



Trump'ed' and Tariff'ied'

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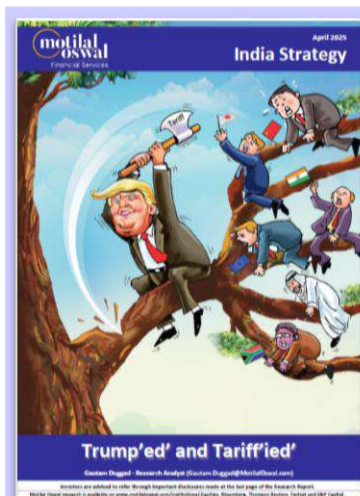
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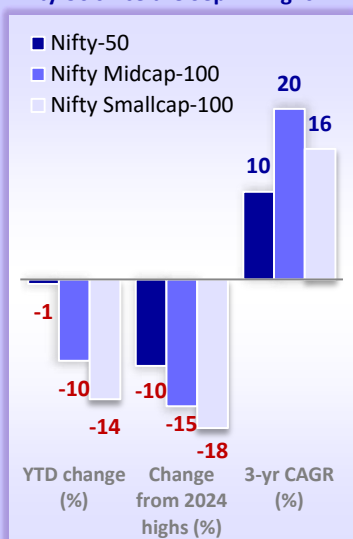
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Mid- and small-caps underperform Nifty-50 since the Sep'24 highs



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Trump'ed and Tariff'ied'

As we reflect on 4QFY25 earnings estimates in this note, the world stands in the most uncertain economic environment of this decade. The 2020s began with the shock of Covid-19, but the market weathered it rather well after a sharp but short-lived correction, laying the foundation for one of the most significant equity market upswings. Midway through the decade, the tariff war unleashed by the US can have a material bearing on the global economy, corporate earnings, and equity markets. It would be premature to make a definitive assessment of the tariff war's effects, as it may have many more developments to unfold.

A fluid situation fraught with multiple possibilities

Our team has prepared the current estimates without factoring in the implications of the tariff war, and the evolving situation needs to be monitored keenly. From a top-down perspective, the government's follow-on responses will influence the fortunes of sectors and individual companies. In the event of a full-blown trade war across nations, it is unlikely that any sector will be immune to the impact—whether direct or indirect. The situation remains highly fluid. Opportunities may arise for certain sectors that stand to benefit from favorable tariff differentials. However, there is also a potential for earnings contraction if overall demand in the US shrinks due to higher prices, or if exporters are forced to absorb the impact of tariffs.

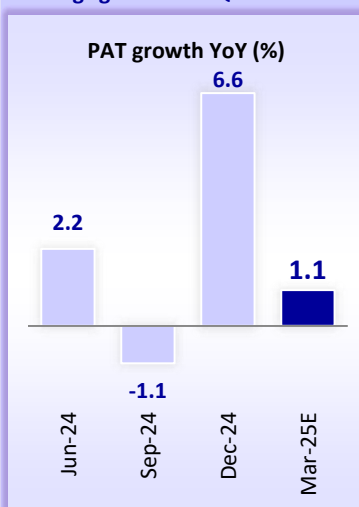
Given the uncertainty, conciliatory moves will be welcome

The reactions of Central banks over the next 3-6 months may remain indeterminate, as they must remain flexible in their responses to the evolving situation. The manner in which the tariff war is unfolding could significantly affect global trade, liquidity, and currency movements. In a very short period, the S&P and NASDAQ have corrected 17%/23% since Dec highs, while the US 10Y yield has been down ~90bp over past 3 months and crude prices have fallen 18% since Jan highs. Such pronounced price movements can have a cascading effect on key market and economic variables. Therefore, we hope that in the coming days and weeks, the governments—particularly the US—will offer more conciliatory alternatives to resolve this tangled situation.

India “relatively” less affected than peers

While India itself has been subjected to a 26% reciprocal tariff, the reactions over the coming weeks are likely to be influenced by global trade imbalances, as few competing Asian peers face higher levels of tariffs—such as China: 54%, Vietnam: 46%, Sri Lanka: 44%, Bangladesh: 37%, Thailand: 36%, Taiwan: 32%, et al. Further, India may negotiate a bilateral trade agreement (BTA) with the US, which could lead to milder tariff incidence. However, the evolving situation regarding global liquidity and FII flows—(past six-month FII outflows of ~USD26b)—will be an important determinant of stock market returns. India could be an incremental beneficiary of any reversal in FII flows if global investors grow increasingly concerned about a potential US economic recession in the coming quarters. Domestic flows, especially from the SIP book, have held up well, with the last six months clocking inflows of USD45b, which have helped cushion the impact of FII

MOFSL Universe to clock ~1% earnings growth in 4QFY25E



outflows. We expect long-term trends in DII flows to remain favorable. In the upcoming earnings season, management commentaries on the impact of the global tariff war and the company's resilience plans will be critical components influencing individual stock performance.

Earnings context in 4QFY25 was unchanged from earlier quarters

The context for 4QFY25 earnings remained essentially unchanged from previous quarters, with MOFSL/Nifty earnings growth expected at 1%/2% YoY. The fourth quarter will round off a disappointing year for Indian corporate earnings, with FY25 PAT growth now projected at 2%/5% YoY for MOFSL/Nifty, resulting in a weak equity market performance in FY25. However, there was a notable recovery (of 6% in Mar'25), following one of the sharpest peak-to-trough declines in Nifty in the past decade. The Nifty P/E has declined 3% below the long-period average (LPA), while the Earnings yield/Bond yield ratio reached multi-quarter highs, making valuations more palatable, especially for large-cap index. In contrast, broader market indices, such as mid- and small-caps, continue to trade meaningfully above their respective LPAs.

Indian policymakers have taken stimulative steps in 4QFY25

The domestic macroeconomic environment is improving at the margin. The Indian policymakers, taking cognizance of weak consumption growth, have taken multiple measures to revive aggregate demand. In the FY26 Union Budget, the Indian Finance Minister shifted the focus of fiscal policy towards consumption from a predominantly capex orientation, with INR1t of personal income tax stimulus for taxpayers. The RBI has endeavored to ease both the cost and quantity of money through multiple tools, including a CRR cut of 50bp, repo cut of 25bp, and several liquidity-enhancing measures such as a series of open market operations (OMOs; INR2.9t) and FX swaps. All these fiscal and monetary measures should start to yield results over the next few quarters, creating buying opportunities in select domestic-focused companies. The political landscape of India has also improved, as the ruling BJP's position has become stronger after its emphatic victory in the Delhi state elections, building on a strong performance in the Maharashtra and Haryana elections last year. This has diffused concerns over its political bargaining power in a coalition government. A more sure-footed government is much better placed to address critical issues of the economy.

Stimulative policy responses and better macros provide optimism

India's inflationary pressures appear to be abating, and our economist now anticipates a lower CPI print at 4.7% YoY for FY25 (vs. 5.1% earlier). He further forecasts a benign 3.8% CPI for FY26. This outlook should enable the RBI to implement additional cuts to its policy rate in the upcoming meeting. While 4QFY25 is likely to be another weak quarter in terms of earnings, we believe the market will begin to factor in growth for FY26, which may benefit from the depressed base of FY25. A bottom-up aggregation of our analysts' estimates suggests an FY26 earnings growth of 18%/14% for MOFSL/Nifty-50 respectively – although this is highly amenable to revisions due to the ongoing tariff-war induced uncertainties. Rural demand has been healthy, supported by strong agricultural output. The monsoon forecasts will be closely monitored over the next month for indications of sustained strength in rural demand, while urban demand is likely to benefit from tax stimulus. However, all of the above views carry the caveat of the uncertain impact of the tariff war situation globally.

Medium- to long-term outlook stays better owing domestic factors

While near-term challenges such as global macros, trade wars, and a weak 4QFY25 will keep the market volatile, we believe that the medium- to long-term growth narrative for India remains intact. The domestic SIP flows into equities remain strong. The political calendar for CY25 is relatively light, which may allow the government to implement appropriate policy actions. A reorientation and proper direction of government spending towards the much-needed boost in urban consumption, a gradual recovery in corporate earnings, and a base of weak market performance provide a safety net for Indian equities. However, the biggest risk remains the exaggerated impact of global tariff wars, which is currently in a state of flux. In this context, we discuss our expectations for 4QFY25 earnings in detail below.

Earnings softness persists in 4Q; Nifty EPS cut 2.9%/3.8% for FY25E/FY26E

We estimate the MOFSL Universe/Nifty-50 earnings to grow 1%/2% YoY in 4QFY25. Ex- Financials, we expect the earnings to grow 1%/4% YoY, whereas ex-Metals and O&G, we project the earnings to grow 5%/4% YoY during the quarter. The EBITDA margin (ex-Financials) is likely to expand moderately by 20bp (flat QoQ) for the MOFSL Universe, reaching 17.1% in 4QFY25, primarily aided by Metals, Telecom, and Healthcare but dragged down by O&G and Cement sectors. Meanwhile, the margin is projected to expand 50bp for the Nifty-50 (ex-Financials) at 21.3%. The overall modest earnings growth is expected to be anchored by the Metals (+24% YoY), Telecom (loss to profit), Healthcare (+11% YoY), Technology (+6% YoY), and BFSI (+2% YoY) sectors. In contrast, earnings growth is likely to be weakened by O&G (-25% YoY), Real Estate (-16% YoY), and Cement (-14% YoY), while Autos (+1% YoY) and Consumer (flat YoY) are anticipated to post a muted quarter. Meanwhile, among smaller sectors, EMS (69% YoY), Logistics (+30% YoY), Consumer Durables (+21% YoY), and Retail (+14% YoY) are projected to deliver strong growth. The Chemicals (+13% YoY) sector is likely to report the first quarter of earnings growth after seven quarters of YoY decline.

Further, we expect FY25 earnings to grow 2% YoY and 5% YoY for the MOFSL Universe and Nifty-50, respectively. FY25 earnings, ex-Financials, are projected to decline 3% YoY but grow 2% YoY. Ex- Metals and O&G, FY25 earnings are likely to increase 11% and 9% YoY, respectively, for the MOFSL Universe/Nifty-50. We cut our FY25E/FY26E Nifty EPS by 2.9%/3.8% and expect it to grow to INR1,017/INR1,157. O&G, Metals, Auto, and BFSI have led ~99%/95% cut in FY25E/FY26E Nifty earnings.

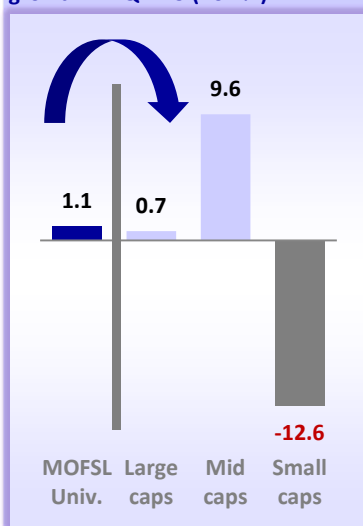
Earnings highlights – 4QFY25E | Metals, Telecom, BFSI, Technology and Healthcare to drive earnings; O&G continue to drag

- We expect the **MOFSL earnings to grow by a modest 1% YoY, while those of Nifty would also grow 2% YoY in 4QFY25**. Excluding financials, the earnings are expected to grow 1% YoY and 4% YoY, whereas, excluding global commodities (i.e., Metals and O&G), the MOFSL Universe and Nifty are likely to report 5% and 4% YoY earnings growth, respectively, for the quarter.
- The earnings growth during the quarter is likely to be driven by Metals (+24% YoY), Telecom (loss to profit) and Healthcare (+11% YoY), with modest earnings contributions from BFSI (+2% YoY), and Technology (+6% YoY). The earnings growth of Private Banks, PSU Banks, and NBFC-lending is expected to moderate to

Sectoral PAT growth for the quarter-ended Mar'25 (YoY %)

Telecom	LP
Staffing	113
EMS	69
Logistics	30
Metals	24
Cons. Durables	21
Retail	14
Chemicals	13
Insurance	11
Healthcare	11
Utilities	7
Cap. Goods	6
Technology	6
NBFC - Non Lending	5
Banks-PSU	4
Auto	1
MOFSL Univ.	1
Media	1
Consumer	0
NBFC - Lending	-1
Banks-PVT	-3
Infra	-3
Cement	-14
Real Estate	-16
Oil & Gas	-25

MOFSL Large-Mid-Small-cap PAT growth in 4QFY25 (YoY %)



-3%, 4%, and -1% YoY, respectively. The Pvt. Banks sector is projected to report the first quarter of earnings decline since Mar'20, while the PSU Banks sector is likely to report moderate earnings growth, the lowest in 19 quarters. NBFC-lending and NBFC-non-lending are also set to post weak earnings growth of -1%/5% YoY, the lowest in 15/11 quarters.

- Sales and EBITDA of the MOFSL Universe are likely to grow 4% YoY each, while for the Nifty, we expect sales and EBITDA to improve 6% YoY and 5% YoY, respectively. Ex-Commodities, EBITDA of the MOFSL Universe/Nifty is likely to grow 7%/5% YoY.
- The **Metals** universe is projected to report a strong 24% YoY earnings growth on a low 4QFY24 base and the strongest in four quarters.
- The **Telecom** universe is likely to post the second quarter of profit of INR7b in 4QFY25 (vs INR12b in 3QFY25), mainly led by improved margins in Bharti Airtel.
- The **Healthcare** universe is likely to report 11% YoY earnings growth, moderating after posting seven consecutive quarters of 15%+ earnings growth.
- The **Technology** sector is likely to deliver earnings growth of 6% YoY in 4QFY25, the lowest in four quarters over a weak base of 4QFY24.
- The **Capital Goods** sector is projected to report a moderate earnings growth of 6% YoY, after posting seven consecutive quarters of 20%+ earnings growth.
- The **Auto** sector is likely to report a muted 1% YoY increase in earnings (vs. a 2% YoY decline in 3QY25).
- The **Chemicals** sector is likely to report a 13% YoY earnings growth, the first quarter of earnings growth after declining for seven consecutive quarters.
- The **O&G** Universe is expected to report a 25% YoY earnings decline, dragged down by OMCs.
- The **Cement** universe is expected to report a 14% YoY earnings decline. The sector is likely to clock the fourth consecutive quarter of sharp earnings decline driven by low pricing and a high base of margins YoY.
- After a strong performance of eight quarters, the **Real Estate** universe is likely to deliver a weak quarter with earnings declining 16% YoY (the lowest growth since Dec'20).
- We expect the EBITDA margin (ex-Financials) to expand 20bp for the MOFSL Universe to 17.1%. Conversely, for the Nifty-50, the margin is likely to expand 50bp YoY to 21.3% (ex-Financials) during the quarter.
- In 4QFY25, the MOFSL large-cap/mid-cap universe is likely to register a PAT growth of 1%/10%, while the small-cap universe is projected to report a 13% YoY PAT decline during the quarter. Moreover, sales for large-/mid-/small-caps are likely to grow 4%/2%/5% YoY, and their EBITDA would clock 4%/7%/-2% YoY growth for the quarter.
- **Sales/EBITDA/PAT of the MOFSL Universe** are expected to report a two-year CAGR of 6%/8%/6% over Mar'23- Mar'25.
- **FY25E earnings highlights:** The MOFSL Universe is likely to deliver sales/EBITDA/PAT growth of 5%/5%/2% YoY. The Financials, Telecom, Metals, Technology, Healthcare, and Capital Goods sectors are likely to be the key earning drivers with 12%, LP, 12%, 8%, 20%, and 20% YoY growth, respectively. These six sectors are projected to contribute 341% of the incremental earnings for the MOFSL Universe in FY25.



- **Nifty EPS cut for FY25E/26E:** We reduce our FY25E/FY26E Nifty EPS by 2.9%/3.8% and expect it to grow 1%/14% YoY to INR1,017/INR1,157. The O&G, Metals, Auto, BFSI, and Technology sectors have led ~99%/95% cut in FY25E/FY26E Nifty earnings.
- **MOFSL TOP IDEAS: Large-caps** - Reliance Industries, Bharti Airtel, ICICI Bank, HUL, L&T, Kotak Mahindra Bank, M&M, Titan, Trent, and TCS; **Midcaps and Smallcaps** - Indian Hotels, HDFC AMC, Dixon Tech, JSW Infra, BSE, Coforge, Page Industries, IPCA Labs, Suzlon and SRF.

Model portfolio: Key changes

Our Model portfolio stance remains unchanged, with a distinct bias towards large-caps and domestic plays, given the current volatile backdrop. We discuss the key changes to our model portfolio below:

- We are OW on **BFSI, IT, Industrials, Healthcare, and Telecom**, while we are UW on **Oil & Gas, Cement, Automobiles, Real Estate, and Metals**. We have also made several additions from a bottom-up viewpoint across sectors.
- **FINANCIALS:** We are adding further weights to **HDFC Bank and Kotak Mahindra Bank** while maintaining our weights and allocations in NBFC and NBFC-Non Lending sectors. We slightly increase the weight of HDFC Bank in our model portfolio as the bank remains on track to deliver improved loan growth over FY26-27E, while further moderation in the rate environment will enable a reduction in funding costs and aid margin recovery. We are also increasing the weight in Kotak Mahindra Bank as it remains well positioned to deliver >15% loan CAGR backed by a healthy liability franchise, controlled CD ratio, and solid capitalization levels. The recent lifting of the RBI ban will support growth in high-yielding consumer assets and help limit the margin pressures as the central bank further eases the repo rate.
- **TECHNOLOGY:** We maintain our OW stance but moderate our weights in IT given the prevailing uncertainty and risk to the near-term earnings. We also introduce **TCS** and **Tech Mahindra** in our model portfolio. TechM's bottom-up transformation appears relatively independent of discretionary spending. With the potential for telecom recovery and improved operational efficiency, we see room for sustained margin improvement going forward. We are adding TCS to our model portfolio, as its growth trajectory—ex-BSNL—remains in line with other large-caps at 4–5% YoY CC for FY26. With valuations now ~20% below the five-year average, we believe the risk-reward is favorable. Additionally, the ramp-down of BSNL offers margin tailwinds and a buffer for profitability improvement in FY26.
- **CONSUMPTION:** We continue to remain OW in Discretionary and UW in Staples and maintain our weights in **Titan, Trent, Indian Hotels, and PAGE**. HUL continues to be our sole choice in the Consumer Staples space.
- **AUTOMOBILES:** We maintain our UW stance on Automobiles and continue to reiterate M&M and TVS Motors as our preferred ideas.
- **INDUSTRIALS:** We maintain our OW stance and weights in the sector with allocation towards L&T, ABB, and Dixon Technologies. We also add KAYNES to the model portfolio. **Kaynes** stands out in the EMS sector as a high-growth, well-diversified, and backward-integrated player, with a strong emphasis on value addition. Its robust earnings outlook is underpinned by strong order flows and margin expansion driven by high-margin segments and operational efficiencies.

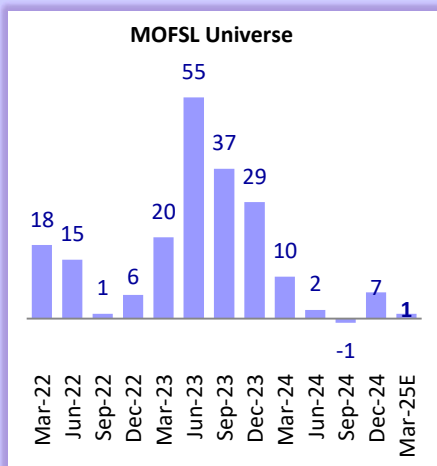
- **HEALTHCARE:** We maintain our OW stance on Healthcare and continue to hold IPCA. We are adding **Dr. Agarwals Health Care (DAHL)** to our model portfolio given the robust demand tailwinds. DAHL is suitably placed as it uses the hub-and-spoke, asset-light, and ophthalmology-focused models to deliver superior execution. Additionally, DAHL benefits from a highly experienced management team with a proven track record. We expect 24%/35% EBITDA/ earnings CAGR over FY25-27.
- **UTILITY:** We are adding **Suzlon** to our model portfolio. With a 5.6GW order book, execution is set to scale from 710MW in FY24 to 1.4GW in FY25 (977MW done in 9MFY25) and 2.5GW/3.4GW in FY26/FY27, leading to an estimated revenue/EBITDA/Adj. PAT CAGR of 53%/54%/66% over FY24-27. Suzlon has moved to a net cash position in FY24, which we anticipate to strengthen further by FY27.
- **CEMENT & OTHERS:** We are adding UltraTech to our model portfolio because of continuous market share gains, capacity additions through organic and inorganic routes, market leadership position, and cost-saving strategies (reduction in lead distance, focus on green energy, etc.). We are also adding SRF to the model portfolio. We like SRF as a recovery play in its core segments, i.e., the Chemicals business (Fluorochemicals and Specialty Chemicals) with improving margins, while the Packaging and Technical Textiles segments are set to maintain steady momentum. A strategic focus on value-added products along with operational efficiencies is expected to drive sustained profitability.

Note: Exhibit data is sourced from Bloomberg, Companies, and MOFSL research database

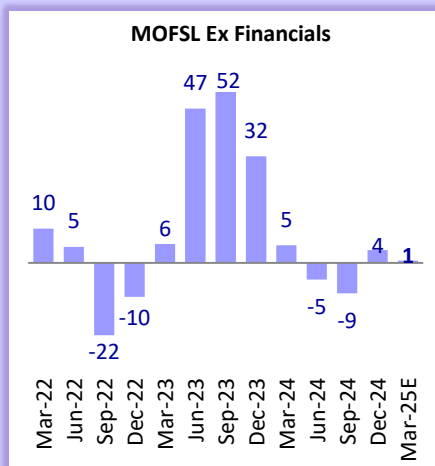
Corporate earnings at a glance: Domestic cyclicals poised to aid earnings growth

Metals, Telecom, Financials, Healthcare, and Technology would lead the charge; excluding Metals and O&G, profits would grow 5% YoY and 4% YoY for the MOFSL Universe and Nifty, respectively.

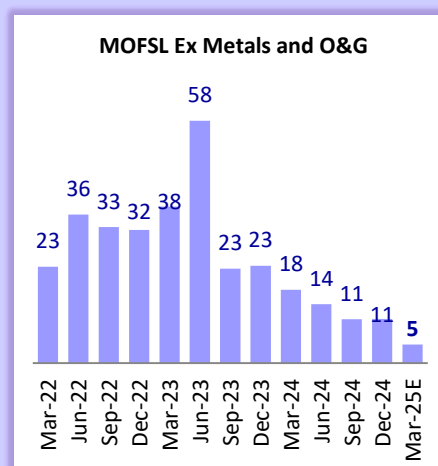
PAT expected to grow 1% YoY for the MOFSL Universe



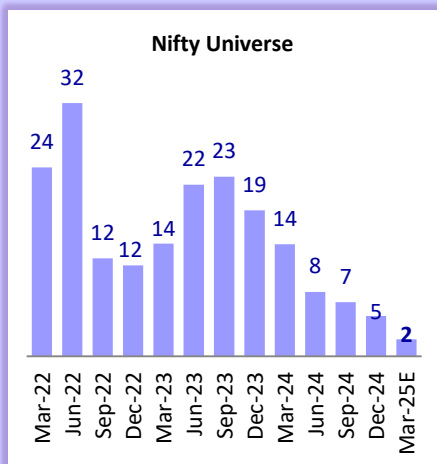
PAT likely to rise 1% YoY for the MOFSL Universe, excluding Financials



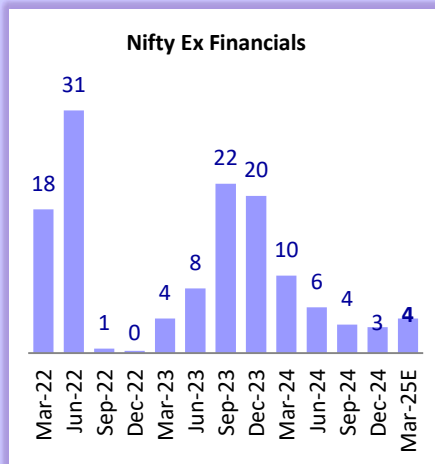
PAT to grow 5% YoY for the MOFSL Universe, sans Metals and O&G



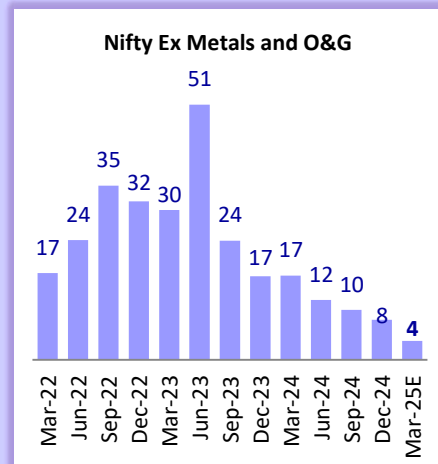
PAT growth for the Nifty Universe likely to be only 2% YoY



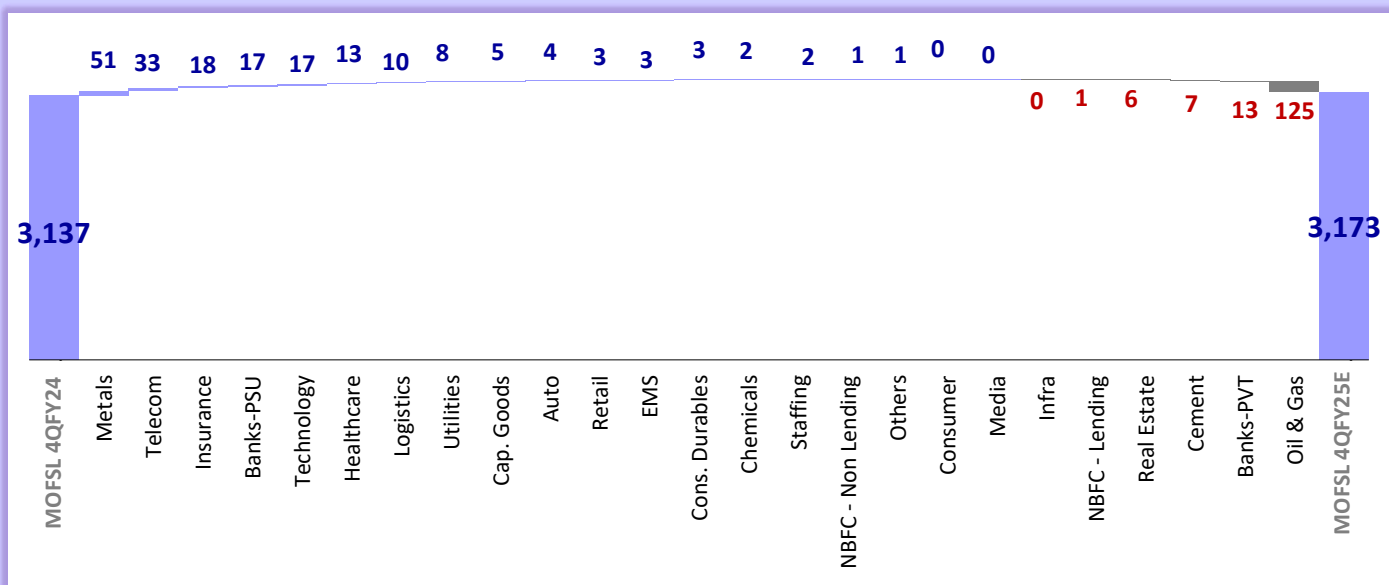
PAT to grow 4%YoY for the Nifty (ex-Financials)



PAT to grow 4% YoY for the Nifty (ex-Metals and O&G)

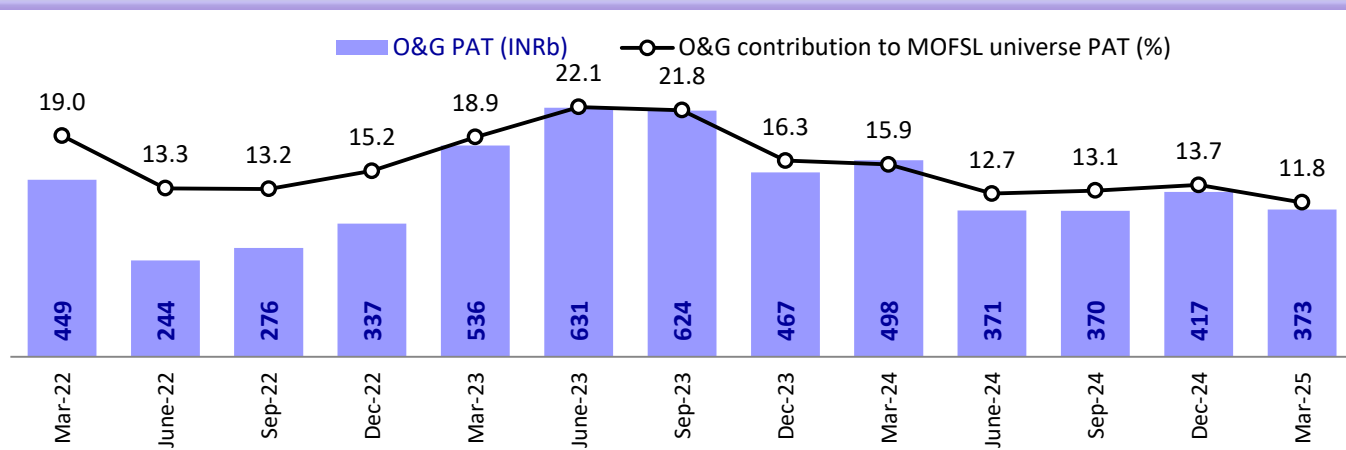


Performance of the MOFSL Universe to be driven by Metals, Telecom BFSI , Technology, and Healthcare in 4QFY25E

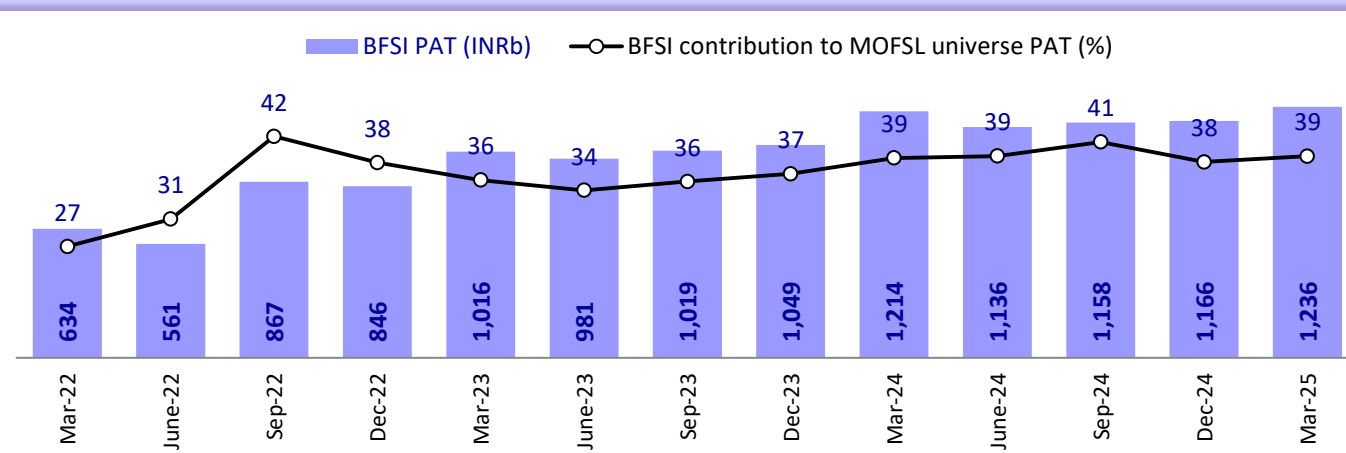


Corporate earnings at a glance: O&G's PAT contribution to decline sequentially

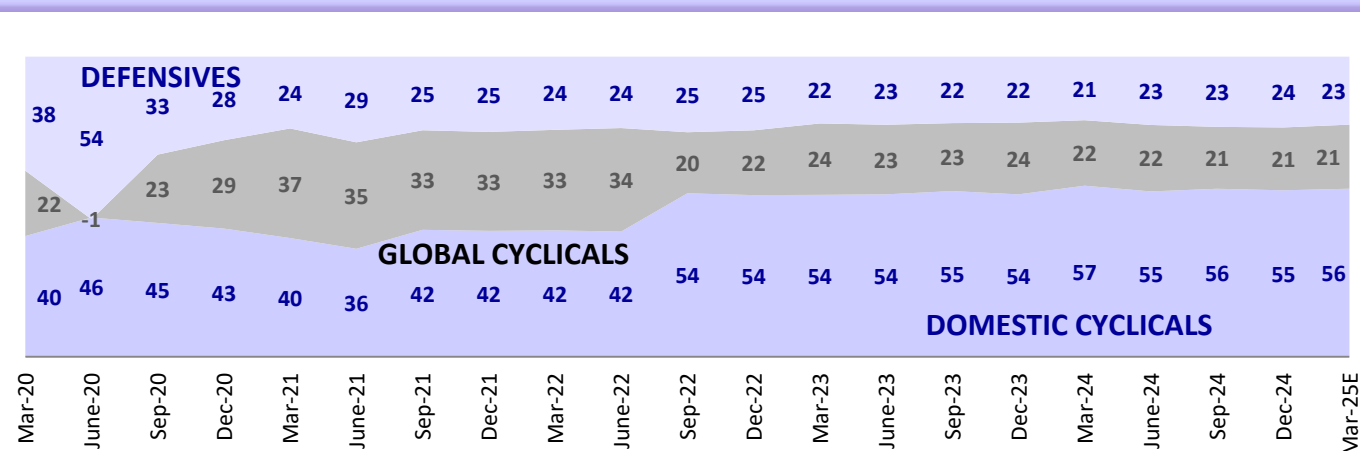
O&G's PAT contribution to the MOFSL Universe shows some signs of sequential decline in 4QFY25



Financials to maintain over one-third share of total profits



MOFSL (ex-OMC)'s PAT share (%): Domestic cyclicals to continue drive the modest 4QFY25 earnings

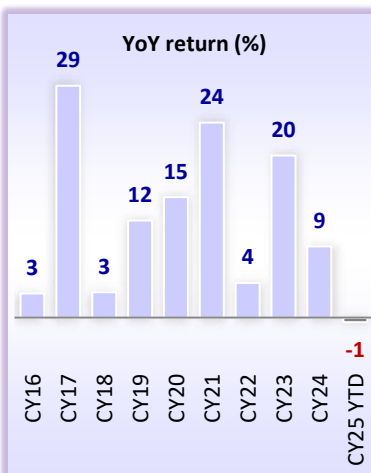


MOFSL: MODEL PORTFOLIO

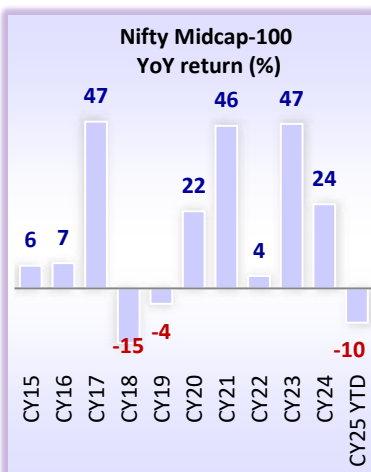
SECTOR WEIGHT / PORTFOLIO PICKS	BSE 100	MOFSL WEIGHT	WEIGHT RELATIVE TO BSE100	EFFECTIVE SECTOR STANCE	PAT YoY / CAGR (%)			
					FY25E	FY26E	FY27E	FY25- FY27
Financials	34.9	37.0	2.1	Overweight				
Private Banks	24.3	23.0	-1.3	Underweight				
ICICI Bank	7.4	9.0	1.6	Buy	14	9	15	12
HDFC Bank	10.8	9.0	-1.8	Buy	10	6	15	11
Kotak Mahindra Bank	2.5	5.0	2.5	Buy	3	13	19	16
PSU Bank	3.1	4.0	0.9	Overweight				
SBI	2.3	4.0	1.7	Buy	18	10	16	13
Diversified Financials	7.4	10.0	2.6	Overweight				
Angel One	0.0	2.0	2.0	Buy	6	-13	37	9
Shriram Finance	0.7	3.0	2.3	Buy	15	19	19	19
BSE	0.0	3.0	3.0	Buy	53	52	13	31
PNB Hsg Fin	0.0	2.0	2.0	Buy	25	21	21	21
Consumption / Retail	13.5	12.0	-1.5	Underweight				
Titan Company	1.0	3.0	2.0	Buy	9	24	19	22
HUL	1.6	3.0	1.4	Buy	1	10	9	10
Trent	1.0	2.0	1.0	Buy	45	30	21	26
Indian Hotels	0.6	2.0	1.4	Buy	32	29	19	24
Page Industries	0.0	2.0	2.0	Buy	21	15	19	17
Cap Goods, Infra & Cement	8.7	12.0	3.3	Overweight				
Larsen & Toubro	3.0	4.0	1.0	Buy	11	29	16	22
ABB India	0.0	2.0	2.0	Buy	50	10	12	11
Dixon Tech.	0.0	2.0	2.0	Buy	102	36	44	40
UltraTech Cement	1.0	2.0	1.0	Buy	-9	36	26	31
Kaynes Technology	0.0	2.0	2.0	Buy	62	80	60	70
Technology	10.1	11.0	0.9	Neutral				
TCS	2.6	4.0	1.4	Buy	6	10	8	9
HCL Tech	1.2	3.0	1.8	Buy	11	8	9	9
Tech Mahindra	0.7	2.0	1.3	Buy	13	33	23	28
Coforge	0.0	2.0	2.0	Buy	18	59	21	38
Energy/Telecom	11.9	10.0	-1.9	Underweight				
Reliance Industries	6.4	6.0	-0.4	Buy	-2	20	12	16
Bharti Airtel	3.7	4.0	0.3	Buy	86	29	39	34
Healthcare	4.7	6.0	1.3	Overweight				
Sun Pharma	1.4	2.0	0.6	Buy	19	21	12	16
Global Health	0.0	2.0	2.0	Buy	11	26	24	25
Dr Agarwals Health.	0.0	2.0	2.0	Buy	10	37	32	35
Auto	6.8	5.0	-1.8	Underweight				
Mahindra & Mahindra	1.8	3.0	1.2	Buy	11	18	12	15
TVS Motor	0.4	2.0	1.6	Neutral	22	20	19	19
Metals / Utilities	7.4	5.0	-2.4	Underweight				
Power Grid Corp.	1.0	2.0	1.0	Buy	7	8	5	7
Tata Steel	0.9	2.0	1.1	Neutral	-6	322	45	148
Suzlon Energy	0.5	1.0	0.5	Buy	82	71	47	59
Others	2.0	2.0	0.0	Neutral				
SRF	0.3	2.0	1.7	Buy	-10	68	40	53
TOTAL	100	100			11	16	16	16

MARKETS

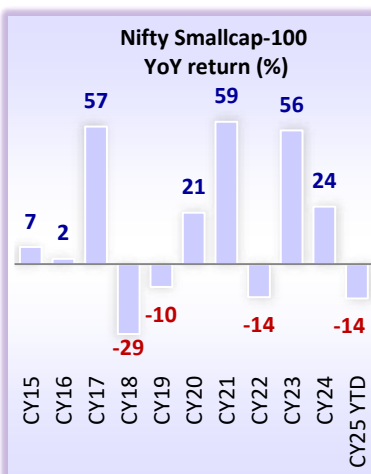
Nifty-50: Indian markets began CY25 on a weak note



Nifty Midcap-100 declines after five years of positive returns



Nifty Smallcap-100 declines after two years of positive return



Steady performance during uncertain times...

...fueled by strong DII inflows but offset by relentless FII selling amid geopolitical challenges and market volatility!

- **Rally pauses after a sustained uptrend:** After nine years of positive returns, Indian markets take a breather, ending nearly flat in 1QCY25 and underperforming key global markets. Amid global volatility and sharp FII selling, along with moderating domestic macro and micro trends, Indian equities witnessed a sharp correction from the Sep'24 highs. The Nifty-50 slid 10% from its Sep'24 high but still delivered a CAGR of 5%/10%/22%/11% over the 1-year/3-year/5-year/10-year periods, respectively. US trade tariff announcements and aggressive negotiation tactics have fueled significant global market volatility over the past three months.
- **Mid- and small-caps underperform:** After a strong rally through CY23 and 1HCY24, mid- and small-cap outperformance has narrowed over the past six months. The Nifty Midcap-100 and Smallcap-100 indices fell 10% and 14% in 1QCY25 (down 15% and 18% from their all-time highs), while the Nifty-50 declined 1% in 1QCY25 (down 10% from its all-time high). Weak earnings and valuation concerns triggered a sharp sell-off in broader market stocks, with many plunging over 30% during the period. Notably, sectors that fueled the prior rally led the underperformance, with Real Estate, Media, Industrials, Utilities, PSUs (mainly in the mid- and small-cap space), and Midcap-IT witnessing the steepest declines.
- **Global markets clock healthy gains, outperforming India in CY25YTD:** Key global indices such as Russia (+31%), Brazil (+17%), Germany (+16%), France (+10%), the UK (+8%), South Korea (+3%), and MSCI EM (+2%) outperformed India (0%). In contrast, the US S&P 500, Japan (-6%), and Taiwan (-11%) declined sharply, underperforming India during the quarter. Though MSCI India (+1%) has outpaced MSCI World (-2%), it has trailed MSCI China (+15%) and MSCI US (+7%) in CY25YTD.
- **DII's lead with record inflows; FIIs post net outflows amid volatility:** DII inflows remain strong, driven by resilient SIP flows of ~USD3b despite moderating retail participation. In FY25, DII inflows (~USD72b) have exceeded the combined inflows of FY23 and FY24 by ~USD16b. Meanwhile, global uncertainties, Trump's aggressive reciprocal tariffs, Fed rate cut uncertainty, and weakening macro and micro trends triggered sharp FII outflows over the past three months. While retail participation and DII flows are expected to stay healthy, the uncertain environment and market volatility make near-term FII flow trends difficult to predict. Geopolitical developments and a recovery in domestic earnings will be key factors influencing FII flows into Indian markets. Trump's aggressive stance on reciprocal tariffs has heightened global trade tensions, creating uncertainty for emerging markets. Higher tariffs on key trading partners could disrupt global supply chains, weaken exports, and impact corporate earnings. This has made foreign investors cautious, leading to volatile FII flows. While emerging markets, including India, have faced sharp outflows in recent months, a potential shift in global trade policies and economic conditions will be key in determining FII sentiment going forward.

Exhibit 1: Performance of global equity indices in USD terms (%): India's outperformance moderates, ending flat in CY25YTD

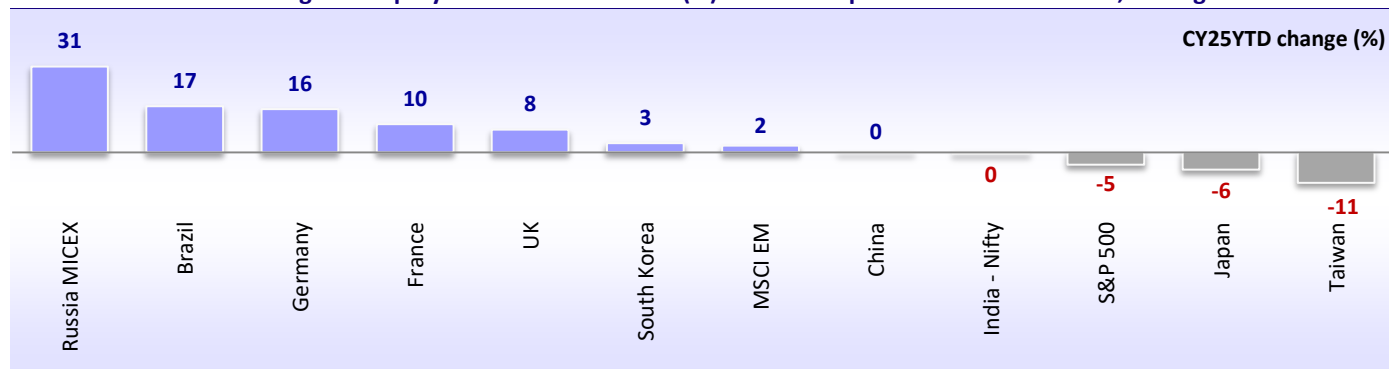


Exhibit 2: Over the last 12 months, the Global market cap has increased 3.4% (USD3.9t), whereas India's market cap has jumped 10.1%

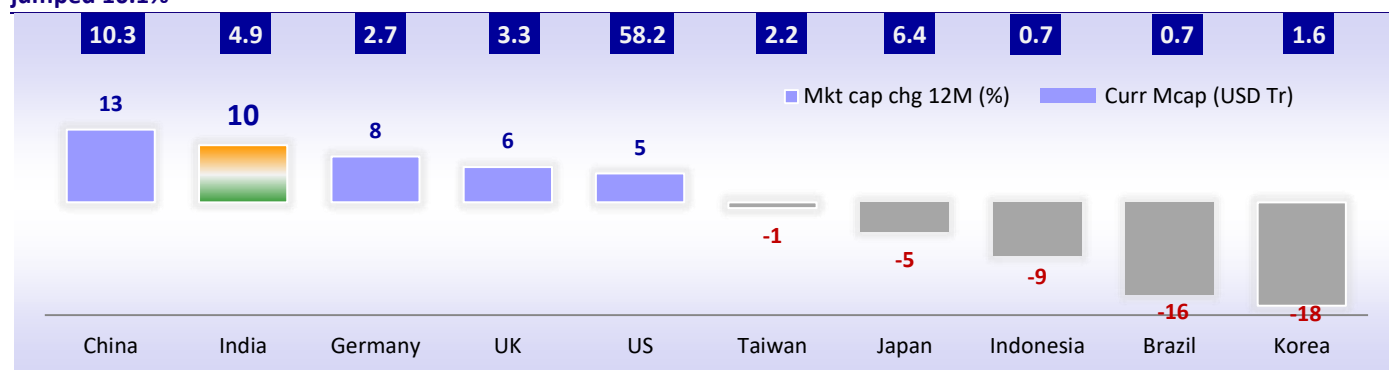


Exhibit 3: Trend in India's contribution to the global market cap (%) – moderates from an all-time high

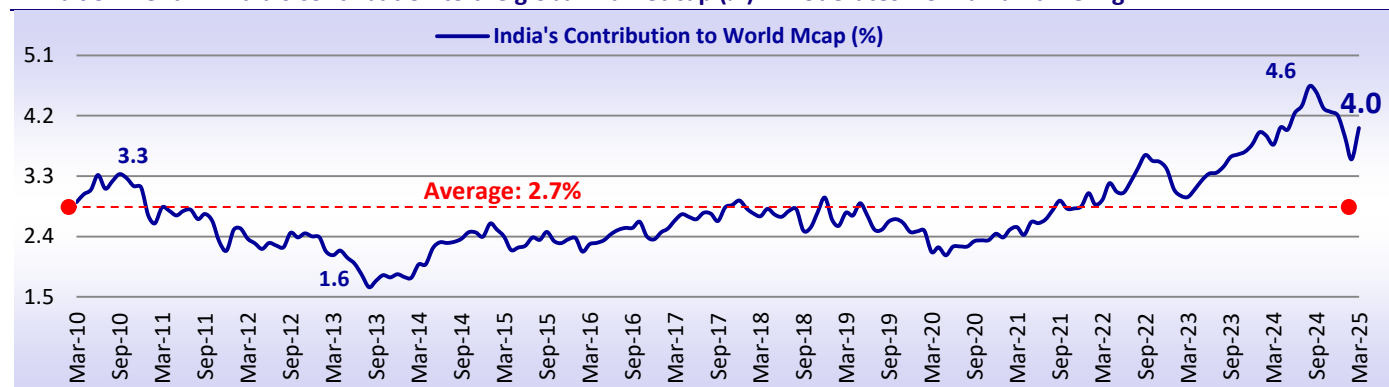


Exhibit 4: FII flows continue to weaken during the year...

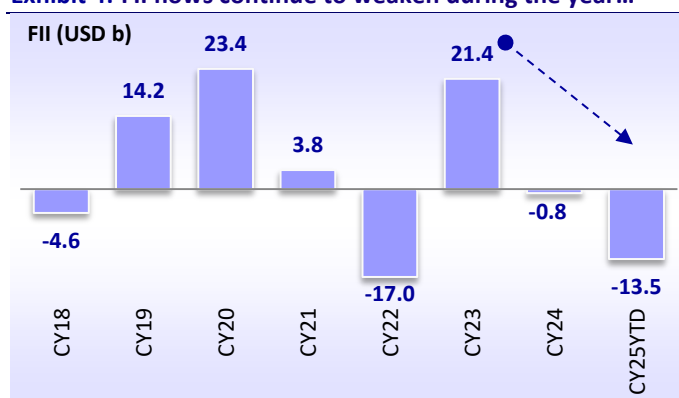


Exhibit 5: ...while DII inflows break earlier records

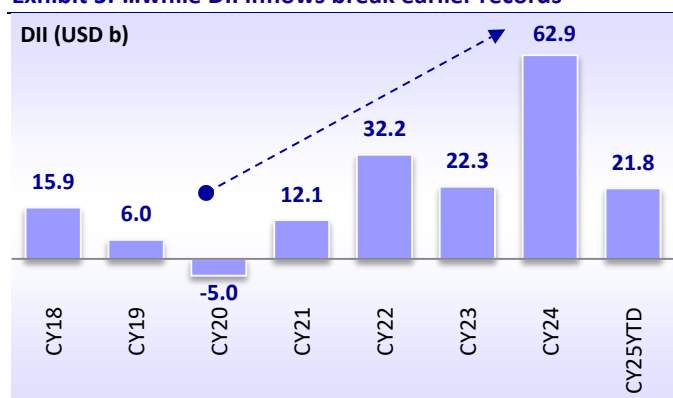


Exhibit 6: FII flows remain volatile in CY25YTD

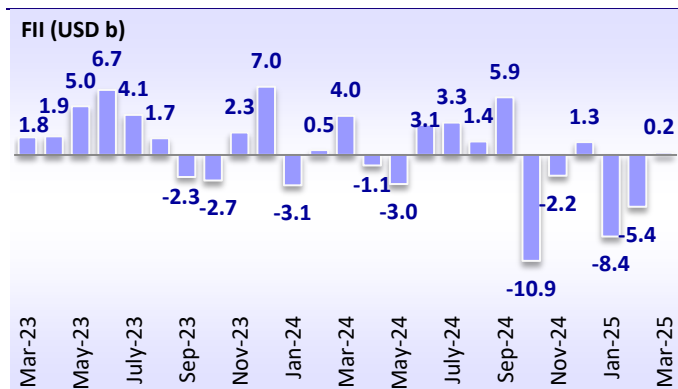


Exhibit 7: DII flows have been robust for the last 20 months

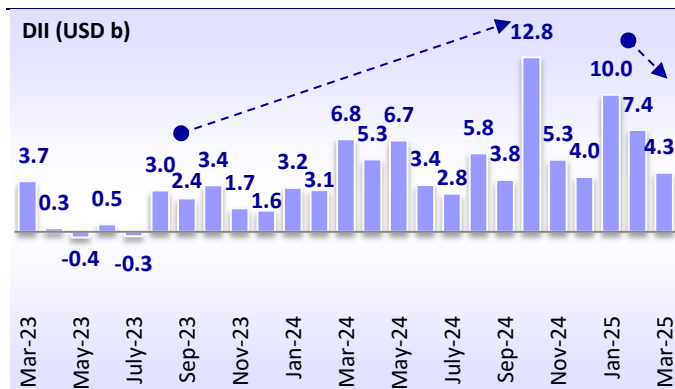
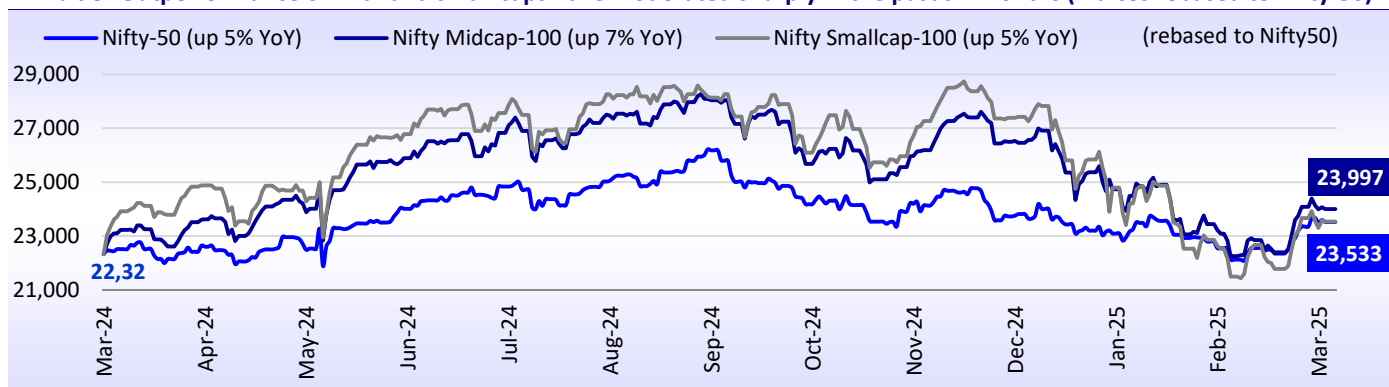


Exhibit 8: Outperformance of mid- and small caps have moderated sharply in the past six months (indices rebased to Nifty-50)



Valuations for Nifty-50 below LPA, while broader markets remain elevated

- Nifty is trading at a 12-month forward P/E of 20.0x, 3% below its own LPA. We expect FY25/FY26 EPS to grow 1%/14% to INR1,017/INR1,157.
- India's market cap-to-GDP ratio has been volatile, dropping to 57% (of FY20 GDP) in Mar'20 from 80% in FY19. Since then, it has remained above the long-term average of 85%, reaching a multi-year high of 146% in Sep'24. Following the market correction, the ratio has now cooled to 126%. We expect nominal GDP to grow 9.2% YoY in FY25.

Exhibit 9: Nifty-50 down 10% from the Sep'24 highs, remains flat for the quarter; and trades at a valuation below the LPA

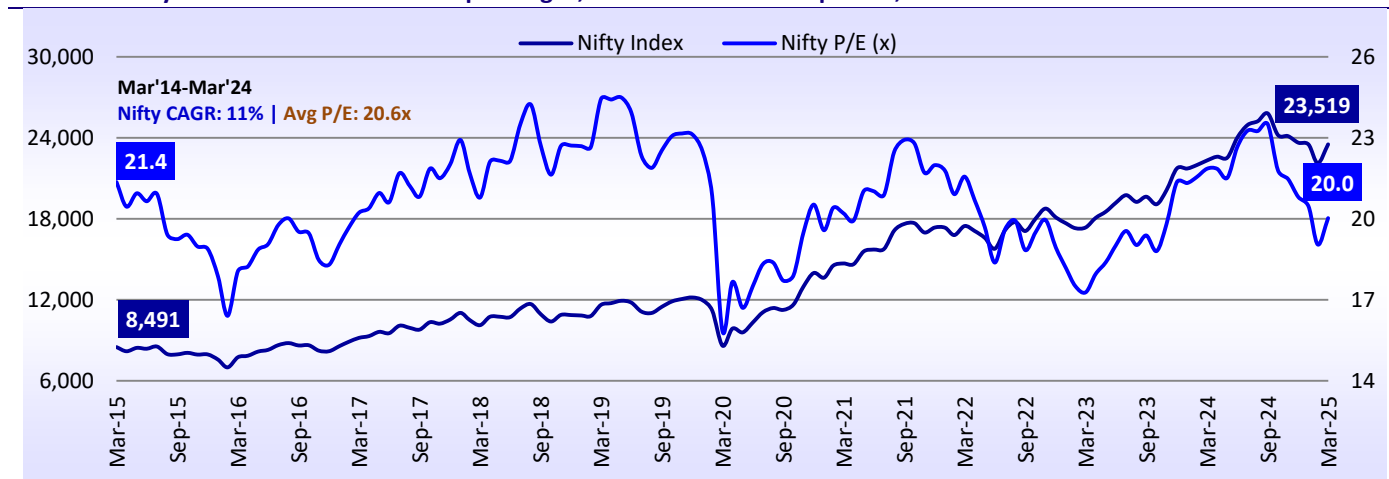


Exhibit 10: 12-month forward Nifty P/B (x)

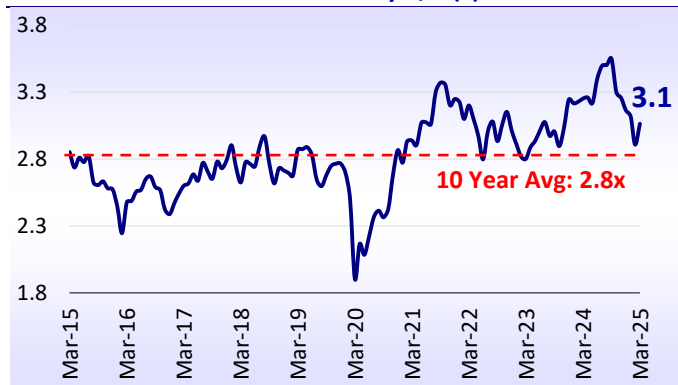


Exhibit 11: 12-month forward Nifty RoE (%)

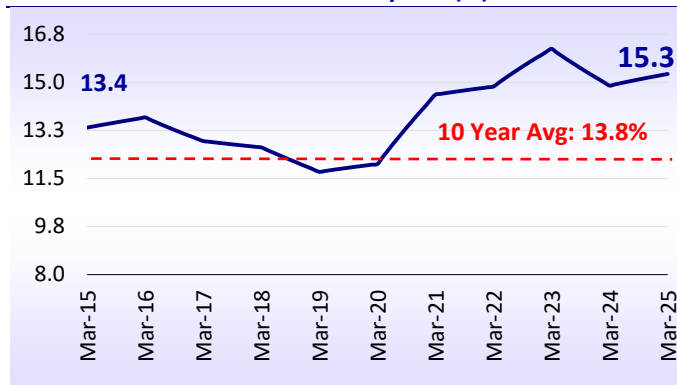


Exhibit 12: The valuation gap between Nifty-50 and broader markets narrows but remains elevated

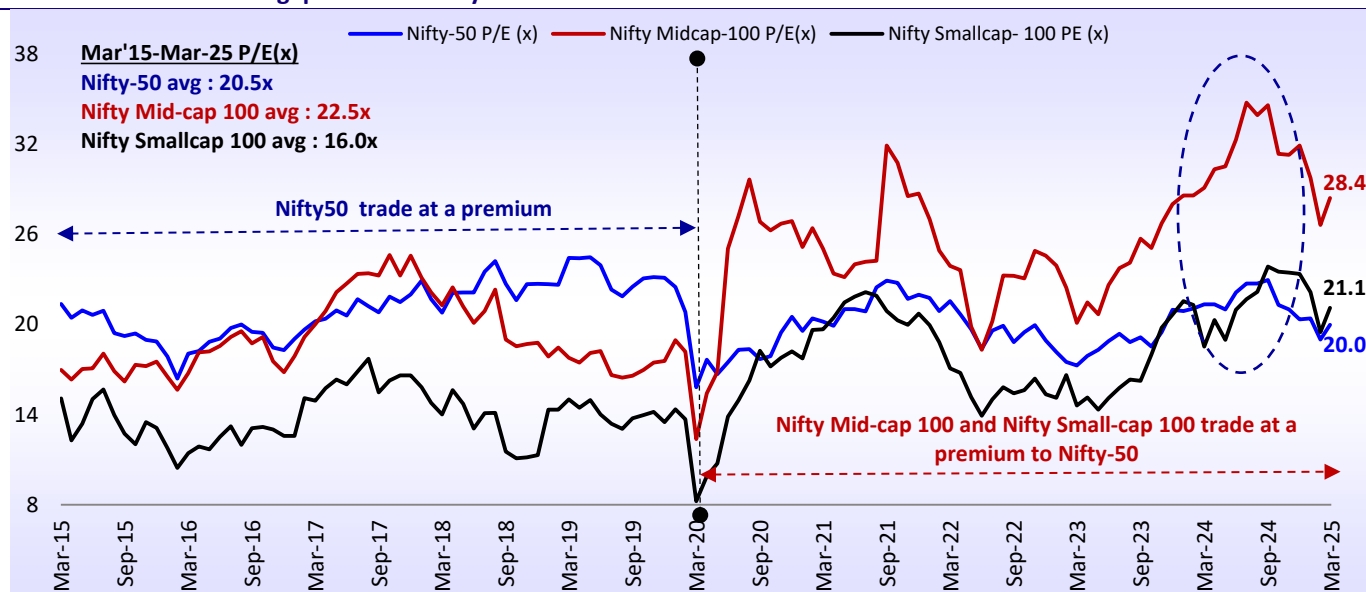
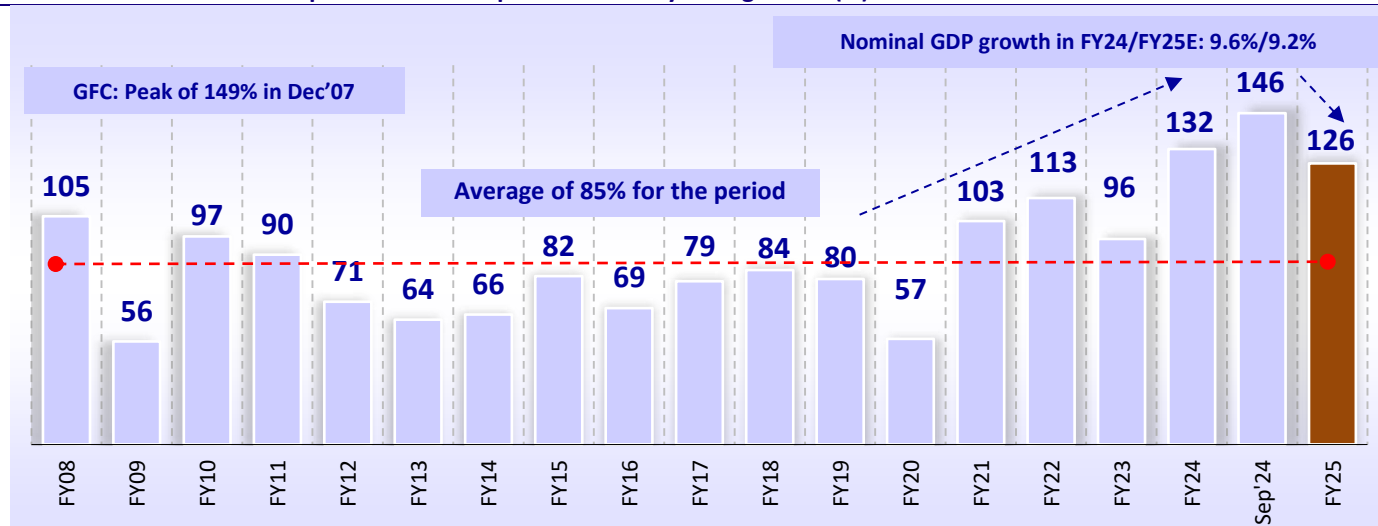


Exhibit 13: India's market cap-to-GDP ratio dips from the 17-year high level (%)



4QFY25 PREVIEW

Expect Metal, Telecom, BFSI, Technology, and Healthcare to lead the incremental profit growth in 4QFY25

Of the 18 major sectors under MOFSL Coverage, only 9 sectors are likely to witness an expansion in EBITDA margin YoY

Earnings growth remains muted; O&G to drag

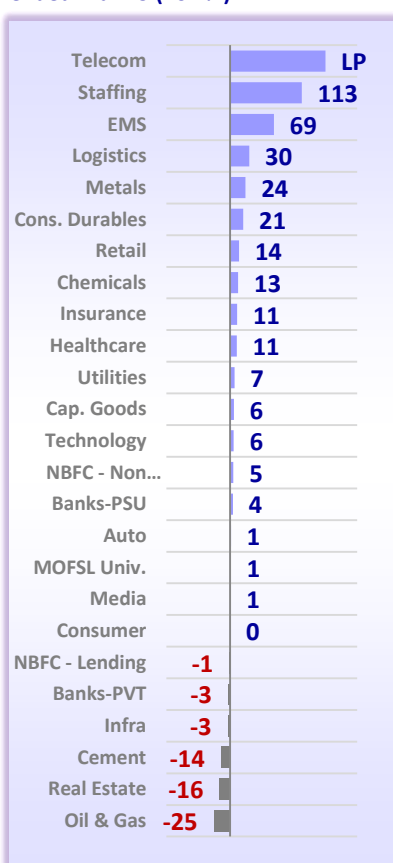
MOFSL (ex-Commodities) earnings likely to grow 5% YoY

- The **Auto** sector's earnings are likely to rise 1% YoY during the quarter. The Auto OEMs are expected to deliver just ~6% YoY volume growth in 4QFY25. Overall, growth was largely driven by new launches from MM, TVS, and RE, while HMCL, BJAUT, HMI, and MSIL posted subdued growth. CVs continued to post a decline in volumes. Revenue/EBITDA/PAT for our coverage companies (ex-JLR) are anticipated to grow ~7%/5%/2% YoY in 4Q. For auto ancillaries, we expect our coverage universe to post ~7% growth in revenue and a decline of 4%/10% YoY in EBITDA/PAT in 4Q.
- **BFSI**: We expect a 2% YoY adj. earnings growth for our BFSI universe, which will be driven by Insurance (+11%), PSBs (+4%), NBFC Non-lending (+5%), but will be dragged down by Private Banks (-3%) and NBFC-Lending (-1%). We estimate NII for our banking coverage universe to grow ~3.9% YoY in 4QFY25, while PPOp may fall 0.7% YoY (up 3.5% QoQ). For the MOFSL Banking Universe, we estimate earnings growth of 0.5% YoY in 4QFY25 and an 11.8% CAGR over FY25-27.
- **NBFCs**: We estimate ~13%/15% YoY growth in NII/PPOp in 4QFY25 for our NBFC coverage universe, though PAT is expected to be flat YoY. **NBFC Non-lending**: The **Capital Market** players' earnings are likely to rise 5% YoY, primarily led by exchanges, while the **Insurance** players are likely to post 11% YoY earnings growth in 4Q.
- The **Technology** sector's (IT services companies) 4QFY25 revenue growth is likely to be 8% YoY, while EBIT and PAT are likely to grow at 7.1% and 5.7% YoY (all in INR terms). The discretionary spending recovery that we saw picking up in 1HFY25 has been stuck in second gear, and clients are likely to be in wait-and-watch mode as they take stock of the trade war, a slower Fed rate cut cycle, and other macroeconomic risks. On average, we expect ~50-80bp cross-currency headwinds for our coverage on a sequential basis.
- The **Capital Goods** sector's earnings are projected to rise 6% YoY (slowest in 12 quarters). Defense and Transmission are expected to be the key growth drivers for order inflows for the sector, while broad-based revival in order inflows was missing, especially from the Central govt. as well as from private sector names. The demand for genset players has started recovering sequentially, but it is still lower than last year owing to a high base led by pre-buying. We expect YoY margin improvement for EPC players driven by the completion of low-margin legacy projects.
- For the MOFSL **Consumer** coverage universe, all segments, except paint, are expected to deliver revenue/EBITDA growth YoY in 4QFY25 – staples +4%/-1%, liquor +11%/+18%, innerwear +8%/+16%, QSR +12%/+2%, and jewelry +19%/+19%. The paint segment is expected to post a flat revenue and a 5% decline in EBITDA. In 4QFY25, demand trends across various categories remained stable. Staple companies are likely to experience a similar subdued quarter. We have seen no material pickup in volume growth and expect revenue growth to remain in the low-to-mid-single digits. Paint companies are still struggling with a lack of demand recovery and increased competition. Alcoholic beverage companies performed better; the Innerwear companies are expected to see high single-digit growth; QSR companies saw a minor improvement in demand in 4Q, with volume-led SSSG showing improvement, and Jewelry

Sectoral sales growth for the quarter-ended Mar'25 (YoY %)



Sectoral PAT growth for the quarter-ended Mar'25 (YoY %)



demand has moderated due to a sharp rise in gold prices, impacting sales in Feb'25 and Mar'25 after a healthy Jan'25.

