SEBI Registration Number: INH000011024
Registered Office: Unit No 1203, 12th Floor, B Wing, The Capital, C-70, G Block, BKC, Bandra (E), Mumbai – 400051
Phone: +91-22-6844-6100
Corporate Office: 05th floor, Laxmi Towers, Plot No. C-25, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400051
Phone: +91-22-4161-1500
Name of the Compliance Officer: Mr. Yogesh Kadam
Email ID: compliance@incredresearch.com, Phone No: +91-22-41611539
For any queries or grievances, you may contact the Grievance Officer.
Name of the Grievance Officer: Mr. Rajarshi Maitra
Phone no. +91-022-41611546
Email ID: rajarshi.maitra@incredresearch.com
CIN: U74999MH2016PTC287535

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Stock Ratings	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.