- **Healthcare:** We expect aggregate sales growth of 11.2% YoY to INR815b for our pharma coverage universe in 4QFY25. The domestic formulation (DF) segment continues to be driven by higher off-take of chronic medicines, partly offset by weak consumption of medicines in acute therapies. While US growth is soft for the quarter, the segment has benefited from favorable currency movement. PAT is expected to grow at a lower rate of 10% YoY to INR120b. For hospital companies under our coverage, we expect revenue/EBITDA/PAT to grow 14%/21%/28% YoY on an aggregate basis in 4Q.
- The **Metal** companies within our coverage universe are likely to report a muted revenue growth of 2% YoY; however, they are expected to post a 15% YoY increase in EBITDA and a 24% YoY rise in PAT. We expect **ferrous** companies to report revenue growth of 8% QoQ (a decline of 2% YoY), mainly driven by better volumes with marginally improved prices. Overall, we believe EBITDA may increase by 7% QoQ and YoY for our ferrous coverage universe. **Non-ferrous** companies under our coverage are expected to post a better performance YoY compared to ferrous companies. Aggregate revenue, EBITDA, and adj. PAT for non-ferrous companies are expected to grow in double digits YoY, led by elevated pricing and muted CoP. However, QoQ earnings growth could be flat, with modest volume growth.
- We estimate the aggregate revenue/EBITDA for our **Cement** coverage universe to increase ~6%/2% YoY and OPM to contract 70bp YoY (up 3.8pp QoQ) to ~18%. We estimate the average EBITDA/t for our cement coverage to decline ~9% YoY (up 25% QoQ). Cement demand has seen a recovery in 4QFY25, backed by a pickup in construction activities, increased government spending towards infrastructure projects, and healthy demand from IHB and real estate sectors. The volume growth is estimated at ~12% YoY for 4QFY25, aided by inorganic growth. The all-India average cement price was up ~2% QoQ (INR7 per 50-kg bag) in 4QFY25, supported by a sustained price hike in Dec'24.
- The **Oil & Gas** sector is expected to report: 1) a 5% YoY decline in sales (flat YoY excluding OMCs), 2) an 11% YoY decline in EBITDA (flat YoY excluding OMCs), and 3) a 25% decline in PAT YoY (down 13% YoY excluding OMCs) in 4QFY25. **OMCs:** Standalone EBITDA for HPCL/BPCL/IOCL is estimated to decline sharply QoQ, driven by a decline in marketing margins and refining margins on a QoQ basis. SG GRM averaged USD3.2/bbl in 4Q (vs. USD5/bbl in 3Q). **CGD:** Expect YoY volume growth of 10%/6%/-5% for MAHGL/IGL/GUJGA. After the APM reallocation, EBITDA/scm margins for CGDs are expected to recover marginally QoQ. However, spot LNG prices continue to remain elevated, averaging ~USD14 per mmbtu in 4Q. **Upstream:** For ONGC/OINL, we expect both oil and gas sales volume to decline by ~4% to 8% QoQ, driven by lower production in 4Q. We have reduced our Brent price assumption by 7% for FY26/FY27 to USD65/bbl (vs. USD70/bbl earlier).
- The **Power Utility** companies under our coverage universe are anticipated to report a revenue/EBITDA/adj. PAT growth of 6%/6%/7% YoY in 4QFY25. Peak demand in 4QFY25 stood at ~238GW (vs. 224GW in 3QFY25 and 4QFY24). The combination of RE generation growth and strong power demand is expected to drive profitability in the sector during 4QFY25.

- **Telecom:** We expect 1-2% sequential growth in wireless revenue/EBITDA for the three telcos, as ARPU growth would be impacted by two lower days QoQ. We build in ~1% QoQ ARPU uptick for the three private telcos in 4QFY25. With the bulk of the tariff hike benefits in the base, we expect incremental margins to revert to ~60-70% range in 4QFY25. We expect RJio to be the biggest gainer in 4Q with ~4% QoQ EBITDA growth, followed by ~2% QoQ for Bharti Airtel and Hexacom.
- The **Real Estate** companies under our coverage universe are expected to report pre-sales of INR355b, +11% YoY/+1% QoQ in 4QFY25. Volumes are expected at 33msf, up 28%/70% YoY/QoQ. Collections for our coverage companies are likely to increase 28% YoY to INR267b, implying a collection efficiency of ~75% guided by strong execution. Revenue recognition for our coverage is expected to stand at INR204b (up 19% YoY), with an EBITDA of INR53b (up 8% YoY).
- The **Chemicals** sector is projected to report an earnings growth of 13% YoY in 4QFY25 after seven consecutive quarters of decline. The Brent crude price has remained benign at USD 75.8/bbl in 4QFY25, with a significant increase in supply that outpaced demand growth, leading to a market surplus and downward pressure on prices. In addition to that, the impending imposition of tariffs by the US has raised concerns about reduced economic activity and lower fuel demand, leading to a decline in derivative prices as well as a result.
- **The 4QFY25E snapshot:** We expect EBITDA/PBT/PAT to rise 4%/4%/1% YoY in 4QFY25 for the MOFSL Universe. Excluding Metals and O&G, EBITDA/PBT/PAT for the MOFSL Universe would grow 7%/7%/5% YoY.
- The **EBITDA margins** for the Chemicals, Consumer Durables, Healthcare, Infrastructure, Logistics, Media, Metals, Telecom, and Utilities sectors are likely to expand, while margins for Automobile, Capital Goods, Cement, Consumer, EMS, O&G, Real Estate, Retail, and Technology are anticipated to contract on a YoY basis.
- **Nifty earnings to grow 2% YoY in 4QFY25:** Ex-Commodities, the Nifty earnings are anticipated to rise ~4% YoY. Bharti Airtel, ICICI Bank, Hindalco, Adani Ports, and Bajaj Finance are likely to drive Nifty earnings, while IndusInd Bank, SBI, ONGC, Reliance, and TATA Steel are projected to drag the same.
- **The FY25E snapshot:** The MOFSL Universe and Nifty are likely to record 2% YoY and 5% YoY earnings growth in FY25E, respectively. Excluding Metals and O&G, the MOFSL Universe and Nifty should post an 11% and 9% YoY earnings growth, respectively.

Exhibit 14: MOFSL and Nifty Universe to post 1% and 2% YoY earnings growth, respectively, in 4QFY25 (INR b)

Sector	Sales	Growth (%)		EBIDTA	Growth (%)		PAT	Growth (%)		PAT Delta	PAT	Delta
	Mar-25	YoY	QoQ	Mar-25	YoY	QoQ	Mar-25	YoY	QoQ	INRb	Share (%)	Share (%)
PAT growth sectors	4,414	8	6	1,060	21	3	338	42	8	101	11	279
Telecom (5)	744	18	4	383	29	-1	7	LP	-42	33	0	91
Staffing (4)	123	11	-1	5	29	6	3	113	9	2	0	4
EMS (7)	166	66	11	11	57	34	7	69	68	3	0	8
Logistics (8)	177	16	6	71	28	11	41	30	12	10	1	27
Metals (10)	2,978	2	5	566	15	3	263	24	7	51	8	142
Consumer Durables (5)	226	17	29	24	22	40	16	21	47	3	1	8
Med/Low growth sectors	14,024	8	8	2,680	5	5	1,743	5	6	88	55	245
Retail (20)	565	15	-15	58	12	-23	23	14	-33	3	1	8
Chemicals (12)	168	8	6	30	10	12	17	13	22	2	1	5
Insurance (7)	2,374	2	33	74	-4	34	175	11	31	18	6	49
Healthcare (25)	899	11	2	216	17	1	130	11	-1	13	4	35
Utilities (7)	789	5	8	261	6	2	117	7	14	8	4	21
Capital Goods (12)	1,211	16	24	143	9	27	93	6	33	5	3	15
Technology (12)	2,003	8	2	447	7	0	308	6	0	17	10	47
NBFC - Non Lending (14)	67	17	-5	35	21	-11	28	5	-7	1	1	4
Banks-PSU (6)	913	3	3	633	3	9	396	4	5	17	12	47
Others (19)	732	20	6	119	13	-6	44	2	-13	1	1	2
Automobiles (26)	3,378	6	5	456	2	12	265	1	12	4	8	10
Media (3)	42	-3	-6	7	-2	-28	4	1	-37	0	0	0
Consumer (20)	883	6	1	201	1	0	144	0	2	0	5	1
PAT de-growth sectors	9,804	-2	-1	2,086	-4	-2	1,092	-12	-1	-153	34	-425
NBFC - Lending (22)	452	13	3	369	15	5	214	-1	5	-1	7	-3
Banks-Private (12)	916	5	-1	684	-4	-1	423	-3	1	-13	13	-37
Infrastructure (3)	51	-5	21	13	-4	4	5	-3	10	0	0	0
Cement (11)	677	9	21	109	-1	56	44	-14	96	-7	1	-20
Real Estate (13)	203	20	32	53	8	19	32	-16	-9	-6	1	-17
Oil & Gas (15)	7,505	-5	-4	859	-11	-10	373	-25	-11	-125	12	-348
MOFSL Universe (298)	28,242	4	4	5,827	4	2	3,173	1	4	36	100	100
MOFSL Ex OMCs (295)	24,330	6	6	5,673	6	4	3,118	4	5	114		
MOFSL Ex Metals and O&G (273)	17,759	9	8	4,402	7	5	2,536	5	6	110		
MOFSL Ex. Financials	23,520	4	3	4,032	5	1	1,937	1	3	14		
Nifty (48)	14,235	6	5	3,693	5	4	2,018	2	6	42		
Sensex (30)	10,942	6	4	3,005	5	5	1,628	2	6	32		

Exhibit 15: Expect a two-year PBT/PAT CAGR of 9%/6% for the MOFSL Universe (INR b)

Sector	PBT (INR b)				Growth (%)			PAT (INR b)				Growth (%)		
	Mar-23	Mar-24	Dec-24	Mar-25	YoY	Two-yr CAGR	QoQ	Mar-23	Mar-24	Dec-24	Mar-25	YoY	Two-yr CAGR	QoQ
Automobiles (26)	214	333	316	349	5	28	11	186	261	236	265	1	19	12
Capital Goods (12)	98	123	102	132	8	16	29	69	88	70	93	6	16	33
Cement (11)	55	76	28	64	-16	8	132	38	51	22	44	-14	8	96
Chemicals (12)	30	20	18	22	9	-15	22	25	15	14	17	13	-19	22
Consumer (20)	179	188	189	191	2	3	1	134	143	141	144	0	3	2
Cons. Durables (5)	16	19	15	22	19	19	45	11	13	11	16	21	20	47
EMS (7)	5	6	6	9	59	34	48	4	4	4	7	69	38	68
Financials (61)	1,232	1,520	1,527	1,601	5	14	5	1,016	1,214	1,166	1,236	2	10	6
Banks-Private (12)	489	514	553	557	8	7	1	369	436	420	423	-3	7	1
Banks-PSU (6)	395	520	511	540	4	17	6	300	379	378	396	4	15	5
Insurance (7)	95	174	153	192	11	42	26	154	158	134	175	11	7	31
NBFC - Lending (22)	230	280	270	277	-1	10	3	175	215	205	214	-1	10	5
NBFC - Non Ldg. (14)	22	33	40	35	8	26	-12	17	26	30	28	5	27	-7
Healthcare (25)	106	157	171	171	9	27	0	81	117	132	130	11	27	-1
Infrastructure (3)	7	9	7	7	-22	1	5	5	5	5	5	-3	8	10
Logistics (8)	31	38	44	51	34	29	17	29	32	37	41	30	19	12
Media (3)	4	6	8	6	0	18	-33	3	4	7	4	1	21	-37
Metals (10)	341	316	377	387	22	7	2	242	212	245	263	24	4	7
Oil & Gas (15)	682	681	625	537	-21	-11	-14	536	498	417	373	-25	-16	-11
Oil Ex OMCs (12)	421	510	496	464	-9	5	-6	327	366	319	319	-13	-1	0
Real Estate (13)	31	45	37	47	5	24	27	32	38	35	32	-16	0	-9
Retail (20)	22	27	47	31	13	18	-34	17	20	35	23	14	19	-33
Staffing (4)	2	2	3	3	77	34	7	2	1	3	3	113	29	9
Technology (12)	382	392	419	416	6	4	-1	287	291	309	308	6	4	0
Telecom (5)	11	7	87	62	843	LP	-29	-19	-25	12	7	LP	Loss	-42
Utilities (7)	135	144	135	145	0	4	7	102	109	103	117	7	7	14
Others (19)	49	48	59	56	17	7	-4	41	43	50	44	2	3	-13
MOFSL Universe (298)	3,633	4,156	4,220	4,309	4	9	2	2,840	3,137	3,055	3,173	1	6	4
MOFSL Ex Metals and O&G (273)	2,610	3,159	3,217	3,386	7	14	5	2,062	2,426	2,392	2,536	5	11	6
MOFSL Ex OMCs (295)	3,372	3,985	4,090	4,237	6	12	4	2,631	3,004	2,956	3,118	4	9	5
Nifty (48)	2,281	2,605	2,669	2,775	7	10	4	1,729	1,976	1,912	2,018	2	8	6
Sensex (30)	1,864	2,106	2,170	2,260	7	10	4	1,408	1,596	1,541	1,628	2	8	6

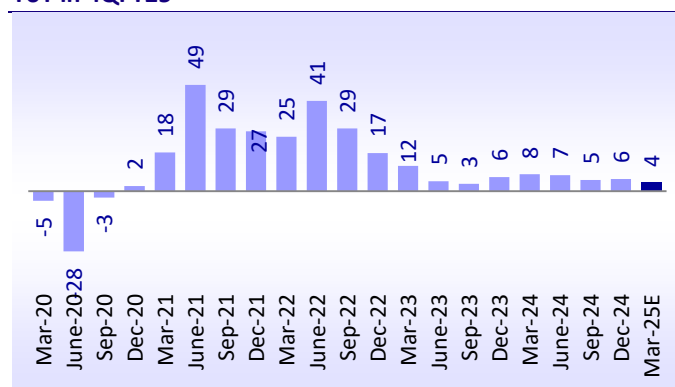
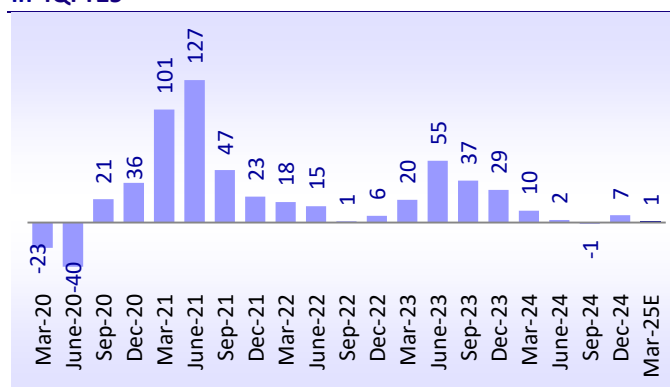
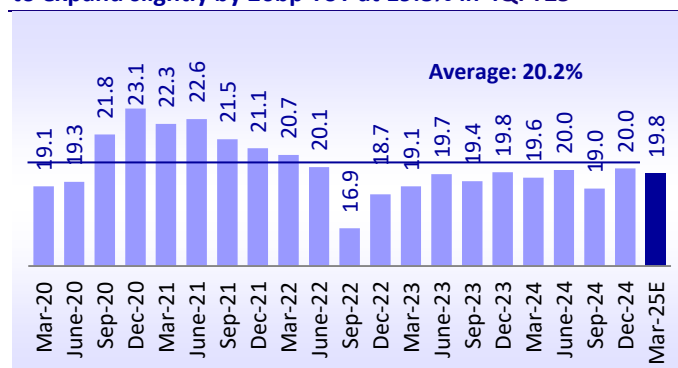
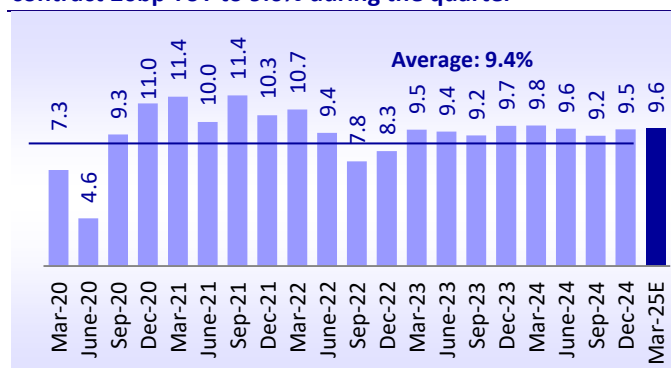
Sales/PAT for the MOFSL Universe to grow 4%/1% YoY in 4QFY25
Exhibit 16: Expect sales for the MOFSL Universe to grow 4% YoY in 4QFY25

Exhibit 17: Expect MOFSL Universe earnings to grow 1% YoY in 4QFY25


Exhibit 18: Expect EBITDA margin (ex-Financials and OMCs) to expand slightly by 20bp YoY at 19.8% in 4QFY25



Source: MOFSL, excluding Financials and OMCs

Exhibit 19: Expect PAT margin (ex-Financials and OMCs) to contract 20bp YoY to 9.6% during the quarter



Source: MOFSL, excluding Financials and OMCs

Exhibit 20: Metals, Telecom, BFSI, Tech, and Healthcare to lead; while O&G and Pvt. Banks to drag earnings in 4QFY25

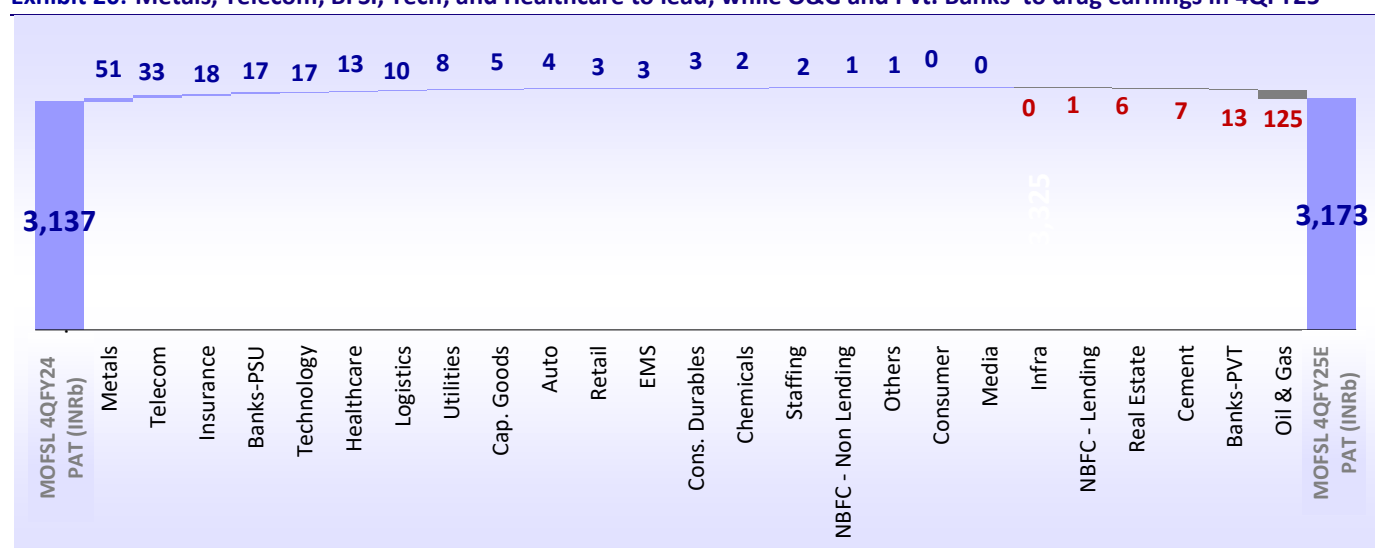


Exhibit 21: Quarterly sectoral PAT trend (INR b) – MOFSL Universe to report a 1% YoY growth in PAT in 4QFY25

Sector	Mar-22	June-22	Sep-22	Dec-22	Mar-23	June-23	Sep-23	Dec-23	Mar-24	June-24	Sep-24	Dec-24	Mar-25
Automobiles	86	13	97	142	186	187	221	240	261	237	228	236	265
Banks-Private	289	266	301	338	369	363	409	414	436	427	433	420	423
Banks-PSU	152	133	226	252	300	307	294	306	379	347	393	378	396
Insurance	40	21	175	80	154	113	98	112	158	127	98	134	175
NBFC - Lending	140	128	147	160	175	177	197	194	215	204	201	205	214
NBFC - Non Lending	14	13	18	16	17	20	21	23	26	30	34	30	28
Capital Goods	63	32	41	46	69	46	58	57	88	56	69	70	93
Cement	43	43	20	24	38	44	42	50	51	34	22	22	44
Chemicals	22	25	24	22	25	20	18	15	15	16	18	14	17
Consumer	116	124	127	132	134	150	144	149	143	153	144	141	144
Consumer Durables	10	7	7	9	11	10	9	9	13	14	10	11	16
EMS	2	1	2	2	4	2	2	2	4	3	4	4	7
Healthcare	79	78	97	88	81	98	110	105	117	127	129	132	130
Infrastructure	6	8	4	4	5	5	3	4	5	4	4	5	5
Logistics	22	29	26	23	29	27	30	32	32	34	33	37	41
Media	7	8	5	6	3	6	8	6	4	6	6	7	4
Metals	414	333	139	133	242	227	191	238	212	266	197	245	263
Oil & Gas	449	244	276	337	536	631	624	467	498	371	370	417	373
Real Estate	25	15	15	20	32	18	19	22	38	29	28	35	32
Retail	18	25	22	27	17	22	23	30	20	22	24	35	23
Staffing	2	2	2	2	2	2	2	2	1	2	2	3	3
Technology	263	242	264	284	287	271	277	284	291	293	300	309	308
Telecom	-24	-47	-41	-58	-19	-29	-40	-32	-25	-17	-15	12	7
Utilities	117	84	84	92	102	88	85	97	109	94	100	103	117
Others	7	11	7	42	41	48	19	39	43	35	2	50	44
MOFSL Universe	2,360	1,837	2,085	2,220	2,840	2,853	2,865	2,866	3,137	2,915	2,835	3,055	3,173

Expect Nifty constituents' earnings to rise 2% YoY in 4QFY25

- We expect sales/EBITDA/PBT/PAT for Nifty constituents to improve 6%/6%/7%/2% YoY.
- Bharti Airtel, ICICI Bank, Hindalco, Adani Ports, and Bajaj Finance are likely to drive Nifty earnings, while IndusInd Bank, SBI, ONGC, Reliance, and TATA Steel are projected to drag the same.
- Nine Nifty companies are likely to report a PAT growth of above 20% YoY. Whereas 12 Nifty companies are expected to report a YoY decline in PAT.

Telecom, Logistics,
and NBFC are likely
to lead Nifty
earnings in 4QFY25

Exhibit 22: Sector-wise PAT breakdown for the Nifty constituents in 4QFY25E (YoY %)

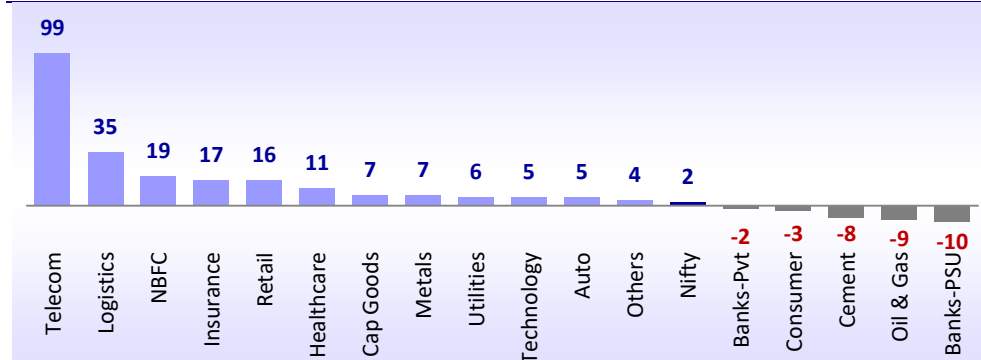


Exhibit 23: Expect Nifty's revenue to grow 6% YoY in 4QFY25

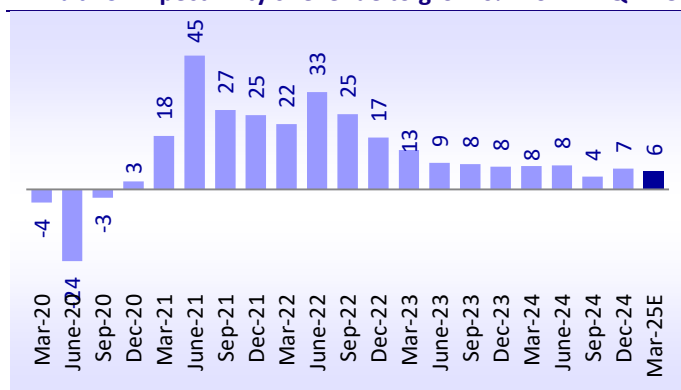


Exhibit 24: Expect Nifty's EBITDA to grow 5% YoY in 4QFY25

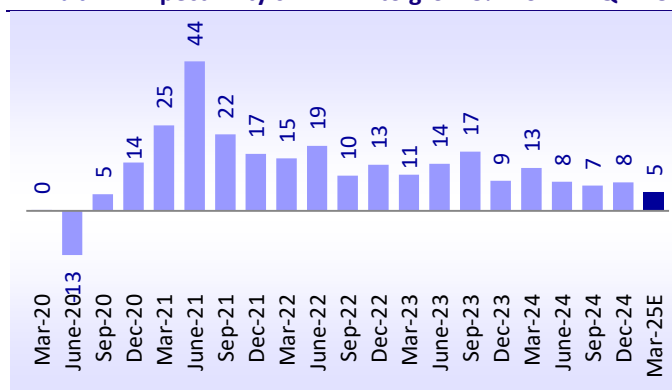


Exhibit 25: Expect Nifty's PAT to rise by 2% YoY in 4QFY25

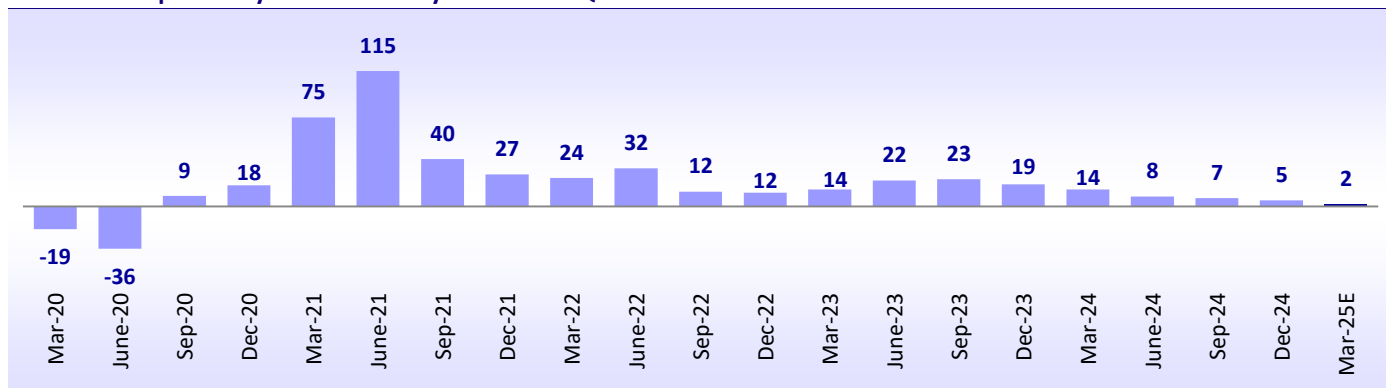


Exhibit 26: Nifty's earnings snapshot for 4QFY25 (INR b)

Sector	Sector	Sales Mar-25	Growth (%)		EBIDTA Mar-25	Growth (%)		PAT Mar-25	Growth (%)		Contribution to PAT	
			YoY	QoQ		YoY	QoQ		YoY	QoQ	(%)	growth (%)
Bajaj Auto	Automobiles	119	3.5	-7.1	24	3.0	-8.0	20	2.5	-5.9	1.0	1.2
Eicher Motors	Automobiles	52	21.8	4.2	13	14.8	7.8	13	19.5	9.3	0.6	4.9
Hero MotoCorp	Automobiles	97	1.6	-5.3	14	2.0	-6.1	10	3.2	-12.8	0.5	0.8
Mahindra & Mahindra	Automobiles	297	18.1	-2.6	42	26.9	-6.3	24	18.6	-20.0	1.2	8.8
Maruti Suzuki	Automobiles	398	4.1	3.4	46	-1.5	3.2	35	-9.6	-0.6	1.7	-8.8
Tata Motors	Automobiles	1,263	5.2	11.2	172	1.2	31.9	84	8.2	52.8	4.1	15.0
Axis Bank	Banks-Private	138	5.8	1.8	112	6.3	6.3	72	0.8	14.0	3.6	1.4
HDFC Bank	Banks-Private	307	5.5	0.1	256	-12.7	2.3	170	3.2	1.8	8.4	12.4
ICICI Bank	Banks-Private	209	9.2	2.4	171	13.5	1.0	120	12.3	2.0	6.0	31.2
IndusInd Bank	Banks-Private	36	-33.7	-31.8	13	-67.8	-63.5	-1	PL	PL	-0.1	-58.9
Kotak Mahindra Bank	Banks-Private	75	8.0	3.6	56	3.4	9.0	38	-8.5	14.4	1.9	-8.4
State Bank	Banks-PSU	427	2.6	3.1	275	-4.3	16.9	186	-10	9.9	9.2	-50.7
HDFC Life Insur.	Insurance	273	33.4	63.0	14	10.3	46.4	6	36.1	34.9	0.3	3.5
SBI Life Insurance	Insurance	253	0.4	1.4	15	-3.6	-22.1	9	6.7	57.0	0.4	1.3
Bajaj Finance	NBFC - Lending	98	22.7	4.8	82	27.2	4.5	45	18.2	5.0	2.2	16.4
Bajaj Finserv	NBFC - Lending	288	7.2	11.9	88	29.5	12.7	27	27.9	21.5	1.3	14.0
Shriram Finance	NBFC - Lending	58	13.7	3.5	43	9.6	4.8	22	11.1	3.9	1.1	5.1
Bharat Electronics	Capital Goods	89	4.1	54.2	21	-9.4	24.9	17	-4.2	29.9	0.8	-1.8
Larsen & Toubro	Capital Goods	800	19.3	23.7	83	14.5	32.4	48	11.6	43.7	2.4	11.9
Grasim Industries	Cement	86	27.5	6.2	4	-31.6	33.1	-1	PL	Loss	0.0	-7.8
Ultratech Cement	Cement	230	12.8	34.0	46	12.0	59.5	24	5.8	66.4	1.2	3.2
Asian Paints	Consumer	85	-2.3	-0.3	15	-9.8	-6.8	10	-18.6	-8.0	0.5	-5.6
Hind. Unilever	Consumer	157	3.1	-0.9	36	2.3	-2.1	25	1.1	-3.0	1.3	0.6
ITC	Consumer	183	2.4	-2.4	65	-2.3	1.7	51	-0.5	5.9	2.5	-0.7
Nestle	Consumer	55	4.7	15.4	13	-3.3	16.0	9	-4.5	24.5	0.4	-1.0
Tata Consumer	Consumer	46	16.9	3.3	6	-6.1	4.6	3	-17.9	9.6	0.2	-1.6
Apollo Hospitals	Healthcare	54	8.7	-2.7	8	20.0	1.0	4	38.5	-5.6	0.2	2.3
Cipla	Healthcare	69	12.1	-2.3	18	33.5	-11.7	12	35.3	-13.8	0.6	7.3
Dr Reddy's Labs	Healthcare	83	16.9	0.6	22	24.0	0.8	12	-2.5	-10.4	0.6	-0.7
Sun Pharma	Healthcare	134	13.4	2.6	36	23.2	0.7	30	7.6	0.4	1.5	5.0
Adani Ports	Logistics	84	21.5	5.3	53	31.8	11.0	31	34.9	15.6	1.5	18.9
Coal India	Metals	383	2.4	7.0	111	12.9	6.8	87	0.1	2.2	4.3	0.2
Hindalco	Metals	588	5.1	0.8	78	16.4	2.6	43	34.8	13.7	2.1	26.1
JSW Steel	Metals	447	-3.4	8.0	66	7.5	18.0	17	32.6	121.1	0.9	10.0
Tata Steel	Metals	560	-4.5	4.5	64	-2.5	-10.0	6	-46.2	-12.3	0.3	-13.2
ONGC	Oil & Gas	328	-5.3	-2.7	180	3.5	-5.0	82	-16.4	0.1	4.1	-38.3
Reliance Inds.	Oil & Gas	2,408	1.8	0.3	435	2.3	-0.7	180	-5.1	-3.0	8.9	-23.1
Titan Company	Retail	142	13.7	-19.9	14	18.2	-26.9	9	19.0	-26.4	0.5	3.5
Trent	Retail	41	28.2	-9.9	6	23.9	-29.4	3	8.1	-43.0	0.1	0.5
HCL Technologies	Technology	304	6.5	1.6	64	5.0	-6.8	43	7.2	-6.9	2.1	6.8
Infosys	Technology	422	11.3	1.1	98	12.1	-2.0	67	9.8	-2.0	3.3	14.1
TCS	Technology	648	5.9	1.3	172	0.2	1.4	126	0.4	0.9	6.2	1.3
Tech Mahindra	Technology	134	4.0	0.8	18	29.3	0.6	10	3.3	1.8	0.5	0.7
Wipro	Technology	227	2.2	1.7	48	10.5	2.0	33	15.6	-2.3	1.6	10.5
Bharti Airtel	Telecom	476	26.6	5.5	269	38.9	9.4	59	99.2	6.6	2.9	69.2
NTPC	Utilities	416	-2.2	0.6	117	2.9	-2.5	56	9.2	20.8	2.8	11.1
Power Grid Corp.	Utilities	108	-1.8	7.2	91	-0.4	6.8	43	1.3	12.1	2.1	1.3
Zomato	Others	59	64.3	8.3	2	101.2	6.8	2	3.6	207.3	0.1	0.1
Nifty Universe		14,235	6.0	4.7	3,693	5.5	4.3	2,018	2.1	5.6	100	100

Note: For Banks: Sales = Net Interest Income, EBIDTA = Operating Profits; For Life Insurance: Sales = Net Premium, EBIDTA = VNB.

Exhibit 27: Expect a 17% PAT CAGR for the MOFSL Universe over FY25-27

Sector	Sales CAGR (%)	EBIDTA CAGR (%)	EBIDTA Margin (%)			PAT (INR b)			PAT Grw / CAGR (%)				PAT Delta Share (%)
	(FY25-27)	(FY25-27)	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	(FY25-27)	(FY25-27)
High PAT CAGR (>25%)	13	19	20.8	22.3	23.0	1,630	2,365	3,005	16	45	27	36	31
Telecom (5)	12	13	50.6	50.9	51.5	16	66	210	LP	304	216	258	4
Others (19)	16	27	16.4	18.6	19.7	145	261	343	3	80	31	54	4
EMS (7)	30	37	5.8	6.1	6.4	18	27	40	70	50	46	48	0
Cement (11)	14	31	13.7	16.2	17.9	167	236	305	-28	41	29	35	3
Infrastructure (3)	18	22	28.0	29.5	30.2	18	26	31	1	48	21	34	0
Chemicals (12)	13	25	17.8	20.3	21.6	64	89	111	-6	39	25	32	1
Retail (20)	17	19	10.8	11.1	11.2	105	142	173	11	35	22	28	2
Real Estate (13)	18	26	27.0	31.3	30.8	124	184	204	28	48	11	28	2
Metals (10)	11	18	18.6	20.3	21.2	972	1,334	1,589	12	37	19	28	14
Medium PAT CAGR (15-25%)	12	15	34.9	35.5	36.6	6,343	7,296	8,454	13	15	16	15	47
Staffing (4)	13	19	3.5	3.8	3.9	10	13	15	41	29	19	24	0
Logistics (8)	16	17	38.6	38.9	39.1	145	177	215	20	22	22	22	2
Capital Goods (12)	14	17	11.6	12.1	12.3	291	359	427	20	24	19	21	3
Consumer Durables (5)	14	19	9.8	10.2	10.7	51	60	73	23	17	22	19	0
Media (3)	9	14	20.6	22.2	22.4	23	27	31	-7	21	12	16	0
Healthcare (25)	12	12	24.1	24.4	24.4	516	609	693	20	18	14	16	4
Utilities (7)	11	14	35.7	36.9	37.6	444	535	591	4	20	11	15	3
Financials (64)	12	15	44.4	45.3	46.9	4,863	5,515	6,409	12	13	16	15	34
Banks-PVT (12)	13	14	75.0	75.4	76.4	1,752	1,938	2,283	5	11	18	14	12
Banks-PSU (6)	11	12	69.5	70.3	71.4	1,599	1,739	1,976	24	9	14	11	8
Insurance (7)	10	17	9.6	10.2	10.8	534	601	675	11	13	12	12	3
NBFC - Lending (25)	19	19	80.7	80.6	80.6	857	1,093	1,306	8	28	19	23	10
NBFC - Non Lending (14)	15	16	54.2	55.2	55.5	122	143	168	30	18	17	17	1
Low PAT CAGR (<15%)	2	10	13.5	15.3	15.7	4,400	4,965	5,420	-13	13	9	11	23
Oil & Gas (15)	-3	10	10.6	13.1	13.6	1,650	1,942	2,101	-32	18	8	13	10
Ex OMCs (12)	0	11	15.7	18.7	19.3	1,373	1,595	1,750	-14	16	10	13	8
Consumer (20)	9	10	23.4	23.7	23.9	580	653	725	-2	13	11	12	3
Technology (12)	7	10	22.4	23.4	23.7	1,210	1,336	1,456	8	10	9	10	5
Auto (26)	8	9	13.2	13.2	13.3	959	1,034	1,138	5	8	10	9	4
MOFSL (301)	7	14	20.7	22.6	23.5	12,373	14,625	16,879	2	18	15	17	100
MOFSL Ex OMCs (298)	9	14	23.4	24.8	25.6	12,096	14,278	16,529	8	18	16	17	NA
Nifty (50)	8	13	25.5	27.3	28.3	8,006	9,157	10,488	5	14	15	14	NA
Sensex (30)	9	14	27.9	29.6	30.7	6,290	7,216	8,300	8	15	15	15	NA

Note: For Banks, sales represent net interest income, and EBITDA represents operating profit; Sensex and Nifty Numbers are free float

Exhibit 28: Upgrades/downgrades for the Nifty-50 in 4QFY25 Preview vs. 3QFY25 review

(INR)	Current EPS (INR)			EPS UPGRADE / DOWNGRADE (%)		EPS GROWTH (%)		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY25E	FY26E	FY27E
SBI Life Insurance	25	26	29	16.2	6.4	30.1	5.3	12.7
HDFC Life Insur.	9	10	12	16.4	5.4	20.2	17.1	14.4
Adani Ports	50	60	73	5.5	3.4	21.9	20.2	20.7
Wipro	12	13	13	1.0	2.8	19.2	4.1	3.8
Axis Bank	86	92	107	1.3	2.6	6.2	7.6	16.2
Power Grid Corp.	18	19	20	0.2	2.2	7.0	7.8	5.4
Eicher Motors	170	180	204	4.8	1.0	16.3	5.6	13.7
ICICI Bank	66	72	83	0.1	0.6	13.7	8.8	15.3
Tata Consumer	14	18	20	-4.3	0.3	-3.2	28.0	13.3
State Bank	89	97	113	-0.5	0.0	18.1	9.6	15.8
Hindalco	70	66	71	0.9	0.0	54.1	-6.5	7.6
Sun Pharma	49	59	67	0.0	0.0	18.7	21.0	11.9
NTPC	21	25	28	1.7	0.0	-3.2	22.4	8.5
Cipla	62	61	68	0.8	0.0	18.5	-1.6	11.4
Bharat Electronics	7	8	9	0.0	0.0	21.7	16.5	21.0
Shriram Finance	44	53	63	-0.1	-0.1	15.3	19.0	19.5
Larsen & Toubro	105	135	156	-1.2	-0.2	11.1	28.8	15.6
Bharti Airtel	36	45	62	-1.2	-0.4	85.6	22.5	38.9
Apollo Hospitals	100	120	156	-0.8	-0.5	59.6	20.8	29.5
Titan Company	43	53	63	-0.1	-0.6	9.0	24.1	19.1
Reliance Inds.	50	61	68	-0.4	-0.6	-2.0	20.3	12.1
Ultratech Cement	222	296	375	-0.1	-0.7	-9.2	33.6	26.5
Grasim Industries	74	96	115	-0.7	-1.0	-22.1	29.1	19.6
Nestle	32	36	40	-1.8	-1.1	-21.7	13.0	11.0
Hind. Unilever	44	49	53	0.3	-1.3	1.1	10.1	9.2
HCL Technologies	64	69	76	0.1	-1.3	10.1	8.3	9.8
Asian Paints	44	50	57	-1.3	-1.4	-23.9	12.6	14.2
HDFC Bank	88	94	107	-0.9	-1.9	9.8	6.4	14.9
ITC	16	17	18	-0.9	-2.0	-2.9	6.9	8.0
Bajaj Finance	270	337	426	-0.2	-2.0	15.6	24.6	26.5
Infosys	63	69	74	0.2	-2.0	0.3	8.0	7.9
TCS	135	149	160	-2.2	-2.3	6.9	10.1	7.7
Hero MotoCorp	229	240	260	-0.7	-2.4	11.8	4.9	8.3
Bajaj Auto	285	321	363	-0.9	-2.6	3.1	12.6	13.3
Tech Mahindra	46	61	75	1.9	-3.1	12.6	33.0	23.0
Kotak Mahindra Bank	94	106	126	-1.8	-3.2	2.9	12.7	19.0
Maruti Suzuki	458	489	541	-1.0	-4.5	8.9	7.0	10.5
Tata Steel	3	11	16	-24.8	-4.5	-6.6	321.7	45.5
Coal India	56	63	71	-1.6	-6.0	-7.9	13.3	11.3
Mahindra & Mahindra	98	116	130	-1.0	-6.6	10.8	18.4	11.9
Tata Motors	62	58	55	-5.8	-7.1	5.3	-6.8	-4.7
Dr Reddy's Labs	63	69	66	-2.5	-7.1	-0.6	9.6	-5.0
Trent	42	55	67	-6.1	-10.4	44.5	30.3	21.3
JSW Steel	16	54	83	-3.8	-12.5	-55.6	230.3	53.5
Zomato	1	2	5	-4.9	-13.9	91.1	191.4	98.2
ONGC	36	37	40	-2.8	-15.8	-22.8	4.4	6.3
IndusInd Bank	61	81	104	-25.5	-26.3	-47.0	32.9	27.9
Nifty (50)	1,017	1,157	1,328	-2.9	-3.8	1.2	13.8	14.8

Exhibit 29: Absolute change in FY25E PAT for Nifty constituents (INR b)

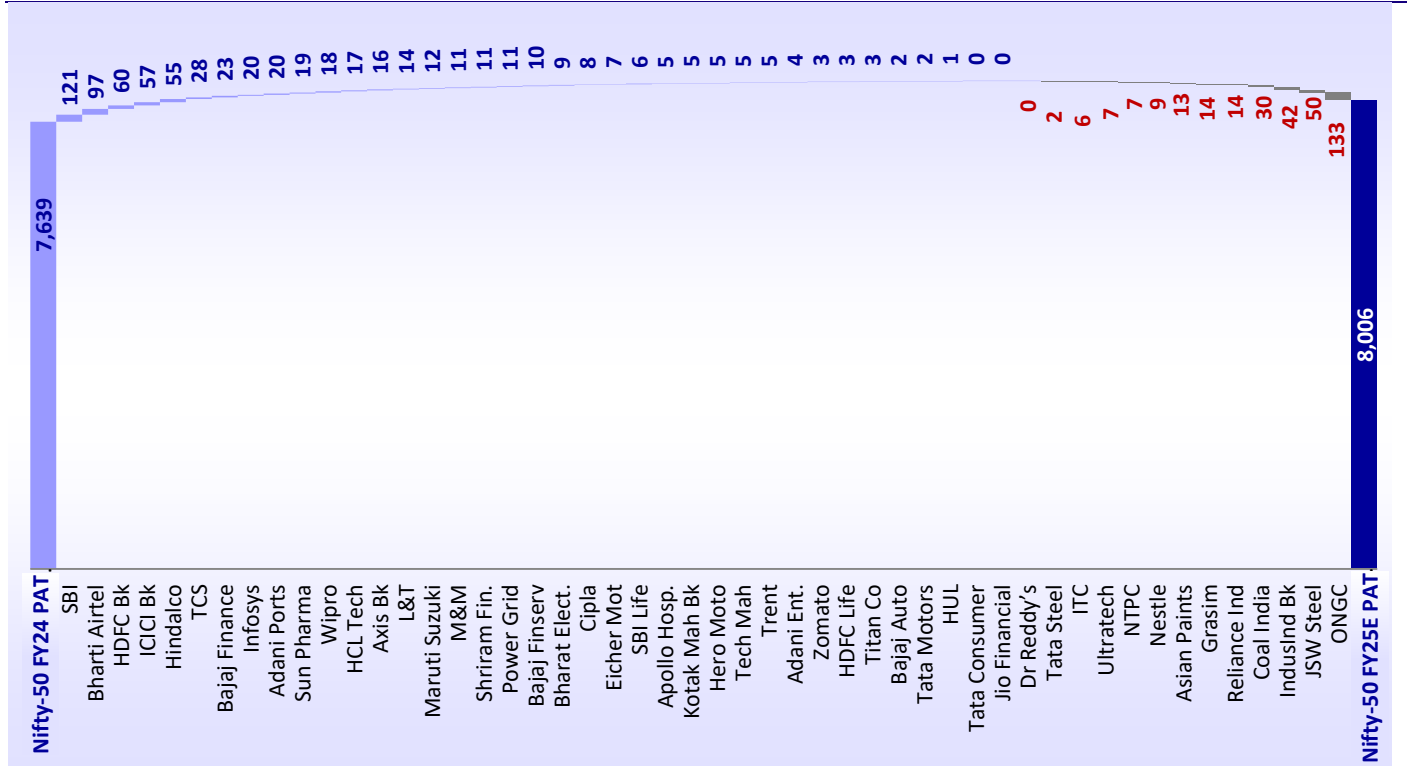


Exhibit 30: Absolute change in FY26E PAT for Nifty constituents (INR b)

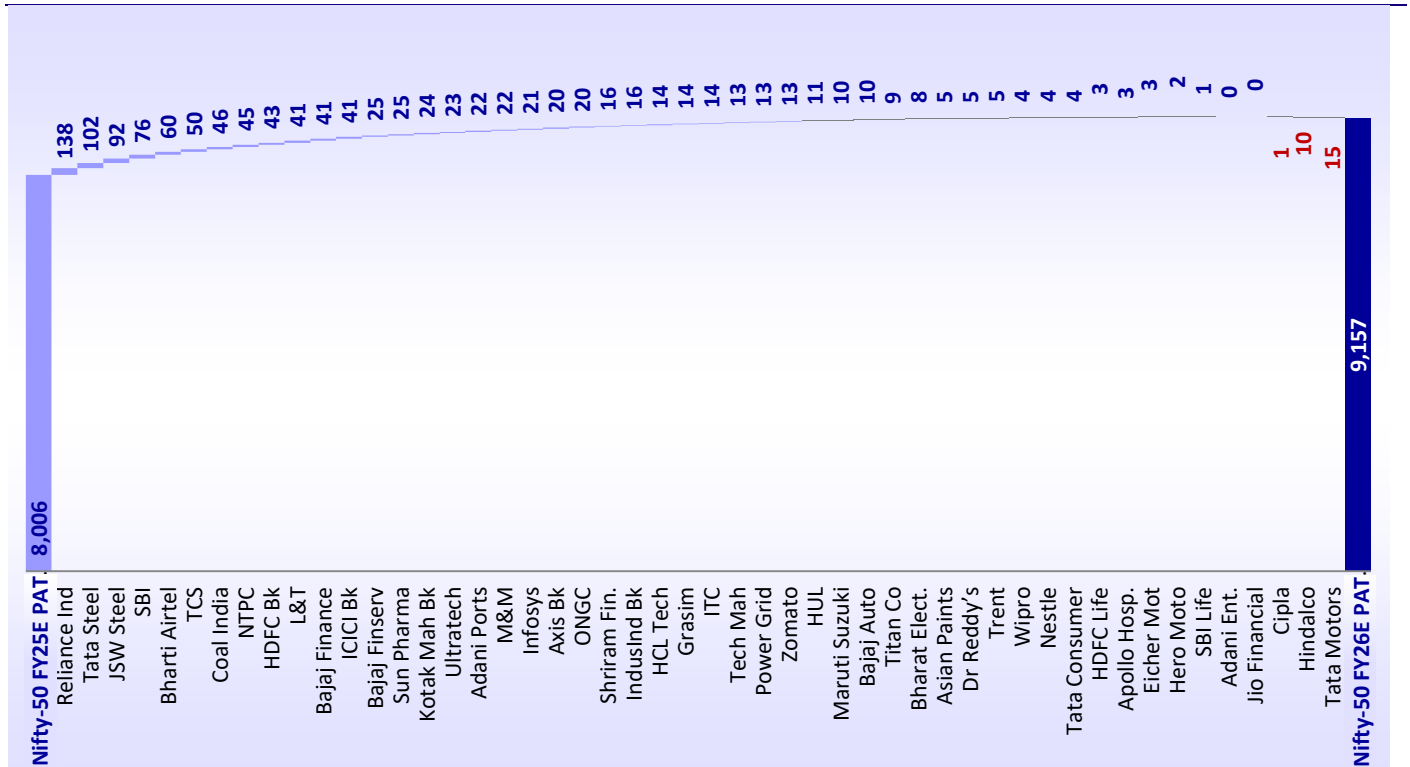


Exhibit 31: Nifty performance – Expect FF PAT CAGR (FY25-27E) at 14%

Company	Sales (INR b)			Sales CAGR % 25-27	EBIDTA (INR b)			EBITDA CAGR % 25-27	PAT (INR b)			PAT CAGR % 25-27	Contbn to Delta %
	FY25E	FY26E	FY27E		FY25E	FY26E	FY27E		FY25E	FY26E	FY27E		
High PAT Growth (20%+)	12,490	14,641	16,646	15	2,979	3,758	4,487	23	1,083	1,567	2,049	38	39
Tata Steel	2,184	2,460	2,610	9	258	356	434	30	32	133	194	148	7
Zomato	203	330	472	53	7	19	43	142	7	20	39	140	1
JSW Steel	1,687	2,053	2,389	19	231	350	455	40	40	132	202	125	7
Bharti Airtel	1,727	2,043	2,304	16	931	1,155	1,319	19	210	270	376	34	7
Ultratech Cement	739	913	1,017	17	126	172	206	28	64	87	110	31	2
IndusInd Bank	195	226	259	15	125	146	168	16	48	63	81	30	1
Tech Mahindra	530	550	590	6	69	85	102	21	41	54	67	28	1
Bajaj Finserv	470	605	772	28	322	382	467	20	92	117	146	26	2
Trent	171	217	263	24	27	35	43	26	15	20	24	26	0
Bajaj Finance	364	463	586	27	302	371	463	24	167	209	264	26	4
Apollo Hospitals	216	246	290	16	30	34	41	16	14	17	22	25	0
Grasim Industries	313	352	395	12	13	25	33	61	49	63	76	24	1
Larsen & Toubro	2,614	2,949	3,281	12	265	313	348	15	144	186	215	22	3
Titan Company	597	698	814	17	61	74	86	18	38	47	56	22	1
Adani Ports	304	346	400	15	187	215	249	15	109	131	158	20	2
Tata Consumer	176	189	205	8	24	26	29	9	14	18	20	20	0
Medium PAT Growth (0-20%)	42,426	43,705	47,202	5	11,592	12,843	14,326	11	6,697	7,379	8,237	11	62
Shriram Finance	221	264	313	19	162	194	232	20	83	99	118	19	1
Bharat Electronics	234	275	325	18	60	69	82	16	49	57	69	19	1
Sun Pharma	522	576	629	10	145	166	184	13	118	143	160	16	2
Reliance Inds.	9,441	9,431	10,006	3	1,651	1,916	2,136	14	682	820	919	16	10
Kotak Mahindra Bank	285	319	375	15	212	234	275	14	187	211	251	16	3
HDFC Life Insur.	702	826	963	17	554	645	754	17	19	22	25	16	0
NTPC	1,869	2,024	2,126	7	540	645	699	14	201	247	267	15	3
Mahindra & Mahindra	1,149	1,274	1,413	11	166	182	200	10	118	140	156	15	2
Asian Paints	341	366	405	9	61	68	76	12	42	48	54	13	0
Bajaj Auto	498	562	632	13	100	112	126	12	79	89	101	13	1
State Bank	1,669	1,825	2,090	12	1,068	1,180	1,383	14	792	869	1,006	13	9
Coal India	1,412	1,605	1,765	12	479	560	632	15	344	390	434	12	4
Nestle	202	220	240	9	47	53	58	11	31	35	39	12	0
ICICI Bank	808	887	1,040	13	667	741	879	15	466	507	585	12	5
Axis Bank	544	582	673	11	426	467	546	13	264	285	331	12	3
HDFC Bank	1,213	1,301	1,500	11	992	1,073	1,248	12	668	710	816	11	6
Hind. Unilever	631	682	734	8	148	163	177	9	104	114	125	10	1
Eicher Motors	185	207	233	12	47	52	59	11	47	49	56	10	0
SBI Life Insurance	863	1,005	1,170	16	57	69	81	19	25	26	29	9	0
TCS	2,557	2,653	2,833	5	677	749	806	9	491	540	582	9	4
HCL Technologies	1,172	1,252	1,346	7	254	277	299	8	174	188	205	9	1
Maruti Suzuki	1,510	1,675	1,870	11	180	191	215	9	144	154	170	9	1
Infosys	1,643	1,743	1,863	6	390	431	462	9	264	285	307	8	2
ITC	763	806	869	7	263	281	306	8	199	213	230	7	1
Power Grid Corp.	470	504	534	7	400	425	443	5	167	180	189	7	1
Hero MotoCorp	405	434	466	7	58	61	65	6	46	48	52	7	0
ONGC	6,291	5,334	5,483	-7	984	1,024	1,060	4	450	470	500	5	2
Cipla	277	294	323	8	73	74	81	5	50	49	55	5	0
Wipro	893	930	968	4	186	196	203	5	128	133	138	4	0
Dr Reddy's Labs	322	351	357	5	87	91	87	0	53	58	55	2	0
Hindalco	2,324	2,488	2,649	7	307	310	323	2	156	146	157	0	0
Jio Financial	9	9	9	0	15	15	15	0	16	16	16	0	0
Adani Enterprises	1,001	1,001	1,001	0	131	131	131	0	39	39	39	0	0
PAT de-growth (<0%)	4,493	4,658	4,913	5	575	588	624	4	227	212	202	-6	-1
Tata Motors	4,493	4,658	4,913	5	575	588	624	4	227	212	202	-6	-1
Nifty (PAT free float)	59,409	63,005	68,761	8	15,145	17,189	19,436	13	4,592	5,224	5,999	14	100

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Sectors & Companies

BSE Sensex: 73,138

Nifty 50: 22,162

April 2025

MOFSL Universe: 4QFY25 Highlights & Ready Reckoner

Note: In our quarterly performance tables, our four-quarter numbers may not always add up to the full-year numbers. This is because of differences in classification of account heads in the company's quarterly and annual results or because of differences in the way we classify account heads as opposed to the company. **All stock prices and indices as on 1 April 2025, unless otherwise stated.**

MOFSL Universe: 4QFY25 aggregate performance highlights

Exhibit 32: Quarterly Performance - MOFSL Universe (INR b)

Sector (Nos of Cos)	Sales			EBITDA			PAT		
	Mar-25	Var. % YoY	Var. % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Automobiles (26)	3,378	6.3	5.0	456	1.7	11.5	265	1.4	12.3
Capital Goods (12)	1,211	15.9	23.6	143	9.3	26.5	93	6.1	32.9
Cement (11)	677	8.6	20.7	109	-0.8	55.7	44	-13.8	96.4
Chemicals (12)	168	7.5	5.8	30	9.6	12.0	17	12.9	22.1
Consumer (20)	883	6.2	0.6	201	0.8	-0.4	144	0.3	1.7
Consumer Durables (5)	226	17.0	29.3	24	22.0	39.8	16	20.8	47.4
EMS (7)	166	65.8	10.8	11	57.1	33.8	7	69.0	67.8
Financials (61)	4,723	4.2	15.2	1,794	2.4	4.4	1,236	1.8	6.0
Banks-Private (12)	916	5.0	-0.6	684	-3.9	-1.4	423	-3.0	0.6
Banks-PSU (6)	913	2.8	3.0	633	3.0	9.4	396	4.5	4.8
Insurance (7)	2,374	2.5	33.1	74	-3.5	33.7	175	11.2	31.3
NBFC - Lending (22)	452	13.5	3.3	369	14.8	4.6	214	-0.5	4.6
NBFC - Non Lending (14)	67	16.8	-5.1	35	21.3	-10.7	28	5.4	-7.1
Healthcare (25)	899	10.6	1.7	216	16.8	1.4	130	10.7	-1.2
Infrastructure (3)	51	-5.0	21.1	13	-3.6	3.8	5	-3.1	10.2
Logistics (8)	177	16.0	5.8	71	27.6	11.4	41	30.3	11.8
Media (3)	42	-2.8	-5.8	7	-1.8	-28.4	4	0.6	-36.8
Metals (10)	2,978	2.3	4.7	566	15.4	2.5	263	24.1	7.2
Oil & Gas (15)	7,505	-5.0	-3.6	859	-11.1	-9.8	373	-25.1	-10.5
Oil Ex OMCs (12)	3,593	-0.6	-0.5	705	-1.8	-2.2	319	-12.8	0.1
Real Estate (13)	203	19.8	32.1	53	7.7	19.2	32	-15.9	-8.6
Retail (20)	565	15.1	-14.9	58	12.3	-23.1	23	14.3	-33.3
Staffing (4)	123	11.1	-1.2	5	29.2	5.7	3	112.6	8.8
Technology (12)	2,003	7.9	1.8	447	6.5	-0.2	308	5.7	-0.4
Telecom (5)	744	18.1	3.6	383	29.1	-0.6	7	LP	-41.7
Utilities (7)	789	5.5	8.4	261	6.1	1.8	117	7.0	13.8
Others (19)	732	20.4	6.3	119	12.7	-5.5	44	1.9	-13.5
MOFSL Universe (298)	28,242	4.0	4.5	5,827	4.3	2.1	3,173	1.1	3.9
Nifty (48)	14,235	6.0	4.7	3,693	5.5	4.3	2,018	2.1	5.6
Sensex (30)	10,942	6.3	4.3	3,005	4.9	4.9	1,628	2.0	5.7

For Banks: Sales = Net Interest Income, EBITDA = Operating Profits; For Life Insurance: Sales = Net Premium, EBITDA = VNB

Exhibit 33: Quarter-wise sales growth (% YoY)

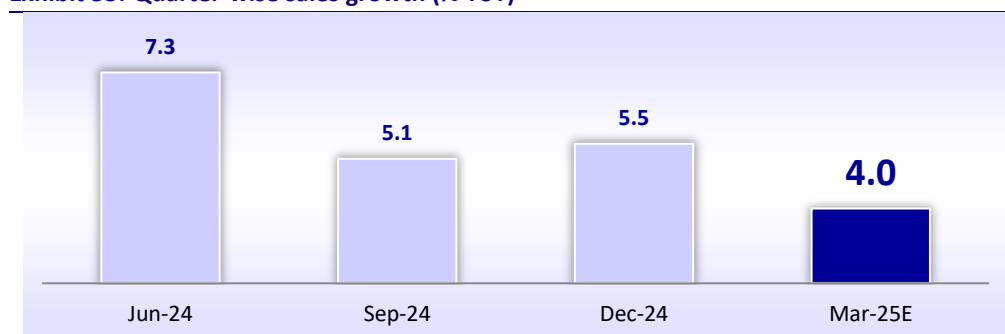
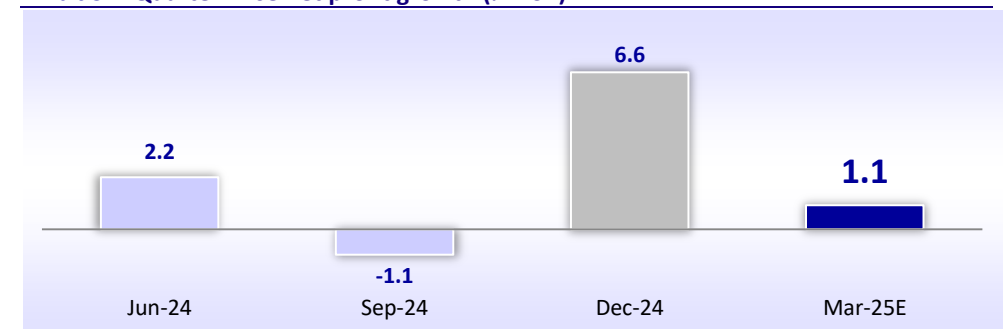


Exhibit 34: Quarter-wise net profit growth (% YoY)



Annual performance - MOFSL universe (INR b)

Sector	Sales (INR b)			Chg. YoY (%)			EBIDTA (INR b)			Chg. YoY (%)			PAT (INR b)			Chg. YoY (%)		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Auto (26)	12,897	13,872	15,107	6.7	7.6	8.9	1,705	1,828	2,013	4.1	7.2	10.1	959	1,034	1,138	5.2	7.8	10.1
Capital Goods (12)	3,955	4,500	5,110	16.9	13.8	13.6	460	544	626	17.9	18.3	15.1	291	359	427	19.8	23.6	18.9
Cement (11)	2,311	2,694	3,013	2.1	16.6	11.8	315	437	541	-16.9	38.5	23.7	167	236	305	-28.3	41.0	29.5
Chemicals (12)	659	747	845	6.3	13.3	13.2	117	152	182	-1.0	29.3	20.1	64	89	111	-6.4	38.7	24.9
Consumer (20)	3,529	3,847	4,216	4.4	9.0	9.6	825	911	1,007	0.1	10.5	10.5	580	653	725	-1.6	12.6	10.9
Consumer Durables (5)	761	864	993	19.3	13.6	14.8	74	88	106	21.6	18.2	20.6	51	60	73	22.7	17.1	21.6
EMS (7)	581	772	990	81.9	32.9	28.1	34	47	64	66.3	38.4	35.5	18	27	40	70.0	49.5	46.3
Financials (64)	17,044	18,822	21,334	7.8	10.4	13.3	7,573	8,521	10,003	13.1	12.5	17.4	4,863	5,515	6,409	12.3	13.4	16.2
Banks-PVT (12)	3,648	4,010	4,679	10.3	9.9	16.7	2,735	3,025	3,574	9.0	10.6	18.2	1,752	1,938	2,283	5.1	10.6	17.8
Banks-PSU (6)	3,563	3,864	4,368	4.5	8.4	13.0	2,475	2,717	3,120	14.0	9.8	14.9	1,599	1,739	1,976	23.6	8.8	13.6
Insurance (7)	7,732	8,475	9,323	5.5	9.6	10.0	743	867	1,011	12.7	16.7	16.7	534	601	675	11.4	12.5	12.4
NBFC - Lending (25)	1,822	2,158	2,597	17.0	18.4	20.4	1,470	1,739	2,094	17.1	18.4	20.4	857	1,093	1,306	7.6	27.6	19.5
NBFC-Non Lending (14)	279	315	367	36.6	13.2	16.3	151	174	204	48.0	15.3	17.1	122	143	168	29.7	17.6	17.0
Healthcare (25)	3,499	3,928	4,362	11.1	12.3	11.0	843	960	1,066	19.7	13.9	11.1	516	609	693	19.6	18.2	13.7
Infrastructure (3)	175	207	242	-8.2	18.1	17.1	49	61	73	-3.2	24.3	20.1	18	26	31	1.3	47.5	21.0
Logistics (8)	649	753	880	11.7	16.1	16.9	250	293	344	16.4	17.1	17.4	145	177	215	20.0	21.7	21.6
Media (3)	178	196	211	-5.6	9.9	7.8	37	44	47	-12.7	18.5	8.9	23	27	31	-7.0	20.8	12.2
Metals (10)	11,347	12,805	13,951	1.6	12.8	8.9	2,112	2,601	2,963	12.1	23.2	13.9	972	1,334	1,589	11.6	37.2	19.1
Oil & Gas (15)	35,319	32,144	33,407	-0.5	-9.0	3.9	3,751	4,213	4,541	-18.9	12.3	7.8	1,650	1,942	2,101	-31.9	17.7	8.2
Ex OMCs (12)	19,240	18,285	19,210	1.8	-5.0	5.1	3,020	3,414	3,709	-4.5	13.0	8.6	1,373	1,595	1,750	-13.6	16.1	9.8
Real Estate (13)	622	751	863	26.9	20.8	14.9	168	236	266	24.3	40.1	13.0	124	184	204	28.0	48.0	10.6
Retail (20)	2,355	2,762	3,220	18.5	17.3	16.6	254	307	361	14.4	20.8	17.6	105	142	173	10.6	34.9	21.7
Staffing (4)	481	544	616	11.6	13.0	13.3	17	21	24	13.7	20.6	17.4	10	13	15	40.5	28.7	19.4
Technology (12)	7,795	8,269	8,884	6.0	6.1	7.4	1,748	1,938	2,102	6.6	10.9	8.4	1,210	1,336	1,456	8.3	10.4	9.0
Telecom (5)	2,779	3,159	3,511	11.5	13.7	11.2	1,407	1,609	1,807	19.7	14.3	12.3	16	66	210	LP	304.3	216.4
Utilities (7)	3,257	3,725	4,010	6.8	14.4	7.7	1,164	1,373	1,506	8.1	17.9	9.7	444	535	591	3.8	20.4	10.5
Others (19)	2,614	3,015	3,502	15.1	15.3	16.2	427	560	690	15.5	31.1	23.1	145	261	343	2.6	79.7	31.5
MOFSL (301)	112,809	118,377	129,270	5.1	4.9	9.2	23,332	26,743	30,332	4.7	14.6	13.4	12,373	14,625	16,879	2.4	18.2	15.4
MOFSL Ex OMCs (298)	96,729	104,518	115,073	6.6	8.1	10.1	22,602	25,943	29,500	8.6	14.8	13.7	12,096	14,278	16,529	7.6	18.0	15.8

For Banks: Sales = Net Interest Income, EBIDTA = Operating Profits.

Valuations - MOFSL universe

Sector	PE (x)			PB (x)			EV/EBIDTA (x)			ROE (%)			EARN. CAGR (FY25-FY27)
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	
Auto (26)	24.1	22.3	20.3	4.3	3.8	3.4	12.5	11.5	10.2	18.0	17.1	16.6	8.9
Capital Goods (12)	42.6	34.5	29.0	7.2	6.2	5.4	27.4	22.8	19.5	16.9	18.1	18.5	21.2
Cement (11)	53.9	38.2	29.5	3.5	3.2	3.0	29.5	21.4	17.2	6.5	8.4	10.2	35.1
Chemicals (12)	44.6	32.1	25.7	4.1	3.7	3.3	24.7	19.0	15.6	9.1	11.5	12.9	31.6
Consumer (20)	45.9	40.8	36.8	10.3	9.7	9.1	31.4	28.4	25.5	22.3	23.7	24.6	11.7
Consumer Durables (5)	49.4	42.2	34.7	7.8	6.8	6.0	32.6	27.4	22.5	15.8	16.2	17.2	19.3
EMS (7)	87.1	58.3	39.8	12.7	10.5	8.3	46.1	33.2	24.1	14.6	18.0	20.9	47.9
Financials (64)	15.1	13.3	11.5	2.4	2.1	1.8	N.M	N.M	N.M	15.8	15.7	16.0	14.8
Banks-PVT (12)	18.7	16.9	14.3	2.6	2.3	2.0	N.M	N.M	N.M	13.9	13.6	14.1	14.2
Banks-PSU (6)	7.3	6.7	5.9	1.2	1.1	0.9	N.M	N.M	N.M	16.5	15.9	16.0	11.2
Insurance (7)	19.4	17.3	15.4	5.4	4.3	3.5	N.M	N.M	N.M	27.8	24.8	22.6	12.4
NBFC - Lending (25)	17.0	13.3	11.2	2.4	2.1	1.8	N.M	N.M	N.M	14.2	15.7	16.2	23.5
NBFC - Non Lending (14)	34.0	28.9	24.7	9.0	8.1	7.3	N.M	N.M	N.M	26.4	28.1	29.7	17.3
Healthcare (25)	36.1	30.5	26.9	5.1	4.5	3.9	21.8	18.8	16.5	14.2	14.6	14.5	15.9
Infrastructure (3)	25.2	17.1	14.1	1.4	1.3	1.2	7.9	6.1	4.6	5.5	7.6	8.5	33.6
Logistics (8)	27.1	22.3	18.3	4.4	3.8	3.2	17.1	14.4	12.1	16.1	16.9	17.7	21.7
Media (3)	19.7	16.3	14.5	1.5	1.4	1.3	11.3	9.1	7.9	7.5	8.6	9.1	16.4
Metals (10)	14.9	10.8	9.1	2.5	2.2	1.9	7.9	6.3	5.3	16.5	19.9	20.5	27.9
Oil & Gas (15)	16.9	14.3	13.2	1.6	1.5	1.4	8.9	7.8	7.1	9.5	10.3	10.3	12.8
Ex OMCs (12)	17.4	15.0	13.7	1.7	1.6	1.4	9.0	7.8	6.9	9.7	10.3	10.4	12.9
Real Estate (13)	46.9	31.7	28.7	4.1	3.6	3.3	35.1	24.9	21.5	8.7	11.5	11.4	27.9
Retail (20)	94.7	70.2	57.7	12.4	10.9	9.5	40.3	33.4	28.4	13.1	15.5	16.4	28.2
Staffing (4)	20.3	15.8	13.2	2.6	2.3	2.0	11.8	9.5	7.7	12.8	14.5	15.1	24.0
Technology (12)	25.9	23.5	21.5	7.7	7.4	7.1	17.1	15.4	14.1	29.6	31.5	33.1	9.7
Telecom (5)	804.2	198.9	62.9	35.1	16.3	16.7	11.4	9.6	8.0	4.4	8.2	26.6	257.7
Utilities (7)	20.8	17.3	15.6	2.8	2.5	2.3	11.6	10.0	9.3	13.2	14.5	14.7	15.4
Others (19)	70.7	39.3	29.9	6.5	5.7	4.9	23.3	17.4	13.9	9.2	14.5	16.3	53.7
MOFSL (301)	24.0	20.3	17.6	3.5	3.1	2.8	14.9	12.8	11.3	14.7	15.5	15.9	16.8
MOFSL Ex OMCs (298)	24.3	20.6	17.8	3.6	3.2	2.9	15.3	13.0	11.4	14.9	15.7	16.2	16.9

N.M.: Not Meaningful

Ready reckoner: Quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Amara Raja Energy	1015	Neutral	31,645	13.2	0.0	4,009	-1.7	-3.6	2,166	-5.0	-5.8
Apollo Tyres	422	Buy	65,692	5.0	-5.2	8,477	-21.5	-10.5	2,724	-41.4	-20.0
Ashok Leyland	209	Buy	1,18,323	5.0	24.8	16,759	5.3	38.3	10,854	14.4	42.5
Bajaj Auto	7994	Neutral	1,18,912	3.5	-7.1	23,754	3.0	-8.0	19,848	2.5	-5.9
Balkrishna Inds	2523	Neutral	27,171	0.7	5.7	6,919	-2.5	8.3	4,405	-9.8	0.2
Bharat Forge	1149	Neutral	21,374	-8.2	2.0	6,219	-4.9	2.0	3,538	-10.6	2.0
Bosch	27866	Neutral	44,819	5.9	0.4	5,713	2.5	-1.9	5,785	2.5	16.9
CEAT	2875	Buy	33,582	12.2	1.8	3,531	-9.8	3.6	1,078	-28.8	11.0
CIE Automotive	402	Buy	21,953	-9.5	4.0	3,160	-12.4	5.6	1,870	-18.8	4.4
Craftsman Auto	4735	Neutral	16,245	47.0	3.1	2,189	5.8	10.0	407	-34.7	68.8
Eicher Motors	5304	Sell	51,843	21.8	4.2	12,953	14.8	7.8	12,793	19.5	9.3
Endurance Tech.	1926	Buy	30,214	13.4	5.7	3,909	5.8	5	1,964	0.7	6.5
Escorts Kubota	3219	Neutral	23,090	10.9	-21.3	2,454	-7.7	-26.8	2,307	-4.7	-20.6
Exide Inds.	365	Neutral	39,871	-0.6	3.6	4,753	-7.9	6.0	2,668	-6.0	8.9
Happy Forgings	791	Buy	3,653	6.4	3.1	1,049	8.0	3.4	671	2.0	4.0
Hero Motocorp	3763	Buy	96,743	1.6	-5.3	13,857	2.0	-6.1	10,484	3.2	-12.8
Hyundai Motor	1704	Buy	1,72,180	-2.6	3.4	21,070	-16.5	12.3	13,231	-21.1	14.0
Mahindra & Mahindra	2637	Buy	2,97,423	18.1	-2.6	41,864	26.9	-6.3	23,717	18.6	-20.0
Maruti Suzuki	11476	Buy	3,98,197	4.1	3.4	46,139	-1.5	3.2	35,039	-9.6	-0.6
Samvardhana Motherson	131	Buy	2,88,671	7.5	4.3	28,961	8.5	7.8	9,951	8.5	13.2
Motherson Wiring	51	Buy	23,503	5.3	2.2	2,461	-15.5	3.6	1,473	-23.1	5.2
MRF	112965	Sell	69,413	11.7	0.8	8,306	-17.4	3.6	3,272	-30.3	6.7
Sona BLW Precis.	461	Neutral	8,464	-4.4	-2.5	2,218	-10.6	-5.3	1,356	-8.4	-13.3
Tata Motors	671	Neutral	12,62,761	5.2	11.2	1,71,952	1.2	31.9	83,603	8.2	52.8
Tube Investments	2691	Buy	19,961	1.7	4.5	2,304	6.1	-5.2	2,547	2.7	58.4
TVS Motor	2441	Neutral	92,022	12.7	1.2	11,044	19.2	2.1	6,753	39.1	9.2
Automobiles			33,77,723	6.3	5.0	4,56,023	1.7	11.5	2,64,504	1.4	12.3
ABB India	5388	Buy	33,733	9.5	0.2	6,286	11.2	-4.4	5,112	11.2	-3.9
Bharat Electronics	292	Buy	88,780	4.1	54.2	20,654	-9.4	24.9	17,091	-4.2	29.9
Cummins India	3011	Buy	28,567	23.3	-7.4	5,468	0.5	-8.9	4,992	-11.1	-2.9
Hitachi Energy	12277	Sell	23,377	37.9	44.3	2,592	42.4	55.3	1,718	51.2	101.0
KEC International	791	Neutral	68,360	10.9	27.8	5,592	44.1	49.3	2,418	59.3	86.6
Kalpataru Proj.	982	Buy	60,294	17.1	24.9	4,983	24.6	24.0	2,320	32.6	47.4
Kirloskar Oil	726	Buy	13,132	-5.6	12.9	1,571	-11.8	34.3	962	-18.2	47.9
Larsen & Toubro	3436	Buy	8,00,204	19.3	23.7	82,842	14.5	32.4	48,262	11.6	43.7
Siemens	5230	Neutral	57,253	-0.4	14.1	7,832	-10.8	8.2	6,452	-19.6	5.0
Thermax	3551	Sell	29,092	5.3	16.0	2,844	4.1	50.5	2,241	14.8	97.0
Triveni Turbine	536	Buy	5,482	19.7	8.9	1,161	29.3	6.2	988	31.5	6.7
Zen Technologies	1432	Buy	2,639	94.5	86.5	960	113.1	161.5	737	140.8	91.0
Capital Goods			12,10,913	15.9	23.6	1,42,785	9.3	26.5	93,294	6.1	32.9
ACC	1951	Buy	56,741	5.1	7.9	6,978	-16.6	47.7	4,083	-16.9	81.2
Ambuja Cements	529	Buy	98,282	10.5	15.6	14,343	-15.6	62.0	3,795	-28.8	-8.3
Birla Corporation	1095	Buy	25,279	-4.8	12.0	3,568	-24.5	43.9	1,042	-44.7	234.2
Dalmia Bharat	1788	Buy	42,490	-1.3	33.6	8,420	28.8	64.8	2,777	9.8	370.7
Grasim Industries	2618	Buy	86,270	27.5	6.2	3,602	-31.6	33.1	-996	PL	Loss
India Cements	281	Sell	10,108	-18.8	11.9	-1,219	PL	Loss	-1,120	Loss	Loss
J K Cements	4939	Buy	33,044	6.4	12.8	6,556	17.1	33.2	3,019	41.3	59.5
JK Lakshmi Cem.	798	Buy	17,665	-0.8	18.0	2,930	-12.9	45.2	1,443	-8.1	142.9
Ramco Cements	901	Neutral	26,830	0.4	35.7	4,628	11.0	65.6	1,300	7.1	3,985.1
Shree Cement	30176	Neutral	49,619	-2.2	17.2	13,201	-0.5	39.5	4,326	-34.6	88.6
Ultratech Cement	11376	Buy	2,30,388	12.8	34.0	46,063	12.0	59.5	24,448	5.8	66.4
Cement			6,76,715	8.6	20.7	1,09,072	-0.8	55.7	44,117	-13.8	96.4
Alkyl Amines	1685	Neutral	3,917	9.8	5.5	820	19.1	15.2	522	35.9	19.4
Atul	5796	Buy	14,148	16.7	-0.1	1,817	23.1	-18.9	835	42.1	-28.7
Clean Science	1216	Neutral	2,545	11.9	5.7	1,064	12.6	8.0	729	3.7	11.0
Deepak Nitrite	1986	Neutral	19,184	-9.8	0.8	1,888	-37.3	12.0	1,095	-44.1	11.6
Fine Organic	4121	Sell	5,990	14.9	14.9	1,494	13.0	43.4	1,238	18.2	39.1
Galaxy Surfactants	2091	Buy	10,050	8.2	-3.5	689	-32.3	-34.8	352	-54.6	-45.5
Navin Fluorine	4195	Neutral	6,963	15.7	14.9	1,839	67.1	24.9	1,035	47.1	23.9
NOCIL	178	Neutral	3,350	-6.0	5.3	389	-10.3	63.6	318	-22.7	71.7
P I Industries	3451	Buy	17,698	1.7	-6.9	4,315	-2.3	-15.7	3,093	-16.3	-17.0

Ready reckoner: Quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
SRF	2879	Buy	41,608	16.6	19.2	8,916	25.3	36.4	4,700	7.3	53.9
Tata Chemicals	840	Neutral	36,867	6.1	2.7	5,048	14.0	16.3	1,365	LP	LP
Vinati Organics	1578	Buy	6,151	11.8	17.9	1,810	20.5	26.8	1,247	19.3	30.5
Chemicals			1,68,472	7.5	5.8	30,090	9.6	12.0	16,529	12.9	22.1
Asian Paints	2315	Neutral	85,275	-2.3	-0.3	15,249	-9.8	-6.8	10,378	-18.6	-8.0
Britannia	4900	Neutral	43,554	7.0	-5.2	7,839	-0.5	-7.2	5,428	1.1	-6.8
Colgate	2350	Neutral	15,488	3.9	6.0	5,372	0.9	18.2	3,933	3.6	21.9
Dabur	498	Buy	27,790	-1.3	-17.2	4,165	-10.8	-38.9	3,127	-12.6	-41.1
Emami	572	Buy	9,529	6.9	-9.2	2,236	6.0	-34.0	1,757	5.3	-41.6
Godrej Consumer	1143	Buy	36,301	7.2	-3.7	7,341	-3.5	-2.9	5,119	-11.0	1.9
Hind. Unilever	2234	Buy	1,56,751	3.1	-0.9	36,179	2.3	-2.1	25,261	1.1	-3.0
Indigo Paints	971	Buy	3,922	1.9	14.5	799	-5.5	39.7	486	-9.5	34.9
ITC	407	Buy	1,83,455	2.4	-2.4	64,723	-2.3	1.7	50,941	-0.5	5.9
Jyothy Labs	329	Neutral	6,944	5.2	-1.4	1,159	7.0	0.1	845	8.2	-3.3
L T Foods	362	Buy	23,430	12.9	3.0	2,637	7.6	5.5	1,574	5.8	9.9
Marico	646	Buy	26,821	17.7	-4.0	4,749	7.4	-10.9	3,441	8.2	-13.8
Nestle	2232	Neutral	55,145	4.7	15.4	12,986	-3.3	16.0	8,731	-4.5	24.5
P&G Hygiene	13561	Neutral	10,874	8.5	-12.8	2,691	4.6	-27.5	2,011	8.4	-25.1
Page Industries	41985	Buy	10,749	8.3	-18.1	1,909	16.2	-36.9	1,229	13.6	-39.9
Pidilite Inds.	2828	Neutral	31,392	8.2	-6.8	6,310	9.4	-21.0	4,369	17.4	-20.9
Tata Consumer	992	Buy	45,891	16.9	3.3	5,909	-6.1	4.6	3,108	-17.9	9.6
United Breweries	1953	Neutral	23,417	9.9	17.2	1,445	1.8	2.4	855	5.8	33.6
United Spirits	1405	Neutral	29,921	12.2	-12.8	4,513	24.7	-23.2	3,306	41.3	-21.3
Varun Beverages	539	Buy	55,972	29.6	51.7	12,828	29.7	121.2	7,743	44.1	316.7
Consumer			8,82,622	6.2	0.6	2,01,039	0.8	-0.4	1,43,642	0.3	1.7
Havells India	1502	Neutral	62,208	14.3	27.2	6,481	2.1	52.0	4,507	0.9	62.1
KEI Industries	2828	Neutral	26,478	14.3	7.3	2,681	11.3	11.3	1,852	9.7	12.4
Polycab India	5100	Buy	67,513	20.7	29.2	9,611	26.2	33.5	6,447	18.1	40.9
R R Kabel	933	Neutral	20,691	18.0	16.1	1,515	31.4	37.0	967	22.9	41.1
Voltas	1352	Buy	48,940	16.4	57.6	3,411	79.0	72.8	2,458	136.8	86.1
Consumer Durables			2,25,829	17.0	29.3	23,698	22.0	39.8	16,231	20.8	47.4
Amber Enterp.	6873	Buy	30,865	10.0	44.7	2,504	12.9	57.8	1,292	36.5	260.2
Avalon Tech	770	Buy	3,079	42.0	9.6	403	134.5	16.4	256	262.6	6.8
Cyient DLM	462	Buy	4,632	28.0	4.3	545	43.2	50.8	325	42.7	92.8
Data Pattern	1694	Neutral	3,008	65.0	157.0	1,204	29.4	122.8	946	33.0	111.8
Dixon Tech.	12925	Buy	1,00,376	115.5	-4.0	3,929	115.3	0.6	2,230	134.4	30.3
Kaynes Tech	4790	Buy	10,133	59.0	53.3	1,700	78.5	80.8	1,193	46.8	79.4
Syrma SGS Tech.	464	Buy	13,609	20.0	56.6	1,051	42.7	33.0	637	82.3	25.1
EMS			1,65,701	65.8	10.8	11,336	57.1	33.8	6,879	69.0	67.8
Ajanta Pharma	2616	Buy	11,140	5.7	-2.8	2,906	4.4	-9.4	2,000	6.1	-8.9
Alembic Pharma	898	Neutral	16,368	7.9	-3.3	2,313	-11.1	-11.1	1,140	-36.3	-17.7
Alkem Lab	4834	Neutral	31,390	6.9	-7.0	4,581	14.0	-39.7	3,638	19.7	-41.9
Apollo Hospitals	6630	Buy	53,753	8.7	-2.7	7,689	20.0	1.0	3,516	38.5	-5.6
Aurobindo Pharma	1135	Neutral	81,947	8.1	2.7	18,128	7.5	11.4	10,241	1.4	16.7
Biocon	339	Buy	40,793	4.1	6.7	8,479	-7.4	7.9	1,214	-14.7	176.3
Cipla	1445	Neutral	69,078	12.1	-2.3	17,570	33.5	-11.7	11,759	35.3	-13.8
Divis Labs	5549	Neutral	24,529	6.5	5.8	7,704	5.4	3.7	5,242	-2.3	-9.8
Dr Agarwals Health.	453	Buy	4,512	29.3	4.8	1,342	25.4	22.4	475	22.5	153.6
Dr Reddy's Labs	1152	Neutral	82,777	16.9	0.6	21,903	24.0	0.8	11,817	-2.5	-10.4
Eris Lifescience	1391	Neutral	7,613	38.2	4.7	2,735	61.0	9.3	1,121	37.4	34.0
Gland Pharma	1555	Buy	14,709	-4.3	6.3	2,961	-17.5	-17.8	1,875	-2.2	-8.4
Glenmark Pharma	1509	Buy	33,273	8.6	-1.8	5,917	17.3	-1.4	3,503	108.6	0.7
Global Health	1231	Buy	9,091	12.4	-3.6	2,141	12.0	-11.2	1,500	17.8	2.6
Granules India	483	Buy	11,322	-3.7	-0.5	2,523	-1.3	9.6	1,240	-4.4	5.4
GSK Pharma	2793	Neutral	9,719	4.5	2.4	2,790	8.4	-1.4	2,176	13.3	-1.5
IPCA Labs.	1393	Buy	21,798	7.2	-2.9	4,053	25.9	-12.5	2,024	3.3	-18.4
Laurus Labs	598	Buy	15,179	5.4	7.3	3,554	47.2	24.6	1,377	82.1	49.2
Lupin	1956	Neutral	54,671	10.2	-4.0	12,442	24.8	-9.6	7,450	46.6	-12.9
Mankind Pharma	2457	Buy	30,688	25.7	-5.0	8,198	38.7	-8.3	3,649	-22.6	-15.1
Max Healthcare	1084	Buy	22,642	26.4	-0.2	6,223	26.0	0.9	4,140	24.7	4.1
Piramal Pharma	226	Buy	27,569	8.0	25.1	5,557	4.9	64.5	1,864	62.7	4,964.4

Ready reckoner: Quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Sun Pharma	1697	Buy	1,33,926	13.4	2.6	35,999	23.2	0.7	30,161	7.6	0.4
Torrent Pharma	3182	Neutral	29,343	6.9	4.5	9,692	9.8	6.0	4,993	11.2	-0.7
Zydus Lifesciences	878	Neutral	60,676	9.6	15.2	18,156	11.7	39.7	11,899	1.3	25.3
Healthcare			8,98,508	10.6	1.7	2,15,554	16.8	1.4	1,30,011	10.7	-1.2
G R Infraproject	1050	Buy	21,298	-1.2	41.9	2,492	-16.7	29.6	2,059	-8.5	22.1
IRB Infra	46	Neutral	19,323	-6.3	-4.6	9,118	2.5	-7.4	1,997	5.7	-10.0
KNR Constructions	229	Buy	10,648	-9.7	50.4	1,814	-10.7	54.7	1,241	-6.5	37.4
Infrastructure			51,268	-5.0	21.1	13,424	-3.6	3.8	5,297	-3.1	10.2
Adani Ports	1174	Buy	83,819	21.5	5.3	53,303	31.8	11.0	30,926	34.9	15.6
Blue Dart Express	6211	Buy	15,022	13.6	-0.6	1,513	8.6	3.5	827	8.8	4.6
Concor	700	Buy	25,154	8.5	14.2	5,646	15.5	23.2	3,828	30.0	11.5
JSW Infra	317	Buy	13,367	21.9	13.1	6,714	15.5	14.6	3,980	6.4	-9.7
Mahindra Logistics	267	Neutral	16,464	13.5	3.3	772	36.3	4.7	29	LP	LP
TCI Express	640	Neutral	3,099	-2.3	4.5	313	-30.2	8.2	206	-34.9	7.2
Transport Corp.	1120	Buy	11,717	8.6	2.1	1,269	16.0	7.1	1,127	7.9	11.7
VRL Logistics	477	Buy	8,299	8.0	0.6	1,519	44.2	-8.7	527	144.5	-11.3
Logistics			1,76,941	16.0	5.8	71,048	27.6	11.4	41,450	30.3	11.8
PVR Inox	963	Neutral	12,343	-1.8	-28.1	-344	PL	PL	-1,252	Loss	PL
Sun TV	639	Neutral	9,248	-0.2	16.5	4,610	-9.4	6.7	3,693	-7.4	6.4
Zee Entertainment	102	Neutral	20,724	-4.5	4.7	2,807	33.5	-11.9	1,728	63.2	-29.3
Media			42,315	-2.8	-5.8	7,073	-1.8	-28.4	4,169	0.6	-36.8
Coal India	398	Buy	3,82,934	2.4	7.0	1,11,102	12.9	6.8	86,902	0.1	2.2
Hindalco	664	Buy	5,88,388	5.1	0.8	77,769	16.4	2.6	42,791	34.8	13.7
Hindustan Zinc	454	Neutral	85,465	13.2	-0.8	44,386	21.6	-1.3	25,830	26.7	-3.5
JSPL	901	Buy	1,20,702	-10.5	2.7	22,651	-7.3	3.7	9,580	2.4	0.8
JSW Steel	1056	Buy	4,46,954	-3.4	8.0	65,823	7.5	18.0	17,220	32.6	121.1
Nalco	175	Neutral	43,649	22.0	-6.4	19,135	72.8	-17.8	12,757	88.5	-18.6
NMDC	70	Buy	68,533	5.6	4.3	24,461	16.4	3.1	19,751	38.0	4.1
SAIL	117	Neutral	2,92,164	11.3	19.3	28,817	62.9	42.0	7,921	338.7	598.8
Tata Steel	153	Neutral	5,60,384	-4.5	4.5	64,366	-2.5	-10.0	6,487	-46.2	-12.3
Vedanta	457	Neutral	3,89,061	9.6	-0.5	1,07,864	23.0	-2.9	33,839	115.5	-4.6
Metals			29,78,234	2.3	4.7	5,66,375	15.4	2.5	2,63,079	24.1	7.2
Aegis Logistics	783	Neutral	17,056	-7.2	-0.1	2,652	-13.5	13.9	1,361	-30.7	9.5
BPCL	285	Neutral	9,57,339	-17.9	-15.4	53,478	-42.3	-29.5	26,545	-52.3	-42.9
Castrol India	207	Buy	13,578	2.5	0.3	3,151	7.3	-16.2	2,344	8.4	-13.6
GAIL	186	Buy	3,21,436	-0.6	-8.0	28,986	-18.5	2.1	19,830	-8.9	38.9
Gujarat Gas	410	Buy	39,565	-4.3	-4.7	4,152	-29.8	9.1	2,313	-37.2	4.4
Gujarat State Petronet	294	Neutral	2,301	-49.4	-2.6	1,793	-52.6	-6.9	1,332	-49.0	-1.7
HPCL	362	Buy	9,39,588	-18.0	-15.0	35,753	-26.5	-44.6	15,650	-44.9	-48.2
Indraprastha Gas	201	Neutral	36,969	2.8	-1.7	4,141	-20.7	13.9	2,955	-22.8	3.4
IOC	131	Buy	20,15,563	1.8	3.9	64,754	-39.4	-29.4	12,108	-75.0	-44.8
Mahanagar Gas	1384	Buy	18,285	16.7	4.0	3,754	-4.7	19.4	2,582	-2.6	14.5
MRPL	135	Sell	2,21,366	-12.6	1.2	8,385	-64.2	-29.7	1,791	-84.3	-41.1
Oil India	385	Buy	51,734	-10.1	-1.3	19,977	-14.5	-6.3	13,704	-32.5	12.2
ONGC	248	Buy	3,28,110	-5.3	-2.7	1,80,230	3.5	-5.0	82,480	-16.4	0.1
Petronet LNG	297	Neutral	1,34,717	-2.3	10.2	12,496	13.2	0.2	8,632	17.0	-0.4
Reliance Inds.	1252	Buy	24,07,829	1.8	0.3	4,34,978	2.3	-0.7	1,79,755	-5.1	-3.0
Oil & Gas			75,05,436	-5.0	-3.6	8,58,678	-11.1	-9.8	3,73,383	-25.1	-10.5
Oil Ex OMCs			35,92,947	-0.6	-0.5	7,04,694	-1.8	-2.2	3,19,079	-12.8	0.1
Anant Raj	477	Buy	4,462	0.8	-16.5	2,227	113.4	66.8	1,410	64.2	27.7
Brigade Enterpr.	959	Buy	13,530	-20.5	-7.6	5,800	34.0	40.2	3,334	61.8	41.1
DLF	662	Buy	19,625	-8.1	28.4	4,876	-35.3	21.9	2,604	-71.7	-75.4
Godrej Properties	2043	Buy	6,730	-52.8	-30.5	2,808	128.8	919.3	4,151	-13.2	162.4
Kolte Patil Dev.	325	Buy	10,344	96.5	195.8	1,900	LP	643.8	732	LP	189.4
Macrotech Developers	1158	Buy	42,775	6.4	4.8	8,984	-14.2	-31.2	3,319	-50.2	-64.7
Mahindra Lifespace	302	Neutral	369	158.1	-78.0	-654	Loss	Loss	1,085	51.8	LP
Oberoi Realty	1574	Neutral	10,807	-17.8	-23.4	5,680	-28.0	-33.7	4,316	-45.2	-30.2
Phoenix Mills	1601	Neutral	12,084	-7.5	23.9	7,680	22.5	38.9	3,610	10.5	36.3
Prestige Estates	1138	Buy	45,968	112.4	177.8	7,743	-6.5	31.2	3,703	164.5	1,991.8
SignatureGlobal	1076	Buy	17,477	151.7	111.2	3,213	1,462.3	2,279.5	2,276	445	681
Sobha	1199	Buy	14,011	83.7	14.5	937	50.9	39.3	633	800.9	192.1

Ready reckoner: Quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Sunteck Realty	397	Buy	4,647	8.8	187.3	1,372	-10.6	183.6	830	-18.1	95.2
Real Estate			2,02,829	19.8	32.1	52,565	7.7	19.2	32,001	-15.9	-8.6
Aditya Birla Fashion	258	Neutral	35,151	3.2	-18.3	4,075	43.7	-35.8	-999	Loss	Loss
Avenue Supermarts	4004	Buy	1,48,735	16.9	-6.9	10,749	13.9	-11.7	6,069	7.8	-16.1
Barbeque Nation	287	Neutral	3,023	1.4	-8.1	545	-0.5	-11.4	-9	Loss	PL
Bata India	1230	Neutral	8,304	4.1	-9.6	1,877	3.0	-5.9	620	-2.5	-7.2
Campus Activewear	233	Buy	3,951	8.6	-23.3	669	4.7	-18.6	368	12.4	-20.8
Devyani Intl.	150	Buy	12,158	16.1	-6.1	1,949	12.1	-11.1	-42	PL	Loss
Jubilant Foodworks	661	Neutral	15,377	15.5	-4.6	2,843	11.8	-9.1	346	0.1	-42.0
Kalyan Jewellers	458	Buy	61,876	36.4	-15.1	4,022	31.3	-18.5	2,077	51.0	-20.0
Metro Brands	1042	Buy	6,250	7.2	-11.1	1,792	13.0	-20.4	860	-0.7	-28.4
P N Gadgil Jewellers	516	Buy	16,588	9.7	-31.9	887	-0.3	-27.7	532	-3.1	-38.1
Raymond Lifestyle	1029	Buy	14,443	-14.3	-17.7	772	-68.7	-57.1	-118	PL	PL
Relaxo Footwear	415	Sell	7,452	-0.3	11.7	1,191	-1.1	42.8	581	-5.4	76.0
Sapphire Foods	294	Buy	7,082	12.1	-6.4	1,073	4.2	-23.3	139	580.1	8.9
Senco Gold	286	Neutral	13,483	18.6	-35.9	1,000	14.0	-7.0	438	36.2	-19.1
Shoppers Stop	533	Neutral	10,447	4.5	-20.3	1,689	2.9	-29.6	-86	PL	PL
Titan Company	2987	Buy	1,42,078	13.7	-19.9	14,083	18.2	-26.9	9,172	19.0	-26.4
Trent	5578	Buy	40,863	28.2	-9.9	5,916	23.9	-29.4	2,677	8.1	-43.0
V-Mart Retail	2951	Neutral	7,800	16.7	-24.0	666	65.6	-61.1	-434	Loss	PL
Vedant Fashions	766	Neutral	3,844	5.9	-24.8	1,813	3.6	-25.1	1,135	-1.9	-28.1
Westlife Foodworld	699	Neutral	6,112	8.7	-6.5	721	-6.4	-21.1	-58	PL	PL
Retail			5,65,018	15.1	-14.9	58,332	12.3	-23.1	23,269	14.3	-33.3
Quess Corp	660	Neutral	53,453	8.9	-3.1	2,032	4.1	3.0	1,006	0.5	-2.0
SIS	334	Buy	34,641	10.4	3.0	1,680	100.2	7.2	1,239	LP	21.3
Team Lease Serv.	1850	Buy	28,226	16.1	-3.4	432	17.8	23.7	349	27.5	23.1
Updater Services	293	Buy	7,117	12.7	2.4	456	13.1	-1.5	280	44.3	-10.1
Staffing			1,23,437	11.1	-1.2	4,599	29.2	5.7	2,874	112.6	8.8
Coforge	7781	Buy	35,184	49.2	6.0	5,805	36.3	11.9	3,010	25.9	29.9
Cyient	1235	Sell	20,536	10.4	6.6	3,122	-6.9	8.8	1,754	-11.0	30.8
HCL Technologies	1529	Buy	3,03,617	6.5	1.6	64,028	5.0	-6.8	42,731	7.2	-6.9
Infosys	1528	Neutral	4,22,122	11.3	1.1	98,354	12.1	-2.0	66,702	9.8	-2.0
LTIMindtree	4424	Buy	98,509	10.8	2.0	16,254	5.8	2.0	11,526	4.7	6.1
L&T Technology	4566	Neutral	30,993	22.1	16.8	5,517	9.7	11.5	3,827	12.3	20.9
Mphasis	2447	Neutral	37,343	9.4	4.9	7,058	10.5	4.1	4,524	15.1	5.7
Persistent Systems	5206	Buy	32,429	25.2	5.9	5,675	24.9	5.5	3,906	23.9	4.7
TCS	3550	Buy	6,48,257	5.9	1.3	1,72,199	0.2	1.4	1,25,567	0.4	0.9
Tech Mahindra	1394	Buy	1,33,865	4.0	0.8	18,206	29.3	0.6	10,012	3.3	1.8
Wipro	263	Sell	2,27,065	2.2	1.7	48,420	10.5	2.0	32,770	15.6	-2.3
Zensar Tech	691	Neutral	13,550	10.2	2.2	2,127	4.8	2.8	1,661	-4.2	4.0
Technology			20,03,471	7.9	1.8	4,46,765	6.5	-0.2	3,07,989	5.7	-0.4
Bharti Airtel	1724	Buy	4,76,109	26.6	5.5	2,69,011	38.9	9.4	58,794	99.2	6.6
Bharti Hexacom	1472	Buy	23,034	23.3	2.3	11,732	33.6	1.9	3,517	57.9	-4.1
Indus Towers	353	Neutral	75,799	5.4	0.4	45,490	11.7	-34.6	15,419	-2.6	-11.4
Tata Comm	1580	Neutral	59,739	5.0	3.5	12,241	15.9	6.2	3,160	-15.3	42.1
Vodafone Idea	8	Sell	1,09,025	2.8	-1.9	44,955	3.7	-4.6	-73,701	Loss	Loss
Telecom			7,43,706	18.1	3.6	3,83,429	29.1	-0.6	7,189	LP	-41.7
ACME Solar	192	Buy	4,626	56.7	32.5	3,971	97.9	29.3	657	LP	-45.1
Indian Energy Exch.	177	Neutral	1,519	25.2	15.7	1,299	23.9	15.2	1,118	17.6	8.4
JSW Energy	522	Buy	37,984	37.8	55.7	13,094	12.1	43.3	2,194	-37.6	30.7
NTPC	352	Neutral	4,15,897	-2.2	0.6	1,16,660	2.9	-2.5	55,788	9.2	20.8
Power Grid Corp.	289	Buy	1,08,463	-1.8	7.2	91,013	-0.4	6.8	43,243	1.3	12.1
Suzlon Energy	56	Buy	35,773	62.9	20.3	5,026	40.6	0.6	4,038	44.3	3.4
Tata Power	375	Buy	1,84,688	16.5	20.0	30,315	30.0	-9.6	10,088	18.5	-2.1
Utilities			7,88,952	5.5	8.4	2,61,378	6.1	1.8	1,17,125	7.0	13.8
APL Apollo Tubes	1529	Buy	56,743	19.1	4.4	3,990	42.3	15.5	2,492	46.2	14.9
Cello World	545	Buy	5,687	11.0	2.1	1,364	2.4	7.2	898	1.2	4.0
Coromandel International	2047	Buy	49,741	27.1	-28.3	4,225	54.7	-41.5	2,820	75.9	-44.9
Dreamfolks Services	232	Buy	3,242	15.3	-4.7	233	-5.2	1.7	172	-3.7	1.9
EPL	203	Buy	10,794	4.9	6.4	2,274	19.1	12.8	1,019	50.6	9.0
Godrej Agrovet	750	Buy	22,189	4.0	-9.4	2,039	37.7	-7.3	1,067	86.7	-4.3

Ready reckoner: Quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Gravita India	1765	Buy	9,930	15.0	-0.3	1,087	17.0	6.3	918	33.0	17.8
Indiamart Inter.	2057	Buy	3,645	15.8	2.9	1,402	58.1	1.4	1,056	5.7	-12.7
Indian Hotels	806	Buy	24,430	28.2	-3.6	8,585	30.1	-10.7	5,094	21.9	-12.5
Info Edge	6802	Neutral	7,066	16.2	5.2	3,088	25.1	6.6	2,789	18.6	39.3
Interglobe Aviation	5027	Neutral	2,27,229	27.5	2.8	46,288	5.9	-21.8	13,328	-29.6	-45.4
Kajaria Ceramics	849	Buy	12,774	3.0	9.8	1,696	-1.4	14.1	943	-8.0	21.3
Lemon Tree Hotel	137	Buy	3,723	13.7	4.8	1,945	13.4	5.6	635	-5.2	1.7
MTAR Tech	1345	Buy	2,173	52.0	24.6	558	206.1	67.8	331	580.4	107.6
One 97 Comm.	801	Neutral	20,977	-7.5	14.8	-1,398	Loss	Loss	-1,124	Loss	Loss
SBI Cards	862	Neutral	15,903	12.4	1.3	19,054	4.0	4.1	5,637	-14.9	47.1
Swiggy	332	Neutral	42,268	18.7	5.9	-9,832	PL	Loss	-10,311	PL	Loss
UPL	635	Neutral	1,54,544	9.8	41.7	30,904	60.0	42.9	14,037	284.8	41.4
Zomato	202	Buy	58,521	64.3	8.3	1,730	101.2	6.8	1,813	3.6	207.3
Others			7,31,579	20.4	6.3	1,19,233	12.7	-5.5	43,615	1.9	-13.5

PL: Profit to Loss; LP: Loss to Profit

Ready reckoner: Quarterly performance

	CMP (INR)	RECO	NII (INR M)			OP. PROFITS (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Financials											
AU Small Finance	530	Buy	20,791	55.5	2.8	12,030	81.1	-0.2	4,728	27.5	-10.5
Axis Bank	1085	Neutral	1,38,466	5.8	1.8	1,12,001	6.3	6.3	71,873	0.8	14.0
Bandhan Bank	149	Neutral	28,066	-2.1	-0.8	17,120	-6.9	-15.3	4,494	722.8	5.4
DCB Bank	114	Buy	5,651	11.3	4.1	2,847	21.8	5.0	1,581	1.6	4.4
Equitas Small Fin.	57	Buy	8,211	4.5	0.3	3,284	-12.4	-1.3	736	-64.6	11.0
Federal Bank	192	Buy	24,006	9.4	-1.3	14,689	32.3	-6.4	9,199	1.5	-3.7
HDFC Bank	1767	Buy	3,06,688	5.5	0.1	2,55,681	-12.7	2.3	1,70,342	3.2	1.8
ICICI Bank	1318	Buy	2,08,537	9.2	2.4	1,70,628	13.5	1.0	1,20,264	12.3	2.0
IDFC First Bank	57	Neutral	49,976	11.8	1.9	17,516	5.3	-0.4	2,878	-60.3	-15.2
Indusind Bank	683	Neutral	35,647	-33.7	-31.8	13,159	-67.8	-63.5	-1,430	PL	PL
Kotak Mahindra Bank	2145	Buy	74,588	8.0	3.6	56,489	3.4	9.0	37,800	-8.5	14.4
RBL Bank	177	Neutral	15,673	-2.0	-1.1	8,353	-5.8	-16.2	291	-91.8	-10.9
Banks-Private			9,16,299	5.0	-0.6	6,83,797	-3.9	-1.4	4,22,756	-3.0	0.6
Bank of Baroda	229	Neutral	1,16,590	-1.1	2.1	83,898	3.5	9.5	48,986	0.2	1.3
Canara Bank	90	Buy	94,253	-1.6	3.0	76,867	4.1	-1.9	41,617	10.8	1.4
Indian Bank	531	Buy	65,424	8.8	2.0	48,048	11.6	1.2	28,550	27.1	0.1
Punjab National Bank	96	Buy	1,15,027	11.0	4.3	72,785	13.4	9.9	45,462	51.0	0.8
State Bank	772	Buy	4,27,391	2.6	3.1	2,75,194	-4.3	16.9	1,85,551	-10.4	9.9
Union Bank	125	Buy	94,541	0.2	2.3	76,576	17.2	2.2	45,989	38.9	-0.1
Banks-PSU			9,13,227	2.8	3.0	6,33,368	3.0	9.4	3,96,156	4.5	4.8
HDFC Life Insur.	693	Buy	2,73,361	33.4	63.0	13,615	10.3	46.4	5,596	36.1	34.9
ICICI Lombard	1794	Buy	45,520	4.2	-9.8	-3,036	Loss	Loss	5,761	10.9	-20.5
ICICI Pru Life	569	Buy	1,62,357	7.2	28.2	7,990	3.0	54.5	4,586	163.9	41.1
Life Insurance Corp.	798	Buy	14,83,335	-2.6	38.8	35,045	-3.9	82.0	1,47,882	7.5	33.8
Max Financial	1142	Neutral	1,18,186	10.1	43.7	7,856	-4.3	60.7	1,679	LP	140.5
SBI Life Insurance	1545	Buy	2,53,355	0.4	1.4	14,559	-3.6	-22.1	8,647	6.7	57.0
Star Health	345	Buy	38,187	12.5	0.5	-2,097	Loss	Loss	1,230	-13.6	-42.8
Insurance			23,74,301	2.5	33.1	73,931	-3.5	33.7	1,75,381	11.2	31.3
AAVAS Financiers	2084	Neutral	2,628	10.9	3.7	2,030	11.7	4.4	1,588	11.3	8.5
Bajaj Finance	8697	Neutral	98,355	22.7	4.8	81,554	27.2	4.5	45,201	18.2	5.0
Can Fin Homes	663	Neutral	3,506	7.0	1.7	2,935	8.0	0.8	2,230	6.7	5.1
Chola. Inv & Fin.	1468	Buy	31,034	31.8	7.5	21,787	33.8	2.4	12,268	15.9	12.9
CreditAccess	968	Buy	9,085	3.1	5.3	6,786	-0.6	8.9	698	-82.4	LP
Five-Star Business	698	Buy	5,483	18.8	1.6	3,947	18.7	1.6	2,763	17.0	0.9
Fusion Finance	142	Neutral	2,898	-19.8	29.1	1,323	-54.5	104.3	-1,379	PL	Loss
Home First Fin.	988	Buy	1,706	24.7	4.6	1,461	28.8	4.7	1,044	25.0	7.2
IIFL Finance	325	Buy	12,442	-24.4	0.7	8,309	5.3	40.2	2,227	-40.4	445.9
L&T Finance	151	Buy	22,555	13.5	0.8	14,244	4.6	-3.6	6,371	15.0	1.8
LIC Housing Fin	561	Buy	20,520	-8.3	2.6	17,320	-9.0	-1.0	12,763	17.0	-10.9
M & M Financial	276	Buy	19,730	8.9	3.2	12,806	9.2	4.8	5,725	-7.5	-36.4
Manappuram Finance	232	Neutral	15,882	6.3	-0.2	9,595	2.8	3.1	2,096	-62.8	-24.7
MAS Financial	258	Buy	2,149	27.9	4.5	1,437	27.7	3.9	838	23.1	7.3
Muthoot Finance	2336	Neutral	29,277	37.1	7.6	21,486	42.3	4.3	15,159	43.5	11.2
PFC	405	Buy	46,350	9.4	-1.3	54,652	16.7	6.0	43,751	5.8	5.3
PNB Housing	875	Buy	7,009	12.5	1.5	6,085	7.4	5.0	5,033	14.6	4.1
Poonawalla Fincorp	349	Buy	6,965	23.8	13.4	4,517	10.3	21.1	1,824	-45.0	873.7
REC	417	Buy	52,061	16.0	1.4	51,577	16.3	2.7	35,146	-12.5	-12.8
Repco Home Fin	342	Neutral	1,831	12.5	2.7	1,496	16.2	3.6	1,155	6.8	8.4
Shriram Finance	638	Buy	57,847	13.7	3.5	42,802	9.6	4.8	21,619	11.1	3.9
Spandana Sphoorty	245	Buy	2,307	-40.2	-15.8	400	-84.9	-48.9	-4,142	PL	Loss
NBFC - Lending			4,51,620	13.5	3.3	3,68,550	14.8	4.6	2,13,977	-0.5	4.6
360 One WAM	888	Buy	5,859	2.2	-3.2	2,659	-2.6	-6.9	2,327	-3.5	-15.4
Aditya Birla AMC	640	Buy	4,357	19.2	-2.1	2,510	22.5	-8.5	2,040	-2.1	-9.1
Anand Rathi Wealth	1834	Neutral	2,310	25.3	-2.5	999	36.6	-6.7	704	23.8	-8.9

	CMP (INR)	RECO	NII (INR M)			OP. PROFITS (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Angel One	2321	Buy	7,557	-13.6	-15.0	2,675	-41.7	-31.0	2,006	-41.0	-28.8
BSE	5466	Buy	7,547	54.5	-2.4	3,968	312.6	-8.9	3,512	229.9	60.6
Cams Services	3670	Buy	3,345	7.7	-9.5	1,360	-5.1	-21.3	980	-4.8	-21.0
CDSL	1198	Neutral	2,405	-0.1	-13.5	1,208	-18.3	-24.8	910	-29.7	-29.9
HDFC AMC	3975	Buy	9,206	32.4	-1.5	7,407	37.4	-3.0	6,194	14.5	-3.4
KFin Technologies	1033	Neutral	2,781	21.8	-4.1	1,177	12.6	-9.8	841	12.9	-6.8
MCX	5226	Neutral	2,970	64.0	-1.4	1,829	79.4	-5.3	1,548	76.2	-3.3
Nippon Life AMC	569	Buy	5,692	21.6	-3.2	3,581	23.2	-7.2	2,720	-20.6	-7.9
Nuvama Wealth	5926	Buy	6,925	16.3	-4.2	3,042	27.8	-8.8	2,229	23.4	-11.8
Prudent Corp.	2214	Neutral	2,758	15.1	-3.2	598	-1.7	-9.3	444	-0.4	-7.9
UTI AMC	1063	Buy	3,596	13.2	-4.2	1,698	30.5	-10.9	1,345	-25.9	-22.5
NBFC - Non Lending			67,308	16.8	-5.1	34,711	21.3	-10.7	27,798	5.4	-7.1

PL: Profit to Loss; LP: Loss to Profit; For Banks: Sales = Net Interest Income, EBITDA = Operating Profits; For Life Insurance: Sales = Net Premium, EBITDA = Operating Profits

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Automobiles						24.1	22.3	20.3	4.3	3.8	3.4	18.0	17.1	16.6
Amara Raja Energy	1,015	Neutral	50.9	54.3	60.7	19.9	18.7	16.7	2.4	2.2	2.0	13.4	13.5	13.6
Apollo Tyres	422	Buy	19.6	26.8	29.9	21.5	15.7	14.1	1.5	1.3	1.2	8.7	11.0	11.4
Ashok Leyland	209	Buy	10.3	11.5	13.0	20	18	16.1	5.9	5.1	4.5	31.6	30.2	29.7
Bajaj Auto	7,994	Neutral	284.6	320.5	363.2	28.1	24.9	22.0	8.2	7.4	6.8	30.4	31.1	32.2
Balkrishna Inds	2,523	Neutral	89.8	103.9	126.4	28.1	24.3	20.0	4.8	4.2	3.6	18.2	18.3	19.3
Bharat Forge	1,149	Neutral	20.6	29.9	40.0	55.8	38.4	28.7	5.9	5.5	5.0	11.8	14.8	18.2
Bosch	27,866	Neutral	690.7	780.3	907.1	40.3	35.7	30.7	6.2	5.7	5.2	16.2	16.7	17.7
CEAT	2,875	Buy	116.5	161.6	196.3	24.7	17.8	14.6	2.6	2.4	2.1	11.2	14.0	15.2
CIE Automotive	402	Buy	21.7	21.0	23.3	18.5	19.1	17.2	2.3	2.1	1.9	13.1	11.6	11.7
Craftsman Auto	4,735	Neutral	76.9	141.3	208.5	61.6	33.5	22.7	3.8	3.4	3.0	7.9	10.7	14.2
Eicher Motors	5,304	Sell	170.1	179.7	204.3	31.2	29.5	26.0	6.9	5.9	5.2	23.7	21.6	21.3
Endurance Tech.	1,926	Buy	56.0	70.4	82.2	34.4	27.4	23.4	4.8	4.2	3.7	14.9	16.5	16.8
Escorts Kubota	3,219	Neutral	88.9	104.3	123.3	36.2	30.9	26.1	3.4	3.1	2.8	10.5	10.5	11.3
Exide Inds.	365	Neutral	12.8	14.2	15.5	28.5	25.8	23.6	2.2	2.1	1.9	7.8	8.0	8.2
Happy Forgings	791	Buy	27.8	32.5	38.0	28.4	24.3	20.8	4.1	3.6	3.1	15.2	15.7	16.1
Hero Motocorp	3,763	Buy	228.6	239.8	259.6	16.5	15.7	14.5	3.9	3.7	3.4	24.6	24.1	24.5
Hyundai Motor	1,704	Buy	65.8	66.5	76.5	25.9	25.6	22.3	9.4	7.5	6.1	42.2	32.6	30.1
Mahindra & Mahindra	2,637	Buy	98.3	116.4	130.2	26.8	22.7	20.2	5.2	4.4	3.8	20.8	20.9	20.0
Maruti Suzuki	11,476	Buy	457.5	489.4	541.0	25.1	23.4	21.2	3.8	3.4	3.1	14.7	14.7	14.6
Motherson Wiring	51	Buy	1.3	1.6	1.9	38.4	32.0	26.7	11.8	9.9	8.2	32.8	33.5	33.6
MRF	1,12,965	Sell	3,925.4	4,361.3	5,062.7	28.8	25.9	22.3	2.6	2.4	2.2	9.5	9.7	10.3
Samvardhana Motherson	131	Buy	5.1	5.8	6.9	25.7	22.4	19.0	2.7	2.5	2.3	11.8	11.4	12.4
Sona BLW Preci.	461	Neutral	9.4	9.7	11.1	49.0	47.3	41.5	5.2	4.9	4.6	14.0	10.6	11.3
Tata Motors	671	Neutral	61.8	57.5	54.9	10.9	11.7	12.2	2.3	2.0	1.7	23.8	18.3	14.9
Tube Investments	2,691	Buy	44.4	57.6	68.4	60.6	46.7	39.4	8.8	7.5	6.4	15.6	17.4	17.6
TVS Motor	2,441	Neutral	53.3	63.9	76.0	45.8	38.2	32.1	11.8	9.4	7.6	28.8	27.4	26.1
Capital Goods						42.6	34.5	29.0	7.2	6.2	5.4	16.9	18.1	18.5
ABB India	5,388	Buy	88.5	96.9	108.5	60.9	55.6	49.7	16.1	14.0	12.4	28.8	27.0	26.5
Bharat Electronics	292	Buy	6.7	7.8	9.4	43.6	37.5	31.0	10.5	8.5	6.9	24.1	22.6	22.2
Cummins India	3,011	Buy	72.0	85.2	100.2	41.8	35.3	30.1	12.0	10.6	9.3	30.5	31.9	33.0
Hitachi Energy	12,277	Sell	75.5	143.3	218.1	162.7	85.7	56.3	30.1	22.3	15.9	18.5	26.0	28.3
Kalpataru Proj.	982	Buy	37.4	54.5	72.6	26.3	18.0	13.5	2.3	2.1	1.8	9.8	12.1	14.3
KEC International	791	Neutral	20.4	34.7	43.0	38.7	22.8	18.4	3.9	3.5	3.1	11.5	16.3	17.9
Kirloskar Oil	726	Buy	28.1	34.0	41.8	25.8	21.4	17.3	3.6	3.2	2.8	14.7	15.9	17.3
Larsen & Toubro	3,436	Buy	104.9	135.1	156.2	32.7	25.4	22.0	4.8	4.2	3.7	15.7	17.8	17.9
Siemens	5,230	Neutral	76.3	76.9	94.9	68.5	68.0	55.1	12.1	10.7	9.4	19.1	16.7	18.1
Thermax	3,551	Sell	57.3	68.9	82.4	62.0	51.5	43.1	8.1	7.2	6.4	13.8	14.8	15.7
Triveni Turbine	536	Buy	11.4	14.1	17.9	47.0	37.9	30.0	14.0	11.0	8.7	33.3	32.5	32.5
Zen Technologies	1,432	Buy	27.9	36.5	53.3	51.4	39.2	26.9	7.6	6.4	5.1	23.3	17.6	21.2
Cement						53.9	38.2	29.5	3.5	3.2	3.0	6.5	8.4	10.2
ACC	1,951	Buy	65.6	89.0	121.3	29.7	21.9	16.1	2.0	1.9	1.7	7.3	9.0	11.2
Ambuja Cements	529	Buy	7.7	10.9	15.5	68.5	48.4	34.1	2.3	2.3	2.2	3.9	4.8	6.5
Birla Corporation	1,095	Buy	18.6	49.4	71.6	59.0	22.2	15.3	1.3	1.2	1.1	2.1	5.5	7.6
Dalmia Bharat	1,788	Buy	32.9	49.0	64.2	54.4	36.5	27.8	2.0	1.9	1.9	3.7	5.4	6.8
Grasim Industries	2,618	Buy	74.5	96.2	115.0	35.1	27.2	22.8	3.3	3.2	3.0	-3.8	0.8	3.6
India Cements	281	Sell	-23.9	-3.9	3.4	-11.7	-72.0	83.0	1.9	1.9	1.9	-14.7	-2.6	2.3
J K Cements	4,939	Buy	95.7	126.9	164.2	51.6	38.9	30.1	6.4	5.7	4.9	12.6	15.4	17.5
JK Lakshmi Cem.	798	Buy	22.1	37.7	40.2	36.1	21.2	19.9	2.8	2.5	2.3	7.9	12.4	12.0
Ramco Cements	901	Neutral	8.2	17.8	24.6	109.6	50.6	36.7	2.8	2.7	2.5	2.6	5.4	7.1
Shree Cement	30,176	Neutral	297.3	314.2	454.7	101.5	96.0	66.4	5.2	5.0	4.7	5.2	5.3	7.3
Ultratech Cement	11,376	Buy	221.9	296.4	374.9	51.3	38.4	30.3	5.0	4.3	3.9	10.2	12.2	13.4
Chemicals						44.6	32.1	25.7	4.1	3.7	3.3	9.1	11.5	12.9
Alkyl Amines	1,685	Neutral	37.6	51.7	67.6	44.8	32.6	24.9	6.2	5.5	4.8	14.5	17.9	20.6
Atul	5,796	Buy	153.5	198.8	240.5	37.8	29.2	24.1	3.1	2.9	2.6	8.5	10.2	11.3
Clean Science	1,216	Neutral	24.8	35.1	43.0	49.1	34.6	28.3	9.0	7.4	6.0	20.0	23.4	23.4
Deepak Nitrite	1,986	Neutral	44.3	66.8	74.0	44.8	29.7	26.8	5.1	4.4	3.9	11.9	15.9	15.4
Fine Organic	4,121	Sell	138.6	117.6	118.8	29.7	35.1	34.7	5.6	4.9	4.3	20.7	14.9	13.3
Galaxy Surfactants	2,091	Buy	74.5	85.3	101.3	28.1	24.5	20.6	3.1	2.9	2.6	11.6	12.2	13.1

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Navin Fluorine	4,195	Neutral	60.0	83.5	96.0	70.0	50.3	43.7	8.0	7.2	6.4	11.9	15.1	15.5
NOCIL	178	Neutral	7.1	8.2	12.2	24.9	21.6	14.5	1.7	1.6	1.5	6.9	7.6	10.7
P I Industries	3,451	Buy	107.8	118.5	136.9	32.0	29.1	25.2	5.1	4.4	3.8	17.3	16.4	16.3
SRF	2,879	Buy	42.7	71.6	100.1	67.5	40.2	28.8	7.0	6.2	5.2	10.7	16.3	19.7
Tata Chemicals	840	Neutral	18.2	42.3	58.1	46.0	19.9	14.5	1.0	0.9	0.9	2.1	4.8	6.3
Vinati Organics	1,578	Buy	39.8	50.6	60.8	39.7	31.2	26.0	5.9	5.1	4.4	15.7	17.6	18.3
Consumer						45.9	40.8	36.8	10.3	9.7	9.1	22.3	23.7	24.6
Asian Paints	2,315	Neutral	44.1	49.6	56.7	52.5	46.7	40.9	11.7	11.3	10.6	22.4	24.6	26.7
Britannia	4,900	Neutral	91.1	102.6	114.9	53.8	47.8	42.6	27.4	24.1	20.5	53.2	53.6	52.0
Colgate	2,350	Neutral	52.8	57.2	61.7	44.5	41.1	38.1	30.6	28.0	25.9	72.5	71.3	70.7
Dabur	498	Buy	10.1	11.6	12.9	49.4	43.0	38.6	8.4	7.9	7.5	17.5	18.9	19.9
Emami	572	Buy	20.2	21.9	23.7	28.3	26.1	24.1	9.0	8.0	7.2	33.8	32.6	31.5
Godrej Consumer	1,143	Buy	19.3	23.9	27.7	59.2	47.9	41.2	8.7	8.0	7.5	15.1	17.4	18.7
Hind. Unilever	2,234	Buy	44.2	48.7	53.1	50.5	45.9	42.0	10.2	10.1	10.0	20.2	22.1	23.9
Indigo Paints	971	Buy	28.1	33.1	38.2	34.6	29.3	25.4	4.6	4.1	3.5	14.0	14.7	14.9
ITC	407	Buy	15.9	17.0	18.4	25.6	23.9	22.1	6.6	6.5	6.2	26.3	27.4	28.7
Jyothy Labs	329	Neutral	10.4	11.5	12.6	31.8	28.5	26.0	6.4	5.8	5.3	20.6	21.4	21.3
L T Foods	362	Buy	17.3	22.7	27.2	20.9	15.9	13.3	3.2	2.8	2.4	16.6	18.8	19.4
Marico	646	Buy	12.6	14.0	15.3	51.3	46.1	42.1	21.1	20.1	19.0	41.8	44.6	46.3
Nestle	2,232	Neutral	32.2	36.3	40.3	69.4	61.4	55.3	52.7	44.9	38.6	83.5	78.9	74.9
P&G Hygiene	13,561	Neutral	251.2	278.9	309.3	54.0	48.6	43.8	46.9	39.3	33.3	95.3	88.1	82.4
Page Industries	41,985	Buy	616.9	708.4	839.8	68.1	59.3	50.0	26.7	23.0	19.7	39.2	38.7	39.4
Pidilite Inds.	2,828	Neutral	41.1	47.5	54.6	68.8	59.5	51.8	15.2	13.4	11.9	23.4	23.9	24.3
Tata Consumer	992	Buy	13.9	17.8	20.1	71.4	55.8	49.3	4.2	3.8	3.6	7.0	7.4	8.0
United Breweries	1,953	Neutral	17.2	27.5	36.3	113	71	53.7	11.7	10.7	9.7	10.6	15.7	19.0
United Spirits	1,405	Neutral	19.2	21.5	24.0	73	65	58.6	12.1	10.2	8.6	16.6	15.6	14.7
Varun Beverages	539	Buy	7.7	10.4	12.1	70.2	51.6	44.5	11.0	9.4	8.1	22.0	19.7	19.6
Consumer Durables						49.4	42.2	34.7	7.8	6.8	6.0	15.8	16.2	17.2
Havells India	1,502	Neutral	22.4	27.0	33.3	67.1	55.7	45.1	11.3	10.0	8.7	16.8	17.9	19.3
KEI Industries	2,828	Neutral	68.9	78.9	92.4	41.0	35.9	30.6	4.7	4.2	3.7	14.7	12.3	12.8
Polycab India	5,100	Buy	129.0	146.9	173.8	39.5	34.7	29.3	7.9	6.7	5.8	20.0	19.4	19.8
R R Kabel	933	Neutral	24.7	31.1	40.8	37.7	30.0	22.9	5.2	4.6	4.0	14.5	16.3	18.7
Voltas	1,352	Buy	25.6	30.2	38.0	52.8	44.7	35.5	6.8	6.1	5.3	12.8	13.5	15.0
EMS						87.1	58.3	39.8	12.7	10.5	8.3	14.6	18.0	20.9
Amber Enterp.	6,873	Buy	76.2	114.0	173.6	90.2	60.3	39.6	10.0	8.6	7.0	11.7	15.3	19.5
Avalon Tech	770	Buy	9.9	16.8	25.0	78.2	45.9	30.8	8.3	7.0	5.7	11.2	16.5	20.4
Cyient DLM	462	Buy	9.5	15.9	21.8	48.6	29.0	21.2	3.7	3.3	2.9	8.0	12.1	14.5
Data Pattern	1,694	Neutral	36.1	48.6	62.2	46.9	34.9	27.3	6.2	5.3	4.5	14.2	16.4	17.8
Dixon Tech.	12,925	Buy	124.1	168.2	242.4	104.1	76.8	53.3	31.9	22.7	16.0	36.1	34.5	35.2
Kaynes Tech	4,790	Buy	46.4	83.6	134.0	103.2	57.3	35.7	11.0	9.2	7.3	11.3	17.5	22.9
Syrma SGS Tech.	464	Buy	9.6	15.3	21.4	48.4	30.4	21.7	4.7	4.1	3.5	10.1	14.5	17.4
Financials														
Banks-Private						18.7	16.9	14.3	2.6	2.3	2.0	13.9	13.6	14.1
AU Small Finance	530	Buy	29.4	35.7	47.1	18.0	14.8	11.3	2.4	2.1	1.8	14.4	15.0	16.9
Axis Bank	1,085	Neutral	85.7	92.2	107.1	12.7	11.8	10.1	1.9	1.6	1.4	16.2	15.0	15.0
Bandhan Bank	149	Neutral	17.9	22.2	25.8	8.4	6.7	5.8	1.0	0.9	0.8	12.8	14.4	15.0
DCB Bank	114	Buy	19.1	23.7	30.4	6.0	4.8	3.8	0.7	0.6	0.5	11.8	13.1	14.8
Equitas Small Fin.	57	Buy	1.6	5.5	8.7	36.1	10.4	6.5	1.1	1.0	0.9	3.0	10.0	14.5
Federal Bank	192	Buy	16.2	18.1	22.8	11.9	10.6	8.4	1.4	1.3	1.1	12.8	12.7	14.2
HDFC Bank	1,767	Buy	87.9	93.5	107.4	20.1	18.9	16.5	2.7	2.5	2.2	14.3	13.7	14.1
ICICI Bank	1,318	Buy	66.4	72.2	83.2	19.8	18.3	15.8	3.4	2.9	2.5	18.3	17.1	17.0
IDFC First Bank	57	Neutral	2.1	4.0	6.7	27.3	14.3	8.6	1.1	1.0	0.9	4.3	7.4	11.2
IndusInd Bank	683	Neutral	61.2	81.3	104.0	11.2	8.4	6.6	0.8	0.7	0.7	7.3	9.1	10.7
Kotak Mahindra Bank	2,145	Buy	94.3	106.2	126.4	22.8	20.2	17.0	2.9	2.5	2.2	13.5	13.0	13.5
RBL Bank	177	Neutral	10.8	20.1	31.9	16.3	8.8	5.5	0.7	0.7	0.6	4.4	7.8	11.6
Banks-PSU						7.3	6.7	5.9	1.2	1.1	0.9	16.5	15.9	16.0
Bank of Baroda	229	Neutral	37.5	39.1	44.2	6.1	5.8	5.2	0.9	0.8	0.8	16.9	15.6	15.6
Canara Bank	90	Buy	17.8	19.7	21.7	5.0	4.6	4.2	0.9	0.8	0.7	19.2	18.4	18.1
Indian Bank	531	Buy	80.3	83.6	92.5	6.6	6.4	5.7	1.1	1.0	0.9	19.0	17.2	16.7

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Punjab National Bank	96	Buy	14.8	16.8	19.1	6.5	5.7	5.0	0.9	0.8	0.7	15.3	15.1	15.2
State Bank	772	Buy	88.8	97.3	112.7	8.7	7.9	6.8	1.5	1.3	1.1	18.7	17.2	16.8
Union Bank	125	Buy	23.1	24.1	26.3	5.4	5.2	4.7	0.9	0.8	0.7	17.9	16.2	15.5
Insurance						19.4	17.3	15.4	5.4	4.3	3.5	27.8	24.8	22.6
HDFC Life Insur.	693	Buy	8.8	10.3	11.7	79.1	67.6	59.1	2.7	2.3	2.0	16.7	16.4	17.0
ICICI Lombard	1,794	Buy	52.3	59.7	67.6	34.3	30.1	26.5	6.4	5.6	4.8	20.0	19.9	19.5
ICICI Pru Life	569	Buy	8.7	11.0	14.3	65.2	51.7	39.8	1.6	1.4	1.1	18.6	19.1	19.7
Life Insurance Corp.	798	Buy	69.4	77.7	86.4	11.5	10.3	9.2	0.6	0.5	0.5	15.4	10.9	10.8
Max Financial	1,142	Neutral	12.4	16.4	21.5	92.4	69.5	53.1	2.1	1.8	1.5	18.8	19.1	19.0
SBI Life Insurance	1,545	Buy	24.6	26.0	29.3	62.7	59.5	52.8	2.2	1.8	1.5	20.9	19.5	18.7
Star Health	345	Buy	13.1	15.8	18.8	26.4	21.8	18.4	2.7	2.4	2.1	10.9	11.8	12.4
NBFC - Lending						17.0	13.3	11.2	2.4	2.1	1.8	14.2	15.7	16.2
AAVAS Financiers	2,084	Neutral	73.2	87.5	105.5	28.5	23.8	19.8	3.8	3.3	2.8	14.3	14.7	15.3
Aditya Birla Cap	184	Buy	12.9	15.2	19.4	14.3	12.1	9.5	1.6	1.4	1.3	11.8	12.5	14.1
Bajaj Finance	8,697	Neutral	270.3	336.9	426.2	32.2	25.8	20.4	5.5	4.6	3.9	19.2	19.5	20.6
Can Fin Homes	663	Neutral	63.5	68.5	78.6	10.4	9.7	8.4	1.7	1.5	1.3	17.9	16.5	16.3
Chola. Inv & Fin.	1,468	Buy	50.2	64.6	85.0	29.2	22.7	17.3	5.2	4.1	3.3	19.5	20.3	21.2
CreditAccess	968	Buy	34.8	75.6	114.6	27.8	12.8	8.4	2.2	1.9	1.5	8.2	15.9	20.1
Five-Star Business	698	Buy	36.6	41.6	48.6	19.1	16.8	14.4	3.3	2.7	2.3	18.7	17.7	17.4
Fusion Finance	142	Neutral	-119.0	10.6	20.7	-1.2	13.5	6.9	0.9	1.1	0.8	-53.3	7.2	13.1
Home First Fin.	988	Buy	43.0	53.0	64.3	23.0	18.6	15.4	3.5	3.0	2.6	16.6	17.6	18.0
IIFL Finance	325	Buy	9.3	41.3	60.1	34.9	7.9	5.4	1.1	1.0	0.9	3.5	13.6	17.2
Indostar Capital	305	Buy	5.9	9.3	18.6	51.8	32.7	16.4	1.3	1.2	1.1	2.4	3.9	7.2
L&T Finance	151	Buy	10.6	12.3	16.1	14.2	12.3	9.4	1.5	1.4	1.2	10.8	11.5	13.6
LIC Housing Fin	561	Buy	97.0	94.8	107.1	5.8	5.9	5.2	0.9	0.8	0.7	15.9	13.8	14.0
M & M Financial	276	Buy	19.1	24.6	30.6	14.5	11.2	9.0	1.8	1.6	1.4	13.0	15.2	17.0
Manappuram Finance	232	Neutral	19.1	24.5	29.9	12.1	9.5	7.7	1.5	1.2	1.1	13.2	15.1	15.6
MAS Financial	258	Buy	17.0	21.6	26.4	15.1	11.9	9.8	1.9	1.6	1.4	14.6	14.6	15.6
Muthoot Finance	2,336	Neutral	129.7	173.7	194.5	18.0	13.4	12.0	3.3	2.8	2.3	19.8	22.4	21.1
PFC	405	Buy	50.4	56.5	61.3	8.0	7.2	6.6	1.5	1.3	1.1	19.6	19.2	18.3
Piramal Enterprises	988	Neutral	22.7	49.5	66.0	43.5	20.0	15.0	0.8	0.8	0.8	1.9	4.1	5.2
PNB Housing	875	Buy	72.7	88.3	107.2	12.0	9.9	8.2	1.3	1.2	1.1	11.9	12.9	13.9
Poonawalla Fincorp	349	Buy	0.3	15.2	25.4	1,239.5	22.9	13.7	3.3	2.9	2.4	0.3	13.6	19.3
REC	417	Buy	56.9	70.1	74.7	7.3	5.9	5.6	1.4	1.2	1.0	20.2	21.4	19.6
Repco Home Fin	342	Neutral	70.3	70.1	76.6	4.9	4.9	4.5	0.6	0.6	0.5	14.2	12.5	12.1
Shriram Finance	638	Buy	44.1	52.5	62.7	14.5	12.1	10.2	2.1	1.9	1.6	15.8	16.3	17.0
Spandana Sphoorty	245	Buy	-142.4	5.4	28.4	-1.7	45.4	8.6	0.7	0.7	0.6	-32.4	1.4	7.3
NBFC - Non Lending						34.0	28.9	24.7	9.0	8.1	7.3	26.4	28.1	29.7
360 ONE WAM	888	Buy	26.8	32.5	37.8	33.2	27.4	23.5	5.5	5.1	4.8	21.3	19.2	21.0
Aditya Birla AMC	640	Buy	31.5	35.2	40.0	20.3	18.2	16.0	5.1	4.6	4.1	26.8	26.6	27.2
Anand Rathi Wealth	1,834	Neutral	35.9	43.9	53.0	51.1	41.8	34.6	21.2	15.3	11.3	43.5	42.3	37.4
Angel One	2,321	Buy	144.6	126.0	172.4	16.0	18.4	13.5	3.5	3.1	2.7	28.0	17.8	21.4
BSE	5,466	Buy	87.2	132.7	150.2	62.7	41.2	36.4	20.2	17.6	15.4	32.3	42.8	42.3
Cams Services	3,670	Buy	91.8	108.7	125.9	40.0	33.8	29.2	16.4	13.8	11.6	44.8	44.3	43.1
CDSL	1,198	Neutral	24.8	30.3	36.9	48.2	39.6	32.5	14.6	13.3	12.0	32.7	35.2	38.8
HDFC AMC	3,975	Buy	114.4	130.5	148.5	34.8	30.5	26.8	11.0	10.1	9.3	33.1	34.7	36.1
KFin Technologies	1,033	Neutral	19.4	23.3	29.9	53.2	44.3	34.5	14.7	12.7	10.6	29.6	30.7	33.4
MCX	5,226	Neutral	113.9	146.2	180.8	45.9	35.7	28.9	17.8	16.2	14.5	40.3	47.4	53.0
Nippon Life AMC	569	Buy	20.0	23.4	26.0	28.5	24.3	21.8	8.9	8.7	8.5	31.4	36.2	39.4
Nuvama Wealth	5,926	Buy	267.7	305.5	344.7	22.1	19.4	17.2	6.4	5.6	5.0	30.8	31.1	31.2
Prudent Corp.	2,214	Neutral	45.5	58.6	74.9	48.7	37.8	29.5	70.4	52.8	40.2	33.2	31.9	30.9
UTI AMC	1,063	Buy	66.6	75.2	86.0	16.0	14.1	12.4	2.6	2.5	2.3	16.6	17.8	19.3
Healthcare						36.1	30.5	26.9	5.1	4.5	3.9	14.2	14.6	14.5
Ajanta Pharma	2,616	Buy	72.5	81.6	96.8	36.1	32.1	27.0	7.8	6.6	5.6	23.5	22.3	22.4
Alembic Pharma	898	Neutral	27.0	35.5	44.9	33.3	25.3	20.0	3.4	3.0	2.7	10.4	12.5	14.1
Alkem Lab	4,834	Neutral	186.0	198.7	224.6	26.0	24.3	21.5	4.8	4.2	3.6	19.9	18.3	18.0
Apollo Hospitals	6,630	Buy	99.6	120.3	155.9	66.6	55.1	42.5	11.1	9.3	7.6	18.8	19.0	20.4
Aurobindo Pharma	1,135	Neutral	61.8	68.9	79.1	18.4	16.5	14.4	2.0	1.8	1.6	11.5	11.5	11.8
Biocon	339	Buy	0.3	3.9	9.0	983.7	85.9	37.6	2.0	2.0	1.9	0.2	2.3	5.1

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Cipla	1,445	Neutral	62.2	61.2	68.2	23.2	23.6	21.2	3.7	3.3	2.9	16.0	13.8	13.5
Divis Labs	5,549	Neutral	76.3	96.0	118.0	72.7	57.8	47.0	9.8	8.8	7.8	14.2	16.1	17.6
Dr Agarwals Health.	453	Buy	2.9	4.0	5.3	156.0	113.7	86.0	6.7	6.4	5.9	5.3	5.8	7.1
Dr Reddy' s Labs	1,152	Neutral	63.0	69.1	65.6	18.3	16.7	17.6	2.9	2.5	2.2	17.2	16.2	13.4
Eris Lifescience	1,391	Neutral	26.9	39.6	54.5	51.6	35.2	25.5	6.6	5.7	4.8	13.6	17.5	20.3
Gland Pharma	1,555	Buy	42.5	55.1	66.4	36.6	28.2	23.4	2.7	2.5	2.2	7.7	9.2	10.1
Glenmark Pharma	1,509	Buy	44.6	60.7	71.1	33.9	24.9	21.2	4.7	3.9	3.3	14.8	17.1	16.9
Global Health	1,231	Buy	19.8	24.9	30.9	62.3	49.4	39.8	10.0	8.6	7.3	17.1	18.7	19.7
Granules India	483	Buy	19.5	26.5	33.4	24.7	18.2	14.5	3.2	2.7	2.3	13.7	16.2	17.3
GSK Pharma	2,793	Neutral	51.3	59.0	69.0	54.5	47.3	40.5	21.7	17.4	13.8	39.8	36.8	34.2
IPCA Labs.	1,393	Buy	34.4	45.5	56.1	40.5	30.6	24.8	5.0	4.4	3.8	13.0	15.3	16.4
Laurus Labs	598	Buy	4.9	10.4	14.6	122.8	57.3	40.9	7.4	6.7	5.9	6.2	12.3	15.3
Lupin	1,956	Neutral	71.9	79.1	85.6	27.2	24.7	22.9	5.1	4.3	3.6	20.7	18.9	17.2
Mankind Pharma	2,457	Buy	49.0	54.3	71.3	50.2	45.2	34.4	7.3	6.5	5.7	17.4	15.2	17.6
Max Healthcare	1,084	Buy	15.4	22.2	26.1	70.5	48.8	41.6	9.8	8.2	6.8	14.9	18.3	17.9
Piramal Pharma	226	Buy	0.7	2.2	4.0	320.0	101.7	56.0	3.4	3.2	3.0	1.2	3.6	6.2
Sun Pharma	1,697	Buy	49.2	59.5	66.6	34.5	28.5	25.5	5.5	4.7	4.0	17.2	17.9	17.1
Torrent Pharma	3,182	Neutral	56.9	74.9	93.8	55.9	42.5	33.9	6.7	5.6	4.6	25.8	28.5	29.7
Zydus Lifesciences	878	Neutral	44.3	48.7	43.0	19.8	18.0	20.4	3.5	3.0	2.7	19.7	17.8	13.8
Infrastructure						25.2	17.1	14.1	1.4	1.3	1.2	5.5	7.6	8.5
G R Infraproject	1,050	Buy	70.3	76.3	93.3	14.9	13.8	11.2	1.3	1.2	1.1	9.0	9.0	10.0
IRB Infra	46	Neutral	1.1	2.4	2.8	42.0	19.4	16.5	1.4	1.3	1.2	3.9	7.0	7.7
KNR Constructions	229	Buy	14.9	15.2	20.0	15.3	15.0	11.5	1.6	1.5	1.3	11.7	10.3	12.1
Logistics						27.1	22.3	18.3	4.4	3.8	3.2	16.1	16.9	17.7
Adani Ports	1,174	Buy	50.3	60.5	73.0	23.3	19.4	16.1	4.1	3.4	2.9	18.8	19.2	19.6
Blue Dart Express	6,211	Buy	115.5	181.4	234.1	53.8	34.2	26.5	9.4	7.9	6.5	18.2	25.1	26.9
Concor	700	Buy	22.6	28.1	33.4	30.9	24.9	21.0	3.4	3.2	2.9	11.3	13.1	14.4
JSW Infra	317	Buy	6.7	7.7	9.8	47.5	41.0	32.4	7.3	6.5	5.6	16.4	16.8	18.6
Mahindra Logistics	267	Neutral	-3.7	15.1	28.6	-72.7	17.7	9.3	4.3	3.5	2.6	-5.4	21.4	31.8
TCI Express	640	Neutral	22.8	29.9	34.2	28.1	21.4	18.7	3.2	2.9	2.6	11.9	14.3	14.6
Transport Corp.	1,120	Buy	53.3	63.1	73.9	21.0	17.8	15.2	3.6	3.0	2.5	18.4	18.3	18.1
VRL Logistics	477	Buy	18.5	20.5	25.0	25.9	23.3	19.1	4.1	3.8	3.5	16.4	17.0	19.2
Media						19.7	16.3	14.5	1.5	1.4	1.3	7.5	8.6	9.1
PVR Inox	963	Neutral	-18.1	9.4	23.2	-53.1	103.0	41.5	1.3	1.3	1.3	-2.5	1.3	3.1
Sun TV	639	Neutral	42.2	45.1	48.5	15.2	14.2	13.2	2.2	2.0	1.9	14.6	14.4	14.3
Zee Entertainment	102	Neutral	8.0	8.9	9.6	12.7	11.5	10.6	0.9	0.8	0.8	6.9	7.3	7.4
Metals						14.9	10.8	9.1	2.5	2.2	1.9	16.5	19.9	20.5
Coal India	398	Buy	55.9	63.3	70.5	7.1	6.3	5.6	2.5	2.1	1.8	34.6	32.9	31.1
Hindalco	664	Buy	70.3	65.8	70.7	9.4	10.1	9.4	1.6	1.4	1.2	18.0	14.6	13.8
Hindustan Zinc	454	Neutral	23.7	31.1	32.0	19.1	14.6	14.2	15.3	9.3	6.6	72.2	79.3	54.4
JSPL	901	Buy	40.0	63.5	96.6	22.5	14.2	9.3	1.9	1.7	1.5	8.7	12.6	16.8
JSW Steel	1,056	Buy	16.4	54.0	82.9	64.6	19.5	12.7	3.2	2.8	2.3	5.0	15.2	19.7
Nalco	175	Neutral	24.4	14.0	16.5	7.2	12.5	10.6	1.8	1.6	1.4	27.5	13.4	14.2
NMDC	70	Buy	8.0	8.5	9.3	8.7	8.3	7.5	2.0	1.7	1.5	24.8	22.2	21.0
SAIL	117	Neutral	2.1	17.5	15.9	56.3	6.7	7.4	0.8	0.8	0.7	1.5	11.9	10.1
Tata Steel	153	Neutral	2.5	10.7	15.5	60.5	14.4	9.9	2.3	2.2	2.0	3.7	15.6	20.9
Vedanta	457	Neutral	34.5	41.9	48.4	13.3	10.9	9.4	5.6	4.5	3.5	42.0	45.6	41.9
Oil & Gas						16.9	14.3	13.2	1.6	1.5	1.4	9.5	10.3	10.3
Aegis Logistics	783	Neutral	14.8	20.0	20.4	53.1	39.2	38.4	6.5	5.9	5.3	12.7	15.7	14.5
BPCL	285	Neutral	28.7	26.0	26.2	9.9	11.0	10.9	1.5	1.4	1.3	15.6	13.1	12.4
Castrol India	207	Buy	9.4	9.5	10.1	22.1	21.7	20.5	9.0	8.3	7.7	42.1	39.8	39.0
GAIL	186	Buy	13.4	16.9	18.3	13.9	11.0	10.2	1.6	1.5	1.4	16.5	14.8	14.7
Gujarat Gas	410	Buy	15.8	17.2	19.0	25.9	23.8	21.6	3.4	3.1	2.8	13.5	13.5	13.6
Gujarat State Petronet	294	Neutral	15.5	10.3	10.3	18.9	28.4	28.6	1.5	1.5	1.4	8.3	5.3	5.0
HPCL	362	Buy	31.7	45.4	46.9	11.4	8.0	7.7	1.5	1.3	1.2	13.7	17.4	15.8
Indraprastha Gas	201	Neutral	10.1	11.9	13.1	19.9	17.0	15.4	3.0	2.6	2.4	15.6	16.4	16.1
IOC	131	Buy	6.3	10.2	10.1	20.8	12.9	13.0	1.0	0.9	0.9	4.6	7.2	6.8
Mahanagar Gas	1,384	Buy	106.4	110.4	117.7	13.0	12.5	11.8	2.4	2.1	1.9	19.3	17.9	17.2
MRPL	135	Sell	-0.8	10.4	12.2	-176.9	13.0	11.1	1.8	1.6	1.5	-1.0	13.1	13.8

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Oil India	385	Buy	36.2	42.7	47.2	10.6	9.0	8.2	1.3	1.2	1.1	12.8	13.7	13.8
ONGC	248	Buy	35.8	37.4	39.7	6.9	6.6	6.2	0.9	0.8	0.7	12.8	12.2	12.0
Petronet LNG	297	Neutral	24.2	29.3	31.3	12.3	10.2	9.5	2.4	2.1	1.9	20.3	21.8	20.9
Reliance Inds.	1,252	Buy	50.4	60.6	67.9	24.8	20.7	18.4	2.0	1.8	1.7	8.3	9.2	9.5
Real Estate						46.9	31.7	28.7	4.1	3.6	3.3	8.7	11.5	11.4
Anant Raj	477	Buy	13.1	17.5	18.6	36.4	27.3	25.7	4.0	3.5	3.1	11.0	12.8	12.0
Brigade Enterpr.	959	Buy	37.8	44.1	63.1	25.4	21.8	15.2	3.3	2.9	2.5	16.2	14.3	17.5
DLF	662	Buy	11.1	17.5	13.0	59.8	37.8	50.7	2.8	2.6	2.4	6.7	9.8	6.8
Godrej Properties	2,043	Buy	51.3	64.4	64.8	39.8	31.7	31.5	3.3	3.0	2.7	10.4	9.8	9.0
Kolte Patil Dev.	325	Buy	15.1	41.5	36.4	21.5	7.8	9.0	3.0	2.2	1.8	14.8	32.7	22.5
Macrotech Developers	1,158	Buy	22.6	34.1	36.8	51.2	34.0	31.4	5.7	4.9	4.3	11.7	15.5	14.6
Mahindra Lifespace	302	Neutral	5.5	6.0	17.8	55.4	50.4	17.0	2.4	2.4	2.1	4.5	4.8	13.1
Oberoi Realty	1,574	Neutral	61.2	82.7	100.7	25.7	19.0	15.6	3.6	3.1	2.6	15.0	17.5	18.1
Phoenix Mills	1,601	Neutral	30.1	41.3	55.7	53.2	38.8	28.7	5.5	4.8	4.1	10.8	13.3	15.5
Prestige Estates	1,138	Buy	21.7	22.2	26.5	52.5	51.3	42.9	2.5	2.4	2.3	5.7	4.8	5.4
SignatureGlobal	1,076	Buy	19.1	58.6	120.5	56.4	18.4	8.9	16.9	8.8	4.4	35.2	63.0	66.0
Sobha	1,199	Buy	11.6	48.9	81.2	103.3	24.6	14.8	3.4	3.0	2.5	3.8	12.9	18.4
Sunteck Realty	397	Buy	12.5	32.2	10.1	31.8	12.3	39.1	1.8	1.6	1.5	5.7	13.4	3.9
Retail						94.7	70.2	57.7	12.4	10.9	9.5	13.1	15.5	16.4
Aditya Birla Fashion	258	Neutral	-4.7	-0.6	-0.6	-54.4	-412.5	-446.4	3.1	3.1	3.2	-8.8	-0.9	-0.8
Avenue Supermarts	4,004	Buy	42.5	50.2	59.5	94.3	79.8	67.3	12.1	10.5	9.1	13.8	14.1	14.5
Barbeque Nation	287	Neutral	-2.3	-1.0	0.4	-126	-295	717.3	2.9	3.0	2.9	-2.3	-1.0	0.4
Bata India	1,230	Neutral	20.7	24.4	29.6	59.5	50.3	41.5	9.1	8.3	7.6	16.3	17.3	19.1
Campus Activewear	233	Buy	4.0	5.3	6.6	58.1	44.4	35.3	9.2	7.6	6.3	15.9	17.2	17.8
Devyani Intl.	150	Buy	0.2	1.5	2.1	886.9	98.6	70.8	29.6	35.6	40.5	2.4	32.8	53.5
Jubilant Foodworks	661	Neutral	4.3	6.6	8.5	153.7	100.0	77.4	19.9	19.8	19.1	13.0	19.8	24.7
Kalyan Jewellers	458	Buy	8.0	10.4	12.6	57.0	44.0	36.2	10.0	8.7	7.5	18.6	21.2	22.2
Metro Brands	1,042	Buy	13.6	16.3	20.8	76.5	63.9	50.0	12.9	11.0	9.3	18.5	19.1	20.7
P N Gadgil Jewellers	516	Buy	16.8	21.9	27.9	30.8	23.6	18.5	4.3	3.7	3.1	21.2	16.9	18.0
Raymond Lifestyle	1,029	Buy	21.6	56.0	73.1	47.6	18.4	14.1	0.6	0.6	0.6	2.9	7.2	8.7
Relaxo Footwear	415	Sell	6.9	7.8	9.1	60.0	53.4	45.4	4.8	4.5	4.2	8.3	8.8	9.6
Sapphire Foods	294	Buy	1.3	3.2	4.9	234.5	92.6	60.6	6.9	6.4	5.8	3.0	7.1	10.0
Senco Gold	286	Neutral	11.2	14.0	17.1	25.4	20.4	16.7	2.4	2.2	2.0	11.1	11.3	12.4
Shoppers Stop	533	Neutral	-0.2	-2.0	-3.8	-2,567	-265	-141.9	13.8	14.9	17.2	-0.7	-7.1	-14.8
Titan Company	2,987	Buy	42.8	53.1	63.2	69.8	56.2	47.2	22.0	17.3	13.8	35.5	34.5	32.5
Trent	5,578	Buy	42.2	55.0	66.8	132	101	83.6	33.3	24.6	18.7	31.2	29.9	27.2
V-Mart Retail	2,951	Neutral	-8.2	23.7	58.6	-359	125	50.4	7.3	6.9	6.0	NM	6.2	13.9
Vedant Fashions	766	Neutral	16.5	19.0	21.4	46	40	35.9	10.6	9.4	8.4	23.6	22.7	22.6
Westlife Foodworld	699	Neutral	0.3	4.3	8.0	2,243	162.8	86.9	14.9	15.8	13.3	0.7	9.4	16.6
Staffing						20.3	15.8	13.2	2.6	2.3	2.0	12.8	14.5	15.1
Quess Corp	660	Neutral	25.9	31.7	37.7	25.5	20.8	17.5	2.5	2.4	2.1	13.5	15.5	16.8
SIS	334	Buy	24.7	31.0	37.3	13.5	10.8	8.9	0.8	0.7	0.6	13.8	15.0	15.5
Team Lease Serv.	1,850	Buy	64.9	109.1	126.5	28.5	17.0	14.6	3.4	2.9	2.4	12.4	18.1	17.5
Updater Services	293	Buy	16.8	20.8	25.6	17.4	14.1	11.4	2.0	1.8	1.5	12.3	13.3	14.3
Technology						25.9	23.5	21.5	7.7	7.4	7.1	29.6	31.5	33.1
Coforge	7,781	Buy	127.9	233.8	282.1	60.8	33.3	27.6	12.3	10.5	8.8	21.3	33.8	34.5
Cyient	1,235	Sell	55.2	74.2	83.0	22.4	16.6	14.9	3.1	2.9	2.7	13.4	17.3	18.1
HCL Technologies	1,529	Buy	63.7	69.0	75.8	24.0	22.2	20.2	6.2	6.2	6.3	25.6	28.1	31.2
Infosys	1,528	Neutral	63.5	68.6	74.0	24.1	22.3	20.6	7.2	7.1	7.1	29.9	32.2	34.7
LTIMindtree	4,424	Buy	156.1	175.5	204.2	28.3	25.2	21.7	5.8	5.1	4.5	21.6	21.5	22.0
L&T Technology	4,566	Neutral	126.4	150.8	172.2	36.1	30.3	26.5	8.0	6.9	5.9	23.7	24.2	23.6
Mphasis	2,447	Neutral	89.5	100.0	109.6	27.3	24.5	22.3	4.9	4.5	4.2	18.7	19.4	19.6
Persistent Systems	5,206	Buy	90.9	113.7	138.1	57.3	45.8	37.7	13.8	11.7	9.8	25.9	27.6	28.3
TCS	3,550	Buy	134.9	148.5	159.9	26.3	23.9	22.2	13.5	12.7	11.9	52.5	54.6	55.3
Tech Mahindra	1,394	Buy	46.1	61.2	75.3	30.3	22.8	18.5	4.5	4.4	4.2	15.1	19.6	23.4
Wipro	263	Sell	12.2	12.7	13.1	21.6	20.8	20.0	3.7	3.7	3.6	17.3	17.9	18.2
Zensar Tech	691	Neutral	28.0	32.0	36.1	24.7	21.6	19.1	3.9	3.4	3.0	16.9	17.0	17.0
Telecom						804	199	62.9	35.1	16.3	16.7	4.4	8.2	26.6
Bharti Airtel	1,724	Buy	36.5	44.7	62.1	47.3	38.6	27.8	9.4	7.1	6.1	22.8	22.8	25.6

Ready reckoner: Full year valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Bharti Hexacom	1,472	Buy	23.3	38.4	56.2	63.2	38.3	26.2	12.7	10.3	8.1	22.3	29.6	34.8
Indus Towers	353	Neutral	23.0	24.1	25.8	15.4	14.6	13.7	2.8	2.7	2.7	19.7	18.2	19.1
Tata Comm	1,580	Neutral	35.8	56.4	74.8	44.2	28.0	21.1	18.6	12.5	8.7	48.5	53.4	48
Vodafone Idea	8	Sell	-3.9	-2.8	-2.6	-2.1	-2.9	-3.1	-0.2	-0.3	-0.2	NM	NM	NM
Utilities						21	17	15.6	2.8	2.5	2.3	13.2	14.5	14.7
ACME Solar	192	Buy	3.3	5.7	10.4	58.5	33.4	18.3	2.5	2.4	2.1	5.5	7.3	12.1
Indian Energy Exch.	177	Neutral	4.7	5.4	6.3	38.0	33.0	28.1	13.6	11.3	9.4	39.4	37.4	36.5
JSW Energy	522	Buy	10.1	15.2	19.5	51.7	34.4	26.7	4.1	3.7	3.3	8.2	11.3	13.0
NTPC	352	Neutral	20.8	25.4	27.6	16.9	13.8	12.8	2.0	1.8	1.7	12.1	13.7	13.7
Power Grid Corp.	289	Buy	17.9	19.3	20.4	16.1	15.0	14.2	2.9	2.7	2.5	18.4	18.4	18.3
Suzlon Energy	56	Buy	1.0	1.6	2.4	58.7	34.4	23.3	14.6	10.2	7.3	28.4	35.0	36.6
Tata Power	375	Buy	12.3	16.2	17.5	30.3	23.1	21.4	3.3	2.9	2.6	11.5	13.4	12.7
Others						70.7	39.3	29.9	6.5	5.7	4.9	9.2	14.5	16.3
APL Apollo Tubes	1,529	Buy	25.7	42.9	55.8	59.4	35.6	27.4	10.2	8.2	6.5	18.4	25.5	26.4
Cello World	545	Buy	16.0	17.8	23.4	34.0	30.6	23.3	7.9	6.3	5.0	23.1	20.6	23.9
Coromandel International	2,047	Buy	60.1	76.4	90.3	34.1	26.8	22.7	5.6	4.8	4.1	17.5	19.2	19.4
Dreamfolks Services	232	Buy	12.3	17.2	20.5	18.8	13.5	11.3	4.0	3.0	2.4	24.9	26.8	24.7
EPL	203	Buy	10.9	14.1	16.6	18.6	14.4	12.2	2.8	2.5	2.2	15.9	18.5	19.2
Godrej Agrovet	750	Buy	23.4	32.8	38.0	32.1	22.9	19.8	5.2	6.4	4.8	17.0	25.0	27.8
Gravita India	1,765	Buy	41.9	57.8	76.3	42.2	30.5	23.1	6.1	5.1	4.2	20.8	18.2	19.9
Indiamart Inter.	2,057	Buy	79.2	79.7	92.9	26.0	25.8	22.1	5.8	5.0	4.4	24.6	20.7	21.2
Indian Hotels	806	Buy	11.7	15.1	17.9	68.9	53.5	45.1	10.2	8.6	7.3	16.1	17.5	17.5
Info Edge	6,802	Neutral	61.5	91.3	112.1	110.7	74.5	60.7	3.3	3.2	3.2	2.9	4.4	5.3
Interglobe Aviation	5,027	Neutral	142.8	289.5	276.8	35.2	17.4	18.2	26.0	10.4	6.6	117.6	85.8	44.6
Kajaria Ceramics	849	Buy	22.9	26.3	30.2	37.0	32.3	28.1	4.9	4.7	4.4	13.1	14.3	15.6
Lemon Tree Hotel	137	Buy	2.2	3.9	4.6	60.9	35.1	30	9.4	7.4	5.9	16.6	23.5	22.0
MTAR Tech	1,345	Buy	23.5	43.3	69.8	57.2	31.1	19	5.5	4.7	3.8	10.1	16.3	21.7
One 97 Comm.	801	Neutral	-3.6	2.9	15.7	-224.3	273.1	51	3.9	4.0	3.9	-1.7	1.5	7.9
SBI Cards	862	Neutral	20.5	30.7	41.0	42.1	28.1	21.0	5.9	5.0	4.1	15.0	19.3	21.3
Swiggy	332	Neutral	-13.1	-16.2	-11.3	-25.2	-20.5	-29	8.4	14.1	27.2	-35.9	-51.1	-63.5
UPL	635	Neutral	27.8	45.9	67.1	22.8	13.8	9.5	1.3	1.2	1.0	8.5	13.3	17.3
Zomato	202	Buy	0.8	2.3	4.5	259.3	89.0	44.9	8.2	7.5	6.5	3.2	8.9	15.5

Sectors & Companies

BSE Sensex: 73,138

Nifty 50: 22,162

April 2025

Sector and Companies Preview Compendium

Automobiles

Capital Goods

Cement

Chemicals-Specialty

Consumer

Consumer Durables

EMS

Financials – Banks

Financials – NBFC: Lending

Financials – NBFC: Non Lending

Healthcare

Infrastructure

Logistics

Metals

Oil & Gas

Real Estate

Retail

Technology

Telecom

Utilities

Others

Note: In our quarterly performance tables, our four-quarter numbers may not always add up to the full-year numbers. This is because of differences in classification of account heads in the company's quarterly and annual results or because of differences in the way we classify account heads as opposed to the company. **All stock prices and indices as on 1 April 2025, unless otherwise stated.**

Automobiles

Company

Amara Raja Energy Mobility
Ashok Leyland
Apollo Tyres
Bajaj Auto
Balkrishna Industries
Bharat Forge
BOSCH
Ceat
CIE Automotive
Craftsman Automation
Eicher Motors
Endurance Technologies
Escorts
Exide Industries
Happy Forgings
Hero MotoCorp
Mahindra & Mahindra
Maruti Suzuki
samvardhana motherson
Motherson Wiring
MRF
Sona BLW Precision
Tata Motors
TVS Motor Company
Tube Investments

Uneventful quarter

Weak domestic outlook; global outlook marred with uncertainty

- Auto OEMs within our coverage universe are expected to deliver ~6% YoY volume growth in 4QFY25. However, the end-market demand in 4Q has been weaker than the headline number suggests. Overall, growth was largely driven by new launches from MM, TVS and RE, while HMCL, BJAUT, HMI and MSIL posted subdued growth. CVs continued to witness weak demand.
- For our OEM coverage universe (excl. JLR), we expect revenue/EBITDA/PAT to grow ~7%/5%/2% YoY in 4QFY25. Within this, TVS (+39%), MM (+19%), Eicher (+20%) and AL (+14%) are likely to outperform peers in terms of earnings growth. On the other hand, Hyundai and MSIL are likely to post an earnings decline.
- For auto ancillaries, we expect our coverage universe to post ~7% growth in revenue and a decline of 4%/10% YoY in EBITDA/PAT in 4Q. It is important to highlight that only 5 out of 16 companies are likely to post earnings growth, with no company expected to post double-digit earnings growth.
- Overall earnings estimate cuts have been moderate in this quarter, with CEAT (-11%/-8%) and MRF (-11%/-13.5%) seeing the highest cuts for FY25E/FY26E. Meanwhile, most other players have seen single-digit earnings cuts.

Demand continues to be weak across segments in 4Q

Auto OEMs within our coverage universe are expected to deliver ~6% YoY volume growth in 4QFY25. However, the end-market demand in 4Q has been weaker than the headline number suggests. For instance, for both PVs and 2Ws, aggregate volume growth of listed entities stood at 4% / 6%. However, 4% YoY growth in PVs was largely driven by 15% YoY growth posted by MM. While MSIL's overall growth stood at 5%, its domestic sales were up only 1% YoY. Similarly, Hyundai volumes declined 1% YoY in 4Q. In 2Ws, the 6% growth was largely driven by 14% growth in TVS and 24% YoY growth in RE. On the other hand, HMCL volumes declined 1% YoY, while BJAUT volumes grew 3% YoY in 4Q. CV demand remained weak even in 4Q, with the top 3 listed OEMs posting just 2% YoY growth in volumes. The silver lining has been that tractor demand continues to see good revival since 3Q. The two listed tractor OEMs posted strong 19% YoY growth in 4Q.

TVS and MM to post margin improvement in 4Q

For our OEM coverage universe (excl. JLR), we expect revenue/EBITDA/PAT to grow ~7%/5%/2% YoY in 4QFY25. While input costs are gradually rising, we expect the bulk of these cost pressures to impact OEM margins from Q1 onwards. Hence, 4Q margins are likely to be largely driven by the product mix and forex movements. At an aggregate level, we expect EBITDA margin for our coverage universe to remain stable YoY. Among our coverage companies, margins are likely to improve YoY for TVS (+70bp) and MM (+100bp), whereas margins may remain under pressure YoY for Hyundai (-200bp), Eicher (-150bp), TTMT (-60bp), and MSIL (-70bp). For auto ancillaries, we expect our coverage universe to post ~7% growth in revenue and a decline of 4%/10% YoY in EBITDA/PAT in 4Q.

Hits and misses in 4QFY25

As highlighted above, we expect our auto OEM coverage universe to post just 2% YoY growth in earnings in 4Q. TVS (+39%), MM (+19%), Eicher (+20%) and AL (+14%)

are likely to outperform peers. On the other hand, Hyundai is likely to see the steepest earnings decline of 21%, due to a contraction in margins. Even MSIL is expected to post a 10% YoY decline in earnings in 4Q, largely due to increase in depreciation. Within our ancillary coverage universe, it is important to highlight that only 5 out of 16 companies are likely to post earnings growth, with no company expected to post double-digit earnings growth. Among the laggards are: Apollo (41% earnings decline), Craftsman (-35%), MRF (-30%), CEAT (-29%), MSWIL (-23%) and CIE Automotive (-19%).

Earnings cuts have been moderate in this quarter

Overall earnings estimate cuts have been moderate in this quarter, with CEAT (-11%/-8%) and MRF (-11%/-13.5%) seeing the highest cuts for FY25E/FY26E. Meanwhile, most other players have seen single-digit earnings cuts.

MSIL/MM are top OEM picks; prefer ENDU/HAPPY in ancillaries

Except for tractors, which continue to witness healthy demand, all other segments continue to see a subdued demand environment. With the ongoing global tariff war, there is likely to be prolonged uncertainty on the global automotive demand outlook, and hence for ancillary companies with high global exposure, as global OEMs look to adjust their supply chains to the new reality. Hence, we would prefer to avoid companies that have material global exposure, at least in the near term. Among auto OEMs, MSIL and MM remain our top picks, as their core segments—PVs for MSIL/MM and tractors for MM—are relatively better positioned, with scope for continued outperformance vs. peers. In the auto ancillary space, we prefer ENDU and HAPPYFORG, owing to their strong order backlog and ability to outperform core segments.

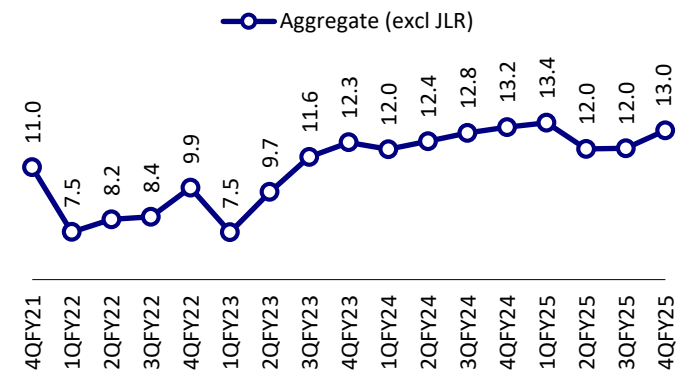
Exhibit 1: Summary of 4QFY25 earnings estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Amara Raja Energy	1015	Neutral	31,645	13.2	0.0	4,009	-1.7	-3.6	2,166	-5.0	-5.8
Apollo Tyres	422	Buy	65,692	5.0	-5.2	8,477	-21.5	-10.5	2,724	-41.4	-20.0
Ashok Leyland	209	Buy	1,18,323	5.0	24.8	16,759	5.3	38.3	10,854	14.4	42.5
Bajaj Auto	7994	Neutral	1,18,912	3.5	-7.1	23,754	3.0	-8.0	19,848	2.5	-5.9
Balkrishna Inds	2523	Neutral	27,171	0.7	5.7	6,919	-2.5	8.3	4,405	-9.8	0.2
Bharat Forge	1149	Neutral	21,374	-8.2	2.0	6,219	-4.9	2.0	3,538	-10.6	2.0
Bosch	27866	Neutral	44,819	5.9	0.4	5,713	2.5	-1.9	5,785	2.5	16.9
CEAT	2875	Buy	33,582	12.2	1.8	3,531	-9.8	3.6	1,078	-28.8	11.0
CIE Automotive	402	Buy	21,953	-9.5	4.0	3,160	-12.4	5.6	1,870	-18.8	4.4
Craftsman Auto	4735	Neutral	16,245	47.0	3.1	2,189	5.8	10.0	407	-34.7	68.8
Eicher Motors	5304	Sell	51,843	21.8	4.2	12,953	14.8	7.8	12,793	19.5	9.3
Endurance Tech.	1926	Buy	30,214	13.4	5.7	3,909	5.8	5	1,964	0.7	6.5
Escorts Kubota	3219	Neutral	23,090	10.9	-21.3	2,454	-7.7	-26.8	2,307	-4.7	-20.6
Exide Inds.	365	Neutral	39,871	-0.6	3.6	4,753	-7.9	6.0	2,668	-6.0	8.9
Happy Forgings	791	Buy	3,653	6.4	3.1	1,049	8.0	3.4	671	2.0	4.0
Hero Motocorp	3763	Buy	96,743	1.6	-5.3	13,857	2.0	-6.1	10,484	3.2	-12.8
Hyundai Motor	1704	Buy	1,72,180	-2.6	3.4	21,070	-16.5	12.3	13,231	-21.1	14.0
Mahindra & Mahindra	2637	Buy	2,97,423	18.1	-2.6	41,864	26.9	-6.3	23,717	18.6	-20.0
Maruti Suzuki	11476	Buy	3,98,197	4.1	3.4	46,139	-1.5	3.2	35,039	-9.6	-0.6
Samvardhana Motherson	131	Buy	2,88,671	7.5	4.3	28,961	8.5	7.8	9,951	8.5	13.2
Motherson Wiring	51	Buy	23,503	5.3	2.2	2,461	-15.5	3.6	1,473	-23.1	5.2
MRF	112965	Sell	69,413	11.7	0.8	8,306	-17.4	3.6	3,272	-30.3	6.7
Sona BLW Precs.	461	Neutral	8,464	-4.4	-2.5	2,218	-10.6	-5.3	1,356	-8.4	-13.3
Tata Motors	671	Neutral	12,62,761	5.2	11.2	1,71,952	1.2	31.9	83,603	8.2	52.8
Tube Investments	2691	Buy	19,961	1.7	4.5	2,304	6.1	-5.2	2,547	2.7	58.4
TVS Motor	2441	Neutral	92,022	12.7	1.2	11,044	19.2	2.1	6,753	39.1	9.2
Automobiles			33,77,723	6.3	5.0	4,56,023	1.7	11.5	2,64,504	1.4	12.3

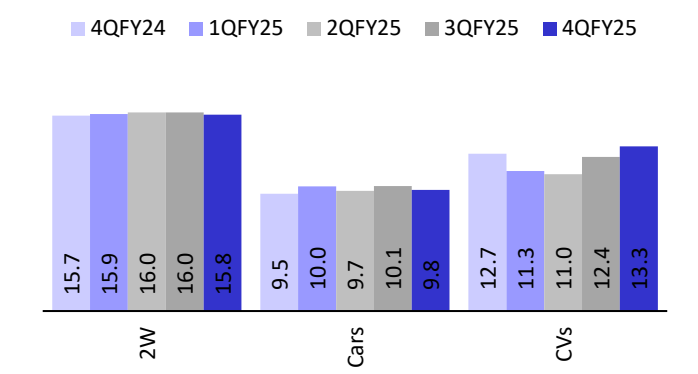
Exhibit 2: Volume snapshot 4QFY25 ('000 units)

	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)	FY25	FY24	YoY (%)
Two wheelers	5,753	5,422	6	5,977	-4	23,854	21,437	11
Three wheelers	257	235	9	264	-3	1,047	992	6
Passenger cars	483	494	-2	424	14	1,773	1,979	-10
UVs & MPVs	872	808	8	835	4	3,300	2,916	13
Total PVs	1,355	1,302	4	1,260	8	5,072	4,894	4
M&HCV	123	115	7	97	27	397	391	1
LCV	168	169	-1	163	3	634	642	-1
Total CVs	291	284	2	260	12	1,031	1,034	0
Tractors	216	182	19	276	-21	997	910	10
Total (ex Tractor)	7,655	7,243	6	7,760	-1	31,005	28,357	9

Source: Company, MOFSL

Exhibit 3: EBITDA margin expected to decline 20bp YoY


Source: MOFSL

Exhibit 4: Trends in segment-wise EBITDA margins (%)


Source: MOFSL

Exhibit 5: Our auto OEM coverage universe (excl. JLR) expected to witness flat earnings growth

	Volumes ('000 units)					EBITDA Margins (%)					Adj PAT (INR M)				
	4Q FY25	4Q FY24	YoY (%)	3Q FY25	QoQ (%)	4Q FY25	4Q FY24	YoY (bp)	3Q FY25	QoQ (bp)	4Q FY25	4Q FY24	YoY (%)	3Q FY25	QoQ (%)
Bajaj Auto	1,103	1,069	3.2	1,224	-9.9	20.0	20.1	-10	20.2	-20	19,848	19,360	2.5	21,087	-5.9
Hero MotoCorp	1,381	1,392	-0.9	1,464	-5.7	14.3	14.3	0	14.5	-10	10,484	10,161	3.2	12,028	-12.8
TVS Motor	1,216	1,063	14.5	1,212	0.4	12.0	11.3	70	11.9	10	6,753	4,854	39.1	6,185	9.2
Maruti Suzuki	605	578	4.7	566	6.8	11.6	12.3	-70	11.6	0	35,039	38,778	-9.6	35,250	-0.6
Hyundai	192	194	-1.1	186	2.8	12.2	14.3	-200	11.3	100	13,231	16,772	-21.1	11,607	14.0
M&M	319	277	15.3	344	-7.0	14.1	13.1	100	14.6	-60	23,717	20,001	21.4	29,643	-18.1
TTMT India CV**	108	111	-2.8	98	10.0	12.8	11.9	90	12.2	60	22,114	19,840	11.5	17,260	28.1
TTMT India PV**	147	156	-5.5	140	5.1	7.3	7.3	0	7.6	-30	3,466	5,330	-35.0	2,860	21.2
TTMT (JLR)	125	121	3.3	111	12.0	15.0	16.3	-130	14.2	90	573	789	-27.4	375	52.8
Ashok Leyland	59	56	5.1	46	27.5	14.2	14.1	0	12.8	140	10,854	9,485	14.4	7,617	42.5
Eicher(Consol)						25.5	27.6	-200	24.9	60	12,793	10,705	19.5	11,705	9.3
Eicher - RE	283	228	24.2	272	3.9	25.5	27.6	-200	24.9	60	10,713	9,833	8.9	10,562	1.4
Eicher - VECV	29	26	11.4	21	36.5	9.7	7.7	200	8.8	90	4,440	2,440	82.0	3,010	47.5
Aggregate **	5,517	5,172	6.7	5,637	-2.1	13.0	13.2	-20	12.0	100	1,55,710	1,55,055	0.4	1,35,123	15.2

Source: JLR in GBP m, MOFSL

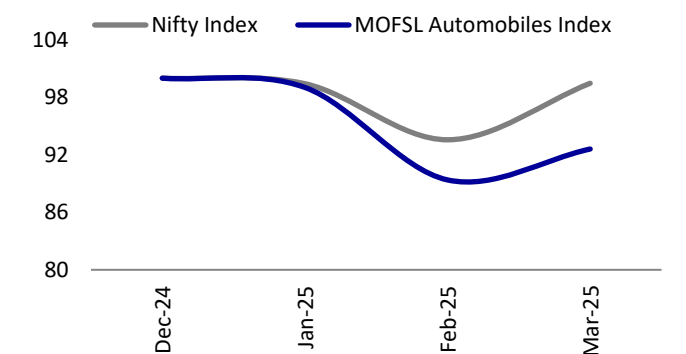
Exhibit 6: Our revised estimates

	FY25E			FY26E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
BJAUT	284.6	287.3	-0.9	320.5	329.0	-2.6
HMCL	228.6	230.2	-0.7	239.8	245.8	-2.4
TVSL	53.3	52.5	1.5	63.9	64.4	-0.9
EIM *	170.1	162.3	4.8	179.7	177.8	1.0
MSIL *	457.5	462.3	-1.0	489.4	512.4	-4.5
HYUNDAI*	65.8	65.5	0.5	66.5	67.7	-1.8
MM	98.3	99.3	-1.0	116.4	124.6	-6.6
TTMT *	61.8	65.6	-5.8	57.5	60.9	-5.5
AL	10.3	9.9	3.8	11.5	11.7	-1.9
ESCORTS	88.9	86.6	2.7	104.3	102.7	1.5
ARE&M	50.9	51.4	-1.0	54.3	55.4	-2.0
EXID	12.8	13.1	-2.6	14.2	14.2	-0.3
BOSCH	691	695	-0.6	780	784.7	-0.6
ENDU*	56.0	58.5	-4.3	70.4	71.0	-0.9
CIEINDIA*	21.0	23.2	-9.6	23.3	25.0	-6.8
BHFC*	20.6	21.0	-2.0	29.9	32.6	-8.1
MOTHERSO *	5.1	5.2	-2.0	5.8	5.9	-1.3
SONACOMS*	9.4	9.7	-2.6	9.7	10.7	-8.9
CEAT*	116.5	131.0	-11.0	161.6	176.1	-8.2
APTY *	19.6	20.7	-5.3	26.8	27.7	-3.2
BIL	89.8	88.4	1.6	103.9	102.8	1.1
MRF	3,925.4	4,423.8	-11.3	4,361.3	5,040.9	-13.5
MSUMI	1.3	1.4	-2.6	1.6	1.6	-2.5
TIINDIA*	44.4	44.4	0.1	57.6	58.7	-1.8
CRAFTSMA*	76.9	81.5	-5.7	141.3	153.8	-8.2
HAPPYFORG*	27.8	27.9	-0.3	32.5	33.5	-2.9

** Consolidated

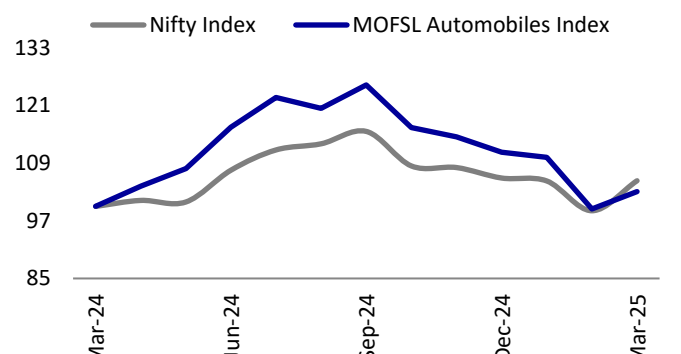
Source: MOFSL

Exhibit 7: Relative performance – three months (%)



Source: Bloomberg, MOFSL

Exhibit 8: Relative performance – one year (%)



Source: Bloomberg, MOFSL

Exhibit 9: Comparative valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Automobiles						24.1	22.3	20.3	4.3	3.8	3.4	18.0	17.1	16.6
Amara Raja Energy	1,015	Neutral	50.9	54.3	60.7	19.9	18.7	16.7	2.4	2.2	2.0	13.4	13.5	13.6
Apollo Tyres	422	Buy	19.6	26.8	29.9	21.5	15.7	14.1	1.5	1.3	1.2	8.7	11.0	11.4
Ashok Leyland	209	Buy	10.3	11.5	13.0	20	18	16.1	5.9	5.1	4.5	31.6	30.2	29.7
Bajaj Auto	7,994	Neutral	284.6	320.5	363.2	28.1	24.9	22.0	8.2	7.4	6.8	30.4	31.1	32.2
Balkrishna Inds	2,523	Neutral	89.8	103.9	126.4	28.1	24.3	20.0	4.8	4.2	3.6	18.2	18.3	19.3
Bharat Forge	1,149	Neutral	20.6	29.9	40.0	55.8	38.4	28.7	5.9	5.5	5.0	11.8	14.8	18.2
Bosch	27,866	Neutral	690.7	780.3	907.1	40.3	35.7	30.7	6.2	5.7	5.2	16.2	16.7	17.7
CEAT	2,875	Buy	116.5	161.6	196.3	24.7	17.8	14.6	2.6	2.4	2.1	11.2	14.0	15.2
CIE Automotive	402	Buy	21.7	21.0	23.3	18.5	19.1	17.2	2.3	2.1	1.9	13.1	11.6	11.7
Craftsman Auto	4,735	Neutral	76.9	141.3	208.5	61.6	33.5	22.7	3.8	3.4	3.0	7.9	10.7	14.2
Eicher Motors	5,304	Sell	170.1	179.7	204.3	31.2	29.5	26.0	6.9	5.9	5.2	23.7	21.6	21.3
Endurance Tech.	1,926	Buy	56.0	70.4	82.2	34.4	27.4	23.4	4.8	4.2	3.7	14.9	16.5	16.8
Escorts Kubota	3,219	Neutral	88.9	104.3	123.3	36.2	30.9	26.1	3.4	3.1	2.8	10.5	10.5	11.3
Exide Inds.	365	Neutral	12.8	14.2	15.5	28.5	25.8	23.6	2.2	2.1	1.9	7.8	8.0	8.2
Happy Forgings	791	Buy	27.8	32.5	38.0	28.4	24.3	20.8	4.1	3.6	3.1	15.2	15.7	16.1
Hero Motocorp	3,763	Buy	228.6	239.8	259.6	16.5	15.7	14.5	3.9	3.7	3.4	24.6	24.1	24.5
Hyundai Motor	1,704	Buy	65.8	66.5	76.5	25.9	25.6	22.3	9.4	7.5	6.1	42.2	32.6	30.1
Mahindra & Mahindra	2,637	Buy	98.3	116.4	130.2	26.8	22.7	20.2	5.2	4.4	3.8	20.8	20.9	20.0
Maruti Suzuki	11,476	Buy	457.5	489.4	541.0	25.1	23.4	21.2	3.8	3.4	3.1	14.7	14.7	14.6
Motherson Wiring	51	Buy	1.3	1.6	1.9	38.4	32.0	26.7	11.8	9.9	8.2	32.8	33.5	33.6
MRF	1,12,965	Sell	3,925.4	4,361.3	5,062.7	28.8	25.9	22.3	2.6	2.4	2.2	9.5	9.7	10.3
Samvardhana Motherson	131	Buy	5.1	5.8	6.9	25.7	22.4	19.0	2.7	2.5	2.3	11.8	11.4	12.4
Sona BLW Precis.	461	Neutral	9.4	9.7	11.1	49.0	47.3	41.5	5.2	4.9	4.6	14.0	10.6	11.3
Tata Motors	671	Neutral	61.8	57.5	54.9	10.9	11.7	12.2	2.3	2.0	1.7	23.8	18.3	14.9
Tube Investments	2,691	Buy	44.4	57.6	68.4	60.6	46.7	39.4	8.8	7.5	6.4	15.6	17.4	17.6
TVS Motor	2,441	Neutral	53.3	63.9	76.0	45.8	38.2	32.1	11.8	9.4	7.6	28.8	27.4	26.1

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Bajaj Auto

Neutral
CMP: INR7,994 | TP: INR7,990 (-)
EPS CHANGE (%): FY25|26E: -1|-3

- Total volumes during the quarter grew ~3% YoY, supported by ~3% growth in 2Ws and 5% in 3Ws. However, the increase was entirely driven by exports, which rose 19% YoY, offsetting a 7% YoY decline in domestic demand.
- ASP is expected to grow 3% QoQ led by improved mix, favorable currency and price increases.
- We expect the impact of lower volumes (-10% QoQ) to be offset by improved mix (higher exports + higher Pulsar sales) and favorable currency QoQ. As a result, we expect margins to largely remain stable QoQ at ~20%.

Quarterly Performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volumes ('000 units)	1,027	1,054	1,201	1,069	1,102	1,222	1,224	1,103	4,351	4,651
Growth YoY (%)	10.0	-8.4	22.1	24.3	7.3	15.9	2.0	3.2	10.8	6.9
Realization (INR/unit)	1,00,347	1,02,256	1,00,862	1,07,476	1,08,234	1,07,470	1,04,591	1,07,814	1,02,703	1,06,975
Growth YoY (%)	17.0	15.4	6.5	3.8	7.9	5.1	3.7	0.3	10.7	4.2
Net Sales	1,03,098	1,07,773	1,21,135	1,14,847	1,19,280	1,31,275	1,28,069	1,18,912	4,46,852	4,97,535
Change (%)	28.8	5.6	30.0	29.0	15.7	21.8	5.7	3.5	22.7	11.3
EBITDA	19,539	21,329	24,299	23,063	24,154	26,522	25,807	23,754	88,229	1,00,237
EBITDA Margins (%)	19.0	19.8	20.1	20.1	20.2	20.2	20.2	20.0	19.7	20.1
Other Income	3,463	3,614	3,461	3,487	3,209	3,845	3,347	3,568	14,025	13,970
Interest	121	65	121	228	207	159	143	161	535	670
Depreciation	835	876	881	906	937	956	997	1,015	3,498	3,905
PBT after EO	22,046	24,000	26,758	25,416	26,219	27,139	28,015	26,146	98,220	1,07,519
Effective Tax Rate (%)	24.5	23.5	23.7	23.8	24.2	26.1	24.7	24.1	23.9	24.8
Adj. PAT	16,648	18,361	20,419	19,360	19,884	22,160	21,087	19,848	74,788	82,459
Change (%)	41.9	20.0	36.9	35.1	19.4	20.7	3.3	2.5	32.9	10.3

Eicher Motors

Sell
CMP: INR5,304 | TP: INR4,435 (-16%)
EPS CHANGE (%): FY25E|FY26E: 5|1

- Overall RE volumes increased 24% YoY, supported by a 42% YoY rise in exports and a 22% YoY growth in domestic sales.
- On a QoQ basis, ASP is likely to be marginally up, as the benefits from a better export mix and price hikes are likely to be offset by an adverse domestic mix
- We expect RE margins to improve 60bp QoQ largely due to operating leverage benefits.
- VECV: Revenue is expected to grow by ~14% YoY, while EBITDA/PAT are likely to surge ~43%/82% YoY.

Quarterly performance (Consolidated)

INR m	FY24				FY25E				FY24	FY25E
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Operating income	39,864	41,145	41,788	42,560	43,931	42,631	49,731	51,843	1,65,358	1,88,135
Growth (%)	17.3	16.9	12.3	11.9	10.2	3.6	19.0	21.8	14.5	13.8
EBITDA	10,208	10,872	10,903	11,286	11,654	10,877	12,012	12,953	43,269	47,497
EBITDA Margins (%)	25.6	26.4	26.1	26.5	26.5	25.5	24.2	25.0	26.2	25.2
PAT	8,179	9,146	8,821	9,386	9,269	9,866	10,070	10,378	35,533	39,583
Share of JV Loss/(PAT)/ Min. Int.	-1,004	-1,016	-1,139	-1,318	-1,746	-1,138	-1,635	-2,415	-4,477	-6,933
Recurring PAT	9,183	10,163	9,960	10,705	11,015	11,003	11,705	12,793	40,010	46,516
Growth (%)	50.4	54.7	34.4	18.2	19.9	8.3	17.5	19.5	37.3	16.3

Standalone (Royal Enfield)

(INR Million)	FY24				FY25E				FY24	FY25E
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Royal Enfield ('000 units)	228	229	228	228	227	228	272	283	913	1,010
Growth (%)	21.6	10.4	3.0	4.2	-0.4	-0.6	19.4	24.2	9.3	10.6
Net Realn (INR '000/unit)	171.3	171.4	177.8	184.1	186.5	184.6	180.2	181.0	176.2	182.8
Change - YoY (%)	-1.3	4.8	9.6	5.0	8.8	7.7	1.4	-1.7	4.6	3.8
Net operating income	39,012	39,307	40,542	41,921	42,313	42,054	49,081	51,179	1,60,782	1,84,627
Growth (%)	20.1	15.7	12.9	9.4	8.5	7.0	21.1	22.1	14.3	14.8
EBITDA	10,127	10,974	11,148	11,553	11,786	11,049	12,237	13,067	43,802	48,139
EBITDA Margins (%)	26.0	27.9	27.5	27.6	27.9	26.3	24.9	25.5	27.2	26.1
Recurring PAT	9,139	9,385	9,137	9,833	10,880	10,099	10,562	10,713	37,494	42,254
Growth (%)	57.5	52.6	34.2	31.7	19.1	7.6	15.6	8.9	43.0	12.7

Hero MotoCorp

Buy

CMP: INR3,763 | TP: INR4,500 (+20%)

EPS CHANGE (%): FY25E|FY26E: -1 |-2

- Volume growth remained subdued as 2W demand lagged expectations, resulting in a decline of 1% YoY. However, we expect its ASP to improve ~3% YoY, led by improved mix of 125cc. This is likely to drive revenue growth of 2% YoY.
- While volumes are down 5.6% QoQ, we expect EBITDA margin to largely remain stable QoQ as we expect its promotional spends to decline QoQ.
- Overall, we expect PAT to grow ~3% YoY in 4Q.

Quarterly Performance (S/A)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Total Volumes ('000 nos)	1,353	1,417	1,460	1,392	1,535	1,520	1,464	1,381	5,621	5,899
Growth YoY (%)	-2.7	-0.8	17.8	9.6	13.5	7.3	0.3	-0.9	5.5	4.9
Net Realization	64,819	66,680	66,604	68,365	66,076	68,851	69,755	70,076	66,630	68,640
Growth YoY (%)	7.4	4.9	2.8	4.6	1.9	3.3	4.7	2.5	5.0	3.0
Net Op Revenues	87,673	94,454	97,237	95,193	1,01,437	1,04,632	1,02,108	96,743	3,74,557	4,04,920
Growth YoY (%)	4.5	4.1	21.1	14.6	15.7	10.8	5.0	1.6	10.8	8.1
RM Cost (% sales)	69.4	68.6	67.3	66.4	67.7	66.7	65.8	66.2	67.9	66.6
Staff Cost (% sales)	6.6	6.1	6.2	6.8	6.0	6.2	6.5	6.8	6.4	6.4
Other Exp (% sales)	10.3	11.2	12.5	12.5	11.9	12.6	13.3	12.7	11.7	12.6
EBITDA	12,063	13,283	13,620	13,592	14,598	15,159	14,765	13,857	52,557	58,378
EBITDA Margins (%)	13.8	14.1	14.0	14.3	14.4	14.5	14.5	14.3	14.0	14.4
Other Income	2,222	2,483	2,420	1,800	2,317	2,830	3,175	2,073	8,926	10,396
Interest	47	48	45	46	48	49	55	53	185	205
Depreciation	1,690	1,749	1,825	1,851	1,932	1,937	1,969	1,995	7,114	7,833
PBT before EO Exp/(Inc)	12,548	13,970	14,170	13,496	14,935	16,003	15,916	13,883	54,184	60,736
Effective Tax Rate (%)	24.7	24.6	24.3	24.7	24.8	24.8	24.4	24.5	24.5	24.6
Adj. PAT	9,454	10,538	10,734	10,161	11,226	12,035	12,028	10,484	40,887	45,774
Growth (%)	51.4	47.2	51.0	18.3	18.7	14.2	12.1	3.2	40.5	12.0

TVS Motor Company

Neutral

CMP: INR2,441 | TP: INR2,645 (+8%)

EPS CHANGE (%): FY25E|FY26E: 2 |-1

- TVS continued to outperform 2W peers having posted 14% YoY growth in the segment in 4QFY25 led by strong growth in the scooter segment. Overall volume growth stood at ~15% YoY. We expect TVS to post ~13% YoY revenue growth.
- We expect EBITDA margin to expand 70bp YoY to 12% led by favorable product mix and cost control. We have not factored any PLI benefits into our numbers yet as we await clarity from the management on the same.
- Overall, we expect TVSL to post 39% YoY growth in earnings in 4Q.

S/A Quarterly Performance

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Vols ('000 units)	953.2	1,074.4	1,100.8	1,062.5	1,087.2	1,228.2	1,212.0	1,216.3	4,191	4,744
Growth (%)	5.1	4.6	25.2	22.4	14.1	14.3	10.1	14.5	13.8	13.2
Realn (INR '000/unit)	75.7	75.8	74.9	76.9	77.0	75.1	75.1	75.7	75.8	75.7
Growth (%)	14.3	7.9	0.6	1.1	1.7	(0.9)	0.2	(1.6)	5.8	(0.2)
Net Sales	72,179	81,446	82,450	81,688	83,756	92,282	90,971	92,022	3,17,764	3,59,031
Growth (%)	20.1	12.8	26.0	23.7	16.0	13.3	10.3	12.7	20.5	13.0
RM (% of sales)	74.6	74.0	73.7	72.8	71.4	71.5	71.6	71.6	73.7	71.5
Emp cost (% of sales)	5.2	4.8	4.9	5.1	5.7	5.4	5.5	5.4	5.0	5.5
Other exp (% of sales)	9.6	10.1	10.2	10.8	11.4	11.4	11.1	11.0	10.2	11.2
EBITDA	7,638	8,998	9,244	9,262	9,602	10,798	10,815	11,044	35,141	42,258
EBITDA Margin (%)	10.6	11.0	11.2	11.3	11.5	11.7	11.9	12.0	11.1	11.8
Interest	474	523	448	372	372	319	338	364	1,816	1,392
Depreciation	1,636	1,701	1,781	1,887	1,763	1,806	1,883	1,923	7,004	7,376
Other Income	576	462	734	-287	363	299	-227	315	1,485	750
PBT before EO Exp	6,104	7,237	7,750	6,716	7,829	8,972	8,367	9,072	27,807	34,240
EO Exp	0	0	0	0	0	0	0	0		
PBT after EO Exp	6,104	7,237	7,750	6,716	7,829	8,972	8,367	9,072	27,807	34,240
Tax	1,427	1,871	1,817	1,862	2,056	2,346	2,182	2,318	6,977	8,902
Tax rate (%)	23.4	25.9	23.4	27.7	26.3	26.1	26.1	25.6	25.1	26.0
Adjusted PAT	4,677	5,366	5,934	4,854	5,773	6,626	6,185	6,753	20,830	25,338
Growth (%)	45.9	31.7	68.2	33.4	23.4	23.5	4.2	39.1	44.4	21.6

Maruti Suzuki

Buy

CMP: INR11,476 | TP: INR14,050 (+22%)

EPS CHANGE (%): FY25E|FY26E: -1|-4

- MSIL reported a 5% YoY growth in volumes, led by growth in SUVs and higher discounts in Mar'25.
- We expect avg ASP to decline QoQ despite the price hike taken in Feb'25 given the adverse mix in favor of cars.
- Overall, we expect EBITDA margin to remain stable QoQ at 11.6% as the impact of adverse mix and forex and spends for Auto Expo are likely to be offset by operating leverage benefits and lower discounts QoQ.
- Depreciation is likely to inch up in 4Q due to the commissioning of its Karkhoda facility.
- As a result, we expect MSIL to post 10% YoY decline in PAT.

S/A Quarterly Performance

(INR M)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volumes ('000 units)	498.0	552.1	501.2	577.7	521.9	541.6	566.2	604.6	2,129.0	2,234.3
Change (%)	6.4	6.7	7.6	12.2	4.8	-1.9	13.0	4.7	8.3	4.9
Realizations (INR/car)	6,49,095	6,71,348	6,64,570	6,61,868	6,80,850	6,86,969	6,79,817	6,58,574	6,61,974	6,76,043
Change (%)	14.6	16.1	6.6	6.3	4.9	2.3	2.3	-0.5	10.7	2.1
Net operating revenues	3,23,269	3,70,621	3,33,087	3,82,349	3,55,314	3,72,028	3,84,921	3,98,197	14,09,326	15,10,460
Change (%)	22.0	23.8	14.7	19.3	9.9	0.4	15.6	4.1	19.9	7.2
RM Cost (% of sales)	72.8	70.6	70.9	71.4	70.2	71.9	71.6	72.0	71.4	71.4
Staff Cost (% of sales)	4.5	3.5	4.0	3.6	4.4	3.9	4.0	4.0	3.9	4.1
Other Cost (% of sales)	13.5	12.9	13.3	12.8	12.8	12.3	12.8	12.4	13.1	12.6
EBITDA	29,830	47,842	39,079	46,850	45,023	44,166	44,703	46,139	1,64,011	1,80,031
EBITDA Margins (%)	9.2	12.9	11.7	12.3	12.7	11.9	11.6	11.6	11.6	11.9
Depreciation	7,475	7,941	7,517	7,290	7,310	7,509	8,050	9,815	30,223	32,684
EBIT	22,355	39,901	31,562	39,560	37,713	36,657	36,653	36,324	1,33,788	1,47,347
EBIT Margins (%)	6.9	10.8	9.5	10.3	10.6	9.9	9.5	9.1	9.5	9.8
Interest	465	351	354	762	573	402	484	541	1,932	2,000
Non-Operating Income	10,012	8,436	9,330	11,180	9,751	14,750	9,850	9,573	38,548	43,924
PBT	31,902	47,986	40,538	49,978	46,891	42,629	46,019	45,355	1,70,404	1,89,270
Adjusted PAT	24,851	37,165	31,300	38,778	36,499	36,723	35,250	35,039	1,32,094	1,45,856
Change (%)	145.4	80.3	33.1	47.8	46.9	-1.2	12.6	-9.6	64.1	10.4

Hyundai Motor

Buy

CMP: INR1,704 | TP: INR1,990 (+17%)

EPS CHANGE (%): FY25E|FY26E: -|-2

- Hyundai posted 1% YoY decline in volumes in 4Q. Strong growth in exports (+14% YoY) helped to offset the weakness in domestic markets (-4% YoY).
- Given the one-off expenses in 3Q, we expect EBITDA margin to improve 90bp QoQ to 12.2%.

Consol Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volumes ('000 units)	183.4	209.8	191.0	193.7	192.1	191.9	186.4	191.7	777.9	762.1
Change (%)					4.7	-8.5	-2.4	-1.1		-2.0
Realizations (INR/car)	9,06,393	8,89,501	8,83,590	9,12,233	9,03,085	8,99,264	8,93,094	8,98,411	8,97,693	8,98,503
Change (%)					-0.4	1.1	1.1	-1.5		0.1
Net operating revenues	1,66,235	1,86,597	1,68,747	1,76,711	1,73,442	1,72,604	1,66,480	1,72,180	6,98,291	6,84,706
Change (%)					4.3	-7.5	-1.3	-2.6		-1.9
RM Cost (% of sales)	75.7	74.8	73.2	71.8	71.9	72.5	73.1	72.7	73.9	72.6
Staff Cost (% of sales)	2.9	2.6	3.0	2.8	3.2	3.2	3.6	3.3	2.8	3.3
Other Cost (% of sales)	9.4	9.5	10.9	11.1	11.5	11.5	12.0	11.7	10.2	11.7
EBITDA	19,973	24,400	21,735	25,218	23,402	22,053	18,755	21,070	91,326	85,280
EBITDA Margins (%)	12.0	13.1	12.9	14.3	13.5	12.8	11.3	12.2	13.1	12.5
Depreciation	5,597	5,566	5,338	5,579	5,290	5,185	5,274	5,282	22,079	21,031
EBIT	14,376	18,834	16,397	19,640	18,112	16,868	13,482	15,788	69,247	64,249
EBIT Margins (%)	8.6	10.1	9.7	11.1	10.4	9.8	8.1	9.2	9.9	9.4
Interest	372	346	488	375	316	292	299	301	1,581	1,208
Non-Operating Income	3,881	3,832	3,689	3,331	2,238	1,923	2,445	2,345	14,733	8,950
PBT	17,885	22,320	19,597	22,596	20,033	18,498	15,627	17,832	82,399	71,991
Tax	4,593	6,036	5,345	5,824	5,137	4,744	4,020	4,601	21,798	18,502
Effective Tax Rate (%)	25.7	27.0	27.3	25.8	25.6	25.6	25.7	25.8	26.5	25.7
Adjusted PAT	13,292	16,285	14,252	16,772	14,896	13,755	11,607	13,231	60,600	53,489
Change (%)					12.1	-15.5	-18.6	-21.1		-11.7

Mahindra & Mahindra

Buy

CMP: INR2,637 | TP: INR3,220 (+22%)

EPS CHANGE (%): FY25E|FY26E: -1|-7

- MM seems to be the best placed among OEMs as both its core underlying segments, SUVs and tractors, outpaced peers. It has reported volume growth of 15% YoY, led by 23%/18% YoY growth in tractors/automotive.
- In autos, benefits from operating leverage and price hikes are likely to be more than offset by the ramp-up of its EVs and some price cuts in XUV700 in Mar'25.
- Overall, we expect auto segment margins to slip 20bp QoQ to 9.5%. Tractor segment margins are likely to remain healthy (+150bp YoY to 17.3%).

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Total Volumes (nos)	3,01,147	3,02,919	2,91,838	2,77,044	3,15,362	3,01,457	3,43,654	3,19,451	11,22,941	12,79,924
Growth YoY (%)	10.7	10.9	3.5	-1.7	4.7	-0.5	17.8	15.3	1.8	14.0
Net Realization	8,01,509	8,05,324	8,69,759	9,08,983	8,57,389	9,14,003	8,88,633	9,31,043	8,82,484	8,97,495
Growth YoY (%)	10.5	4.7	13.2	13.5	7.0	13.5	2.2	2.4	15.2	1.7
Revenue from Operations	2,41,372	2,43,948	2,53,829	2,51,828	2,70,388	2,75,533	3,05,382	2,97,423	9,90,977	11,48,725
Growth YoY (%)	22.4	16.1	17.2	11.6	12.0	12.9	20.3	18.1	16.6	15.9
RM Cost (% of sales)	75.1	75.3	75.1	73.2	73.7	74.2	74.4	74.2	74.7	74.2
Staff (% of sales)	4.4	4.7	4.5	4.5	4.3	4.2	4.2	4.2	4.5	4.2
Oth. Exp. (% of Sales)	7.0	7.2	7.4	9.2	7.0	7.3	6.7	7.5	7.6	7.1
EBITDA	32,855	31,248	32,950	32,983	40,222	39,497	44,681	41,864	1,31,454	1,66,264
EBITDA Margins (%)	13.6	12.8	13.0	13.1	14.9	14.3	14.6	14.1	13.3	14.5
Other income (incl Income from Invest)	9,290	20,586	7,412	3,539	3,515	19,978	6,063	1,746	39,409	31,301
Interest	327	333	348	397	529	551	614	610	1,405	2,305
Depreciation	8,404	8,282	8,312	9,882	9,146	9,614	10,451	10,516	34,880	39,727
EBIT	24,451	22,965	24,638	23,101	31,076	29,884	34,231	31,347	96,574	1,26,538
EO Income/(Exp)	0	0	0	0	0	0	0	0	0	0
PBT after EO	33,414	43,218	31,702	26,244	34,062	49,310	39,679	32,483	1,34,578	1,55,534
Tax	5,819	9,288	6,805	6,243	7,936	10,901	10,036	8,766	28,155	37,639
Effective Tax Rate (%)	17.4	21.5	21.5	23.8	23.3	22.1	25.3	27.0	20.9	24.2
Reported PAT	27,594	33,931	24,897	20,001	26,126	38,409	29,643	23,717	1,06,423	1,17,895
Change (%)	96.6	64.1	62.9	29.1	-5.3	13.2	19.1	18.6	62.5	10.8
Adj PAT	21,200	33,931	24,897	20,001	26,126	38,409	29,643	23,717	1,06,423	1,17,895
Change (%)	51.0	45.1	12.4	1.3	23.2	13.2	19.1	18.6	34.2	10.8

E: MOFSL Estimates

ESCORTS

Neutral

CMP: INR3,219 | TP: INR3,455 (+7%)

EPS CHANGE (%): FY25E|FY26E: 3 | 2

- Escorts has underperformed the market leader and posted just 8% YoY growth in tractors in 4Q.
- Led by higher cost and lower volumes QoQ, we expect EBITDA margin to contract 80bp QoQ to 10.6%.

Standalone Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	23,277	24,646	27,064	20,825	25,563	22,649	29,354	23,090	88,496	1,00,657
YoY Change (%)	15.5	30.9	19.6	-4.6	9.8	-8.1	8.5	10.9	6.0	13.7
Total Expenditure	20,008	21,979	23,826	18,166	22,394	20,321	26,001	20,636	76,829	89,353
EBITDA	3,269	2,667	3,238	2,659	3,169	2,328	3,353	2,454	11,667	11,304
Margins (%)	14.0	10.8	12.0	12.8	12.4	10.3	11.4	10.6	13.2	11.2
Depreciation	402	582	565	441	590	610	612	531	1,669	2,342
Interest	27	87	104	35	101	92	31	47	137	270
Other Income	945	936	1,004	1,053	1,024	1,152	1,092	1,142	3,986	4,410
PBT	3,786	2,935	3,573	3,237	3,502	2,778	3,802	3,019	13,847	13,101
Rate (%)	25.3	27.3	24.5	25.2	24.0	-8.9	23.6	23.6	25.4	16.8
Adj. PAT	2,828	2,133	2,698	2,421	2,662	3,027	2,905	2,307	10,327	10,900
YoY Change (%)	91.8	49.7	44.7	18.7	-5.9	41.9	7.7	-4.7	51.8	5.6
Margins (%)	12.1	8.7	10.0	11.6	10.4	13.4	9.9	10.0	11.7	10.8

E: MOFSL Estimates

Tata Motors

Neutral

CMP: INR671 | TP: INR725 (+8%)

EPS CHANGE (%): FY25E|FY26E: -6|-6

- For India, both PV and CV volumes declined ~6%/3% YoY.
- CVs' EBITDA margin is expected to expand 90bp YoY, while EBITDA margin for PV is likely to remain stable YoY at 7.3%.
- JLR volumes are expected to grow 3% YoY. However, we expect EBITDA margin to be under pressure and contract 130bp YoY due to rising discounts and higher warranty costs.
- Overall, we expect TMTT to post 8% PAT growth.

Quarterly Performance [Consol]

(INR B)

INR b	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
JLR Volumes (incl JV; '000 units)	106.3	109.1	113.9	120.6	110.5	97.2	111.2	124.6	450.0	443.5
JLR Realizations (GBP/unit)	74,024	70,824	72,989	71,331	74,400	74,167	71,686	72,025	72,252	72,975
JLR EBITDA Margins (%)	16.3	14.9	16.2	16.3	15.8	11.7	14.2	15.0	15.9	14.3
India CV Volumes ('000 units)	88.6	106.8	98.8	111.3	93.7	86.0	98.4	108.2	405.5	386.3
India CV Realizations (INR '000/unit)	1925.4	1887.2	2042.9	1943.9	1910.1	2014.9	1896.6	2035.6	1949.5	1961.2
India CV EBITDA Margins (%)	9.4	10.4	11.1	11.9	11.6	10.7	12.2	12.8	10.8	11.9
India PV Volumes ('000 units)	140.4	139.0	138.6	155.6	138.8	130.5	139.8	147.0	573.6	556.1
India PV Realizations (INR '000/unit)	921.8	880.9	938.1	931.7	856.8	903.1	902.2	903.1	918.7	891.1
India PV EBITDA Margins (%)	5.2	6.4	6.5	7.3	5.8	6.2	7.6	7.3	6.4	6.7
Net Consol. Op Income	1022.4	1051.3	1105.8	1199.9	1080.5	1014.5	1135.8	1262.8	4379.3	4493.5
Growth (%)	42.1	32.1	25.0	13.3	5.7	-3.5	2.7	5.2	26.6	2.6
Consol. EBITDA	135.6	137.2	153.3	169.9	155.1	117.4	130.3	172.0	596.1	574.7
EBITDA Margins (%)	13.3	13.1	13.9	14.2	14.4	11.6	11.5	13.6	13.6	12.8
Depreciation	66.3	66.4	68.5	71.5	65.7	60.1	54.1	56.0	272.7	235.8
Other Income	13.6	16.3	15.0	14.6	15.8	15.7	17.9	14.3	59.5	63.6
Interest Expenses	26.2	27.0	24.8	22.3	20.9	20.3	17.3	18.7	100.3	77.1
PBT after EO Exp	46.5	59.9	74.9	179.1	87.4	56.9	77.1	111.6	360.4	333.0
Tax rate (%)	33.6	36.8	7.2	3.5	36.4	40.8	27.2	24.2	13.7	30.9
PAT	30.9	37.8	69.5	172.8	55.6	33.7	56.2	84.6	311.1	230.1
Minority Interest	-1.0	-0.7	-1.2	-1.2	-1.3	-1.1	-1.3	-1.4	-4.1	-5.0
Share in profit of Associate	2.1	0.5	1.9	2.5	1.3	0.8	-0.4	0.4	7.0	2.1
Adj PAT	37.9	38.7	71.0	77.3	55.4	33.4	54.7	83.6	224.9	227.1
Growth (%)	-158.3	-407.9	140.1	37.4	46.2	-13.6	-23.0	8.2	2629.7	1.0

Ashok Leyland

Buy

CMP: INR209 | TP: INR255 (+22%)

EPS CHANGE (%): FY25E|FY26E: 4|-2

- CV volumes grew 5% YoY, led by 7% YoY growth in MHCVs. LCV grew by just 1% YoY.
- We expect EBITDA margin to remain stable YoY at 14.2%.
- ASPs expected to remain flat YoY due to a stable mix.
- Overall, we expect AL to post 14% YoY PAT growth.

Quarterly Performance (S/A)

(INR M)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Total Volumes (nos)	41,329	49,846	47,071	56,307	43,893	45,624	46,404	59,176	1,94,553	1,95,097
Growth %	4.2	10.0	-1.0	-5.7	6.2	-8.5	-1.4	5.1	1.2	0.3
Realizations (INR '000)	1,981	1,934	1,970	2,001	1,959	1,922	2,043	2,000	1,972	1,983
Change (%)	8.8	6.0	3.8	2.7	-1.1	-0.6	3.7	-0.1	4.9	0.5
Net operating revenues	81,893	96,380	92,730	1,12,667	85,985	87,688	94,787	1,18,323	3,83,670	3,86,783
Change (%)	13.4	16.6	2.7	-3.1	5.0	-9.0	2.2	5.0	6.2	0.8
RM/sales %	73.7	73.5	72.2	71.8	72.2	71.2	71.5	71.7	72.7	71.6
Staff/sales %	6.6	5.9	6.1	4.9	6.4	6.8	6.4	5.2	5.8	6.1
Other exp/sales %	9.7	9.3	9.6	9.1	10.9	10.4	9.4	8.9	9.4	9.8
EBITDA	8,208	10,798	11,139	15,921	9,109	10,173	12,114	16,759	46,066	48,155
EBITDA Margins (%)	10.0	11.2	12.0	14.1	10.6	11.6	12.8	14.2	12.0	12.5
Interest	699	587	616	592	591	607	501	563	2,494	2,261
Other Income	512	475	300	1,179	223	973	247	367	2,466	1,810
Depreciation	1,794	1,803	1,785	1,797	1,727	1,754	1,923	1,960	7,178	7,365
PBT after EO	6,221	8,654	9,033	14,014	7,014	9,958	9,938	14,603	37,922	40,339
Effective Tax Rate (%)	7.3	35.2	35.8	35.8	25.1	22.7	23.3	25.7	31.0	25.0
Adj PAT	5,768	5,768	5,804	9,485	5,256	6,933	7,617	10,854	26,826	30,254
Change (%)	868.8	197.4	62.7	32.7	-8.9	20.2	31.2	14.4	102.5	12.8

Apollo Tyres

Buy

CMP: INR422 | TP: INR510 (+21%)

EPS CHANGE (%): FY25E|FY26E: -5|-3

- Total revenue is expected to grow ~5% YoY, supported by steady replacement demand in domestic markets even as domestic OEM demand remains muted.
- EBITDA margin is projected to decline 430bp YoY to 12.9% due to higher input cost pressure.
- APTY is likely to have not taken any price hikes in 4Q.

Consolidated - Quarterly Earning Model

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Revenues	62,446	62,796	65,954	62,582	63,349	64,370	69,280	65,692	2,53,777	2,62,691
YoY Change (%)	5.1	5.4	2.7	0.2	1.4	2.5	5.0	5.0	3.3	3.5
EBITDA	10,515	11,598	12,081	10,794	9,093	8,779	9,470	8,477	44,987	35,818
Margins (%)	16.8	18.5	18.3	17.2	14.4	13.6	13.7	12.9	17.7	13.6
Depreciation	3,620	3,603	3,676	3,880	3,695	3,759	3,759	3,845	14,778	15,058
Interest	1,355	1,328	1,230	1,146	1,070	1,197	1,105	1,175	5,059	4,548
Other Income	355	253	184	743	308	217	81	445	1,536	1,051
PBT before EO expense	5,896	6,921	7,358	6,511	4,636	4,040	4,686	3,902	26,685	17,264
Extra-Ord expense	132	122	151	1,381	404	52	42	0	1,786	498
PBT	5,764	6,799	7,207	5,130	4,232	3,988	4,644	3,902	24,899	16,765
Tax Rate (%)	31.1	30.3	31.1	31.0	28.6	25.4	27.4	30.2	30.9	27.9
Minority Interest & Profit/Loss of Asso. Cos.	0	-2	-1	-1	0	-1	-2	-2	-3	-6
Reported PAT	3,969	4,743	4,966	3,541	3,020	2,975	3,372	2,726	17,219	12,093
Adj PAT	4,060	4,827	5,071	4,649	3,311	3,012	3,403	2,724	18,607	12,452
YoY Change (%)	112.9	169.1	81.9	18.1	-18.4	-37.6	-32.9	-41.4	80.8	-33.1
Margins (%)	6.5	7.7	7.7	7.4	5.2	4.7	4.9	4.1	7.3	4.7

E: MOFSL Estimates

Balkrishna Industries

Neutral

CMP: INR2,523 | TP: INR2,744 (+9%)

EPS CHANGE (%): FY25E|FY26E: 2|1

- Revenue is expected to grow just ~1% YoY, largely driven by 3% YoY growth in realizations. Volumes may decline 2% YoY.
- EBITDA margin is expected to contract 80bp YoY to 25.5%, led largely by increase in input costs.

Quarterly Earning Model (Standalone)

(INR Mi)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volumes (Ton)	67,209	70,585	72,749	82,085	83,570	73,298	76,343	80,489	2,92,628	3,13,700
YoY Change (%)	-19.2	-10.5	9.4	12.9	24.3	3.8	4.9	-1.9	-2.8	7.2
Realizations (INR '000/ton)	314.7	318.3	318.3	328.6	328.1	336.3	336.8	337.6	320.4	334.6
YoY Change (%)	-4.0	-10.5	-4.5	2.7	4.2	5.6	5.8	2.7	-4.2	4.4
Net Revenues	21,150	22,468	23,158	26,971	27,415	24,648	25,716	27,171	93,760	1,04,950
YoY Change (%)	-22.4	-19.9	4.5	16.0	29.6	9.7	11.0	0.7	-6.9	11.9
EBITDA	4,863	5,480	5,868	7,098	7,137	6,185	6,391	6,919	23,322	26,632
Margins (%)	23.0	24.4	25.3	26.3	26.0	25.1	24.9	25.5	24.9	25.4
Depreciation	1,537	1,586	1,591	1,724	1,617	1,647	1,708	1,736	6,438	6,708
Interest	208	229	354	299	143	404	150	267	1,089	964
Forex loss/(gain)	-330	-250	530	-490	-60	530	-1,120	0	-550	-600
Other Income	660	520	710	870	830	1,048	240	945	2,750	3,063
PBT before EI	4,108	4,435	4,104	6,436	6,267	4,653	5,894	5,861	19,095	22,624
Extra-Ord expense	0	0	0	98	0	0	0	0	98	0
PBT	4,108	4,435	4,104	6,337	6,267	4,653	5,894	5,861	18,997	22,624
Rate (%)	23.9	24.5	24.8	24.1	23.8	24.9	25.4	24.8	24.3	24.8
Adj PAT	3,125	3,350	3,084	4,884	4,773	3,496	4,398	4,405	14,456	17,022
YoY Change (%)	-2.3	-17.1	209.9	89.6	52.7	4.3	42.6	-9.8	34.0	17.7

E: MOFSL Estimates

Ceat

Buy

CMP: INR2,875 | TP: INR3,340 (+16%)

EPS CHANGE (%): FY25E|FY26E: -11|-8

- Revenue is likely to grow 12% YoY, led by stable traction in replacement demand.
- Expect EBITDA margin to contract 260bp YoY to 10.5%, largely due to an increase in input costs, as the company noted cost pressure of 1-1.2% in previous quarter.
- We cut our FY25E/FY26E consol. EPS by 11%/8% to factor in higher RM costs and increase in interest burden.

Consolidated - Quarterly Earning Model

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	29,352	30,533	29,631	29,919	31,928	33,045	32,999	33,582	1,19,435	1,31,554
YoY Change (%)	4.1	5.5	8.7	4.1	8.8	8.2	11.4	12.2	5.6	10.1
RM cost (%)	58.9	56.7	58.7	57.7	60.8	62.6	63.2	63.1	58.0	62.4
Employee cost (%)	6.7	7.1	7.3	7.2	6.1	6.6	6.5	6.5	7.1	6.4
Other expenses (%)	21.2	21.3	19.9	22.0	21.1	19.8	20.0	19.9	21.1	20.2
EBITDA	3,871	4,561	4,175	3,915	3,829	3,623	3,409	3,531	16,522	14,392
Margins (%)	13.2	14.9	14.1	13.1	12.0	11.0	10.3	10.5	13.8	10.9
Depreciation	1,209	1,245	1,273	1,361	1,318	1,371	1,415	1,442	5,088	5,546
Interest	701	717	656	617	619	665	751	748	2,691	2,781
Other Income	33	105	29	31	62	35	34	50	197	180
PBT before EO expense	1,993	2,704	2,276	1,969	1,954	1,622	1,278	1,392	8,941	6,245
Exceptional item	0	0	0	582	-75	0	0	0	582	-75
PBT	1,993	2,704	2,276	1,387	2,029	1,621	1,278	1,392	8,359	6,320
Tax Rate (%)	26.5	25.3	23.9	33.0	26.6	28.6	28.3	27.0	26.5	27.5
Minority Int. & Profit of Asso. Cos.	18	-59	-84	-157	-53	-61	-55	-62	-282	-230
Reported PAT	1,446	2,080	1,815	1,086	1,542	1,219	971	1,078	6,427	4,810
Adj PAT	1,446	2,080	1,815	1,513	1,488	1,219	971	1,078	6,854	4,755
YoY Change (%)	1,383	745	408	8	3	-41	-46	-29	227	-31

MRF

Sell

CMP: INR1,12,965 | TP: INR96,200 (-15%)

EPS CHANGE (%): FY25E|FY26E: -11|-14

- Expect 12% YoY revenue growth, led by steady growth in replacement demand.
- We expect EBITDA margin to decline 420bp YoY to 12% due to a rise in input costs and the company's inability to pass on the prices due to weak demand.

Standalone - Quarterly Earning Model

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	63,233	60,876	60,478	62,151	70,778	67,604	68,832	69,413	2,46,737	2,76,626
YoY Change (%)	12.9	6.4	9.3	8.6	11.9	11.1	13.8	11.7	9.3	12.1
Total Expenditure	52,091	49,589	50,084	52,096	59,400	57,869	60,814	61,107	2,04,595	2,39,190
EBITDA	11,142	11,286	10,394	10,055	11,378	9,734	8,018	8,306	42,142	37,436
Margins (%)	17.6	18.5	17.2	16.2	16.1	14.4	11.6	12.0	17.1	13.5
Depreciation	3,317	3,500	3,591	3,842	3,943	4,079	4,143	4,151	14,250	16,315
Interest	780	749	776	858	754	667	711	717	3,163	2,850
Other Income	739	696	766	924	827	1,121	966	987	3,125	3,901
PBT before EO expense	7,783	7,734	6,792	6,279	7,509	6,109	4,130	4,425	27,853	22,173
Extra-Ord expense	0	0	0	1,200	0	0	0	0	464	0
PBT	7,783	7,734	6,792	5,079	7,509	6,109	4,130	4,425	27,389	22,173
Tax	1,969	2,015	1,712	1,284	1,883	1,555	1,063	1,153	6,980	5,654
Rate (%)	25.3	26.1	25.2	25.3	25.1	25.4	25.7	26.1	25.5	25.5
Reported PAT	5,814	5,719	5,080	3,795	5,625	4,554	3,067	3,272	20,409	16,519
Adj PAT	5,814	5,719	5,080	4,692	5,625	4,554	3,067	3,272	20,755	16,519
YoY Change (%)	417.6	361.3	200.2	32.7	-3.3	-20.4	-39.6	-30.3	173.9	-20.4

Amara Raja Energy Mobility

Neutral
CMP: INR1,015 | TP: INR1,094 (+8%)
EPS CHANGE (%): FY25E|FY26E: -1|-2

■ We expect Amara to post 13% YoY growth in revenue, driven by steady demand from the aftermarket division and new energy business.

■ We expect EBITDA margins to contract 190bp to factor in high input costs and high power and other operational costs.

Quarterly Performance

Y/E March (INR m)	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	27,707	28,111	28,817	27,967	31,312	31,358	31,640	31,645	1,12,603	1,25,956
YoY Change (%)	5.8	4.1	9.3	14.9	13.0	11.6	9.8	13.2	8.4	11.9
RM Cost (% of sales)	69.6	66.6	66.0	65.5	68.9	67.6	66.9	68.2	66.9	67.9
Staff Cost (% of sales)	6.4	6.3	6.3	5.8	5.9	6.1	6.0	6.0	6.2	6.0
Other Exp (% of sales)	10.7	12.5	12.6	14.1	11.5	12.2	13.9	13.1	12.5	12.7
EBITDA	3,689	4,099	4,349	4,077	4,304	4,407	4,158	4,009	16,214	16,878
Margins (%)	13.3	14.6	15.1	14.6	13.7	14.1	13.1	12.7	14.4	13.4
Depreciation	1,168	1,207	1,202	1,210	1,183	1,220	1,233	1,243	4,787	4,879
Interest	76	81	77	97	90	131	107	113	332	440
Other Income	218	277	238	283	256	185	293	277	1,015	1,010
PBT before EO expense	2,662	3,087	3,307	3,053	3,287	3,240	3,111	2,932	12,110	12,569
Extra-Ord expense	0	0	0	0	0	0	-1,111	0	0	0
PBT after EO	2,662	3,087	3,307	3,053	3,287	3,240	4,222	2,932	12,110	12,569
Tax	676	823	779	773	841	833	1,103	766	3,052	3,543
Tax Rate (%)	25.4	26.7	23.6	25.3	25.6	25.7	26.1	26.1	25.2	28.2
Adj PAT	1,987	2,264	2,528	2,280	2,446	2,407	2,298	2,166	9,059	9,026
YoY Change (%)	51.1	12.0	13.5	29.7	23.1	6.3	-9.1	-5.0	18.4	-0.4

Exide Industries

Neutral
CMP: INR365 | TP: INR359 (-2%)
EPS CHANGE (%): FY25E|FY26E: -3|-

■ We expect Exide to post a marginal decline in revenue due to weak demand in OE and industrial segments; however, replacement segment continues to see steady demand.

■ We expect EBITDA margins to decline 100bp to factor in higher input costs.

■ Overall, we expect 4Q PAT to decline 6% YoY.

S/A Quarterly Performance

Y/E March	FY24				FY25E				(INR M)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	40,726	41,067	38,405	40,094	43,128	42,673	38,486	39,871	1,60,292	1,64,157
Growth YoY (%)	4.4	10.4	12.6	13.2	5.9	3.9	0.2	-0.6	9.8	2.4
RM cost (%)	71.7	68.9	68.5	67.0	69.3	68.5	68.0	68.1	69.1	68.5
Employee cost (%)	5.8	6.2	6.4	6.1	6.1	6.3	6.8	6.7	6.1	6.5
Other Exp(%)	11.8	13.1	13.6	14.1	13.1	13.9	13.5	13.3	13.1	13.5
EBITDA	4,322	4,831	4,399	5,162	4,943	4,836	4,486	4,753	18,714	19,017
EBITDA Margin (%)	10.6	11.8	11.5	12.9	11.5	11.3	11.7	11.9	11.7	11.6
Change (%)	11.8	17.1	9.7	40.6	14.4	0.1	2.0	-7.9	19.3	1.6
Non-Operating Income	192	392	227	34	142	528	132	153	845	954
Interest	98	115	145	128	87	103	120	121	486	430
Depreciation	1,194	1,259	1,274	1,248	1,257	1,270	1,244	1,248	4,975	5,020
PBT after EO Exp	3,222	3,849	3,208	3,819	3,741	3,991	3,253	3,537	14,099	14,522
Effective Tax Rate (%)	24.9	25.4	25.1	25.7	25.3	25.4	24.7	24.6	25.3	25.0
Adj. PAT	2,419	2,870	2,403	2,838	2,796	2,978	2,450	2,668	10,530	10,891
Change (%)	6.9	16.6	7.7	36.5	15.6	3.8	2.0	-6.0	16.5	3.4

Bharat Forge

Neutral

CMP: INR1,149 | TP: INR1,120 (-3%)

EPS CHANGE (%): FY25E|FY26E: -2|-8

- Standalone revenue is expected to decline 8% YoY due to weakness in the underlying CV industry across both domestic and export markets.
- Weak PV demand in the EU and the US persists due to the transition to EVs and economic uncertainty.
- Overall, we expect EBITDA margins to remain stable QoQ at 29%.
- Overall, we expect BHFC standalone PAT to decline 11% YoY in 4Q.

S/A Quarterly

(INR M)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net operating income	21,273	22,494	22,634	23,286	23,381	22,467	20,960	21,374	89,686	88,159
Change (%)	20.9	20.7	15.9	16.6	9.9	-0.1	-7.4	-8.2	18.4	-1.7
EBITDA	5,534	6,111	6,453	6,541	6,515	6,255	6,099	6,219	24,777	25,064
EBITDA Margins (%)	26.0	27.2	28.5	28.1	27.9	27.8	29.1	29.1	27.6	28.4
Non-Operating Income	472	424	346	382	446	348	314	353	1,623	1,461
Interest	705	726	809	634	702	635	573	580	2,874	2,490
Depreciation	1089	1128	1124	1079	1094	1083	1104	1139	4,420	4,421
EO Exp / (Inc)	47	63	-179	82	1,457	-135	9	0	154	
PBT after EO items	4,165	4,616	5,044	5,127	3,708	5,019	4,727	4,853	18,952	19,614
Tax	1050	1156	1266	1231	1014	1407	1266	1315	4,703	5,002
Eff. Tax Rate (%)	25.2	25.0	25.1	24.0	27.3	28.0	26.8	27.1	24.8	25.5
Rep. PAT	3,115	3,460	3,778	3,897	2,694	3,612	3,461	3,538	14,250	14,613
Change (%)	42.4	28.7	21.6	85.7	-13.5	4.4	-8.4	-9.2	36.3	2.5
Adj. PAT	3,150	3,508	3,644	3,958	3,787	3,510	3,468	3,538	14,250	13,291
Change (%)	19.0	30.9	32.3	31.4	20.2	0.1	-4.8	-10.6	36.3	-6.7

E: MOFSL Estimates

CIE Automotive

Buy

CMP: INR402 | TP: INR466 (+16%)

EPS CHANGE (%): CY25E|26E: -4|-10

- We expect the India business to post 3% YoY growth in revenue, while the EU business is likely to post 30% YoY decline due to a business slowdown seen in Metalcastello and also in Europe.
- Overall, consol. revenue is projected to decline 9.5% YoY.
- EBITDA margin is expected to contract ~50bp YoY, due to weak demand.

Quarterly performance (Consol.)

(INR m)	CY24				CY25E				CY24	CY25E
Y/E December	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	24,268	22,927	21,346	21,100	21,953	22,076	22,850	24,144	89,641	91,023
YoY Change (%)	-0.5	-1.2	-6.4	-5.8	-9.5	-3.7	7.0	14.4	-3.4	1.5
EBITDA	3,606	3,600	3,306	2,993	3,160	3,271	3,343	3,500	13,506	13,273
Margins (%)	14.9	15.7	15.5	14.2	14.4	14.8	14.6	14.5	15.1	14.6
Depreciation	863	836	798	809	825	850	870	884	3,306	3,429
Interest	220	211	169	175	165	145	135	139	776	584
Other Income	513	306	243	336	300	285	335	314	1,396	1,234
Share of profit from associates	4	6	19	-2	7	7	7	7	27	28
PBT before EO expense	3,035	2,859	2,581	2,344	2,470	2,561	2,673	2,791	10,820	10,495
EO Exp/(Inc)	0	0	0	0	0	0	0	0	0	0
PBT after EO exp	3,035	2,859	2,581	2,344	2,470	2,561	2,673	2,791	10,820	10,495
Tax Rate (%)	24.3	24.5	25.3	23.6	24.6	24.6	24.6	24.6	24.4	24.6
Adj. PAT	2,302	2,164	1,947	1,790	1,870	1,939	2,024	2,112	8,203	7,944
YoY Change (%)	4.5	1.3	4.3	1.1	-18.8	-10.4	3.9	18.0	2.8	-3.2
Revenues										
India	15,066	15,047	15,270	15,160	15,511	15,420	15,575	16,191	60,544	62,698
Growth (%)	4	5	-1	2	3	2	2	7	3	4
EU	9,202	7,879	6,077	5,940	6,441	6,656	7,275	7,953	29,098	28,325
Growth (%)	-8	-11	-18	-22	-30	-16	20	34	-14	-3
EBITDA Margins										
India	14.7	15.5	15.6	14.5	14.5	14.8	14.8	14.6	15.1	14.7
EU	15.1	16.1	15.2	13.3	14.1	14.8	14.4	14.3	15.0	14.4

Craftsman Auto

Neutral

CMP: INR4,735 | TP: INR4,380 (-7%)

EPS CHANGE (%): FY25E|FY26E: -6|-8

- Standalone revenue likely to grow ~15% YoY, led by steady growth in Aluminium segment and recovery in Industrial segment.
- In 4Q, we have factored in revenue from new acquisitions-Sunbeam (INR3b) and Fornburg (INR575m).
- We expect consolidated margins to remain under pressure (at 13.5%) due to impact of start-up costs of new plants and new acquisitions.

Quarterly (Consol)

(INR M)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net operating income	10,376	11,791	11,297	11,053	11,512	12,140	15,761	16,245	44,517	55,657
Change (%)	53.5	52.9	50.8	12.7	10.9	3.0	39.5	47.0	39.9	25.0
RM/Sales (%)	52.5	53.2	53.2	54.1	56.3	55.6	52.7	58.4	53.3	55.8
Staff Cost (% of Sales)	6.5	6.1	6.8	6.6	6.4	6.9	8.5	8.6	6.5	7.7
Other Exp. (% of Sales)	20.4	20.6	20.6	20.5	20.1	21.6	26.2	19.5	20.5	22.0
EBITDA	2,142	2,375	2,202	2,069	1,973	1,928	1,990	2,189	8,788	8,080
EBITDA Margins (%)	20.6	20.1	19.5	18.7	17.1	15.9	12.6	13.5	19.7	14.5
Non-Operating Income	37	47	35	53	48	64	86	51	172	249
Interest	424	416	442	464	492	413	583	581	1745	2068
Depreciation	683	668	703	723	725	762	1035	1065	2777	3586
Minority Int/Share of Profit	62	97	82	79	61	-4	-2	-2	320	53
PBT after EO items	1,011	1,241	1,010	856	744	821	313	596	4,118	2,622
Eff. Tax Rate (%)	26.3	23.8	27.6	27.2	28.5	24.9	58.6	31.7	26.1	30.1
Rep. PAT	745	945	731	623	532	617	129	407	3,045	1,833
Change (%)	34.0	56.0	41.7	-22.3	-28.6	-34.7	-82.3	-34.7	22.6	-39.8
Adj. PAT	745	945	731	623	532	617	241	407	3,045	1,833
Change (%)	34.0	56.0	41.7	-22.3	-28.6	-34.7	-67.0	-34.7	22.6	-39.8

Endurance Technologies

Buy

CMP: INR1,926 | TP: INR2,465 (+28%)

EPS CHANGE (%): FY25E|FY26E: -4|-1

- We expect India business to grow 9% YoY as we expect it to continue to outperform the underlying 2W industry and due to the benefits from recovery in 2W exports.
- Overall, we expect consol revenues to post 13% YoY growth.
- EU business is likely to grow 19% YoY on the back of execution of its order book. Maxwell is likely to continue to ramp up on the back of ramp of its key OEM.
- Expect EBITDA margin to contract 100bp YoY to 12.9% primarily due to an increase in aluminum prices.
- We expect ENDU to post just 1% YoY growth in PAT due to margin pressure.

Consolidated - Quarterly

Y/E March	FY24				FY25E				FY24	FY25E
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	24,500	25,450	25,611	26,648	28,255	29,127	28,592	30,214	1,02,209	1,16,187
YoY Change (%)	15.9	7.8	22.2	19.3	15.3	14.4	11.6	13.4	16.1	13.7
EBITDA	3,213	3,183	2,990	3,694	3,741	3,820	3,725	3,909	13,080	15,195
Margins (%)	13.1	12.5	11.7	13.9	13.2	13.1	13.0	12.9	12.8	13.1
Depreciation	1,129	1,184	1,144	1,282	1,288	1,311	1,364	1,401	4,740	5,364
Interest	90	98	109	129	112	116	115	119	427	462
Other Income	166	155	270	265	339	265	219	248	856	1,072
PBT before EO expense	2,159	2,056	2,006	2,548	2,680	2,658	2,466	2,637	8,769	10,441
Exceptional Item	0	0	0	-200	0	0	0	0	-200	0
PBT after EO	2,159	2,056	2,006	2,748	2,680	2,658	2,466	2,637	8,969	10,441
Eff. Tax Rate (%)	24.3	24.8	24.1	23.5	23.9	23.6	25.2	25.5	75.9	24.6
Adj. PAT	1,635	1,546	1,523	1,950	2,039	2,030	1,844	1,964	6,653	7,876
YoY Change (%)	47.0	17.5	40.7	42.9	24.7	31.3	21.1	0.7	36.5	18.4

Happy Forgings

Buy

CMP: INR791 | TP: INR990 (+25%)

EPS CHANGE (%): FY25 | 26E: - | -3

- Revenue is expected to grow ~6% YoY, mainly due to a recovery in tractor demand and execution of new orders across segments.
- We expect margins to largely remain stable QoQ.

Quarterly (Standalone)

(INR M)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net operating income	3,298	3,431	3,420	3,433	3,415	3,611	3,543	3,653	13,582	14,222
Change (%)			16.2	13.5	3.5	5.3	3.6	6.4	13.5	4.7
RM/Sales (%)	43.0	44.7	44.5	43.5	43.5	41.2	42.0	42.0	43.9	42.2
Staff Cost (%)	7.5	8.5	9.0	8.6	8.5	8.5	9.3	9.2	8.4	8.9
Other Exp. (%)	19.1	19.5	18.7	19.6	19.4	21.2	20.1	20.1	19.1	20.2
EBITDA	1,002	938	952	971	976	1,054	1,015	1,049	3,875	4,093
EBITDA Margins (%)	30.4	27.3	27.8	28.3	28.6	29.2	28.6	28.7	28.5	28.8
Non-Operating Income	34	7	33	72	77	83	66	69	134	295
Interest	27	44	38	9	14	16	21	20	118	70
Depreciation	155	162	171	160	180	197	191	198	647	766
EO Exp						-48				
PBT after EO items	855	738	777	875	859	973	868	900	3,244	3,552
Tax	214	185	198	217	220	259	223	229	814	931
Eff. Tax Rate (%)	25.1	25.1	25.5	24.8	25.6	26.6	25.7	25.4	25.1	26.2
Rep. PAT	640	553	579	658	639	714	645	671	2,430	2,621
Change (%)			39.2	29.7	-0.3	29.3	11.4	2.0	18.3	7.9
Adj. PAT	640	553	579	658	639	666	645	671	2,430	2,621
Change (%)			39.2	29.7	-0.3	20.6	11.4	2.0	16.4	7.9

E: MOFSL Estimates

Sona Comstar

Neutral

CMP: INR461 | TP: INR495 (7%)

EPS CHANGE (%): FY25E | FY26E: -3 | -9

- We expect its order book execution to see some slowdown given weakness in global markets, a slower transition to EVs globally, and the impact of model change-over at one of its key OEMs.
- As a result, we expect 4Q revenue to decline ~4% YoY.
- We expect EBITDA margin to contract 180bp YoY to 26.2% due to weak product mix as share of traction motor has increased, coupled with lower volumes. Overall, we expect PAT to decline 8% YoY.
- We lower our FY26E EPS by 9% to account for slower order book execution. Additionally, we remain cautious about global uncertainty, particularly regarding US tariffs.

Consol. Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net operating revenues	7,322	7,908	7,766	8,853	8,930	9,251	8,680	8,464	31,848	35,325
Change (%)	24.3	20.3	13.4	19.0	22.0	17.0	11.8	-4.4	19.0	10.9
EBITDA	2,034	2,233	2,273	2,481	2,512	2,549	2,342	2,218	8,651	9,621
EBITDA Margins (%)	27.8	28.2	29.3	28.0	28.1	27.6	27.0	26.2	27.2	27.2
Depreciation	511	534	559	598	606	626	666	680	2,202	2,578
EBIT	1,523	1,699	1,714	1,883	1,905	1,923	1,677	1,538	6,449	7,043
EBIT Margins (%)	20.8	21.5	22.1	21.3	21.3	20.8	19.3	18.2	20.2	19.9
Interest	53	60	73	71	86	106	58	53	258	303
Non-Operating Income	54	61	50	75	70	210	468	321	239	1,069
PBT	1,495	1,641	1,690	1,886	1,889	1,918	2,030	1,805	6,343	7,642
Effective Tax Rate (%)	25.1	24.4	21.0	21.5	25.0	25.1	25.8	24.9	24.3	25.2
Adjusted PAT	1,142	1,286	1,336	1,481	1,417	1,546	1,564	1,356	4,871	5,841
Change (%)	50.6	39.0	24.7	20.2	24.0	20.2	17.1	-8.4	31.8	19.9

Bosch

Neutral

CMP: INR27,866 | TP: INR29,028 (4%)
EPS CHANGE (%): FY25|26E: -1|-1

- We expect ~6% YoY revenue growth, driven by aftermarket growth in the mobility division and anticipated improvement in the consumer goods segment. However, weakness in 2W OE demand is likely to limit growth.
- Overall, we expect margins to slightly decline QoQ due to a rise in input costs.
- As a result, we expect Bosch to post 2.5% YoY growth in PAT.

Quarterly performance (S/A)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	41,584	41,301	42,052	42,334	43,168	43,943	44,657	44,819	1,67,271	1,76,587
YoY Change (%)	17.3	12.8	14.9	4.2	3.8	6.4	6.2	5.9	12.0	5.6
RM Cost (% of sales)	64.5	66.8	62.3	65.5	64.6	65.1	61.6	64.0	64.8	63.8
Staff Cost (% of sales)	7.4	8.1	7.9	8.5	7.8	7.8	8.8	8.8	8.0	8.3
Other Expenses (% of sales)	17.9	13.2	16.0	12.8	15.7	14.3	16.5	14.4	14.7	15.2
EBITDA	4,679	4,913	5,784	5,572	5,197	5,605	5,826	5,713	20,948	22,341
Margins (%)	11.3	11.9	13.8	13.2	12.0	12.8	13.0	12.7	12.5	12.7
Depreciation	921	1,013	1,173	1,188	856	900	1,008	1,021	4,295	3,785
Interest	308	122	39	39	26	22	62	60	508	170
Other Income	1,875	1,542	1,548	2,262	1,793	2,089	1,891	2,121	7,227	7,894
PBT before EO expense	5,325	5,320	6,120	6,607	6,108	6,772	6,647	6,754	23,372	26,281
Extra-Ord expense	0	-7,850	-588	0	0	-485	471	0	-8,438	0
PBT after EO Expense	5,325	13,170	6,708	6,607	6,108	7,257	6,176	6,754	31,810	26,281
Tax	1,235	3,181	1,527	962	1,453	1,898	1,594	968	6,905	5,913
Tax Rate (%)	23.2	24.2	22.8	14.6	23.8	26.2	25.8	14.3	21.7	22.5
Reported PAT	4,090	9,989	5,181	5,645	4,655	5,359	4,582	5,785	24,905	20,367
Adj PAT	4,090	3,843	4,721	5,645	4,655	4,983	4,947	5,785	18,058	20,367
YoY Change (%)	22.4	3.2	48.0	41.5	13.8	29.7	4.8	2.5	26.8	12.8

E: MOFSL Estimates

Motherson Wiring India

Buy

CMP: INR51 | TP: INR61 (+20%)
EPS CHANGE (%): FY25E|FY26E: -3|-3

- Revenue likely to grow 8% YoY, aided by growth in PV segment volumes and ramp-up of the new plants.
- However, the impact of startup costs at new facilities and higher raw material costs will partially offset operating leverage benefits, resulting in a 40bp YoY margin contraction.

MSUMI: Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	18,718	21,046	21,145	22,327	21,848	23,256	23,003	23,503	83,283	91,611
YoY Change (%)	12.0	14.7	25.4	16.7	16.7	10.5	8.8	7.6	17.8	10.0
RM Cost (% of sales)	65.2	66.2	65.5	65.1	65.1	64.9	64.9	64.7	65.5	64.9
Staff Cost (% of sales)	17.5	16.3	16.1	15.4	17.2	17.3	17.9	17.9	16.3	17.6
Other Expenses (% of sales)	6.2	5.7	6.0	6.4	6.7	7.1	6.8	6.9	6.1	6.9
EBITDA	2,072	2,481	2,620	2,913	2,388	2,496	2,376	2,461	10,132	9,720
Margins (%)	11.1	11.8	12.4	10.9	10.9	10.7	10.3	10.5	12.2	10.6
Depreciation	338	364	377	394	399	444	470	478	1,473	1,790
Interest	77	74	64	58	55	72	66	60	273	252
Other Income	5	56	11	43	50	48	6	42	69	145
PBT before EO expense	1,661	2,100	2,190	1,984	1,984	2,027	1,846	1,965	8,455	7,822
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT after EO Expense	1,661	2,100	2,190	2,505	1,984	2,027	1,846	1,965	8,455	7,822
Tax Rate (%)	26	26	23	25	25	25	24	25	25	25
Reported PAT	1,231	1,559	1,679	1,914	1,489	1,521	1,400	1,473	6,383	5,882
Adj PAT	1,231	1,559	1,679	1,914	1,489	1,521	1,400	1,473	6,383	5,882
YoY Change (%)	-2.2	33.9	58.1	7.5	20.9	-2.4	-16.6	-1.1	31.1	-7.8

Samvardhana Motiherson Sumi

Buy

CMP: INR131 | TP: INR165 (+26%)

EPS CHANGE (%): FY25E|FY26E: -2|-1

- Execution of healthy order book, along with contribution from recent acquisitions, should drive revenue growth of 8% YoY.
- Despite revenue growth, we expect margins to remain largely flat YoY due to a slower ramp-up in new businesses and continued raw material cost pressure.
- Overall, we expect earnings to rise 9% YoY mainly led by contribution from acquisitions.

Quarterly performance (Consol.)

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	2,24,622	2,35,275	2,56,439	2,68,612	2,88,680	2,78,119	2,76,659	2,88,671	9,84,947	11,32,128
YoY Change (%)	27.2	28.8	26.5	19.3	28.5	18.2	7.9	7.5	25.0	14.9
EBITDA	19,246	19,878	23,159	26,686	27,753	24,479	26,858	28,961	90,206	1,08,051
Margins (%)	8.6	8.4	9.0	9.9	9.6	8.8	9.7	10.0	9.2	9.5
Depreciation	8,389	8,674	10,164	10,878	10,646	11,028	11,124	11,577	38,105	44,375
Interest	2,526	4,879	6,203	4,504	4,445	5,462	4,661	4,334	18,112	18,901
Other income	529	664	1,084	836	709	862	1,112	843	1,876	3,526
PBT before EO expense	8,860	6,989	7,877	12,140	13,371	8,852	12,185	13,893	35,865	48,301
Extra-Ord expense	0	2,494	9	-4,974	0	-1,730	0	0	-2,472	-1,730
PBT after EO Expense	8,860	4,495	7,868	17,114	13,371	10,582	12,185	13,893	38,336	50,031
Tax Rate (%)	29.5	32.8	27.6	28.3	26.0	33.2	27.7	28.2	29.3	28.4
Min. Int & Share of profit	241	188	272	-43	-51	-1,152	26	23	658	-1,154
Reported PAT	6,009	2,016	5,420	13,718	9,942	8,797	8,786	9,951	27,162	37,476
Adj PAT	6,009	4,510	5,420	9,170	9,942	7,470	8,790	9,951	25,108	36,220
YoY Change (%)	325.5	43.2	19.2	45.6	65.5	65.7	62.2	8.5	65.6	44.3

E: MOFSL Estimates

Tube Investments

Buy

CMP: INR2,691 | TP: INR3,385 (+26%)

EPS CHANGE (%): FY25E|FY26E: -|-2

- The pressure in 2W OE demand is likely to weigh on revenue growth. As a result, we expect just 2% YoY growth in 4Q.
- EBIT margin may improve 20bp YoY, driven by 40bp/50bp YoY margin expansion in engineering/metal formed division.
- While metal formed division is expected to grow by 12% YoY, mobility/engineering divisions may decline ~6%/1% YoY. Margin for mobility division is also likely to improve to -0.5% vs. -5.7% in 4QFY24. Margin for other businesses may contract 90bp YoY.
- Revenue from other business to grow ~11% YoY.

Quarterly performance (S/A)

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	17,801	19,696	18,983	19,624	19,603	20,648	19,102	19,961	76,105	79,313
YoY Change (%)	-9.0	3.3	11.0	18.0	10.1	4.8	0.6	1.7	5.2	4.2
EBITDA	2,160	2,514	2,395	2,171	2,400	2,460	2,431	2,304	9,239	9,595
Margins (%)	12.1	12.8	12.6	11.1	12.2	11.9	12.7	11.5	12.1	12.1
Depreciation	331	346	361	370	386	407	432	435	1,408	1,660
Interest	70	77	74	75	72	69	54	62	295	258
Other Income	219	358	137	1,451	137	261	175	1,585	2,165	2,158
PBT before EO expense	1,979	2,448	2,096	3,178	2,079	2,245	2,120	3,392	9,701	9,836
Tax	502	634	521	699	534	567	512	845	2,359	2,459
Tax Rate (%)	25.4	25.9	24.9	22.0	25.7	25.3	24.2	24.9	24.3	25.0
Adj PAT	1,477	1,814	1,575	2,479	1,545	1,678	1,607	2,547	7,345	7,377
YoY Change (%)	10.0	13.2	14.4	-9.2	4.6	-7.5	2.1	2.7	4.1	0.4

E: MOFSL Estimates

Capital Goods

Company

ABB India
Bharat Electronics
Cummins India
Hitachi Energy India
Kalpataru Projects International
KEC International
Kirloskar Oil Engines
L&T
Siemens
Thermax
Triveni Turbine
Zen Technologies

Awaiting a broad-based activity revival

During 4QFY25, Defense and Transmission emerged as key growth drivers for order inflows in the sector. However, a broad-based revival in order inflows was notably absent, especially from central government and private sector players. Defense sector approvals from the Defence Acquisition Council (DAC) and continued focus from the Ministry of Defence (MoD) emphasized the intent of the government on the Make-in-India initiative and expedited finalization of large-scale platforms. This ensures sustainable, long-term revenue growth for defense players. For genset players, as highlighted in our [recent note](#), demand has started recovering sequentially, but it is still lower than last year owing to the high base led by pre-buying. Hence, revenue growth of genset players will be driven by the pricing trajectory. For our coverage universe, we expect revenue growth of 16% YoY and PAT growth of 6% YoY. We believe that valuation re-rating for the sector is still some time away and will be driven only after a meaningful outperformance of capex, order inflows, and margins. We prefer players that have a well-balanced revenue mix, control over margins, and the ability to maintain or improve their growth profile going forward. We maintain our preference for LT, ABB, and KKC in the large-cap industrial space and BHE in the defense space.

Order inflows tracking estimates thus far

Ordering activity for companies so far has been in line with expectations, particularly for EPC players. During the quarter, LT bagged an ultra-mega order from QatarEnergy for setting up two offshore compression complexes; this order is likely to be worth USD4b. Assuming this, LT announced orders worth ~INR670b during the quarter. KECI secured ~INR49.5b, and KPIL acquired ~INR69.8b worth of orders. BHE won ~INR86.1b of orders in 4QFY25 vs. an estimate of INR140b. With fairly decent order inflows for the transmission companies as well as for LT, the focus should now be on the timely execution of the current order book. With strong existing order books, we estimate a 16% YoY growth in execution for 4QFY25 for our coverage universe.

Recent DAC approvals augur well for defense companies

In Mar'25, the DAC approved Acceptance of Necessity (AoNs) for eight capital acquisition proposals amounting to nearly INR540b. For the Army, the government approved AoN for the procurement of 1,350HP engine to upgrade the present 1,000HP engine for the T-90 tanks. For the Navy, the DAC accorded AoN for the procurement of Varunastra Torpedoes (Combat). Varunastra Torpedo is an indigenously developed ship-launched anti-submarine torpedo developed by the Naval Science & Technological Laboratory. DAC also accorded AoN for procurement of Airborne Early Warning & Control (AEW&C) Aircraft Systems to boost the Air Force's capabilities. Along with this, the Cabinet Committee of Security (CCS) approved a deal to procure an advanced towed artillery gun system (ATAGS) for the Army at a cost of INR70b to enhance the operational capabilities of the Indian Army. Going forward, we expect the MoD to remain focused on strengthening the Indian Air Force (IAF) fleet's strength too. The IAF has prioritized acquiring radars, combat aircraft, helicopters, and mid-air refuelers for FY25-26.

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Margin performance to be mixed; commodity prices mounting

We expect the YoY margin improvement for EPC players to be driven by the completion of low-margin legacy projects. However, we would keep an eye on commodity price movements. The copper/aluminum/HRC/ prices, in particular, have moved up by nearly 9%/5%/6% QoQ during Jan-Mar'25. Most of the EPC players have fixed-price contracts for nearly 40-45% of the total order book. Hence, a sustainable increase in commodity prices is likely to hurt future margins. Product companies can pass on the commodity price increases with a time lag, and for the current order book, we expect ABB, Siemens, and Cummins' margins to moderate sequentially.

Exports to gradually improve for product companies

Overall engineering exports for the country have started improving, and we expect this to reflect in exports of key product companies too. Companies are still evaluating how to increase exports in light of the current tariffs imposed by the US. However, defense companies are optimistic about benefiting from increased export opportunities to Europe as the nation looks for rearmament after the Russia-Ukraine war. EPC players are already benefiting from opportunities related to renewables and renewable transmission projects, and we expect similar momentum to continue in 4QFY25 and beyond.

Valuation re-rating still some time away

We maintain our positive view on companies that have a balanced mix of domestic (across segments) and international projects. Segments such as railways, water, urban infra, and state transportation projects are yet to see meaningful improvement from current levels, while transmission, renewables, and defense are likely to remain on an uptrend. We would thus prefer companies to have a balanced mix of exposure toward high-growth and medium-growth segments and can maintain growth despite select segments growing at a slower pace. Valuation re-rating for the sector will be driven only after a meaningful outperformance is seen on capex, order inflows, and margins.

Our top picks

We prefer players that are able to tide through this near-term volatility with a well-balanced revenue mix, control over margins, and the ability to maintain or improve growth profile going forward. We maintain our positive bias for LT, ABB, and KKC in the large-cap industrial space and BHE in the defense space.

Exhibit 1: Summary of quarterly earnings estimates

Sector	CMP (INR)	RECO	SALES (INR m)			EBITDA (INR m)			NET PROFIT (INR m)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
ABB India	5388	Buy	33,733	9.5	0.2	6,286	11.2	-4.4	5,112	11.2	-3.9
Bharat Electronics	292	Buy	88,780	4.1	54.2	20,654	-9.4	24.9	17,091	-4.2	29.9
Cummins India	3011	Buy	28,567	23.3	-7.4	5,468	0.5	-8.9	4,992	-11.1	-2.9
Hitachi Energy	12277	Sell	23,377	37.9	44.3	2,592	42.4	55.3	1,718	51.2	101.0
KEC International	791	Neutral	68,360	10.9	27.8	5,592	44.1	49.3	2,418	59.3	86.6
Kalpataru Proj.	982	Buy	60,294	17.1	24.9	4,983	24.6	24.0	2,320	32.6	47.4
Kirloskar Oil	726	Buy	13,132	-5.6	12.9	1,571	-11.8	34.3	962	-18.2	47.9
Larsen & Toubro	3436	Buy	8,00,204	19.3	23.7	82,842	14.5	32.4	48,262	11.6	43.7
Siemens	5230	Neutral	57,253	-0.4	14.1	7,832	-10.8	8.2	6,452	-19.6	5.0
Thermax	3551	Sell	29,092	5.3	16.0	2,844	4.1	50.5	2,241	14.8	97.0
Triveni Turbine	536	Buy	5,482	19.7	8.9	1,161	29.3	6.2	988	31.5	6.7
Zen Technologies	1432	Buy	2,639	94.5	86.5	960	113.1	161.5	737	140.8	91.0
Capital Goods			12,10,913	15.9	23.6	1,42,785	9.3	26.5	93,294	6.1	32.9

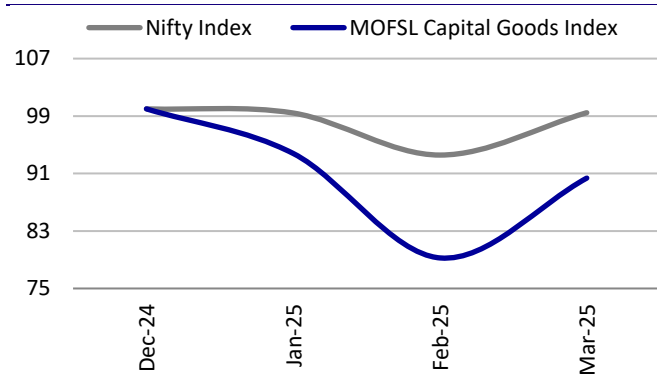
ABB: December ending; SIEM: September ending

Exhibit 2: Comparative valuations

Company Name	CMP	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
	(INR)		FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Capital Goods						42.6	34.5	29.0	7.2	6.2	5.4	16.9	18.1	18.5
ABB India	5,388	Buy	88.5	96.9	108.5	60.9	55.6	49.7	16.1	14.0	12.4	28.8	27.0	26.5
Bharat Electronics	292	Buy	6.7	7.8	9.4	43.6	37.5	31.0	10.5	8.5	6.9	24.1	22.6	22.2
Cummins India	3,011	Buy	72.0	85.2	100.2	41.8	35.3	30.1	12.0	10.6	9.3	30.5	31.9	33.0
Hitachi Energy	12,277	Sell	75.5	143.3	218.1	162.7	85.7	56.3	30.1	22.3	15.9	18.5	26.0	28.3
Kalpataru Proj.	982	Buy	37.4	54.5	72.6	26.3	18.0	13.5	2.3	2.1	1.8	9.8	12.1	14.3
KEC International	791	Neutral	20.4	34.7	43.0	38.7	22.8	18.4	3.9	3.5	3.1	11.5	16.3	17.9
Kirloskar Oil	726	Buy	28.1	34.0	41.8	25.8	21.4	17.3	3.6	3.2	2.8	14.7	15.9	17.3
Larsen & Toubro	3,436	Buy	104.9	135.1	156.2	32.7	25.4	22.0	4.8	4.2	3.7	15.7	17.8	17.9
Siemens	5,230	Neutral	76.3	76.9	94.9	68.5	68.0	55.1	12.1	10.7	9.4	19.1	16.7	18.1
Thermax	3,551	Sell	57.3	68.9	82.4	62.0	51.5	43.1	8.1	7.2	6.4	13.8	14.8	15.7
Triveni Turbine	536	Buy	11.4	14.1	17.9	47.0	37.9	30.0	14.0	11.0	8.7	33.3	32.5	32.5
Zen Technologies	1,432	Buy	27.9	36.5	53.3	51.4	39.2	26.9	7.6	6.4	5.1	23.3	17.6	21.2

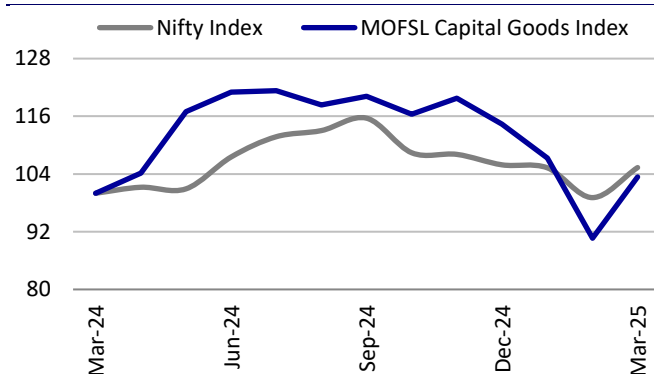
ABB: December ending; SIEM: September ending

Exhibit 3: Relative performance – three months (%)



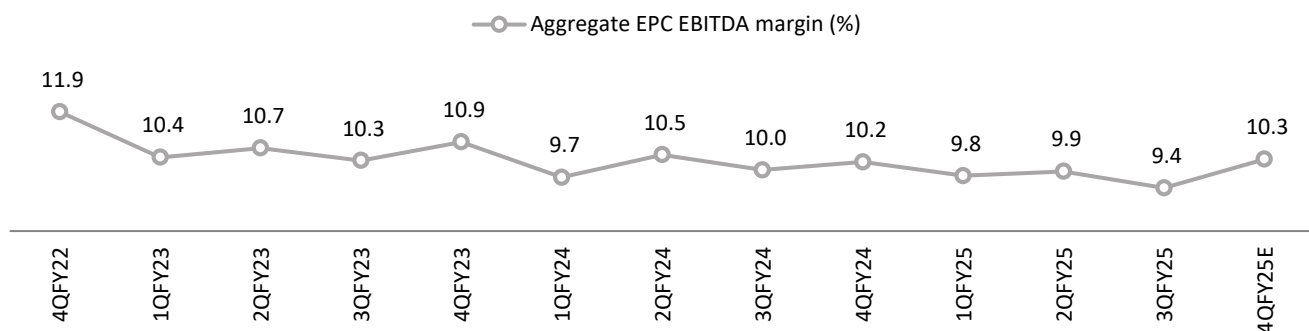
Source: Bloomberg, MOFSL

Exhibit 4: Relative performance – one year (%)



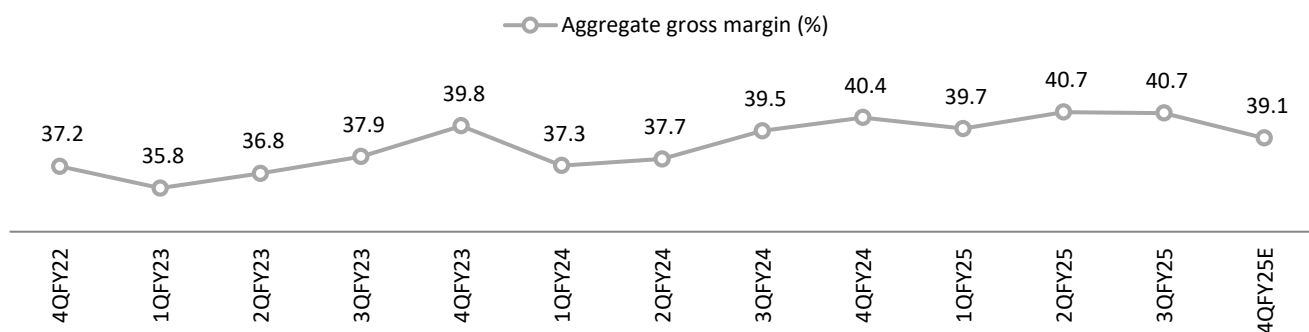
Source: Bloomberg, MOFSL

Exhibit 5: EBITDA margin snapshot for EPC companies under our coverage



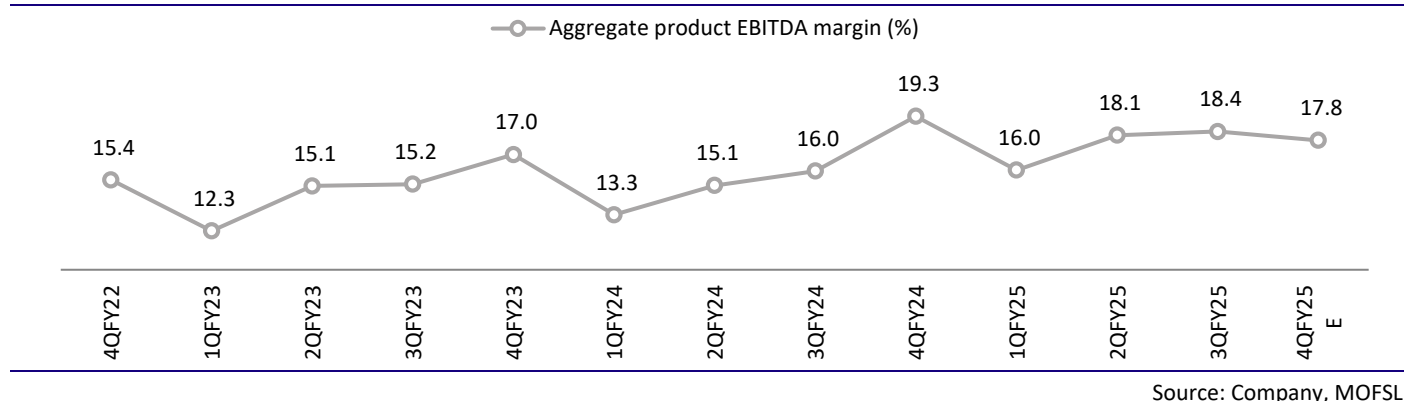
Source: Company, MOFSL

Exhibit 6: Gross margin snapshot for product companies under our coverage



Source: Company, MOFSL

Exhibit 7: EBITDA margin snapshot for product companies under our coverage



Input prices started increasing sequentially

Exhibit 8: Primary rebar price trend (INR/ton)

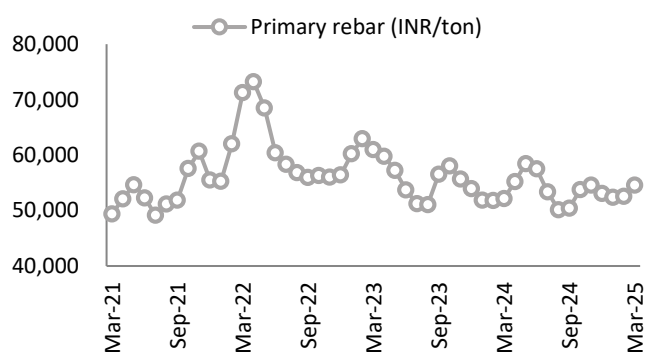


Exhibit 9: Aluminum price trend (USD/ton)

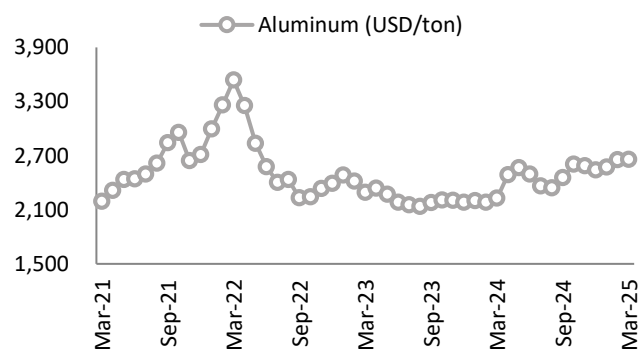


Exhibit 10: Copper price trend (USD/ton)

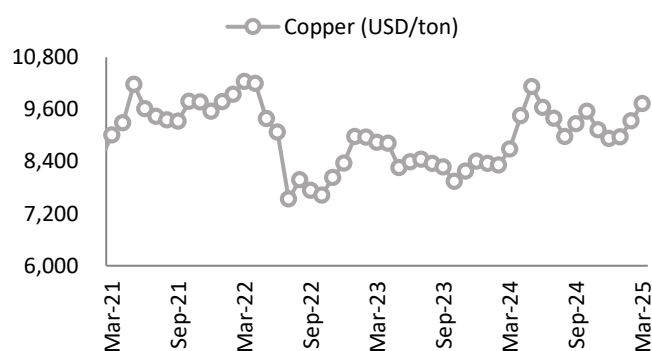
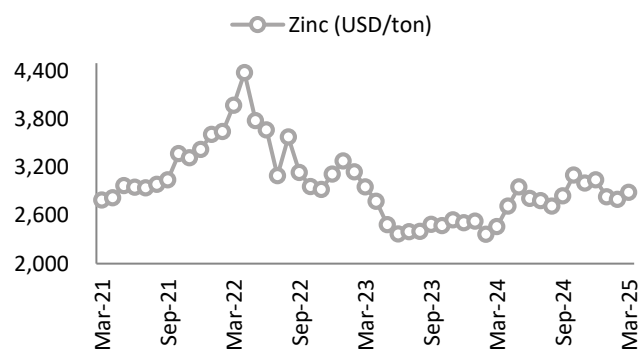


Exhibit 11: Zinc price trend (USD/ton)



The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

ABB India

Buy

CMP: INR5,388 | TP: INR6,700 (+24%)

EPS CHANGE (%): CY25 | CY26: -|-

- We expect ABB's revenue growth to be largely flat QoQ and grow by 9.5% YoY. Growth moderation is due to lower order inflows during CY24 and the transient impact of slow government and private capex. Order inflows would be the key monitorable in light of the same.
- We expect revenue to grow 9.5% YoY, driven by the Robotics & Motion and Electrification segments. Key monitorables include momentum of inflows, sustainability of margins, outlook on exports, and localization levels.
- The high base effect of CY24 will start playing in margins; margin performance will be aided by product mix, share of services, and operating leverage. Sequentially, we expect margin moderation to bake in slower demand and higher costs.
- We would watch out for incremental inflows from transmission, railways, data centers, transportation, F&B, and private capex to support order inflow growth.

Standalone - Quarterly Snapshot

(INR m)

Y/E December	CY24				CY25E				CY24	CY25E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	30,804	28,309	29,122	33,649	33,733	32,710	33,108	38,350	121,883	137,901
YoY Change (%)	27.8	12.8	5.2	22.0	9.5	15.5	13.7	14.0	16.7	13.1
Total Expenditure	25,152	22,884	23,719	27,076	27,447	26,789	27,092	31,315	98,831	112,643
EBITDA	5,652	5,425	5,402	6,573	6,286	5,920	6,016	7,035	23,052	25,258
Margins (%)	18.3	19.2	18.6	19.5	18.6	18.1	18.2	18.3	18.9	18.3
Depreciation	314	310	328	337	352	352	352	352	1,289	1,407
Interest	38	45	30	51	36	36	36	36	165	145
Other Income	871	868	929	866	937	937	937	937	3,534	3,748
PBT before EO expense	6,171	5,938	5,973	7,051	6,835	6,469	6,565	7,584	25,133	27,453
PBT	6,171	5,938	5,973	7,051	6,835	6,469	6,565	7,584	25,133	27,453
Tax	1,575	1,511	1,568	1,732	1,722	1,630	1,654	1,911	6,387	6,918
Rate (%)	25.5	25.5	26.3	24.6	25.2	25.2	25.2	25.2	25.4	25.2
Reported PAT	4,596	4,426	4,405	5,319	5,112	4,839	4,910	5,673	18,746	20,535
Adj PAT	4,596	4,426	4,405	5,319	5,112	4,839	4,910	5,673	18,746	20,535
YoY Change (%)	87.4	49.6	21.7	54.1	11.2	9.3	11.5	6.7	50.2	9.5
Margins (%)	14.9	15.6	15.1	15.8	15.2	14.8	14.8	14.8	15.4	14.9

Bharat Electronics

Buy

CMP: INR292 | TP: INR360 (23%)

EPS CHANGE (%): FY25 | FY26: -|-

- We expect revenue growth of 4% YoY due to the already high base. Revenue growth would be led by careful execution of the order book of INR717b.
- Key monitorables include the status of QRSAM/MRSAM, execution of orders for LRSAM and EW projects, share of exports, and working capital cycle.
- We expect margins to normalize after a spike in the past two consecutive quarters and contract ~340bp YoY, reaching 23.3%. Margins in BHE are a function of the project mix and can vary sharply during a quarter.
- Further indigenization of modules, subsystems, etc. is expected to support BEL in future margin expansion.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	35,108	39,933	41,367	85,285	41,988	45,834	57,561	88,780	201,694	234,163
Change (%)	12.8	1.2	0.1	32.1	19.6	14.8	39.1	4.1	14.3	16.1
EBITDA	6,644	10,044	10,494	22,800	9,367	13,885	16,533	20,654	49,982	60,440
Change (%)	29.4	17.4	23.0	24.9	41.0	38.2	57.5	(9.4)	23.5	20.9
Margin (%)	18.9	25.2	25.4	26.7	22.3	30.3	28.7	23.3	24.8	25.8
Depreciation	1,013	1,004	998	1,109	997	1,032	1,029	1,241	4,124	4,299
Interest	11	15	5	39	12	13	13	32	70	70
Other Income	1,417	1,705	2,232	2,205	2,015	1,668	2,051	3,121	7,558	8,855
PBT	7,038	10,729	11,723	23,856	10,373	14,509	17,542	22,501	53,346	64,925
Tax	1,729	2,606	2,790	6,021	2,612	3,596	4,381	5,410	13,146	15,999
Effective Tax Rate (%)	24.6	24.3	23.8	25.2	25.2	24.8	25.0	24.0	24.6	24.6
Reported PAT	5,308	8,123	8,933	17,835	7,761	10,913	13,161	17,091	40,200	48,926
Change (%)	23.0	32.9	49.2	30.6	46.2	34.3	47.3	(4.2)	33.7	21.7
Adj PAT	5,308	8,123	8,933	17,835	7,761	10,913	13,161	17,091	40,200	48,926
Change (%)	23.0	32.9	49.2	30.6	46.2	34.3	47.3	(4.2)	33.7	21.7

Cummins India

Buy

CMP: INR3,011 | TP: INR4,100 (+36%)

EPS CHANGE (%): FY25 | FY26: -|-

- We expect revenue to grow 23% YoY. Sequentially, we expect a 7% overall revenue decline. We expect YoY growth to be driven by broad-based improvement across all segments.
- Key monitorables include demand outlook across segments, the pricing environment in Powergen, and the export trajectory.
- We expect the EBITDA margin to normalize and contract ~440bp YoY on a high base of 4QFY24 margins, which benefitted from the one-offs. Sequentially, we expect margins to contract due to the product mix.
- Within segments, we expect the powergen segment portfolio under transition to benefit from price hikes. We also expect exports to grow 41% YoY on a low base.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	22,087	18,997	25,341	23,162	23,042	24,923	30,860	28,567	89,586	107,392
YoY Change (%)	31.0	-2.6	16.2	20.3	4.3	31.2	21.8	23.3	15.7	19.9
Total Expenditure	18,681	15,611	19,961	17,719	18,369	20,113	24,860	23,099	71,972	86,440
EBITDA	3,406	3,386	5,379	5,443	4,673	4,810	6,000	5,468	17,614	20,952
Margins (%)	15.4	17.8	21.2	23.5	20.3	19.3	19.4	19.1	19.7	19.5
Depreciation	358	379	419	420	439	452	481	477	1,576	1,848
Interest	77	67	63	62	48	26	27	60	268	160
Other Income	1,175	1,322	1,136	2,045	1,322	1,611	1,209	1,714	5,678	5,856
PBT before EO expense	4,146	4,263	6,034	7,006	5,509	5,944	6,702	6,645	21,448	24,799
Extra-Ord expense			17						17	0
PBT	4,146	4,263	6,017	7,006	5,509	5,944	6,702	6,645	21,431	24,799
Tax	989	978	1,467	1,390	1,311	1,438	1,562	1,653	4,824	5,964
Rate (%)	23.9	22.9	24.4	19.8	23.8	24.2	23.3	24.9	22.5	24.0
Reported PAT	3,157	3,285	4,549	5,615	4,198	4,506	5,140	4,992	16,606	18,836
Adj PAT	3,157	3,285	4,562	5,615	4,198	4,506	5,140	4,992	16,619	18,836
YoY Change (%)	50.6	30.2	26.7	76.3	33.0	37.2	12.7	-11.1	45.7	13.3
Margins (%)	14.3	17.3	18.0	24.2	18.2	18.1	16.7	17.5	18.6	17.5

Hitachi Energy India

Sell

CMP: INR12,277 | TP: INR10,500 (-15%)

EPS CHANGE (%): FY25 | FY26: -|-

- We expect revenue growth of 38% YoY led by healthy execution of the opening OB of INR190b.
- Key monitorables include further ramp-up in margins, progress on HVDC projects, and STATCOM order finalization.
- We expect EBITDA margin to expand ~40bp YoY, aided by operating leverage gains and easing of supply chain-related issues.
- The execution of the increased export orders is expected to provide near-term support to revenue and margin.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	10,401	12,280	12,742	16,953	13,272	15,537	16,203	23,377	52,375	68,390
Change (%)	5.5	10.2	23.2	27.1	27.6	26.5	27.2	37.9	17.2	30.6
EBITDA	337	653	680	1,820	479	1,097	1,669	2,592	3,490	5,837
Change (%)	31.3	-13.7	72.4	91.4	42.3	68.0	145.5	42.4	47.9	67.3
Margins (%)	3.2	5.3	5.3	10.7	3.6	7.1	10.3	11.1	6.7	8.5
Depreciation	223	225	227	225	221	228	230	299	900	978
Interest	110	107	137	112	109	164	120	170	466	563
Other Income	29	2	22	39	1	1	2	30	93	34
PBT	34	324	338	1,522	150	706	1,322	2,153	2,217	4,331
Tax	10	76	108	385	46	183	467	435	579	1,132
Effective Tax Rate (%)	28.7	23.6	32.0	25.3	30.8	25.9	35.3	20.2	26.1	26.1
Extra-ordinary Items							519			519
Reported PAT	24	247	230	1,137	104	523	1,374	1,718	1,638	3,719
Change (%)	79.9	-33.3	401.5	123.7	332.4	111.4	498.1	51.2	74.4	95.4
Adj PAT	24	247	230	1,137	104	523	855	1,718	1,638	3,200
Change (%)	79.9	-33.3	401.5	123.7	332.4	111.4	272.1	51.2	74.4	95.4

Kalpataru Projects International

Buy

CMP: INR982 | TP: INR1,200 (+22%)

EPS CHANGE (%): FY25 | FY26: -3 | -

- We expect revenue growth of 17% YoY on strong execution across segments such as T&D, B&F, and oil & gas, barring the Water segment, which is still slow.
- Key monitorables include execution ramp-up, margin trajectory, customer collections, and outlook on the urban infra and B&F division.
- We expect an EBITDA margin of 8.3% (+50bp YoY/flat QoQ) and gradual improvement in the next year.
- We would monitor the working capital cycle, and debt levels would normalize after the QIP was done in the last quarter. The payment situation is easing from water projects.

Standalone - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	36,220	38,440	41,470	51,470	37,220	41,361	48,257	60,294	167,600	187,133
YoY Change (%)	15.4	16.7	18.2	17.1	2.8	7.6	16.4	17.1	16.9	11.7
Total Expenditure	33,080	35,360	38,030	47,470	34,080	37,877	44,239	55,311	153,940	171,507
EBITDA	3,140	3,080	3,440	4,000	3,140	3,485	4,019	4,983	13,660	15,626
Margins (%)	8.7	8.0	8.3	7.8	8.4	8.4	8.3	8.3	8.2	8.4
Depreciation	930	880	940	930	930	914	956	1,175	3,680	3,976
Interest	750	850	830	940	860	998	1,071	906	3,370	3,834
Other Income	290	250	270	320	290	264	185	315	1,130	1,054
PBT before EO expense	1,750	1,600	1,940	2,450	1,640	1,836	2,177	3,217	7,740	8,870
Extra-Ord expense	0	0	0	350	0	0	0	0	350	0
PBT	1,750	1,600	1,940	2,100	1,640	1,836	2,177	3,217	7,390	8,870
Tax	490	470	500	600	470	513	604	897	2,060	2,484
Rate (%)	28.0	29.4	25.8	28.6	28.7	27.9	27.7	27.9	27.9	28.0
Reported PAT	1,260	1,130	1,440	1,500	1,170	1,323	1,574	2,320	5,330	6,387
Adj PAT	1,260	1,130	1,440	1,750	1,170	1,323	1,574	2,320	5,582	6,387
YoY Change (%)	-23.2	8.7	29.7	52.6	-7.1	17.1	9.3	32.6	19.1	14.4
Margins (%)	3.5	2.9	3.5	3.4	3.1	3.2	3.3	3.8	3.3	3.4

KEC International

Neutral

CMP: INR791 | TP: INR900 (-13%)

EPS CHANGE (%): FY25 | FY26: - | -

- We expect 11% YoY revenue growth, driven by a strong opening order book of INR374b.
- Key monitorables include order pipeline in both T&D and civil, execution ramp-up, and margin expansion.
- We expect the EBITDA margin to expand 190bp YoY/120bp QoQ as the impact of legacy and low-margin projects is over.
- We would monitor the payment cycle, debt levels, and NWC improvement.

Consolidated - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	42,436	44,990	50,067	61,648	45,119	51,133	53,494	68,360	199,141	218,105
YoY Change (%)	27.9	10.7	14.4	11.6	6.3	13.7	6.8	10.9	15.2	9.5
Total Expenditure	39,992	42,247	46,988	57,768	42,415	47,931	49,749	62,768	186,996	202,863
EBITDA	2,444	2,743	3,079	3,880	2,704	3,202	3,745	5,592	12,146	15,242
Margins (%)	5.8	6.1	6.1	6.3	6.0	6.3	7.0	8.2	6.1	7.0
Depreciation	418	465	488	483	465	453	453	571	1,853	1,943
Interest	1,587	1,778	1,644	1,543	1,550	1,681	1,702	1,596	6,551	6,528
Other Income	28	158	260	78	431	66	9	38	524	545
PBT before EO expense	467	658	1,207	1,933	1,120	1,135	1,598	3,463	4,265	7,317
Extra-Ord expense										
PBT	467	658	1,207	1,933	1,120	1,135	1,598	3,463	4,265	7,317
Tax	44	100	239	415	245	281	303	1,045	798	1,873
Rate (%)	9.4	15.2	19.8	21.5	21.8	24.7	18.9	30.2	18.7	25.6
Reported PAT	423	558	969	1,517	876	854	1,296	2,418	3,467	5,444
Adj PAT	423	558	969	1,517	876	854	1,296	2,418	3,467	5,444
YoY Change (%)	36.8	1.0	449.5	110.2	106.9	53.1	33.7	59.3	96.9	57.0
Margins (%)	1.0	1.2	1.9	2.5	1.9	1.7	2.4	3.5	1.7	2.5

Kirloskar Oil Engines

Buy

CMP: INR726 | TP: INR1,150 (+59%)

EPS CHANGE (%): FY25|26: -|-

- We expect revenue to decline 5.6% YoY due to the high base impact in the powergen segment. We expect the Powergen segment's performance to pick up QoQ after the weakness in Oct and Nov'24.
- Key monitorables include outlook on genset demand, pricing environment, and export ramp-up.
- We expect the EBITDA margin to decline YoY as certain low-to-mid kVA nodes have seen some price correction and aggressive competition. We expect QoQ improvement to be driven by improved volumes in B2B and B2C.
- The ramp-up of the US business, B2C business, and Arka Fincap performance will be closely observed.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	12,647	10,590	11,352	13,917	13,429	11,944	11,636	13,132	48,505	50,140
YoY Change (%)	26.5	4.8	13.5	20.7	6.2	12.8	2.5	-5.6	17.8	3.4
Total Expenditure	11,102	9,603	10,023	12,135	11,452	10,294	10,466	11,560	42,864	43,773
EBITDA	1,545	986	1,329	1,782	1,977	1,650	1,170	1,571	5,642	6,368
Margins (%)	12.2	9.3	11.7	12.8	14.7	13.8	10.1	12.0	11.6	12.7
Depreciation	213	243	257	257	247	266	320	270	970	1,103
Interest	14	16	20	29	27	26	31	48	78	132
Other Income	70	64	57	85	1s08	118	68	58	274	351
PBT before EO expense	1,388	791	1,109	1,581	1,810	1,476	887	1,312	4,868	5,484
PBT	1,388	791	1,109	1,581	1,810	1,476	887	1,312	4,868	5,484
Tax	355	205	287	405	462	365	236	350	1,252	1,414
Rate (%)	25.6	25.9	25.9	25.6	25.5	24.7	26.7	26.7	25.7	25.8
Reported PAT	1,032	586	822	1,176	1,347	1,111	650	962	3,616	4,070
Adj PAT	1,032	586	822	1,176	1,347	1,111	650	962	3,616	4,070
YoY Change (%)	59.9	-19.3	20.5	81.3	30.5	89.6	-20.9	-18.2	33.8	12.5
Margins (%)	8.2	5.5	7.2	8.5	10.0	9.3	5.6	7.3	7.5	8.1

Larsen & Toubro

Buy

CMP: INR3,436 | TP: INR4,100 (+19%)

EPS CHANGE (%): FY25|26: -1|-

- We expect consolidated revenue growth of 19% YoY, led by 21% YoY revenue growth for Core E&C.
- Key monitorables include domestic order pipeline, margin performance, as well as working capital cycle. The company has received its largest order to date for \$4b from QatarEnergy.
- We expect a Core E&C EBITDA margin of 9.0%, down 50bp YoY (on a high base)/up 140bp QoQ, as more projects reach the margin recognition threshold and as legacy orders near completion.
- We would also look out for execution ramp-up in Saudi projects and trends in the GCC order pipeline.

Consolidated - Quarterly Snapshot

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	479	510	551	671	551	616	647	800	2,211	2,614
YoY Change (%)	33.6	19.3	18.8	15.0	15.1	20.6	17.3	19.3	20.6	18.2
Total Expenditure	430	454	494	598	495	552	584	717	1,976	2,348
EBITDA	49	56	58	72	56	64	63	83	235	265
Margins (%)	10.2	11.0	10.4	10.8	10.2	10.3	9.7	10.4	10.6	10.1
Depreciation	8	9	9	10	10	10	10	12	37	42
Interest	9	9	9	9	9	9	8	8	35	34
Other Income	11	11	8	10	9	11	10	9	42	39
PBT before EO expense	43	50	48	63	47	56	53	72	204	228
Extra-Ord expense	0	0	0	-1	0	0	0	0	-1	0
PBT	43	50	48	64	47	56	53	72	205	228
Tax	12	11	12	14	12	14	13	18	49	58
Rate (%)	28.1	22.8	24.7	22.1	26.4	26.0	25.0	24.5	24.1	25.4
MI & P/L of Asso. Cos.	6	6	6	6	7	7	6	6	25	26
Reported PAT	25	32	29	44	28	34	34	48	131	144
Adj PAT	25	32	29	43	28	34	34	48	130	144
YoY Change (%)	46.5	44.6	20.0	8.4	11.7	5.4	14.0	11.6	49.8	10.6
Margins (%)	5.2	6.3	5.3	6.4	5.1	5.5	5.2	6.0	5.9	5.5

Siemens

Neutral

CMP: INR5,230 | TP: INR5,750 (+10%)
EPS CHANGE (%): FY25|26: -|-

- We expect combined revenue (energy and non-energy) to remain flat YoY, with Energy segment growing 5% YoY but digital energy segments declining by 25% YoY. Key monitorables include the demand trajectory of the non-energy segment, private capex pipeline, margin trajectory, and execution of the locomotive order.
- We expect total EBITDAM to contract ~160bp primarily due to low margin in the Digital industries segment, which had a high base in 2QFY24.
- Demand outlook from both the government and private sectors and export outlook to be monitored keenly.

Consolidated - Quarterly Snapshot

(INR m)

Y/E September	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Net Sales	48,252	57,499	52,035	64,611	50,180	57,253	61,038	70,581	222,397	239,052
YoY Change (%)	20.2	18.4	6.8	11.3	4.0	-0.4	17.3	9.2	13.7	7.5
Total Expenditure	42,291	48,717	45,120	55,230	42,941	49,421	52,463	60,689	191,358	205,570
EBITDA	5,961	8,782	6,915	9,381	7,239	7,832	8,575	9,892	31,039	33,482
Margins (%)	12.4	15.3	13.3	14.5	14.4	13.7	14.0	14.0	14.0	14.0
Depreciation	785	800	855	856	689	865	865	865	3,296	3,461
Interest	34	313	53	205	34	151	151	151	605	605
Other Income	1,641	3,210	1,568	2,833	1,738	1,866	1,866	1,866	9,252	7,438
PBT before EO expense	6,783	10,879	7,575	11,153	8,254	8,681	9,424	10,741	36,390	36,853
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	6,783	10,879	7,575	11,153	8,254	8,681	9,424	10,741	36,390	36,853
Tax	1,726	2,851	1,794	2,841	2,108	2,229	2,420	2,751	9,212	9,463
Rate (%)	25.4	26.2	23.7	25.5	25.5	25.7	25.7	25.6	25.3	25.7
Reported PAT	5,057	8,028	5,781	8,312	6,146	6,452	7,004	7,990	27,178	27,391
Adj PAT	5,057	8,028	5,781	8,312	6,146	6,452	7,004	7,990	27,178	27,391
YoY Change (%)	9.3	70.2	26.9	45.4	21.5	-19.6	21.2	-3.9	38.5	0.8
Margins (%)	10.5	14.0	11.1	12.9	12.2	11.3	11.5	11.3	12.2	11.5

Thermax

Sell

CMP: INR3,551 | TP: INR3,350 (-6%)
EPS CHANGE (%): FY25|26: -|-

- We expect revenue to grow 5% YoY, driven by industrial products, green solutions, and chemical segments.
- Key monitorables include the finalization of the inquiry pipeline from the private sector, revival of inflows, margin outlook, and performance of the Industrial Infra and Chemicals segment.
- We expect EBITDA/PAT growth of 4%/15%. We expect EBITDA margin to remain flat YoY at 9.8%. Sequentially, margins are set to expand ~230bp, recovering from 3QFY25 cost overruns.
- The performance of key subsidiaries (FEPL, TOESL) needs to be monitored closely.

Consolidated - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	19,330	23,025	23,244	27,637	21,844	26,116	25,078	29,092	93,235	102,130
YoY Change (%)	16.8	10.9	13.4	19.6	13.0	13.4	7.9	5.3	15.2	9.5
Total Expenditure	18,008	20,978	21,369	24,905	20,433	23,336	23,188	26,249	85,261	93,205
EBITDA	1,322	2,046	1,874	2,732	1,412	2,780	1,890	2,844	7,974	8,925
Margins (%)	6.8	8.9	8.1	9.9	6.5	10.6	7.5	9.8	8.6	8.7
Depreciation	294	330	358	499	360	421	351	363	1,481	1,494
Interest	134	198	266	278	275	294	287	269	876	1,125
Other Income	531	659	584	553	841	598	315	578	2,326	2,332
PBT before EO expense	1,425	2,177	1,834	2,507	1,617	2,663	1,568	2,790	7,943	8,638
Extra-Ord expense	506	0	-1,261						-755	0
PBT	919	2,177	3,095	2,507	1,617	2,663	1,568	2,790	8,698	8,638
Tax	315	589	721	633	519	683	425	559	2,258	2,185
Rate (%)	34.3	27.0	23.3	25.2	32.1	25.6	27.1	20.0	26.0	25.3
Reported PAT	600	1,586	2,371	1,876	1,094	1,980	1,137	2,241	6,432	6,452
Adj PAT	932	1,586	1,403	1,952	1,094	1,980	1,137	2,241	5,873	6,452
YoY Change (%)	58.1	45.3	11.0	24.9	17.4	24.9	-19.0	14.8	42.7	0.3
Margins (%)	4.8	6.9	6.0	7.1	5.0	7.6	4.5	7.7	6.3	6.3

Triveni Turbine

Buy

CMP: INR536 | TP: INR780 (+46%)
EPS CHANGE (%): FY25 | 26: -3 | -

- We expect revenue growth of 20% YoY on account of robust traction in exports, while domestic is still to gain momentum.
- Key monitorables include ramp-up in domestic order inflow, inquiry pipeline, and trends in the export business.
- We expect the EBITDA margin to expand ~180bp YoY, led by higher aftermarket and export share.
- Domestic ordering from the government and private sectors, updates on API turbines, and the performance of the 30-100MW segment need to be monitored.

Consolidated - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	3,764	3,878	4,317	4,581	4,633	5,011	5,034	5,482	16,539	20,159
YoY Change (%)	45.3	32.4	32.5	23.9	23.1	29.2	16.6	19.7	32.6	21.9
Total Expenditure	3,055	3,134	3,480	3,682	3,677	3,897	3,941	4,320	13,351	15,835
EBITDA	709	744	837	898	956	1,114	1,093	1,161	3,188	4,324
Margins (%)	18.8	19.2	19.4	19.6	20.6	22.2	21.7	21.2	19.3	21.5
Depreciation	49	51	55	53	62	61	65	61	208	249
Interest	7	6	6	7	10	8	4	8	27	30
Other Income	134	146	172	171	194	196	222	189	622	800
PBT before EO expense	786	832	949	1,009	1,078	1,241	1,246	1,281	3,576	4,845
PBT	786	832	949	1,009	1,078	1,241	1,246	1,281	3,576	4,845
Tax	177	190	264	252	274	331	320	293	883	1,218
Rate (%)	22.4	22.8	27.8	25.0	25.4	26.7	25.7	22.9	24.7	25.1
MI & Profit/Loss of Asso. Cos.	0	-2	-2	5	0	0			2	
Reported PAT	610	644	686	751	804	910	926	988	2,691	3,627
Adj PAT	610	644	686	751	804	910	926	988	2,691	3,627
YoY Change (%)	59.2	39.0	30.4	35.1	31.8	41.4	35.0	31.5	39.5	34.6
Margins (%)	16.2	16.6	15.9	16.4	17.4	18.2	18.4	18.0	16.3	18.0

Zen Technologies

Buy

CMP: INR1,432 | TP: INR1,600 (+12%)
EPS CHANGE (%): FY25 | 26: - | -

- We expect a sharp YoY improvement of 95% in revenue as some shipments that were delayed in last quarter, would come through in 4QFY25. Order inflows so far for 4QFY25 remain weak.
- Key monitorables include order inflow momentum for both training simulators and anti-drones in domestic and export markets, execution of equipment orders, as well as working capital days.
- We expect EBITDA/PAT to surge 113%/141% YoY and margin to jump 320bp YoY.
- We would monitor the progress after the latest acquisitions made by the company.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	1,324	640	981	1,357	2,540	2,417	1,415	2,639	4,303	9,011
YoY Change (%)	298.5	203.1	197.8	83.0	91.7	277.4	44.3	94.5	166.5	109.4
Total Expenditure	663	423	539	906	1,508	1,623	1,048	1,679	2,530	5,857
EBITDA	662	218	442	451	1,032	794	367	960	1,772	3,154
Margins (%)	50.0	34.0	45.1	33.2	40.6	32.9	26.0	36.4	41.2	35.0
Depreciation	15	18	19	22	22	23	26	19	73	90
Interest	4	4	4	6	10	21	27	25	18	83
Other Income	26	48	42	23	30	84	220	134	139	468
PBT	670	243	461	422	1,030	835	534	1,051	1,796	3,449
Tax	199	70	144	140	288	182	147	313	552	931
Rate (%)	29.6	28.7	31.2	33.2	28.0	21.8	27.6	29.8	30.7	27.0
Reported PAT	471	173	317	282	742	652	386	737	1,244	2,518
Adj PAT	471	173	317	306	742	652	386	737	1,268	2,518
YoY Change (%)	474.2	279.1	467.2	77.3	57.4	276.1	21.9	140.8	237.0	98.5
Margins (%)	35.6	27.1	32.3	22.6	29.2	27.0	27.3	27.9	29.5	27.9

Cement

Company

ACC
Ambuja Cements
Birla Corporation
Dalmia Bharat
Grasim Industries
India Cements
JK Cement
JK Lakshmi Cement
The Ramco Cements
Shree Cement
UltraTech Cement

Demand recovery on track; margin risk continues

Volume growth at ~12% for coverage universe aided by inorganic growth

- Cement demand has seen a recovery in 4QFY25, backed by a pickup in construction activities, increased government spending towards infrastructure projects, and healthy demand from IHB and real-estate sectors. Our cement coverage universe's volume growth is estimated at ~12% YoY for 4QFY25, aided by inorganic growth. However, on a like-to-like basis, volume growth stood at ~6% YoY. We estimate an average grinding capacity utilization of ~86% vs. ~90%/73% in 4QFY24/3QFY25.
- All-India average cement price was up ~2% QoQ (INR7 per 50-kg bag) in 4QFY25, supported by a sustained price hike of Dec'24. Cement companies attempted price hikes during the quarter; however, no meaningful hike could sustained. Prices were up ~3-4% QoQ across regions except South, which experienced ~2% QoQ decline in 4QFY25. We estimate the blended realization for our coverage universe to decline 5%/1% YoY/QoQ.
- We estimate the aggregate revenue/EBITDA for our cement coverage universe to increase ~6%/2% YoY to INR533.7b/INR98.5b and OPM to contract 70bp YoY (up 3.8pp QoQ) to ~18%. We estimate the average EBITDA/t for our cement coverage to decline ~9% YoY (up 25% QoQ) to INR965.
- GRASIM's revenue is estimated to increase ~27% YoY, aided by contributions from high-growth businesses (Paints and B2B Ecommerce). VSF volume/realization is estimated to grow ~1%/6% YoY and chemical volume/realization is likely to increase ~2%/11%. Overall EBITDA is estimated to decline 32% YoY to INR3.6b and OPM will remain at ~4%, down 3.6pp YoY, due to losses in high-growth businesses. It is estimated to report net loss of INR1.0b vs. PAT of INR2.3b in 4QFY24.

Positive operating leverage and sustained Dec'24 price hikes lift EBITDA/t sequentially

- Cement volume growth for our coverage companies is estimated at ~12% YoY in 4QFY25, aided by inorganic growth. However, volume growth on a like-to-like basis stood at ~6% YoY. We estimate volume growth of ~19% YoY for UTCEM (including ICEM and Kesoram cement volume). However, on a like-to-like basis, UTCEM's volume growth is estimated at ~8% YoY. ACEM's (including Penna Cement) volume is estimated to grow ~15%. However, on a like-to-like basis, its volume is estimated to grow ~7% YoY. Volume growth is estimated at ~7-10% YoY for ACC, JKCE, JKLC, and TRCL, followed by ~5% for SRCM and ~1-2% for DALBHARA and BCORP. Volume for ICEM is estimated to decline ~3% YoY.
- The average opex/t for our coverage universe is estimated to decline ~4%/5% YoY/QoQ, led by favorable fuel prices and positive operating leverage. Average imported petcoke (US) price was down ~5% YoY (up ~15% QoQ) in 4QFY25, while domestic petcoke price was up 3%/15% YoY/QoQ. However, imported coal (South Africa) price was down ~1%/13% YoY/QoQ in 4QFY25. We estimate

the average variable cost/t to decline 5%/4% YoY/QoQ. We estimate average other expenses/t to decline ~4%/16% YoY/QoQ.

- We estimate an EBITDA/t of INR1,314 for SRCM (the highest within our coverage universe), followed by INR1,169 for JKCE and INR1,104 for UTCCEM. EBITDA/t is estimated at INR946/INR837 for DALBHARA/JKLC, INR782/INR752 for TRCL/ACEM, and INR721/INR608 for BCORP/ACC. ICEM's operating loss/t is estimated at INR518/t.
- We estimate DALBHARA to report EBITDA growth of ~29% YoY, followed by JKCE at ~17% and TRCL/UTCCEM at ~11-12%. EBITDA of SRCM is likely to decline ~1% YoY, while for other players (ACC, ACEM, BCORP, JKLC), EBITDA could decline in the range of ~13-24% YoY. ICEM is estimated to report an operating loss of INR1.2b, compared to EBITDA of INR469m in 4QFY24.

Sector outlook and recommendations

- We estimate demand momentum to continue, led by the infrastructure push, healthy demand in the real estate and housing segments, and a projected pickup in rural and private sector demand. However, continued supply from large players (with the top three alone anticipated to add ~50mtpa organically in FY26) will keep the competitive intensity high.
- Cement prices were under pressure throughout FY25 due to muted demand growth during the initial period (1HFY25), followed by higher competitive intensity. However, favorable fuel prices and cost-saving initiatives by industry players partly offset the adverse impact of weak realizations. Going forward, we remain watchful for a sustainable meaningful price hike to drive earnings upgrade. So far, we have largely maintained our earnings estimates for FY26/27.
- We are structurally positive on the industry. We prefer players with a balanced geographic mix, higher capacity utilization, and a strong track record of capacity expansion and successful integration. We prefer UTCCEM in the large-cap space, while JKCE is our preferred pick in the mid-cap space.

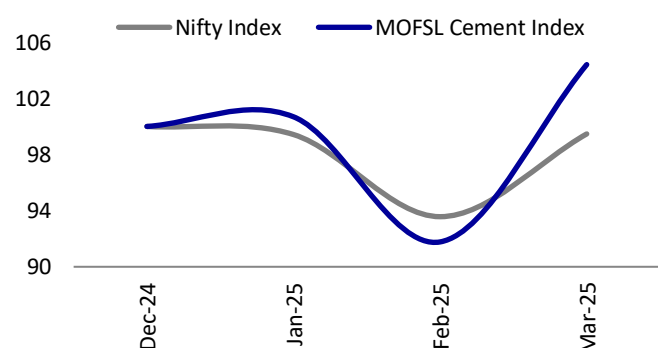
Exhibit 1: Summary of our 4QFY25 estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	YoY (%)	QoQ (%)	Mar-25	Var % YoY	Var % QoQ
ACC	1951	Buy	56,741	5.1	7.9	6,978	-16.6	47.7	4,083	-16.9	81.2
Ambuja Cements	529	Buy	98,282	10.5	15.6	14,343	-15.6	62.0	3,795	-28.8	-8.3
Birla Corporation	1095	Buy	25,279	-4.8	12.0	3,568	-24.5	43.9	1,042	-44.7	234.2
Dalmia Bharat	1788	Buy	42,490	-1.3	33.6	8,420	28.8	64.8	2,777	9.8	370.7
Grasim Industries	2618	Buy	86,270	27.5	6.2	3,602	-31.6	33.1	-996	PL	Loss
India Cements	281	Sell	10,108	-18.8	11.9	-1,219	PL	Loss	-1,120	Loss	Loss
J K Cements	4939	Buy	33,044	6.4	12.8	6,556	17.1	33.2	3,019	41.3	59.5
JK Lakshmi Cem.	798	Buy	17,665	-0.8	18.0	2,930	-12.9	45.2	1,443	-8.1	142.9
Ramco Cements	901	Neutral	26,830	0.4	35.7	4,628	11.0	65.6	1,300	7.1	3,985.1
Shree Cement	30176	Neutral	49,619	-2.2	17.2	13,201	-0.5	39.5	4,326	-34.6	88.6
Ultratech Cement	11376	Buy	2,30,388	12.8	34.0	46,063	12.0	59.5	24,448	5.8	66.4
Cement			6,76,715	8.6	20.7	1,09,072	-0.8	55.7	44,117	-13.8	96.4

Exhibit 2: Comparative valuations

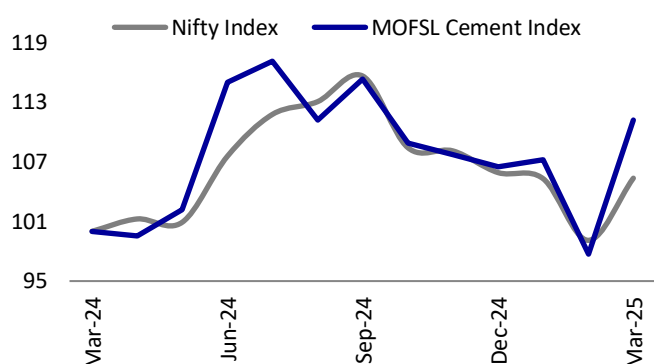
Company Name	CMP INR	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Cement						53.9	38.2	29.5	3.5	3.2	3.0	6.5	8.4	10.2
ACC	1,951	Buy	65.6	89.0	121.3	29.7	21.9	16.1	2.0	1.9	1.7	7.3	9.0	11.2
Ambuja Cements	529	Buy	7.7	10.9	15.5	68.5	48.4	34.1	2.3	2.3	2.2	3.9	4.8	6.5
Birla Corporation	1,095	Buy	18.6	49.4	71.6	59.0	22.2	15.3	1.3	1.2	1.1	2.1	5.5	7.6
Dalmia Bharat	1,788	Buy	32.9	49.0	64.2	54.4	36.5	27.8	2.0	1.9	1.9	3.7	5.4	6.8
Grasim Industries	2,618	Buy	74.5	96.2	115.0	35.1	27.2	22.8	3.3	3.2	3.0	-3.8	0.8	3.6
India Cements	281	Sell	-23.9	-3.9	3.4	-11.7	-72.0	83.0	1.9	1.9	1.9	-14.7	-2.6	2.3
J K Cements	4,939	Buy	95.7	126.9	164.2	51.6	38.9	30.1	6.4	5.7	4.9	12.6	15.4	17.5
JK Lakshmi Cem.	798	Buy	22.1	37.7	40.2	36.1	21.2	19.9	2.8	2.5	2.3	7.9	12.4	12.0
Ramco Cements	901	Neutral	8.2	17.8	24.6	109.6	50.6	36.7	2.8	2.7	2.5	2.6	5.4	7.1
Shree Cement	30,176	Neutral	297.3	314.2	454.7	101.5	96.0	66.4	5.2	5.0	4.7	5.2	5.3	7.3
Ultratech Cement	11,376	Buy	221.9	296.4	374.9	51.3	38.4	30.3	5.0	4.3	3.9	10.2	12.2	13.4

Exhibit 3: Relative performance – three months (%)



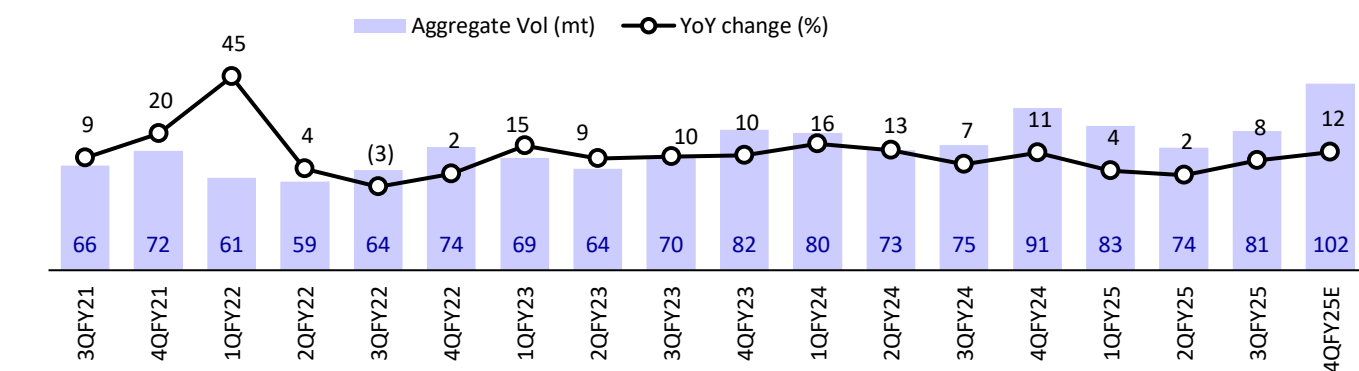
Source: Bloomberg, MOFSL

Exhibit 4: Relative performance – one year (%)



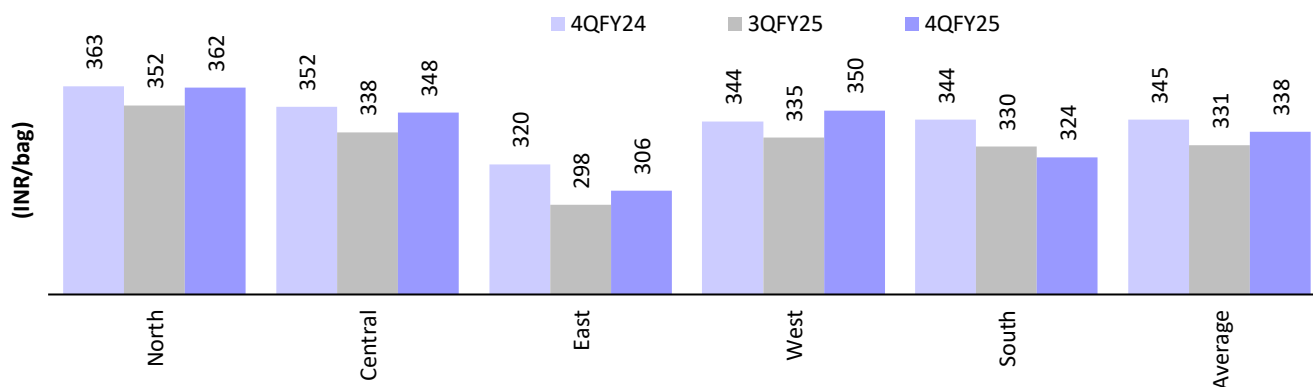
Source: Bloomberg, MOFSL

Exhibit 5: Estimate ~12% YoY growth in aggregate sales volume for our coverage universe, aided by inorganic growth; however, on a like-to-like basis, volume growth stood at ~6%



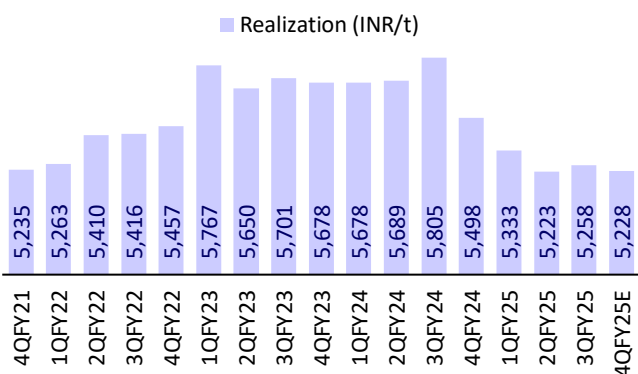
Source: MOFSL, Company, E: MOFSL estimate

Exhibit 6: Pan-India average cement price down ~2% YoY (up ~2% QoQ)



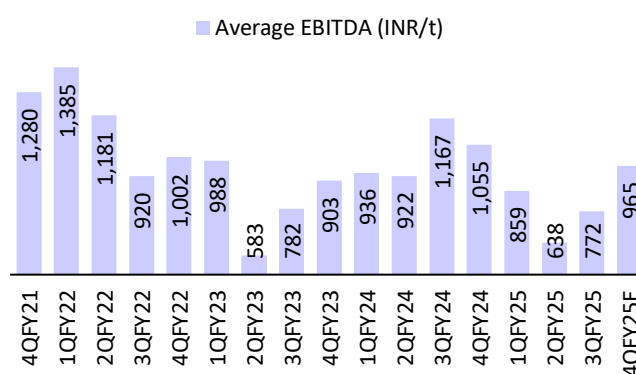
Source: MOFSL, Industry

Exhibit 7: Expect realization to decline 5% YoY and 1% QoQ



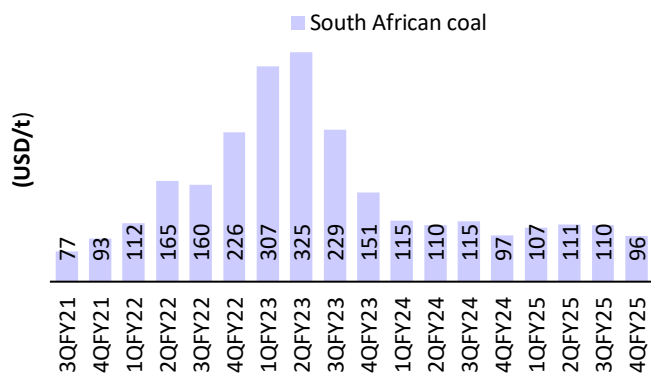
Source: MOFSL; E: MOFSL estimate

Exhibit 8: Expect EBITDA/t to decline 9% YoY (up 25% QoQ)



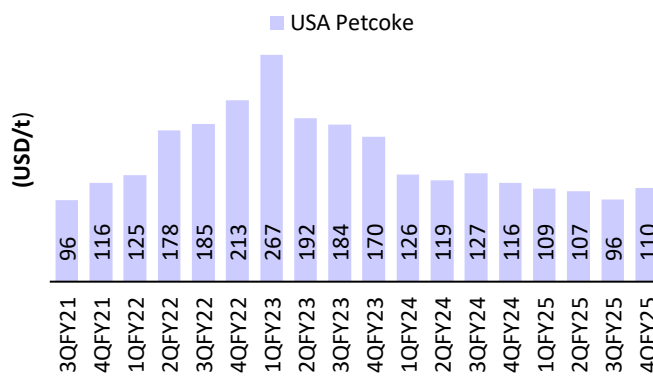
Source: Company, MOFSL; E: MOFSL estimate

Exhibit 9: Average South African coal price down ~1% YoY and ~13% QoQ in 4QFY25



Source: Bloomberg, MOFSL

Exhibit 10: Average US petcoke price down 5% YoY, up ~14% QoQ in 4QFY25



Source: Company, Industry

Exhibit 11: Key operating parameters

Companies	Volume (mt)			Realization (INR/t)			EBITDA (INR/t)		
	4QFY25E	YoY (%)	QoQ (%)	4QFY25E	YoY (INR)	QoQ (INR)	4QFY25E	YoY (INR)	QoQ (INR)
ACC	11.5	9.9	7.2	4,945	(226)	30	608	(194)	167
Ambuja Cements (Consol.)	19.1	15.1	15.6	5,153	(215)	(0)	752	(273)	215
Birla Corporation	5.0	2.1	10.0	5,107	(370)	92	721	(253)	170
Dalmia Bharat	8.9	1.1	33.5	4,775	(120)	2	946	203	180
India Cements	2.4	(3.4)	12.9	4,295	(817)	(38)	(518)	(710)	386
JK Cement	5.6	7.9	15.2	5,890	(85)	(125)	1,169	92	158
JK Lakshmi Cement	3.5	7.4	15.6	5,045	(415)	105	837	(195)	171
The Ramco Cements	5.9	7.8	35.4	4,534	(336)	11	782	22	143
Shree Cement	10.0	5.4	14.5	4,940	(381)	110	1,314	(78)	235
UltraTech Cement	41.7	19.0	37.4	5,520	(301)	(141)	1,104	(69)	153
Sector aggregate/avg.	102.1	11.9	25.8	5,228	(270)	(30)	965	(91)	193

Exhibit 12: Valuation summary

Company Name	M-cap (USD b)	CMP INR	Rating	EV/EBITDA (x)			EV/t (USD)			Net debt/EBITDA (x)		
				FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Cement												
UltraTech Cement	37.5	11,376	Buy	27.0	20.2	16.7	222	202	187	1.4	1.2	0.8
Shree Cement	12.4	30,176	Neutral	27.0	22.6	18.8	212	168	164	(1.4)	(1.0)	(0.9)
Ambuja Cements (Consol.)	12.0	529	Buy	28.2	20.1	14.8	177	143	137	(3.4)	(1.7)	(1.3)
ACC	4.2	1,951	Buy	13.2	10.0	7.3	85	80	76	(2.2)	(1.7)	(1.8)
JK Cement	4.4	4,939	Buy	21.4	17.5	14.5	198	159	158	2.1	1.9	1.5
Dalmia Bharat	3.8	1,788	Buy	13.5	11.5	9.8	82	82	82	0.7	0.8	0.6
The Ramco Cements	2.4	901	Neutral	17.8	14.5	12.1	119	114	113	3.5	2.8	2.2
JK Lakshmi	1.1	798	Buy	13.4	11.1	9.4	74	70	69	2.3	2.0	2.6
Birla Corp	1.0	1,095	Buy	10.5	8.4	6.9	64	60	58	2.9	2.2	1.6
India Cements	1.0	281	Sell	Loss	39.4	19.8	90	89	89	Loss	11.2	5.8

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

ACC

Buy

CMP: INR1,951 | TP: INR2,500 (+28%)
EPS CHANGE (%): FY25 | 26 | 27: +5.5 | -2.8 | -1.8

- Sales volume is expected to grow 10% YoY, whereas blended realization is expected to decline 4% YoY.
- EBITDA/t is expected to stand at INR608 vs. INR802/INR442 in 4QFY24/3QFY25.
- Variable cost/t is expected to increase 3% YoY and opex/t to decline 1%. OPM is expected to contract 3.2pp to ~12%.
- Adj. PAT is likely to decline 17% YoY to INR4.1b.

Standalone quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	52.0	44.3	49.2	54.0	51.6	46.1	52.6	56.7	199.5	207.0
Change (YoY %)	16.4	11.2	8.4	12.7	(0.9)	3.9	6.9	5.1	(10.2)	3.7
EBITDA	7.7	5.5	9.0	8.4	6.8	4.3	4.7	7.0	30.6	22.8
Change (YoY %)	80.8	3,456.3	138.7	79.5	(11.9)	(21.7)	(47.7)	(16.6)	140.5	(25.5)
Margin (%)	14.8	12.4	18.4	15.5	13.1	9.3	9.0	12.3	15.3	11.0
Depreciation	2.0	2.1	2.3	2.3	2.2	2.3	2.5	2.6	8.8	9.6
Interest	0.3	0.3	0.3	0.7	0.3	0.3	0.3	0.3	1.5	1.2
Other Income	0.8	2.1	0.8	1.2	0.7	1.5	1.1	1.0	4.9	4.4
PBT before EO Item	6.2	5.2	7.2	6.6	4.9	3.2	3.1	5.1	25.2	16.3
EO Income/(Expense)	0.0	0.0	0.0	0.0	0.0	0.0	11.7	0.0	0.0	11.7
PBT after EO Item	6.2	5.2	7.2	6.6	4.9	3.2	14.8	5.1	25.2	28.0
Tax	1.6	1.3	1.9	-0.9	1.3	0.8	3.9	1.0	3.9	7.0
Rate (%)	25.5	25.5	26.6	(13.2)	25.6	26.5	26.2	20.0	15.7	25.0
Reported PAT	4.6	3.8	5.3	7.5	3.7	2.3	10.9	4.1	21.2	21.0
Adjusted PAT	4.6	3.8	5.3	4.9	3.7	2.3	2.3	4.1	18.7	12.3
Change (YoY %)	108.8	NM	212.1	72.0	(21.1)	(39.1)	(57.3)	(16.9)	88.7	(33.9)

Ambuja Cements

Buy

CMP: INR529 | TP: INR650 (+23%)
EPS CHANGE (%): FY25 | 26 | 27: -2.4 | +3.6 | +2.2

- Consolidated volume is expected to increase ~15% YoY. However, on a like-to-like basis, volume is estimated to grow ~7% YoY.
- Blended realization is estimated to decline ~4% YoY (flat QoQ).
- EBITDA is estimated to decline 16% YoY.
- Consolidated EBITDA/t is expected to be INR752 vs. INR1,025/INR537 in 4QFY24/3QFY25.
- We estimate variable cost/t to increase ~3% YoY. Opex/t is likely to increase ~1% YoY.
- Depreciation is estimated to increase 61% YoY. Adjusted PAT (after MI) is estimated to decline 29% YoY.

Consolidated quarterly performance

(INR b)

Y/E December/March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	87.1	74.2	81.3	88.9	83.1	73.8	85.0	98.3	331.6	340.2
Change (YoY %)	8.5	4.1	2.8	11.6	-4.6	-0.6	4.6	10.5	6.5	2.6
EBITDA	16.7	13.0	17.3	17.0	12.8	9.7	8.9	14.3	64.0	45.7
Change (YoY %)	50.0	298.4	69.6	37.1	-23.2	-25.2	-48.9	-15.6	73.0	-28.5
Margin (%)	19.1	17.5	21.3	19.1	15.4	13.2	10.4	14.6	19.3	13.4
Depreciation	3.7	3.8	4.2	4.5	4.7	5.5	6.6	7.3	16.2	24.1
Interest	0.5	0.6	0.7	0.9	0.7	0.7	0.7	0.6	2.8	2.6
Other Income	2.6	4.8	1.9	2.3	3.5	3.7	2.4	3.9	11.7	13.6
PBT before JV profit/(loss)	15.1	13.4	14.4	13.9	11.0	7.3	4.0	10.3	56.7	32.6
Share of JV Profit	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.2	0.2
Extraordinary Inc./ (Exp.)	0.0	0.0	0.0	2.1	0.0	-0.2	19.4	0.0	2.1	19.2
PBT after EO Exp./ (Inc.)	15.1	13.4	14.5	16.0	11.0	7.1	23.4	10.5	59.0	52.0
Tax	3.8	3.5	3.6	0.8	3.1	2.4	5.2	2.6	11.6	13.4
Prior Period Tax Adj. and Reversal	0.0	0.0	0.0	2.6	0.0	0.0	-8.1	0.0	2.6	-8.1
Rate (%)	24.9	26.3	24.8	20.8	28.4	33.6	-12.2	25.0	19.7	10.2
Reported Profit	11.4	9.9	10.9	15.3	7.9	4.7	26.2	7.9	47.4	46.7
Minority Interest	2.3	1.9	2.7	4.7	1.4	0.2	5.0	4.1	11.6	10.7
Adj. Pat after MI	9.1	7.9	8.2	5.3	6.5	4.6	4.1	3.8	30.5	19.0
Change (YoY %)	20.4	579.6	52.6	(29.4)	(28.6)	(41.5)	(49.7)	(28.8)	8.2	(37.7)

Birla Corporation

Buy

CMP: INR1,095 | TP: INR1,320 (+21%)

EPS CHANGE (%): FY25|26|27: 1.9|-3.7|-3.0

- Volume is expected to grow 2% YoY. Blended realization is expected to decline 7% YoY.
- EBITDA/t is expected to stand at INR721 vs. INR974/INR551 in 4QFY24/3QFY25.
- Variable cost/t is estimated to decline 9% YoY and opex/t is estimated to decline 3% YoY.
- EBITDA is estimated to decline 24% YoY to INR3.6b, while adj. PAT is estimated to decline 45% YoY to INR1.0b.

Consolidated quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	24.1	22.9	23.1	26.6	21.9	19.5	22.6	25.3	96.6	89.3
Change (YoY %)	9.3	14.3	14.7	7.9	(9.1)	(14.6)	(2.4)	(4.8)	11.3	(7.6)
EBITDA	3.0	2.9	3.8	4.7	2.6	1.8	2.5	3.6	14.4	10.4
Change (YoY %)	14.9	207.4	162.1	72.2	-13.3	-38.7	-34.5	-24.5	86.2	-27.6
Margin (%)	12.4	12.6	16.4	17.8	11.8	9.1	11.0	14.1	14.9	11.7
Depreciation	1.4	1.4	1.4	1.5	1.5	1.5	1.4	1.4	5.8	5.7
Interest	1.0	1.0	1.0	0.8	0.9	0.9	0.8	0.9	3.7	3.4
Other Income	0.2	0.3	0.2	0.3	0.2	0.2	0.2	0.2	0.9	0.7
Profit before Tax	0.8	0.8	1.5	2.7	0.4	-0.4	0.4	1.4	5.7	1.9
EO (Income)/Expense	-	0.0	-	(0.1)	-	-	-	-	(0.1)	-
Profit before Tax after EO	0.8	0.8	1.5	2.7	0.4	-0.4	0.4	1.4	5.8	1.9
Tax	0.2	0.2	0.4	0.8	0.1	-0.1	0.1	0.4	1.6	0.5
Rate (%)	21.7	24.3	28.9	29.2	25.9	29.4	24.6	26.6	27.5	25.5
Reported PAT	0.6	0.6	1.1	1.9	0.3	-0.3	0.3	1.0	4.2	1.4
Adj. PAT	0.6	0.6	1.1	1.9	0.3	-0.3	0.3	1.0	4.2	1.4
Change (YoY %)	(16.2)	NM	NM	164.6	(45.4)	NM	(71.4)	(44.7)	1,052.2	(65.6)

Dalmia Bharat

Buy

CMP: INR1,788 | TP: INR2,150 (+20%)

EPS CHANGE (%): FY25|26|27: -5.8|-4.0|-2.5

- Sales volume is likely to grow 1% YoY. However, excluding JPA's volume of 0.6mt in 4QFY24, volume growth stood at ~9% in 4QFY25.
- EBITDA/t is expected to stand at INR946 vs. INR743/ INR767 in 4QFY24/3QFY25.
- Realization is expected to decline 2% YoY (flat QoQ).
- Variable cost/t is expected to decline 14% YoY. Opex/t is likely to decline 8% YoY.
- EBITDA is estimated to increase ~29% YoY. Adj. PAT is estimated to increase 10% YoY.

Consolidated quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	36.3	31.5	36.0	43.1	36.2	30.9	31.8	42.5	146.9	141.4
Change (YoY %)	10.0	6.0	7.4	10.1	-0.3	-2.0	-11.7	-1.3	8.5	-3.8
EBITDA	6.2	5.9	7.8	6.5	6.7	4.3	5.1	8.4	26.4	24.6
Change (YoY %)	5.3	55.4	21.0	-7.5	8.4	-26.3	-34.4	28.8	13.9	-6.9
Margin (%)	17.0	18.7	21.6	15.2	18.5	14.1	16.1	19.8	18.0	17.4
Depreciation	4.0	4.0	3.7	3.3	3.2	3.4	3.6	3.7	15.0	13.9
Interest	0.8	1.0	1.1	0.9	1.0	1.0	1.0	1.1	3.9	4.0
Other Income	0.5	0.9	0.6	1.2	0.5	0.7	0.4	0.6	3.2	2.2
PBT before EO Expense	1.9	1.7	3.6	3.5	3.1	0.7	0.8	4.3	10.7	8.9
Extra-Ord. Expense	0.0	0.0	0.0	0.0	1.1	0.0	0.0	0.0	0.0	1.1
PBT after EO Expense	1.9	1.7	3.6	3.5	1.9	0.7	0.8	4.3	10.7	7.8
Tax	0.4	0.5	1.0	0.3	0.5	0.2	0.2	1.4	2.2	2.3
Prior Period Tax Adj.	0.0	0.0	0.1	-0.6	0.0	0.1	0.0	0.0	-0.6	0.1
Rate (%)	22.2	27.9	24.7	26.7	16.0	20.5	22.9	31.9	15.0	30.0
Reported PAT	1.4	1.2	2.7	3.2	1.5	0.5	0.7	2.9	8.5	5.5
Minority + Associate	0.1	0.1	0.0	0.1	0.0	0.0	0.1	0.1	0.3	0.2
PAT Adj. for EO Items	1.2	1.2	2.7	2.5	2.3	0.6	0.6	2.8	7.6	6.2
Change (YoY %)	-36.9	325.0	33.8	-3.1	82.9	-53.8	-78.1	9.8	11.5	-19.3

Grasim Industries

Buy

CMP: INR2,618 | TP: INR3,120 (+19%)

EPS CHANGE (%): FY25|26|27: -7.8|-4.6|-3.2

- Revenue for VSF/Chemical segments is expected to increase 7%/13% YoY.
- EBITDA for the VSF segment is expected to decline 18% YoY and OPM is expected to contract 2.9pp YoY to ~9%.
- The Chemical segment's EBITDA is expected to increase 88% YoY and OPM is likely to expand 6.2pp YoY to ~16%.
- Standalone revenue is estimated to grow ~27% YoY. EBITDA is likely to decline 32% YoY to INR3.6b. OPM is estimated to contract 3.6pp YoY to ~4%.
- Interest/depreciation are estimated to increase ~58%/25% YoY. Net loss is expected to stand at INR996m vs Adj. PAT of INR2.3b in 4QFY24.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	62.4	64.4	64.0	67.7	68.9	76.2	81.2	86.3	258.5	312.6
Change (YoY %)	(14.0)	(4.5)	3.3	1.8	10.5	18.3	26.9	27.5	(3.7)	21.0
EBITDA	6.7	5.9	5.2	5.3	3.3	3.3	2.7	3.6	23.2	12.8
Change (YoY %)	(49.0)	(37.9)	9.5	23.6	(51.7)	(45.2)	(48.2)	(31.6)	(27.2)	(44.7)
Margin (%)	10.8	9.2	8.2	7.8	4.7	4.3	3.3	4.2	9.0	4.1
Depreciation	2.9	2.9	3.0	3.4	3.5	4.1	4.2	4.2	12.2	16.0
Interest	1.1	1.1	1.1	1.2	1.4	1.6	1.8	1.9	4.4	6.7
Other Income	1.2	7.6	1.2	2.6	0.9	12.9	1.0	1.2	12.6	16.0
PBT before EO Items	4.0	9.6	2.4	3.3	-0.7	10.5	-2.3	-1.4	19.2	6.1
Extraordinary Inc./ (Exp.)	-	-	-	(7.2)	-	(0.5)	-	-	(7.2)	(0.5)
PBT after EO Items	4.0	9.6	2.4	-3.9	-0.7	10.0	-2.3	-1.4	12.0	5.6
Tax	0.4	1.6	0.0	0.5	-0.2	2.8	-0.6	-0.4	2.6	1.6
Rate (%)	10.2	16.8	1.2	(13.5)	25.8	28.0	26.8	27.8	21.3	28.9
Reported PAT	3.6	7.9	2.4	-4.4	-0.5	7.2	-1.7	-1.0	9.5	4.0
Prior period tax Adj.	-	-	-	-	-	-	-	-	-	-
Adj. PAT	3.6	7.9	2.4	2.3	-0.5	7.6	-1.7	-1.0	16.2	4.4
Change (YoY %)	(56.1)	(22.9)	46.9	145.3	(114.7)	(4.7)	(171.4)	(143.4)	(22.8)	(72.9)

India Cements

Sell

CMP: INR281 | TP: INR300 (+7%)

EPS CHANGE (%): FY25|26|27: N.A.|N.A.|N.A

- Sales volume is expected to decline 3% YoY and blended realization is likely to decline 16% YoY.
- Operating loss/t is estimated at INR518 vs. EBITDA/t of INR192 in 4QFY24 and operating loss/t of INR904 in 3QFY25.
- ICEM is now a subsidiary of UTCCEM.
- Variable cost/t is expected to decline 2% YoY. Total opex/t is likely to decline 2% YoY.
- ICEM is estimated to report a net loss of INR1.1b vs. a loss of INR435m/INR2.6b in 4QFY24/3QFY25.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	13.9	12.2	10.8	12.5	9.7	10.2	9.0	10.1	49.4	39.0
Change (YoY %)	(3.7)	(2.6)	(11.3)	(14.7)	(30.3)	(16.8)	(16.5)	(18.8)	(8.1)	(21.0)
EBITDA	0.1	0.1	0.5	0.5	(0.3)	(1.6)	(1.9)	(1.2)	1.1	(5.1)
Change (YoY %)	(83.7)	NM	NM	NM	NM	NM	NM	NM	NM	NM
Margin (%)	0.4	0.7	4.5	3.8	(3.2)	(16.1)	(20.9)	(12.1)	2.2	(12.9)
Depreciation	0.5	0.5	0.6	0.6	0.6	0.5	0.6	0.5	2.2	2.2
Interest	0.6	0.6	0.6	0.6	0.8	0.7	0.7	0.2	2.4	2.5
Other Income	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.5	0.4
PBT before EO Expense	(1.0)	(1.0)	(0.5)	(0.5)	(1.6)	(2.8)	(3.1)	(1.9)	(3.0)	(9.4)
Extra-Ord. Expense	-	-	(0.3)	(0.2)	(2.4)	(0.1)	1.9	-	(0.4)	(0.6)
PBT	(1.0)	(1.0)	(0.2)	(0.3)	0.8	(2.7)	(5.0)	(1.9)	(2.5)	(8.8)
Tax	(0.2)	(0.2)	(0.1)	(0.0)	0.2	(0.3)	(0.7)	(0.8)	(0.5)	(1.6)
Rate (%)	23.9	17.6	31.3	10.9	26.6	12.6	13.7	40.7	20.5	18.0
Reported PAT	(0.8)	(0.8)	(0.2)	(0.3)	0.6	(2.4)	(4.3)	(1.1)	(2.0)	(7.2)
Tax	-	-	-	-	-	-	-	-	-	-
Adj. PAT	(0.8)	(0.8)	(0.3)	(0.4)	(1.2)	(2.5)	(2.6)	(1.1)	(2.3)	(7.4)
Change (YoY %)	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Margin (%)	(5.4)	(6.7)	(3.2)	(3.5)	(12.3)	(24.2)	(29.3)	(11.1)	(4.7)	(19.0)

JK Cement

Buy

CMP: INR4,939 | TP: INR6,000 (+21%)

EPS CHANGE (%): FY25|26|27: 5.9|-0.9|-3.2

- JKCE's volume is expected to grow 8% YoY. Blended realization is estimated to decline 1% YoY and ~2% QoQ.
- EBITDA/t is estimated at INR1,169 vs. INR1,077/INR1,010 in 4QFY24/3QFY25.
- Variable cost/t is estimated to decline 10% YoY. Opex/t is estimated to decline ~4% YoY.
- EBITDA is estimated to increase ~17% YoY, while Adj. PAT is estimated to increase ~41% YoY.

Consolidated quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	27.6	27.5	29.3	31.1	28.1	25.6	29.3	33.0	115.6	116.0
Change (YoY %)	21.7	23.1	20.5	11.8	1.6	(7.0)	(0.2)	6.4	18.9	0.4
EBITDA	4.1	4.7	6.3	5.6	4.9	2.8	4.9	6.6	20.6	19.2
Change (YoY %)	1.0	48.8	152.7	60.2	19.2	-39.2	-21.3	17.1	56.7	-6.9
Margin (%)	14.8	17.0	21.3	18.0	17.3	11.1	16.8	19.8	17.8	16.5
Depreciation	1.3	1.4	1.4	1.5	1.5	1.5	1.5	1.5	5.7	5.9
Interest	1.1	1.2	1.1	1.1	1.1	1.2	1.1	1.2	4.5	4.6
Other Income	0.3	0.3	0.4	0.5	0.4	0.4	0.4	0.5	1.5	1.8
PBT before EO Expense	2.0	2.4	4.1	3.4	2.7	0.5	2.8	4.4	11.9	10.4
Extra-Ord. Expense	0.2	-	-	(0.1)	-	(1.0)	-	-	0.1	(1.0)
PBT	1.8	2.4	4.1	3.5	2.7	1.6	2.8	4.4	11.8	11.4
Tax	0.7	0.7	1.3	1.3	0.9	0.2	0.9	1.4	3.9	3.3
Profit from Associate and MI	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.1	(0.0)	-	(0.0)	0.1
Tax-Rate (%)	37.2	26.9	30.6	36.7	32.3	12.2	32.1	30.9	32.4	29.0
Reported PAT	1.1	1.8	2.8	2.2	1.9	1.3	1.9	3.0	8.0	8.0
Adj. PAT	1.2	1.8	2.8	2.1	1.9	0.4	1.9	3.0	8.0	7.1
Change (YoY %)	(23.7)	59.8	628.0	90.3	49.3	(80.0)	(33.3)	41.3	87.9	(11.1)
Margin (%)	4.5	6.5	9.7	6.9	6.6	1.4	6.5	9.1	6.9	6.1

JK Lakshmi

Buy

CMP: INR798 | TP: INR970 (+22%)

EPS CHANGE (%): FY25|26|27: -1.9|-1.1|1.3

- Sales volume is expected to increase 7% YoY. Realization is estimated to decline ~8% YoY.
- EBITDA/t is estimated at INR837 vs. INR1,032/INR666 in 4QFY24/3QFY25.
- We expect opex/t to decline ~5% YoY. Variable cost/t is expected to decline ~16% YoY.
- Depreciation/interest costs are expected to increase 11%/4% YoY. Adj. PAT is estimated to decline ~8% YoY.

Consolidated quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	17.3	15.7	17.0	17.8	15.6	12.3	15.0	17.7	67.9	60.6
Change (YoY %)	4.6	14.6	9.0	(4.4)	(9.6)	(21.6)	(12.1)	(0.8)	5.2	(10.7)
EBITDA	2.0	2.2	3.0	3.4	2.2	0.9	2.0	2.9	10.5	8.1
Change (YoY %)	(23.6)	32.5	63.1	44.6	13.3	(58.9)	(33.2)	(12.9)	25.4	(23.4)
Margin (%)	11.3	13.8	17.7	18.9	14.2	7.2	13.5	16.6	15.5	13.3
Depreciation	0.6	0.6	0.7	0.7	0.7	0.7	0.8	0.8	2.5	3.0
Interest	0.3	0.3	0.4	0.4	0.5	0.4	0.5	0.5	1.5	1.8
Other Income	0.1	0.1	0.2	0.3	0.1	0.1	0.1	0.2	0.7	0.5
PBT before EO Expense	1.2	1.4	2.1	2.5	1.2	(0.2)	0.9	1.9	7.2	3.8
Extra-Ord. Exp. (Inc.)	-	-	(0.1)	-	-	-	-	-	(0.1)	-
PBT	1.2	1.4	2.2	2.5	1.2	(0.2)	0.9	1.9	7.3	3.8
Tax	0.4	0.5	0.7	0.9	0.5	(0.1)	0.3	0.6	2.4	1.3
Prior Period Tax Adj.	-	-	-	-	-	-	-	-	-	-
Rate (%)	32.7	32.0	32.7	35.1	43.6	46.2	29.7	30.1	33.4	33.3
Reported PAT	0.8	1.0	1.5	1.6	0.7	(0.1)	0.6	1.4	4.9	2.5
Adj. PAT	0.0	0.0	0.1	0.1	(0.1)	0.0	0.0	(0.1)	0.2	(0.1)
Change (YoY %)	0.8	0.9	1.4	1.6	0.7	(0.1)	0.6	1.4	4.7	2.6
Margin (%)	4.5	5.9	8.1	8.8	4.5	-1.1	4.0	8.2	6.9	4.3

The Ramco Cements

Neutral

CMP: INR901 | TP: INR900 (-)
EPS CHANGE (%): FY25|26|27: -1.2|-3.1|-3.8

- Volume is expected to increase 8% YoY and realization is expected to decline ~7% YoY.
- EBITDA/t is estimated at INR782 vs. INR760/INR639 in 4QFY24/3QFY25.
- Variable cost/t is expected to decline 14% YoY. Opex/t is expected to decline 9% YoY.
- EBITDA is estimated to increase 11% YoY to INR4.6b. Adj. PAT is estimated to increase ~7% YoY.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	22.4	23.3	21.1	26.7	20.9	20.4	19.8	26.8	93.5	87.9
Change (YoY %)	26.4	30.5	4.8	4.0	(6.8)	(12.5)	(6.2)	0.4	14.9	(6.0)
EBITDA	3.4	4.0	4.0	4.2	3.2	3.1	2.8	4.6	15.5	13.7
Change (YoY %)	13.6	116.9	38.9	1.0	(6.5)	(21.7)	(29.3)	11.0	31.4	(11.5)
Margin (%)	15.2	17.1	18.8	15.6	15.3	15.3	14.1	17.3	16.6	15.6
Depreciation	1.5	1.6	1.7	1.7	1.7	1.7	1.7	1.8	6.4	6.9
Interest	0.9	1.2	1.0	1.0	1.1	1.2	1.1	1.1	4.2	4.6
Other Income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.4	0.4
PBT before EO Expense	1.1	1.4	1.3	1.6	0.5	0.3	0.0	1.8	5.4	2.7
Extra-Ord Exp./ (Inc.)	-	-	-	-	-	-	(3.3)	-	-	(3.3)
PBT	1.1	1.4	1.3	1.6	0.5	0.3	3.3	1.8	5.4	6.0
Tax	0.3	0.4	0.4	0.4	0.1	0.1	0.1	0.5	1.5	0.8
Prior Year Tax Adj.	-	-	-	-	-	-	-	-	-	-
Rate (%)	27.0	26.7	30.8	25.2	26.3	26.9	2.4	27.9	27.3	13.5
Reported PAT	0.8	1.0	0.9	1.2	0.4	0.3	3.3	1.3	3.9	5.2
Adj. PAT	0.8	1.0	0.9	1.2	0.4	0.3	0.0	1.3	3.9	1.9
Change (YoY %)	(29.7)	783.2	38.6	(20.4)	(55.0)	(74.7)	(96.6)	7.1	15.0	(50.8)
Margins (%)	3.5	4.3	4.4	4.5	1.7	1.3	0.2	4.8	4.2	2.2

Shree Cement

Neutral

CMP: INR30,716 | TP: INR28,000 (-7%)
EPS CHANGE (%): FY25|26|27: +3.5|+3.7|+2.6

- Volume is expected to increase 5% YoY and blended realization is likely to dip 7% YoY.
- We estimate EBITDA/t at INR1,314 vs. INR1,392/INR1,079 in 4QFY24/3QFY25.
- Variable cost/t is estimated to decline 15% YoY. Opex/t is estimated to decline 8% YoY.
- Depreciation is estimated to increase ~21% YoY. Adj. PAT is estimated to decline ~35% YoY.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	49.7	45.6	49.0	50.7	48.3	37.3	42.4	49.6	195.0	177.6
Change (YoY %)	18.3	20.6	20.4	6.0	-2.7	-18.3	-13.6	-2.2	15.8	-8.9
EBITDA	9.3	8.7	12.3	13.3	9.2	5.9	9.5	13.2	43.6	37.8
Change (YoY %)	13.9	66.3	74.3	48.7	-1.7	-31.9	-23.3	-0.5	48.3	-13.5
Margin (%)	18.8	19.1	25.2	26.2	19.0	15.9	22.3	26.6	22.4	21.3
Depreciation	3.1	3.3	3.5	6.3	6.4	6.7	7.5	7.6	16.1	28.2
Interest	0.8	0.7	0.6	0.6	0.6	0.6	0.5	0.5	2.6	2.2
Other Income	1.6	1.3	1.4	1.4	1.3	1.8	1.1	1.0	5.6	5.3
PBT before EO Exp.	7.1	6.0	9.7	7.7	3.5	0.4	2.6	6.1	30.5	12.6
Extra-Ord. Exp./ (Inc.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PBT	7.1	6.0	9.7	7.7	3.5	0.4	2.6	6.1	30.5	12.6
Tax	1.3	1.1	2.3	1.1	0.3	-0.5	0.3	1.7	5.8	1.9
Rate (%)	18.2	17.6	24.0	14.3	9.4	-108.1	11.4	28.8	19.0	15.0
Reported PAT	5.8	4.9	7.3	6.6	3.2	0.9	2.3	4.3	24.7	10.7
Prior Period Tax Adj.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adj. PAT	5.8	4.9	7.3	6.6	3.2	0.9	2.3	4.3	24.7	10.7
Change (YoY %)	84.2	159.1	165.3	68.8	-45.3	-81.0	-68.8	-34.6	110.3	-56.5

UltraTech Cement

Buy

CMP: INR11,376 | TP: INR13,700 (+21%)

EPS CHANGE (%): FY25|26|27: +1.0|+1.8|+1.5

- Sales volume (consolidated) is expected to increase 19% YoY, aided by inorganic growth. However, on a like-to-like basis, UTCCEM's volume growth is estimated at ~8% YoY.
- Blended realization is likely to decline 5% YoY.
- RMC revenue is expected to increase 15% YoY, whereas white cement revenue is expected to decline 6% YoY.
- Variable cost per ton is estimated to decline 7% YoY and opex/t is likely to dip 5% YoY.
- We expect EBITDA/t at INR1,104. However, EBITDA/t (consol.) on a like-to-like basis is estimated at INR1,201 vs. INR1,173/INR951 in 4QFY24/3QFY25.
- Depreciation/interest expenses are estimated to increase 27%/126% YoY. Adj. PAT is expected to increase 6% YoY.

Consolidated performance

(INR b)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	177.4	160.1	167.4	204.2	180.7	156.3	171.9	230.4	709.1	739.4
Change (YoY %)	17.0	15.3	7.9	9.4	1.9	-2.4	2.7	12.8	12.1	4.3
EBITDA	30.5	25.5	32.5	41.1	30.4	20.2	28.9	46.1	129.7	125.5
Change (YoY %)	-1.5	36.7	39.3	23.8	-0.3	-20.9	-11.3	12.0	22.1	-3.2
Margin (%)	17.2	15.9	19.4	20.1	16.8	12.9	16.8	20.0	18.3	17.0
Depreciation	7.5	8.0	7.8	8.1	8.4	9.0	9.2	10.3	31.5	37.0
Interest	2.1	2.3	2.6	2.6	2.6	3.2	3.8	5.9	9.7	15.5
Other Income	1.7	1.7	1.4	1.4	1.7	2.2	2.4	2.0	6.2	8.3
PBT before EO Expense	22.6	16.9	23.5	31.7	21.1	10.2	18.3	31.9	94.7	81.4
Extra-Ord. Expense	-	-	-	0.72	(0.33)	-	-	-	0.72	(0.33)
PBT after EO Expense	22.6	16.9	23.5	31.0	21.4	10.2	18.3	31.9	94.0	81.8
Tax	5.8	4.1	5.8	8.5	4.5	1.9	3.6	7.5	24.2	17.4
Prior Period Tax Adj.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Rate (%)	25.5	24.3	24.7	27.5	20.9	18.8	19.5	23.5	25.7	21.3
Reported PAT	16.9	12.8	17.7	22.5	16.9	8.3	14.7	24.4	69.8	64.3
Minority Interest	0.0	0.0	-0.1	-0.1	0.0	0.1	0.1	-0.1	-0.2	0.0
Adj. PAT	16.9	12.8	17.8	23.1	16.7	8.2	14.7	24.4	70.6	64.1
Change (YoY %)	6.3	69.6	67.9	38.7	-1.0	-36.0	-17.3	5.8	39.2	-9.2

Chemicals

Company

Alkyl Amines

Atul

Clean Science

Deepak Nitrite

Fine Organics

Galaxy Surfactants

Navin Fluorine

NOCIL

PI Industries

SRF

Tata Chemicals

Vinati Organics

Expecting decent end to FY25

- Brent crude prices remained benign at USD75.8/bbl in 4QFY25, with a significant increase in supply outpacing demand growth, leading to a market surplus and downward pressure on prices. Additionally, the impending imposition of tariffs by the US has raised concerns about weaker economic activity and lower fuel demand, leading to a decline in derivative prices.
- Prices of organic compounds, such as Butadiene (Korea)/Benzene, decreased 4%/19% YoY in Mar'25, while prices of Toluene (Korea) decreased 21% YoY, and Propylene (Korea) remained flat YoY Mar'25. Prices of other key materials, such as Acetic Acid/Aniline/ACN/Acetone/IPA, dipped 2%/14%/14%/16%/25% YoY in Mar'25. Blended Phenol and Acetone spread stood at INR73/kg in 4QFY25 (down 10% YoY). Ammonia prices increased 34% YoY to INR35/kg in 4QFY25.
- **We estimate our coverage universe to report: 1) sales growth of 8% YoY, 2) EBITDA growth of 10% YoY, and 3) a PAT growth of 13% YoY in 4QFY25. Aggregate gross margin is likely to contract 80bp YoY. Aggregate EBITDAM may expand 30bp YoY and 10bp QoQ. Margin contraction (YoY) is anticipated for DN, FINEORG, GALSURF, NOCIL, and PI. The aggregate PAT margin is likely to expand 50bp YoY in 4QFY25.**
- In the first two months of 4QFY25, seven out of 12 companies in our coverage universe saw an uptick in total export value. DN, NFIL, NOCIL, SRF, and PI have shown a YoY decline, while the rest have grown in value terms. INR vs. USD has also depreciated ~3% YoY in 4QFY25, making export revenue appear optically higher on a YoY basis.
- The commissioning of new capacities was delayed by companies over the course of FY25, although none of them were shelved completely, given the promising long-term volume offtake for the products. However, we expect a migration of chemical industries towards the US, the Middle East, and Africa in the long term, where cheaper feedstock is available. The valuation multiples of companies remain elevated. **We have a BUY rating on ATLP, GALSURF, PI, SRF and VO.**

Exhibit 1: Expected 4QFY24 performance summary

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Alkyl Amines	1685	Neutral	3,917	9.8	5.5	820	19.1	15.2	522	35.9	19.4
Atul	5796	Buy	14,148	16.7	-0.1	1,817	23.1	-18.9	835	42.1	-28.7
Clean Science	1216	Neutral	2,545	11.9	5.7	1,064	12.6	8.0	729	3.7	11.0
Deepak Nitrite	1986	Neutral	19,184	-9.8	0.8	1,888	-37.3	12.0	1,095	-44.1	11.6
Fine Organic	4121	Sell	5,990	14.9	14.9	1,494	13.0	43.4	1,238	18.2	39.1
Galaxy Surfactants	2091	Buy	10,050	8.2	-3.5	689	-32.3	-34.8	352	-54.6	-45.5
Navin Fluorine	4195	Neutral	6,963	15.7	14.9	1,839	67.1	24.9	1,035	47.1	23.9
NOCIL	178	Neutral	3,350	-6.0	5.3	389	-10.3	63.6	318	-22.7	71.7
P I Industries	3451	Buy	17,698	1.7	-6.9	4,315	-2.3	-15.7	3,093	-16.3	-17.0
SRF	2879	Buy	41,608	16.6	19.2	8,916	25.3	36.4	4,700	7.3	53.9
Tata Chemicals	840	Neutral	36,867	6.1	2.7	5,048	14.0	16.3	1,365	LP	LP
Vinati Organics	1578	Buy	6,151	11.8	17.9	1,810	20.5	26.8	1,247	19.3	30.5
Chemicals			1,68,472	7.5	5.8	30,090	9.6	12.0	16,529	12.9	22.1

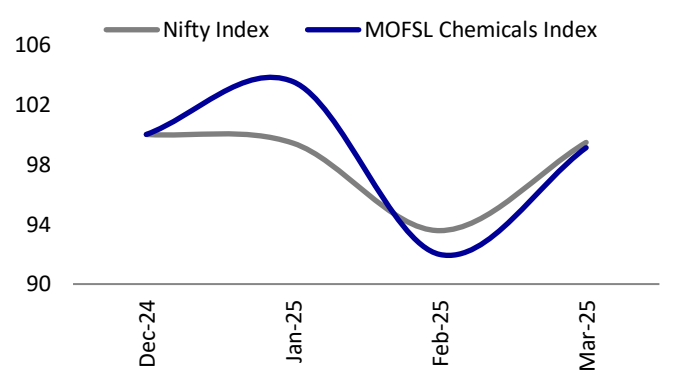
Aman Chowdhary - Research Analyst (Aman.Chowdhary@MotilalOswal.com)

Sumant Kumar - Research Analyst (Sumant.Kumar@MotilalOswal.com)

Exhibit 2: Comparative valuations

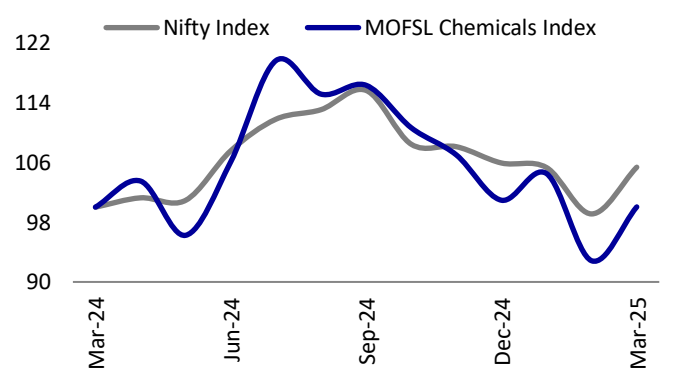
Company Name	CMP INR	RECO	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Chemicals						44.6	32.1	25.7	4.1	3.7	3.3	9.1	11.5	12.9
Alkyl Amines	1,685	Neutral	37.6	51.7	67.6	44.8	32.6	24.9	6.2	5.5	4.8	14.5	17.9	20.6
Atul	5,796	Buy	153.5	198.8	240.5	37.8	29.2	24.1	3.1	2.9	2.6	8.5	10.2	11.3
Clean Science	1,216	Neutral	24.8	35.1	43.0	49.1	34.6	28.3	9.0	7.4	6.0	20.0	23.4	23.4
Deepak Nitrite	1,986	Neutral	44.3	66.8	74.0	44.8	29.7	26.8	5.1	4.4	3.9	11.9	15.9	15.4
Fine Organic	4,121	Sell	138.6	117.6	118.8	29.7	35.1	34.7	5.6	4.9	4.3	20.7	14.9	13.3
Galaxy Surfactants	2,091	Buy	74.5	85.3	101.3	28.1	24.5	20.6	3.1	2.9	2.6	11.6	12.2	13.1
Navin Fluorine	4,195	Neutral	60.0	83.5	96.0	70.0	50.3	43.7	8.0	7.2	6.4	11.9	15.1	15.5
NOCIL	178	Neutral	7.1	8.2	12.2	24.9	21.6	14.5	1.7	1.6	1.5	6.9	7.6	10.7
P I Industries	3,451	Buy	107.8	118.5	136.9	32.0	29.1	25.2	5.1	4.4	3.8	17.3	16.4	16.3
SRF	2,879	Buy	42.7	71.6	100.1	67.5	40.2	28.8	7.0	6.2	5.2	10.7	16.3	19.7
Tata Chemicals	840	Neutral	18.2	42.3	58.1	46.0	19.9	14.5	1.0	0.9	0.9	2.1	4.8	6.3
Vinati Organics	1,578	Buy	39.8	50.6	60.8	39.7	31.2	26.0	5.9	5.1	4.4	15.7	17.6	18.3

Exhibit 3: Relative performance – three-month (%)



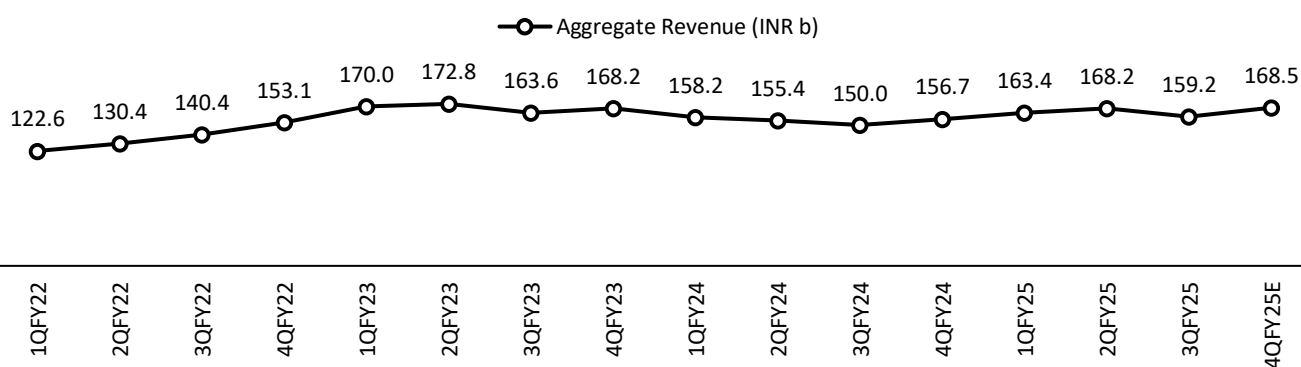
Source: Bloomberg, MOFSL

Exhibit 4: Relative performance – one-year (%)

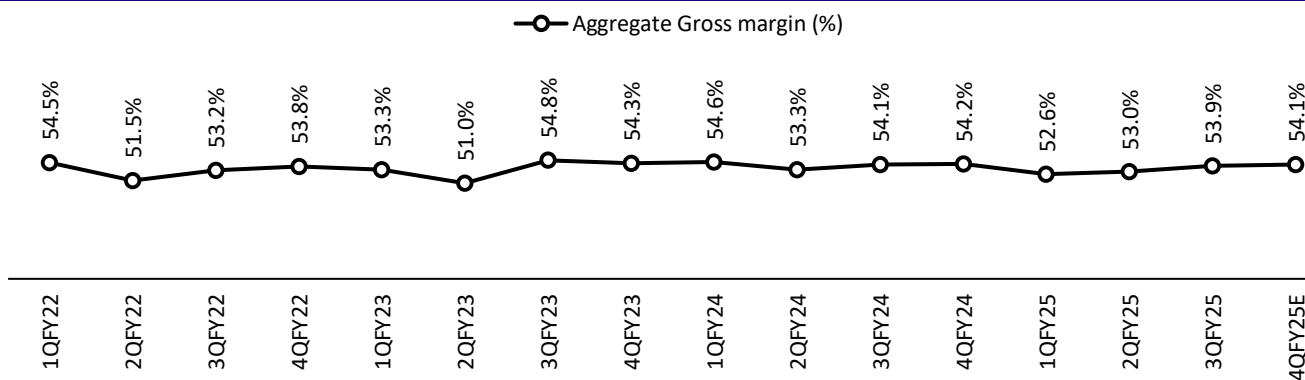


Source: Bloomberg, MOFSL

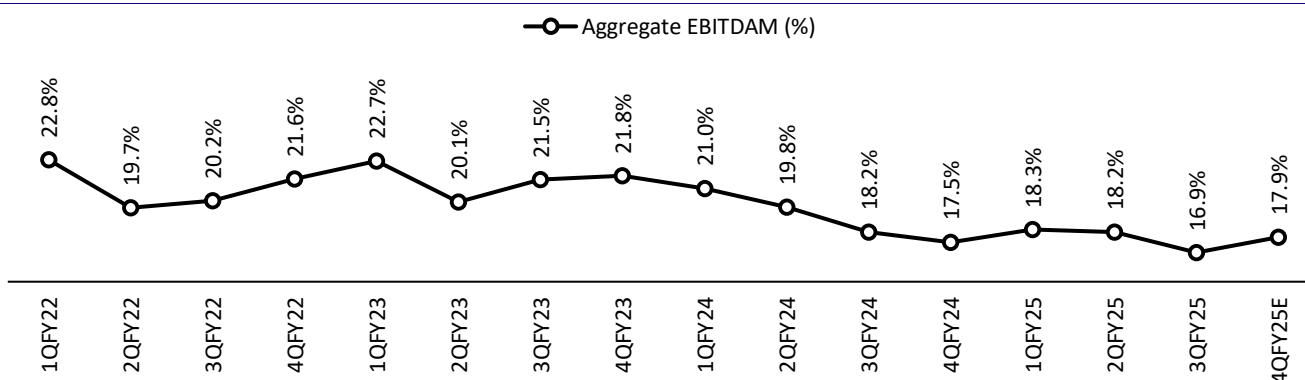
Exhibit 5: Revenue snapshot for our coverage universe



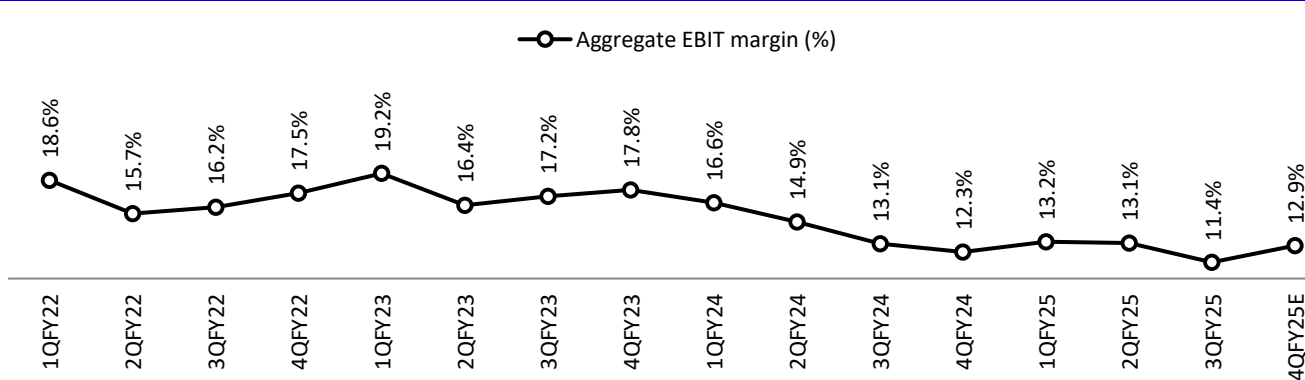
Source: Company, MOFSL

Exhibit 6: Gross margin snapshot for our coverage universe


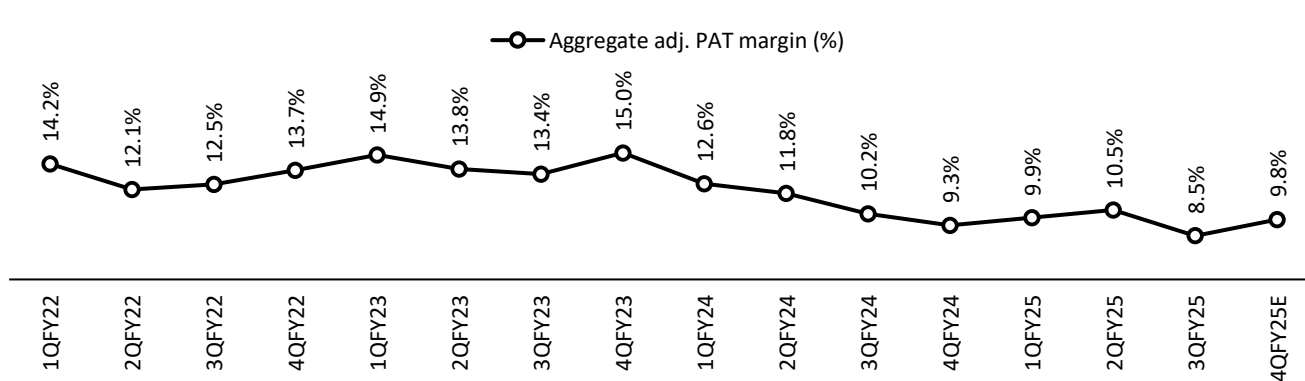
Source: Company, MOFSL

Exhibit 7: EBITDAM snapshot for our coverage universe


Source: Company, MOFSL

Exhibit 8: EBIT margin snapshot for our coverage universe


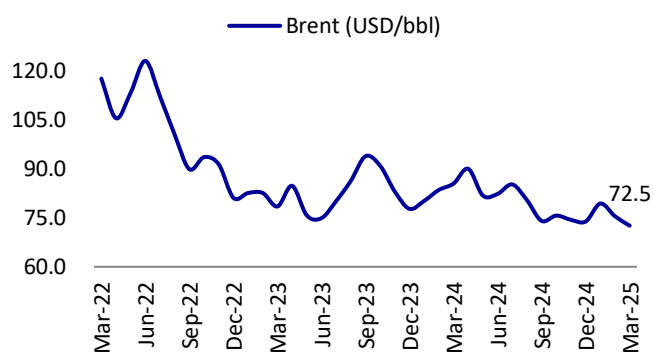
Source: Company, MOFSL

Exhibit 9: PAT margin snapshot for our coverage universe


Source: Company, MOFSL

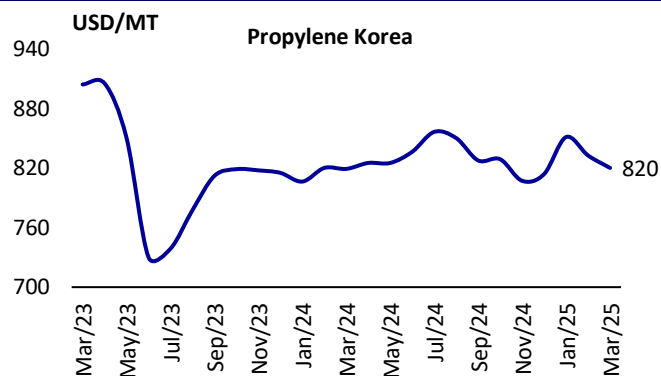
Trends in key RM and product prices

Exhibit 10: Brent crude price down 15% YoY



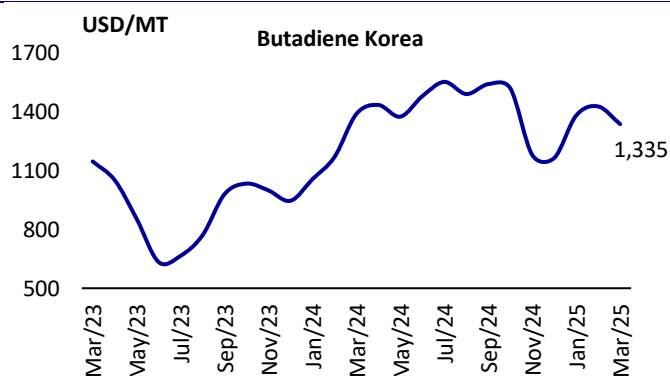
Source: Reuters, MOFSL

Exhibit 11: Propylene (Korea) price down 1% YoY



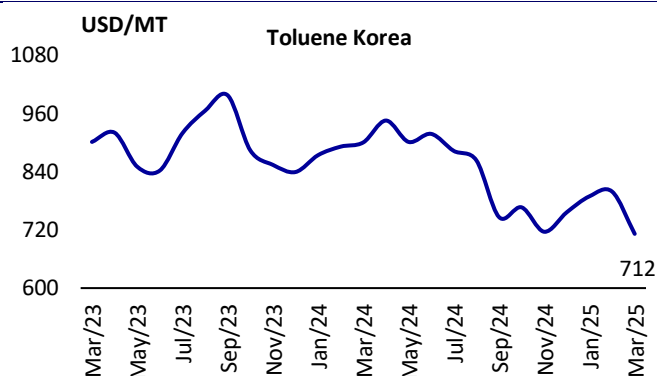
Source: Bloomberg, MOFSL

Exhibit 12: Butadiene price down 3% YoY



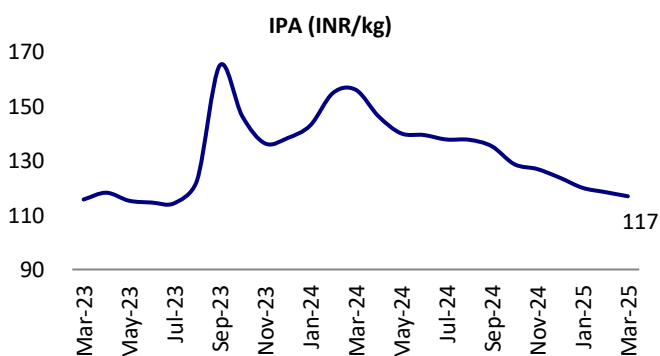
Source: Bloomberg, MOFSL

Exhibit 13: Toluene (Korea) price down 21% YoY



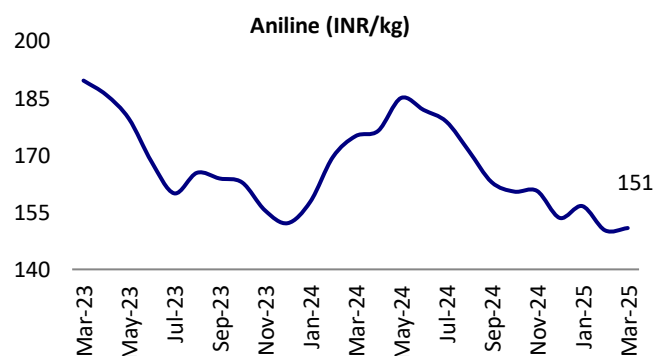
Source: Bloomberg, MOFSL

Exhibit 14: IPA price down 25% YoY



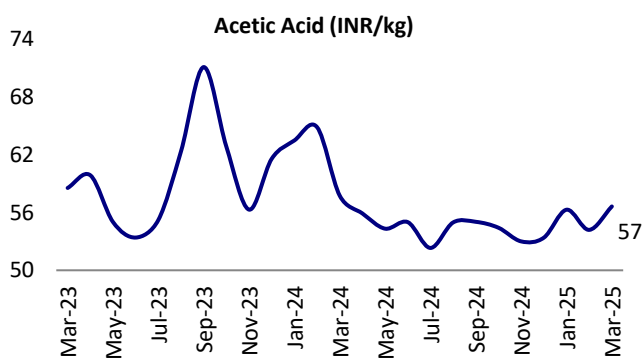
Source: IndiaPetroChem, MOFSL

Exhibit 15: Aniline price down 14% YoY



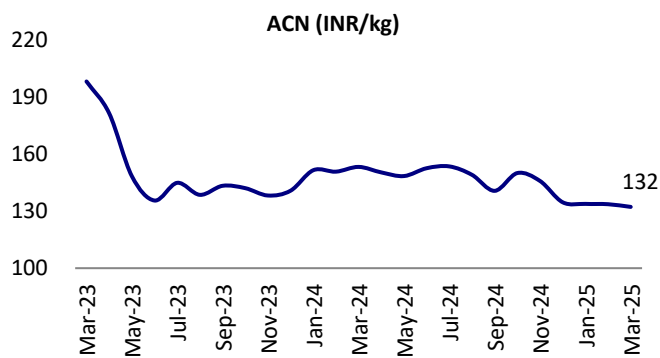
Source: IndiaPetroChem, MOFSL

Exhibit 16: Acetic Acid price down 2% YoY



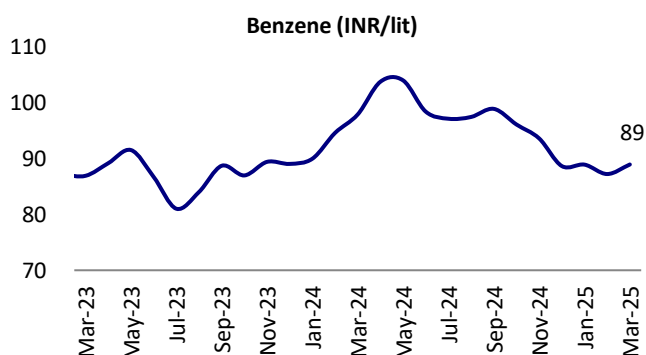
Source: IndiaPetroChem, MOFSL

Exhibit 17: ACN price down 14% YoY



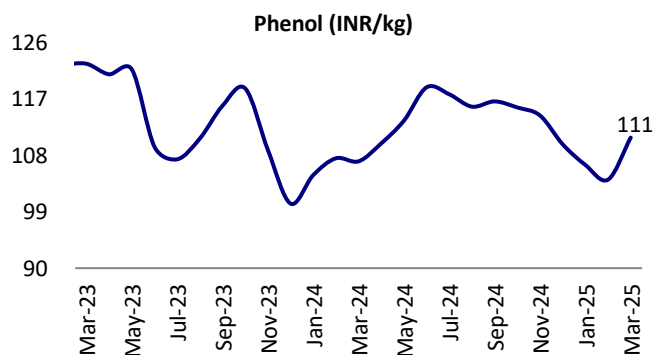
Source: IndiaPetroChem, MOFSL

Exhibit 18: Benzene price down 9% YoY



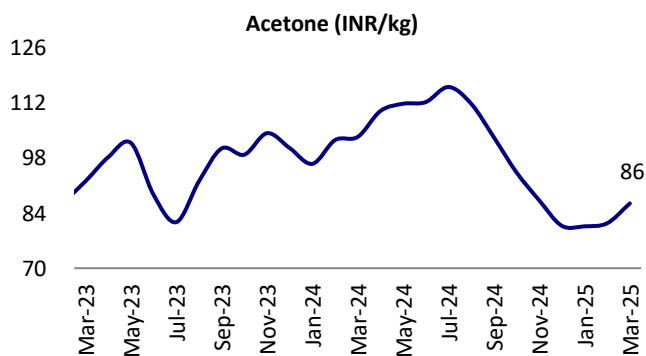
Source: IndiaPetroChem, MOFSL

Exhibit 19: Phenol price up 4% YoY



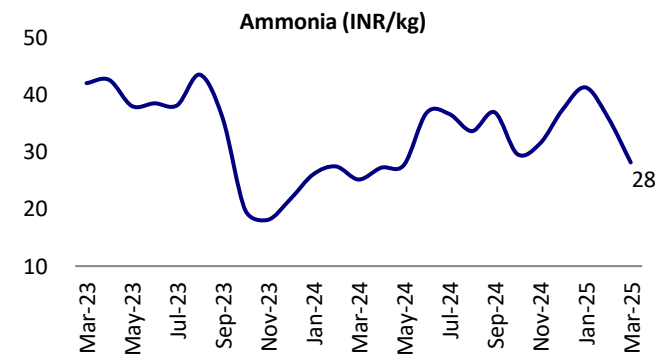
Source: IndiaPetroChem, MOFSL

Exhibit 20: Acetone price down 16% YoY



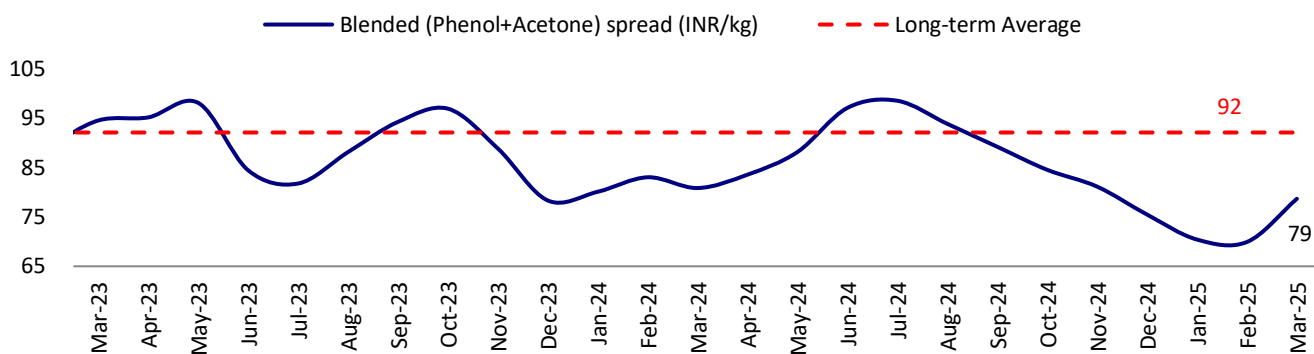
Source: IndiaPetroChem, MOFSL

Exhibit 21: Ammonia price up 12% YoY



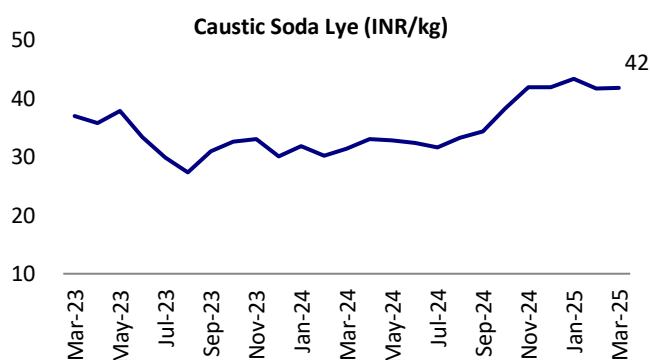
Source: IndiaPetroChem, MOFSL

Exhibit 22: Blended Phenol and Acetone spread down 3% YoY



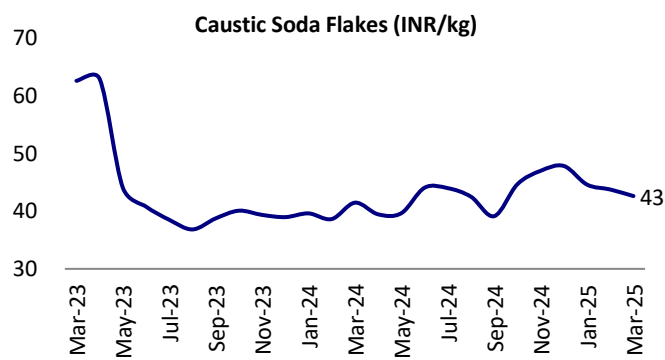
Source: IndiaPetroChem, MOFSL

Exhibit 23: Caustic Soda Lye price up 33% YoY



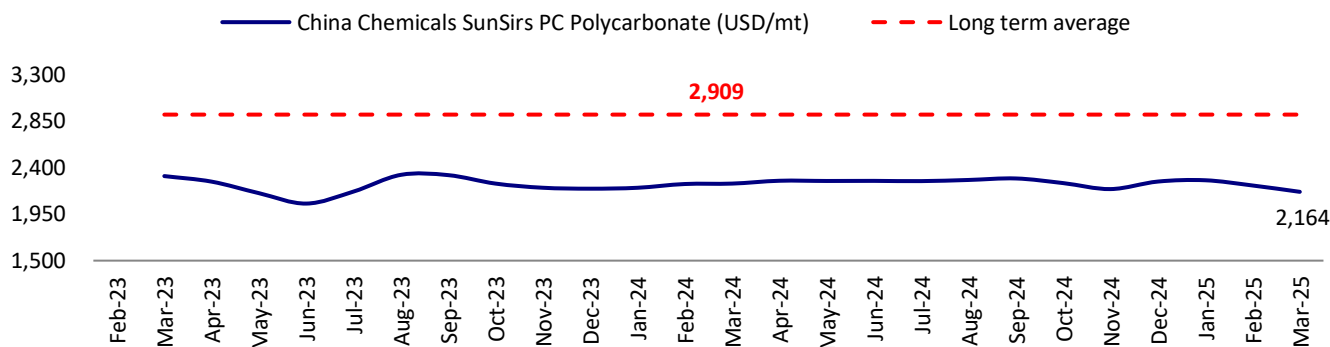
Source: IndiaPetroChem, MOFSL

Exhibit 24: Caustic Soda Flakes price up 3% YoY



Source: IndiaPetroChem, MOFSL

Exhibit 25: Polycarbonate price down 4% YoY



Source: Bloomberg, MOFSL

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Alkyl Amines

Neutral
CMP: INR1,685 | TP: INR1,690 (0%)
EPS CHANGE (%): FY25|26: +4|+1

- Expect revenue to increase 10% YoY and EBITDA to increase 19% YoY.
- Key monitorables: Stabilization of the Ethylamines plant and update on ACN market conditions post the ADD imposition.
- Expect EBITDA margin to expand 160bp YoY to 20.9% in 4QFY25.
- Watch out for updates on the progress of new products and ADD probe on MIPA.

Standalone - Quarterly Snapshot

(InR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	4,098	3,522	3,221	3,566	3,997	4,149	3,712	3,917	14,406	15,775
YoY Change (%)	-13.5	-13.9	-17.1	-13.5	-2.5	17.8	15.3	9.8	-14.4	9.5
Gross Margin (%)	44.7%	45.7%	47.6%	49.2%	47.0%	45.4%	48.4%	49.4%	46.7%	47.5%
EBITDA	740	483	596	689	791	735	712	820	2,507	3,059
Margin (%)	18.1	13.7	18.5	19.3	19.8	17.7	19.2	20.9	17.4	19.4
Depreciation	122	125	168	174	177	180	179	193	589	729
Interest	9	17	11	7	2	4	9	5	44	19
Other Income	55	24	46	26	47	92	66	81	151	285
PBT before EO expense	664	364	463	533	659	643	591	703	2,025	2,596
PBT	664	364	463	533	659	643	591	703	2,025	2,596
Tax	166	92	129	149	170	169	153	180	536	672
Rate (%)	25.0	25.2	27.8	27.9	25.9	26.2	25.9	25.7	26.5	25.9
Adj PAT	498	272	334	385	489	475	438	522	1,489	1,923
YoY Change (%)	-39.2	-48.0	-26.8	-20.9	-1.8	74.2	30.9	35.9	-34.9	29.2
Margin (%)	12.1	7.7	10.4	10.8	12.2	11.4	11.8	13.3	10.3	12.2

Atul

Buy
CMP: INR5,796 | TP: INR8,420 (+45%)
EPS CHANGE (%): FY25|26: -6|-6

- Expect revenue to increase 17% YoY and EBITDA to rise 23% YoY.
- Expect revenue for Life Science Chemicals to improve 27% YoY, while revenue for Performance to increase 12% YoY.
- EBITDA margin is likely to expand 70bp YoY, while gross margin is anticipated to contract 140bp YoY.
- Watch out for the commissioning and ramp-up of its new capacity expansions in CY25.

Consolidated - Quarterly Snapshot

(InR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	11,820	11,937	11,378	12,122	13,221	13,928	14,168	14,148	47,257	55,465
YoY Change (%)	-20.0	-19.7	-10.3	1.4	11.8	16.7	24.5	16.7	-12.9	17.4
Gross Margin (%)	46.5%	44.1%	47.1%	49.7%	50.0%	53.1%	50.5%	48.4%	46.9%	50.5%
EBITDA	1,823	1,552	1,517	1,476	2,232	2,427	2,241	1,817	6,367	8,717
Margin (%)	15.4	13.0	13.3	12.2	16.9	17.4	15.8	12.8	13.5	15.7
Depreciation	519	540	612	758	766	775	810	837	2,429	3,188
Interest	20	19	21	51	54	89	43	75	111	261
Other Income	82	221	150	129	130	315	158	173	582	777
PBT before EO expense	1,365	1,215	1,034	796	1,543	1,878	1,546	1,078	4,409	6,045
PBT	1,365	1,215	1,034	796	1,543	1,878	1,546	1,078	4,409	6,045
Tax	364	325	334	242	455	514	407	272	1,265	1,649
Rate (%)	26.7	26.7	32.3	30.4	29.5	27.4	26.4	25.2	28.7	27.3
Minority Interest and Profit/Loss of Asso. Cos.	20	22	21	34	33	31	33	29	97	126
Reported PAT	1,021	912	721	588	1,121	1,395	1,171	835	3,241	4,522
Adj PAT	1,021	912	721	588	1,121	1,395	1,171	835	3,241	4,522
YoY change (%)	-37.6	-38.4	-30.0	-36.2	9.8	52.9	62.5	42.1	-36.0	39.5
Margin (%)	8.6	7.6	6.3	4.9	8.5	10.0	8.3	5.9	6.9	8.2

Clean Science & Technology

Neutral
CMP: INR1,216 | TP: INR1,290 (+6%)
EPS CHANGE (%): FY25|26: +3|0

- Expect revenue to increase 12% YoY; EBITDA to increase 13% YoY
- Expect EBITDAM to expand 30bp YoY in 4QFY25.
- Key monitorables: Ramp up of the new HALS plant in the subsidiary and updates on new product commissioning.
- Watch out for the changing sales mix between the flagship and non-flagship products.

Consolidated - Quarterly Snapshot

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	1,881	1,811	1,947	2,275	2,240	2,381	2,408	2,545	7,915	9,575
YoY Change (%)	-19.6	-26.8	-18.0	4.9	19.1	31.5	23.7	11.9	-15.4	21.0
Gross Margin (%)	61.4%	65.9%	66.8%	65.7%	65.4%	62.4%	63.5%	64.4%	65.0%	63.9%
EBITDA	761	748	866	945	947	897	985	1,064	3,321	3,892
Margin (%)	40.5	41.3	44.5	41.5	42.3	37.7	40.9	41.8	42.0	40.7
Depreciation	108	111	113	127	158	175	183	190	459	706
Interest	1	3	1	6	1	0	1	2	9	5
Other Income	134	60	78	141	99	111	52	73	413	335
PBT	787	695	830	953	887	832	853	945	3,265	3,517
Tax	198	173	204	250	228	245	196	217	825	885
Rate (%)	25.1	24.9	24.6	26.3	25.7	29.4	23.0	22.9	25.3	25.2
Adj. PAT	589	522	626	703	659	587	656	729	2,440	2,632
YoY Change (%)	-6.3	-23.2	-25.3	-12.7	11.9	12.6	4.8	3.7	-17.3	7.8
Margin (%)	31.3	28.8	32.2	30.9	29.4	24.7	27.3	28.6	30.8	27.5

Deepak Nitrite

Neutral
CMP: INR1,986 | TP: INR1,850 (-7%)
EPS CHANGE (%): FY25|26: -1|+1

- Expect revenue to decline YoY, which will be led by DPL in 4QFY25. Expect EBITDA margin of 9.8% (vs. 14.2% in 4QFY24).
- Updates on Oman subsidiary and downstream products (MIBK, MIBC, and Polycarbonate) to be keenly monitored.
- Watch out for updates on various capex under implementation.
- Key risks: Substantial margin fluctuations due to the highly commoditized nature of the products.

Consolidated - Quarterly Snapshot

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	17,683	17,781	20,092	21,262	21,668	20,320	19,034	19,184	76,818	80,207
YoY Change (%)	-14.1	-9.4	0.9	8.4	22.5	14.3	-5.3	-9.8	-3.6	4.4
Gross Margin (%)	30.8%	34.4%	31.7%	30.7%	30.8%	32.0%	26.8%	27.9%	31.8%	29.5%
EBITDA	2,098	3,023	3,047	3,011	3,092	2,975	1,685	1,888	11,178	9,641
Margin (%)	11.9	17.0	15.2	14.2	14.3	14.6	8.9	9.8	14.6	12.0
Depreciation	381	394	417	465	475	485	482	505	1,657	1,947
Interest	18	27	29	44	58	63	61	100	118	282
Other Income	319	170	136	191	188	213	210	211	816	822
PBT	2,017	2,772	2,736	3,492	2,748	2,640	1,352	1,494	11,017	8,234
Tax	518	721	715	953	723	698	371	399	2,908	2,190
Rate (%)	25.7	26.0	26.1	27.3	26.3	26.4	27.4	26.7	26.4	26.6
Reported PAT	1,499	2,051	2,020	2,538	2,025	1,942	981	1,095	8,108	6,044
Adj PAT	1,499	2,051	2,020	1,958	2,025	1,942	981	1,095	7,521	6,044
YoY Change (%)	-36.1	17.5	-3.4	-16.3	35.1	-5.3	-51.4	-44.1	-11.7	-19.6
Margin (%)	8.5	11.5	10.1	9.2	9.3	9.6	5.2	5.7	9.8	7.5

Fine Organic Industries

Sell

CMP: INR4,121 | TP: INR3,565 (-13%)

EPS CHANGE (%): FY25|26: +5|0

- Expect revenue to increase 15% YoY and EBITDA margin to contract 40bp YoY to 24.9% in 4QFY25.
- Key monitorables: an update on progress of the JV to be set up in Thailand and more details on the new capex to be announced.
- Watch out for escalating freight costs and high lead times, particularly for exports to the US and Europe.
- Key risk: A delay in the addition of new capacities could deter growth, with almost all existing capacities running at optimum utilization levels.

Standalone - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	5,321	4,717	4,258	5,215	5,083	5,955	5,215	5,990	19,511	22,243
YoY Change (%)	-29.3	-43.0	-43.2	-25.3	-4.5	26.2	22.5	14.9	-35.6	14.0
Gross Margin (%)	42.9%	41.9%	41.8%	43.6%	42.2%	40.5%	38.2%	42.9%	42.6%	41.0%
EBITDA	1,519	1,044	924	1,322	1,218	1,429	1,042	1,494	4,809	5,184
Margin (%)	28.5	22.1	21.7	25.4	24.0	24.0	20.0	24.9	24.6	23.3
Depreciation	117	144	147	153	117	124	130	139	561	510
Interest	6	7	5	5	4	4	4	4	23	16
Other Income	145	172	174	226	241	217	288	307	717	1,054
PBT before EO expense	1,540	1,064	946	1,391	1,338	1,518	1,197	1,658	4,941	5,712
Extra-Ord expense	0	0	0	6	0	0	0	0	6	0
PBT	1,540	1,064	946	1,385	1,338	1,518	1,197	1,658	4,935	5,712
Tax	397	270	249	342	348	387	307	420	1,259	1,462
Rate (%)	25.8	25.4	26.4	24.7	26.0	25.5	25.6	25.3	25.5	25.6
Reported PAT	1,142	794	697	1,043	990	1,131	890	1,238	3,676	4,250
Adj PAT	1,142	794	697	1,047	990	1,131	890	1,238	3,680	4,250
YoY Change (%)	-27.4	-51.6	-46.9	-24.2	-13.3	42.5	27.8	18.2	-37.7	15.5
Margin (%)	21.5	16.8	16.4	20.1	19.5	19.0	17.1	20.7	18.9	19.1

Galaxy Surfactants

Buy

CMP: INR2,091 | TP: INR2,535 (+21%)

EPS CHANGE (%): FY25|26: -11|-11

- Expect revenue to increase 8% YoY, with volume and realization improvements in 3QFY25.
- Watch out for updates on further demand recovery in the AMET region and rural & urban demand recovery in India.
- Expect EBITDA margin to be 6.9%, with absolute EBITDA/kg declining 31% YoY.
- The impact of the Red Sea crisis and geopolitical uncertainties would also be keenly monitored.

Consolidated - Quarterly Snapshot

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	9,418	9,831	9,405	9,290	9,741	10,630	10,417	10,050	37,944	40,837
YoY Change (%)	-18.7	-20.5	-13.3	-5.2	3.4	8.1	10.8	8.2	-14.9	7.6
Gross Margin (%)	32.4%	31.5%	31.8%	32.6%	33.6%	33.0%	31.1%	28.1%	32.1%	31.4%
EBITDA	1,232	1,249	1,125	1,017	1,241	1,276	1,056	689	4,622	4,261
Margin (%)	13.1	12.7	12.0	10.9	12.7	12.0	10.1	6.9	12.2	10.4
Depreciation	238	247	251	262	266	278	277	280	998	1,100
Interest	57	54	59	54	40	41	50	54	224	184
Other Income	25	27	64	239	54	87	40	75	355	255
PBT	962	975	878	940	989	1,045	769	429	3,755	3,232
Tax	210	201	165	165	192	198	123	77	740	590
Rate (%)	21.8	20.6	18.8	17.5	19.4	18.9	16.0	18.0	19.7	18.3
Reported PAT	752	774	714	775	797	847	646	352	3,015	2,643
Adj PAT	752	774	714	775	797	847	646	352	3,015	2,643
YoY Change (%)	-25.1	-7.7	-32.8	-14.4	6.0	9.4	-9.5	-54.6	-20.9	-12.3
Margin (%)	8.0	7.9	7.6	8.3	8.2	8.0	6.2	3.5	7.9	6.5

Navin Fluorine International

Neutral

CMP: INR4,195 | TP: INR3,840 (-8%)

EPS CHANGE (%): FY25|26: +1|+3

- Modeled revenue of INR7b, led by strong growth in CDMO.
- Key monitorable: progress on the upcoming AHF capacity announced in addition to the already existing capacity.
- EBITDA margin to contract 810bp YoY to 26.4%.
- Watch out for updates on the launch of new molecules and deferred molecules in the previous quarters.

Consolidated - Quarterly Snapshot

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	4,912	4,718	5,001	6,020	5,237	5,186	6,062	6,963	20,650	23,448
YoY Change (%)	23.6	12.5	-11.3	-13.6	6.6	9.9	21.2	15.7	-0.6	13.5
Gross Margin (%)	58.7%	57.2%	54.1%	50.0%	56.0%	56.8%	56.6%	59.6%	54.7%	57.4%
EBITDA	1,142	983	757	1,101	1,004	1,074	1,473	1,839	3,983	5,389
Margin (%)	23.3	20.8	15.1	18.3	19.2	20.7	24.3	26.4	19.3	23.0
Depreciation	213	243	249	257	267	279	296	317	962	1,158
Interest	194	200	177	174	156	139	202	247	746	744
Other Income	83	231	119	125	103	112	105	109	559	428
PBT before EO expense	818	772	450	794	683	768	1,080	1,385	2,834	3,915
Extra-Ord. expense	0	0	521	0	0	0	0	0	521	0
PBT	818	772	972	794	683	768	1,080	1,385	3,355	3,915
Tax	202	166	191	90	171	179	244	349	650	944
Rate (%)	24.8	21.5	19.7	11.4	25.0	23.4	22.6	25.2	19.4	24.1
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	615	606	780	704	512	588	836	1,035	2,705	2,972
Adj. PAT	615	606	362	704	512	588	836	1,035	2,285	2,972
YoY Change (%)	-17.4	4.8	-66.1	-48.4	-16.8	-2.9	131.2	47.1	-39.1	30.1
Margin (%)	12.5	12.8	7.2	11.7	9.8	11.3	13.8	14.9	11.1	12.7

NOCIL

Neutral

CMP: INR178 | TP: INR185 (+4%)

EPS CHANGE (%): FY25|26: +5|+7

- Expect revenue to decline 6% YoY to INR3.4b, with both volume and realization declining YoY.
- Key monitorables: further details on new capex announcements.
- EBITDAM to contract 50bp YoY to 11.6% in 4QFY25; absolute EBITDA/kg to also decline YoY.
- Key risk: Higher dumping from China as Trump tariffs come into play.

Standalone - Quarterly Earning Model

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	3,967	3,509	3,406	3,565	3,722	3,627	3,181	3,350	14,447	13,880
YoY Change (%)	-22.1	-9.9	4.6	-9.2	-6.2	3.4	-6.6	-6.0	-10.6	-3.9
Gross Margin (%)	42.7%	43.4%	46.3%	42.1%	41.7%	43.3%	44.4%	47.8%	43.6%	44.2%
EBITDA	547	445	477	434	398	371	238	389	1,903	1,396
Margin (%)	13.8	12.7	14.0	12.2	10.7	10.2	7.5	11.6	13.2	10.1
Depreciation	126	127	132	130	128	130	132	137	515	528
Interest	4	3	5	4	5	5	4	4	16	18
Other Income	44	45	61	249	100	88	148	176	399	511
PBT before EO expense	461	360	402	549	364	324	249	425	1,771	1,362
PBT	461	360	402	549	364	324	249	425	1,771	1,362
Tax	125	91	104	138	92	-91	64	107	458	172
Rate (%)	27.2	25.3	25.9	25.1	25.3	-28.0	25.7	25.2	25.8	12.7
Reported PAT	336	269	298	411	272	415	185	318	1,314	1,190
Adj PAT	336	269	298	411	272	415	185	318	1,314	1,190
YoY Change (%)	-48.8	-25.2	58.7	44.9	-18.9	54.3	-37.8	-22.7	-11.7	-9.4
Margin (%)	8.5	7.7	8.7	11.5	7.3	11.4	5.8	9.5	9.1	8.6

PI Industries

Buy

CMP INR3,451 | TP: INR4,100 (+19%)

EPS CHANGE (%): FY25|26|27: -2|0|1

- The agri input business is likely to grow ~6% YoY.
- EBITDA margin is likely to contract to ~24.4% in 4QFY25 from 25.4% in 4QFY24.
- Demand scenario and product launches in the domestic and CSM segments will be a key focus area.

Quarterly Earning Model

Y/E March	FY24				FY25				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	19,104	21,169	18,975	17,410	20,689	22,210	19,008	17,698	76,658	79,605
YoY Change (%)	23.8	19.6	17.6	11.2	8.3	4.9	0.2	1.7	18.1	3.8
Total Expenditure	14,426	15,655	13,439	12,992	14,857	15,928	13,888	13,383	56,512	58,056
EBITDA	4,678	5,514	5,536	4,418	5,832	6,282	5,120	4,315	20,146	21,549
Margins (%)	24.5	26.0	29.2	25.4	28.2	28.3	26.9	24.4	26.3	27.1
Depreciation	697	803	783	799	834	798	991	1,000	3,082	3,623
Interest	43	78	70	109	83	85	83	75	300	326
Other Income	469	469	561	579	727	1,222	759	770	2,078	3,478
PBT before EO expense	4,407	5,102	5,244	4,089	5,642	6,621	4,805	4,010	18,842	21,078
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	4,407	5,102	5,244	4,089	5,642	6,621	4,805	4,010	18,842	21,078
Tax	625	317	772	418	1,175	1,546	1,080	922	2,132	4,723
Rate (%)	14.2	6.2	14.7	10.2	20.8	23.3	22.5	23.0	11.3	22.4
Minority Interest & Profit/Loss of Asso. Cos.	-47	-20	-14	-24	-21	-7	-2	-5	-105	-35
Reported PAT	3,829	4,805	4,486	3,695	4,488	5,082	3,727	3,093	16,815	16,390
Adj PAT	3,829	4,805	4,486	3,695	4,488	5,082	3,727	3,093	16,815	16,390
YoY Change (%)	45.9	43.5	27.5	31.7	17.2	5.8	-16.9	-16.3	36.8	-2.5
Margins (%)	20.0	22.7	23.6	21.2	21.7	22.9	19.6	17.5	21.9	20.6

SRF

Buy

CMP INR2,879 | TP: INR3,520 (+22%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect margins to be better than Q3.
- There is a slight increase in depreciation due to forex adjustments.
- The company expects strong revenue growth in chemicals QoQ, while technical textiles is expected to have a muted quarter.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	33,384	31,774	30,530	35,697	34,641	34,243	34,913	41,608	1,31,385	1,45,406
YoY Change (%)	-14.3	-14.8	-12.0	-5.5	3.8	7.8	14.4	16.6	-11.6	10.7
Total Expenditure	26,184	25,320	24,691	28,581	28,435	28,637	28,375	32,693	1,04,777	1,18,139
EBITDA	7,200	6,453	5,839	7,116	6,207	5,606	6,538	8,916	26,608	27,266
Margins (%)	21.6	20.3	19.1	19.9	17.9	16.4	18.7	21.4	20.3	18.8
Depreciation	1,566	1,612	1,689	1,859	1,882	1,939	1,943	2,100	6,726	7,864
Interest	656	793	674	900	965	938	963	940	3,023	3,806
Other Income	118	291	188	234	253	333	396	350	830	1,332
PBT before EO expense	5,095	4,339	3,664	4,591	3,612	3,063	4,029	6,226	17,689	16,929
Extra-Ord expense & DO	237	191	181	158	172	226	342	0	767	741
PBT	4,858	4,148	3,483	4,433	3,440	2,837	3,687	6,226	16,922	16,189
Tax	1,265	1,140	949	211	918	822	976	1,526	3,565	4,242
Rate (%)	24.8	26.3	25.9	4.6	25.4	26.9	24.2	24.5	20.2	25.1
Reported PAT	3,593	3,008	2,534	4,222	2,522	2,014	2,711	4,700	13,357	11,947
Adj PAT	3,830	3,199	2,715	4,380	2,695	2,240	3,053	4,700	14,124	12,687
YoY Change (%)	-39.5	-38.1	-48.4	-25.8	-29.6	-30.0	12.4	7.3	-37.7	-10.2
Margins (%)	11.5	10.1	8.9	12.3	7.8	6.5	8.7	11.3	10.8	8.7

Tata Chemicals

Neutral

CMP INR840 | TP: INR930 (+11%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- Revenue is likely to grow 6% YoY, led by 13%/17% growth in India/North America.
- EBITDA margin is likely to expand 90bp on a YoY basis.
- Pricing outlook on Soda Ash will be the key monitorable.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	42,180	39,980	37,300	34,750	37,890	39,990	35,900	36,867	1,54,210	1,50,647
YoY Change (%)	5.6	-5.7	-10.1	-21.1	-10.2	0.0	-3.8	6.1	-8.1	-2.3
Total Expenditure	31,750	31,790	31,880	30,320	32,150	33,810	31,560	31,818	1,25,740	1,29,338
EBITDA	10,430	8,190	5,420	4,430	5,740	6,180	4,340	5,048	28,470	21,308
Margins (%)	24.7	20.5	14.5	12.7	15.1	15.5	12.1	13.7	18.5	14.1
Depreciation	2,290	2,340	2,460	2,710	2,730	2,770	2,800	2,735	9,800	11,035
Interest	1,230	1,450	1,320	1,300	1,330	1,450	1,480	911	5,300	5,171
Other Income	490	850	380	1,140	470	1,080	280	750	2,860	2,580
PBT before EO expense	7,400	5,250	2,020	1,560	2,150	3,040	340	2,152	16,230	7,682
Extra-Ord expense	-90	-1,020	0	9,630	0	0	700	0	8,520	700
PBT	7,490	6,270	2,020	-8,070	2,150	3,040	-360	2,152	7,710	6,982
Tax	1,710	1,200	680	220	940	810	170	527	3,810	2,447
Rate (%)	22.8	19.1	33.7	-2.7	43.7	26.6	-47.2	24.5	49.4	35.1
MI & Profit/Loss of Asso. Cos.	550	790	-240	-20	-140	290	0	260	1,080	410
Reported PAT	5,230	4,280	1,580	-8,270	1,350	1,940	-530	1,365	2,820	4,125
Adj PAT	5,163	3,515	1,580	-1,048	1,350	1,940	-5	1,365	9,210	4,650
YoY Change (%)	-12.8	-44.4	-60.1	-114.7	-73.8	-44.8	-100.3	-230.3	-60.5	-49.5
Margins (%)	12.2	8.8	4.2	-3.0	3.6	4.9	0.0	3.7	6.0	3.1

Vinati Organics

Buy

CMP: INR1,578 | TP: INR2,125 (+35%)

EPS CHANGE (%): FY25|26: +2|+1

- Expect revenue to increase 12% YoY to INR6.2b, driven by ATBS and Butyl Phenols.
- EBITDA margin expected to be 29.4% (+210bp YoY), with gross margin at 50.3% (+380bp YoY) in 4QFY25.
- Key driver: Ramp-up of Antioxidants (AOs) plant to aid sales growth in CY25.
- Watch out for capex updates (mainly on Veeral Organics) and other new product announcements.

Standalone - Quarterly Earning Model

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	4,387	4,629	4,480	5,503	5,247	5,533	5,217	6,151	19,000	22,148
YoY Change (%)	-13.3	-18.3	-13.3	6.0	19.6	19.5	16.4	11.8	-8.3	16.6
Gross Margin (%)	47.6%	45.8%	47.2%	46.6%	44.9%	45.8%	49.0%	50.3%	46.8%	47.6%
EBITDA	1,004	1,048	1,147	1,502	1,251	1,340	1,428	1,810	4,701	5,829
Margin (%)	22.9	22.6	25.6	27.3	23.8	24.2	27.4	29.4	24.7	26.3
Depreciation	167	173	193	194	196	205	205	225	728	830
Interest	9	9	10	9	4	1	1	4	36	10
Other Income	98	106	88	96	93	222	67	84	388	465
PBT before EO expense	925	972	1,032	1,396	1,144	1,357	1,289	1,665	4,325	5,454
PBT	925	972	1,032	1,396	1,144	1,357	1,289	1,665	4,325	5,454
Tax	231	247	262	351	284	295	333	419	1,091	1,331
Rate (%)	25.0	25.4	25.4	25.1	24.8	21.8	25.8	25.1	25.2	24.4
Reported PAT	694	725	770	1,045	860	1,061	956	1,247	3,234	4,123
Adj PAT	694	725	770	1,045	860	1,061	956	1,247	3,234	4,123
YoY Change (%)	-31.4	-37.5	-28.0	-0.2	23.9	46.4	24.1	19.3	-22.8	27.5
Margin (%)	15.8	15.7	17.2	19.0	16.4	19.2	18.3	20.3	17.0	18.6

Consumer

Company	CMP (INR)	TP INR
Staples		
BRIT	4,900	5,200
CLGT	2,350	2,650
DABUR	498	575
HMN	572	750
GCPL	1,143	1,400
HUVR	2,234	2,850
ITC	407	525
JYL	329	375
L T Foods	362	460
MRCO	646	775
NESTLE	2,232	2,400
PG	13,561	15,000
TATACONSU	992	1,150
VBL	539	670
Paints		
APNT	2,315	2,550
INDIGOPN	971	1,350
PIDI	2,828	3,000
Liquor		
UBBL	1,953	2,000
UNSP	1,405	1,550
Innerwear		
PAGE	41,985	57,500
QSR		
BBQ	287	325
DEVYANI	150	200
JUBI	661	715
SAPPHIRE	294	425
WESTLIFE	699	800
Jewelry		
KALYANKJ	458	625
PNG	516	825
SENCO	286	350
TTAN	2987	3,800

No uptrend in demand; margin pressure to sustain

In our consumer coverage universe, all segments, except paint, are expected to deliver revenue/EBITDA growth YoY in 4QFY25 – staples +4%/-1%, liquor +11%/+18%, innerwear +8%/+16%, QSR +12%/+2%, and jewelry +19%/+19%. The paint segment is expected to post a flat revenue and a 5% decline in EBITDA.

■ **Unchanged trend on revenue:** In 4QFY25, demand trends across various categories remained stable. Staple companies are likely to experience a similar subdued quarter due to sluggish urban demand and high palm oil prices impacting the personal-wash portfolio (grammage reduction). We have seen no material pickup in volume growth, and expect revenue growth to remain in low-to mid-single digit. While companies have taken pricing actions to counter raw material inflation, revenue growth is expected to see improvement vs. witnessed in 3QFY25. Paint companies are still struggling with a lack of demand recovery and increased competition. However, some improvement is expected in the price and product mix, as the 3-4% price cuts implemented last year have now been into the base. Additionally, companies have implemented a ~2% price hike in YTD FY25, which should support realizations. Alcoholic beverage companies performed better, with UNSP's P&A portfolio benefiting from premiumization and policy changes in Andhra Pradesh. UBBL is also likely to deliver high single-digit revenue growth, driven by an improved state mix, a price hike in Telangana (mid-February), and ongoing premiumization. Innerwear companies are expected to see high single-digit growth due to summer inventory buildup and favorable base effects, although weak urban demand remains a challenge. The pressure from high trade inventory has eased, and primary growth is expected to align with secondary growth. QSR companies saw a minor improvement in demand in 4Q, with volume-led same-store sales growth (SSSG) showing improvement. With a favorable base, SSSG is expected to continue improving in 4Q and beyond. The revenue gap between dine-in and delivery is expected to narrow as the dine-in footfall improves. Jewelry demand has moderated due to a sharp rise in gold prices, impacting sales in Feb'25 and Mar'25 after a healthy Jan'25.

■ **Operating margin appears to be under pressure:** Due to high commodity prices—particularly in the agricultural basket—and insufficient price hikes, gross margins are expected to face pressure across most categories and companies. Staple companies are likely to limit A&P spending to limit pressure on EBITDA margins. While QSR and paint companies are likely to experience EBITDA margin contraction, liquor and innerwear companies are expected to see margin expansion due to softer raw material costs and improved product mix. Jewelry companies are expected to face margin pressure due to a shift towards more franchise-driven store expansion, slow studded growth, and high gold inflation.

■ **Outperformers and under-performers:** Among our coverage companies, MRCO, UNSP, JUBI, PAGE, and Kalyan Jewelers are expected to be outliers in 4QFY25, whereas Dabur, Asian Paints, Indigo Paints, and Devyani/Sapphire will likely be the underperformers.

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- **Outlook:** While slowdown continued across consumer segments, demand trends are expected to improve gradually, supported by income tax benefits, interest rate cuts, and a gradual improvement in the macro environment. **Our top picks are HUVR, GCPL, MRCO, and PAGE.**

Segment-wise performance

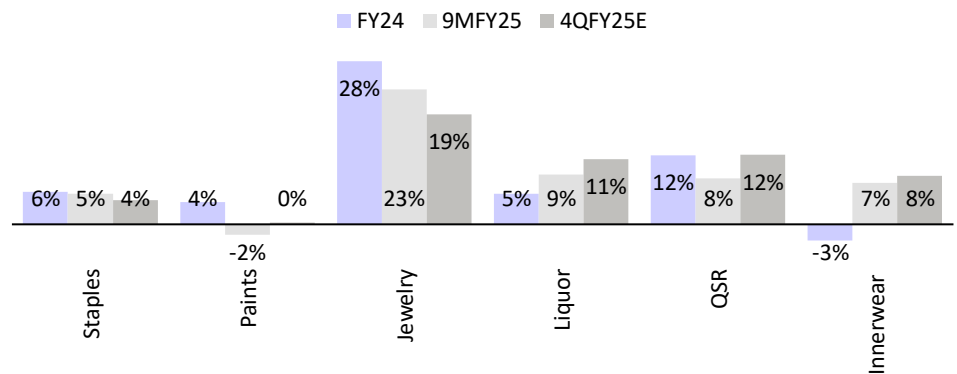
- **Staples:** Demand trends in 4QFY25 are expected to remain similar to 3Q, impacted by persistent weakness in urban consumption and margin pressures following RM inflation and negative operating leverage. Volume growth is likely to remain in the low- to mid-single digits, constrained by high palm oil and agri commodity prices, which have led to grammage reductions and an increasing mix of low-unit price (LUP) packs. The combination of subdued urban demand and elevated palm oil prices is expected to weigh on multiple categories, particularly the personal wash segment. While companies have implemented pricing interventions during the quarter to counter RM inflation, revenue growth is likely to remain modest. We anticipate gross margin contraction of 150bp and EBITDA margin contraction of 130bp on a YoY basis due to rising input costs (tea, wheat, palm oil, and edible oils), limited price hikes implemented by companies, and a negative operating leverage. For staple companies under our coverage, we expect a 4% YoY sales growth, a 1% decline in EBITDA, and a 1% contraction in APAT in 4QFY25.
- **Paint:** Revenue growth for paint companies is expected to remain weak in 4QFY25, as demand conditions show no improvement from the previous quarter. Rising competitive intensity continues to put pressure on growth. Although the impact of price cuts (which began in last year's 4Q) will largely be absorbed in the base, the product mix will play a key role in driving revenue growth. We still build a +500bp gap between volume and revenue growth due to adverse product mix. EBITDA margins are likely to remain under pressure due to higher marketing spends and the impact of negative operating leverage. We expect flat sales for paint companies under our coverage, while EBITDA and APAT are projected to decline 5%/10% in 4QFY25.
- **Liquor:** UNSP's P&A portfolio is expected to see healthy volume growth in 4QFY25, driven by a continued demand uptrend, a new liquor policy in AP, and ongoing premiumization. For UBBL, we expect high single-digit revenue growth, supported by an improved state mix, a price hike in Telangana (mid-February), and ongoing premiumization. We expect a gross margin expansion for liquor companies due to stability in ENA prices, stable glass costs, and cost efficiencies. These factors are also expected to drive the EBITDA margin. We expect sales/EBITDA/PAT growth of 11%/18%/32% for our coverage companies in 4QFY25.
- **Innerwear:** We expect high single-digit revenue growth for Page Industries in 4QFY25, driven by inventory buildup for the summer season and a favorable base effect. Weak urban consumption remains a headwind but normalized trade inventory can enable better primary growth. Primary and secondary sales are now aligned, reversing the trend observed in the last few quarters. We expect sales/EBITDA/PAT growth of 8%/16%/14% for Page Industries.
- **QSR:** The demand environment for QSR companies is expected to remain stable in 4QFY25, with a slight improvement in overall trends. While demand showed

some pickup in Jan'25, it remained weak in Feb'25 and Mar'25. A favorable base effect will also support growth. The revenue gap between dine-in and delivery is expected to narrow as the dine-in footfall improves. However, weak underlying growth, combined with negative operating leverage and continued store expansion, is likely to keep operating margins under pressure. This will weigh on restaurant and EBITDA margins for most brands. Improvising menu and activation drives for dine-in can be crucial for improving footfall/orders going forward. We expect sales/EBITDA growth of 12%/2%, while APAT is likely to decline 35% for our coverage QSR companies in 4QFY25.

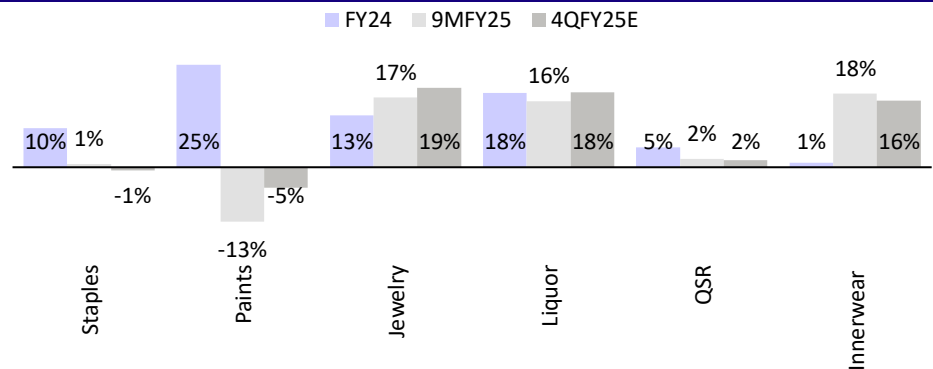
- **Jewelry:** Growth in jewelry companies is expected to moderate in 4QFY25, compared to growth delivered in 3QFY25. We expect low double-digit to mid-teens SSSG for our coverage universe. While demand was healthy in Jan'25, it weakened in Feb'25 and the first half of Mar'25 due to a sharp 15-20% surge in gold prices since the end of Dec'24. The sharp increase in gold prices is expected to impact gross margins. EBIT margins are likely to remain under pressure due to multiple factors, including a higher share from franchise stores, lower studded jewelry mix, rationalization of gold rate mark-ups, and rising competitive intensity. PAT margins are also likely to be affected further this quarter due to higher finance costs, driven by rising interest rates on Gold Metal Loans (GML) amid changes in US tariffs. We expect sales/EBITDA/PAT growth of 19%/19%/23% for our coverage jewelry companies in 4QFY25.

Agri commodity prices remain high, while non-agri prices stay stable

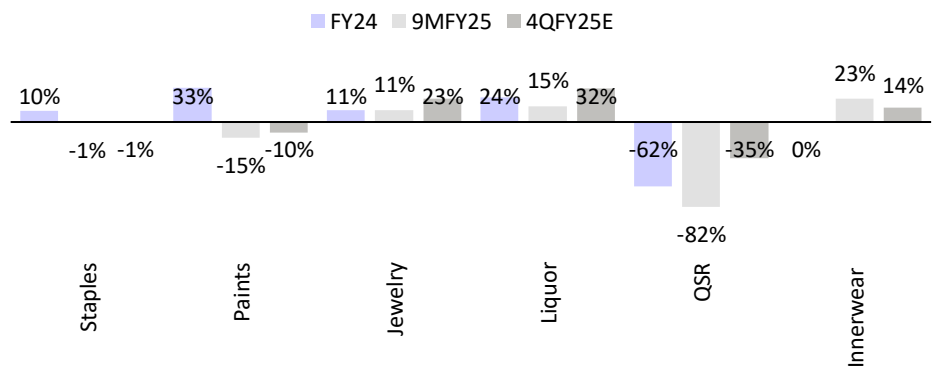
- Food inflation has remained stable sequentially; however, on a YoY basis, it remains elevated, impacting FMCG companies such as Dabur, HUL, Nestlé, Britannia, Marico, and Tata Consumer. Meanwhile, non-agricultural commodities, including crude oil, its derivatives, and VAM prices, have stabilized. However, the oil commodity basket continues to experience inflationary pressures due to higher import duties, weighing on margins for players in the soaps and detergents segment.
- **Agricultural commodities:** Wheat prices rose 15% YoY and were flat QoQ. Barley prices surged 18% YoY and remained flat QoQ, likely impacting companies like UBBL and Nestlé. Sugar prices increased 6% YoY and 5% QoQ. Coffee prices increased 6% YoY and were stable QoQ, while Cocoa bean prices were up 58% YoY and 11% QoQ, posing challenges for companies like Nestlé and HUL. Copra prices soared 48% YoY and 8% QoQ, while palm oil prices jumped 18% YoY but declined 3% QoQ.
- **Non-agricultural commodities:** Crude oil prices declined 9% YoY and remained flat QoQ, currently trading at ~USD62/barrel. Other commodities like TiO2 and TiO2 (China) are showing a downward trend. VAM (China) prices fell 19% YoY but increased 3% QoQ, benefiting companies like Pidilite. On the other hand, gold prices jumped 32% YoY and 9% QoQ, putting pressure on the margins of jewelry companies.

Exhibit 1: Coverage universe's revenue growth in FY24, 9MFY25, and 4QFY25E (%)


Source: Company, MOFSL

Exhibit 2: Coverage universe's EBITDA growth in FY24, 9MFY25, and 4QFY25E (%)


Source: Company, MOFSL

Exhibit 3: Coverage universe's APAT growth in FY24, 9MFY25, and 4QFY25E (%)


Source: Company, MOFSL

Exhibit 4: Summary of 4QFY25 earnings estimates

Sector	CMP		Sales (INR M)			EBIDTA (INR M)			PAT (INR M)		
	(INR)	Reco	Mar-25	YoY	QoQ	Mar-25	YoY	QoQ	Mar-25	YoY	QoQ
Staples											
Britannia	4,900	Neutral	43,554	7%	-5%	7,839	0%	-7%	5,428	1%	-7%
Colgate	2,350	Neutral	15,488	4%	6%	5,372	1%	18%	3,933	4%	22%
Dabur	498	Buy	27,790	-1%	-17%	4,165	-11%	-39%	3,127	-13%	-41%
Emami	572	Buy	9,529	7%	-9%	2,236	6%	-34%	1,757	5%	-42%
Godrej Consumer	1,143	Buy	36,301	7%	-4%	7,341	-3%	-3%	5,119	-11%	2%
Hind. Unilever	2,234	Buy	1,56,751	3%	-1%	36,179	2%	-2%	25,261	1%	-3%
ITC	407	Buy	1,83,455	2%	-2%	64,723	-2%	2%	50,941	-1%	6%
Jyothy Labs	329	Neutral	6,944	5%	-1%	1,159	7%	0%	845	8%	-3%
L T Foods	362	Buy	23,430	13%	3%	2,637	8%	6%	1,574	6%	10%
Marico	646	Buy	26,821	18%	-4%	4,749	7%	-11%	3,441	8%	-14%
Nestle	2,232	Neutral	55,145	5%	15%	12,986	-3%	16%	8,731	-4%	24%
P&G Hygiene	13,561	Neutral	10,874	9%	-13%	2,691	5%	-27%	2,011	8%	-25%
Tata Consumer	992	Buy	45,891	17%	3%	5,909	-6%	5%	3,108	-18%	10%
Varun Beverages	539	Buy	55,972	30%	52%	12,828	30%	121%	7,743	44%	318%
Paints											
Asian Paints	2,315	Neutral	85,275	-2%	0%	15,249	-10%	-7%	10,378	-19%	-8%
Indigo Paints	971	Buy	3,922	2%	14%	799	-6%	40%	486	-9%	35%
Pidilite	2,828	Neutral	31,392	8%	-7%	6,310	9%	-21%	4,369	17%	-21%
Liquor											
United Breweries	1,953	Neutral	23,417	10%	17%	1,445	2%	2%	855	6%	34%
United Spirits	1,405	Neutral	29,921	12%	-13%	4,513	25%	-23%	3,306	41%	-21%
Innerwear											
Page Industries	41,985	Buy	10,749	8%	-18%	1,909	16%	-37%	1,229	14%	-40%
QSR											
Barbeque Nation	287	Neutral	3,023	1%	-8%	545	0%	-11%	(9)	N/M	N/M
Devyani Intl.	150	Buy	12,158	16%	-6%	1,949	16%	-11%	(42)	N/M	N/M
Jubilant Foodworks	661	Neutral	15,866	19%	-2%	2,854	12%	-9%	351	0%	-42%
Sapphire Foods	294	Buy	7,082	12%	-6%	1,073	4%	-23%	139	580%	9%
Westlife Foodworld	699	Neutral	6,112	9%	-7%	721	-6%	-21%	(58)	N/M	N/M
Jewelry											
Kalyan Jewellers	458	Buy	61,876	36%	-15%	4,022	31%	-19%	2,077	51%	-20%
P N Gadgil Jewellers	516	Buy	16,588	10%	-32%	887	0%	-28%	532	-3%	-38%
Senco Gold	286	Neutral	13,483	19%	-36%	1,000	14%	-7%	438	36%	-19%
Titan Company	2987	Buy	1,42,078	14%	-20%	14,083	18%	-27%	9,172	19%	-26%

Exhibit 5: Volume growth expectation in 4QFY25

Volume growth (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Asian Paints	37.0	10.0	0.0	16.0	10.0	6.0	12.0	10.0	7.0	-0.5	1.6	4.0
Britannia	-2.0	5.0	3.0	3.0	0.0	0.0	5.5	6.0	8.0	8.0	6.0	4.5
Colgate	-2.5	-2.5	-4.5	0.5	3.0	-1.0	-1.0	1.0	7.0	8.0	4.0	3.0
Dabur	5.0	1.0	-3.0	1.0	3.0	3.0	4.0	3.0	5.2	-7.0	1.2	-4.0
Emami	9.6	-1.0	-3.9	2.0	3.0	2.0	-1.0	6.4	8.7	1.7	4.0	4.0
Godrej Consumer	-6.0	-5.0	3.0	13.0	10.0	4.0	5.0	9.0	8.0	7.0	0.0	4.0
HUL	6.0	4.0	5.0	4.0	3.0	2.0	2.0	2.0	4.0	3.0	0.0	1.0
ITC	26.0	20.0	15.0	11.5	8.0	5.0	-2.0	2.0	3.0	3.5	6.0	4.5
Jyothy labs	3.0	1.4	2.1	3.3	9.0	9.0	11.0	10.0	10.8	3.0	8.0	7.0
Marico	-5.0	3.0	4.0	5.0	3.0	3.0	2.0	3.0	4.0	5.0	6.0	6.0
Page Industries	150.0	1.0	-11.0	-15.0	-11.5	-8.8	4.6	6.1	2.6	6.7	4.7	6.1
UBBL	121.0	23.0	4.0	3.1	-12.4	7.0	8.0	10.9	5.0	5.0	8.0	7.8
United spirits	17.9	8.3	-25.0	-27.3	5.8	1.0	-1.8	3.7	3.5	-4.4	10.2	6.9
-P&A	24.4	12.8	3.9	9.7	10.3	3.8	4.6	3.7	5.1	-3.7	11.2	8.4

Source: Company, MOFSL

Exhibit 6: Revenue growth trends of the coverage universe

Companies name	Revenue growth (%)							
	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Staples								
Britannia	8	1	1	1	6	5	8	7
Colgate	11	6	8	10	13	10	5	4
Dabur	11	7	7	5	7	-5	3	-1
Emami	7	6	1	7	10	3	5	7
Godrej Consumer	10	6	2	6	-3	2	3	7
HUL	6	3	0	0	1	2	2	3
ITC	-7	4	2	2	8	17	4	2
Jyothy	15	11	11	7	8	0	4	5
LT Foods	10	15	9	14	16	7	17	13
Marico	-3	-1	-2	2	7	8	15	18
Nestle	15	9	8	9	3	1	4	5
P&G Hygiene	12	9	0	13	10	0	10	9
Tata consumer	12	11	9	9	16	13	17	17
Varun Beverages	13	22	20	11	28	24	38	30
Paints								
Asian Paints	7	0	5	-1	-2	-5	-6	-2
Indigo Paints	29	15	26	18	8	7	-3	2
Pidilite	6	2	4	8	4	5	8	8
Liquor								
United Breweries	-7	12	13	21	9	12	10	10
United Spirits	-1	-1	7	7	8	-1	15	12
Innerwear								
Page Industries	(8)	(8)	2	3	4	11	7	8
QSR								
Jubilant Food.	6	5	3	6	10	9	19	19
Devyani International	20	10	7	39	44	49	54	16
Westlife Foodworld	14	7	(2)	1	0	1	9	9
Sapphire Foods	20	14	12	13	10	8	14	12
Barbeque Nation	3	(3)	1	6	(6)	1	(1)	1
Jewelry								
Titan	26	37	22	21	12	16	25	14
Kalyan	31	27	34	34	27	37	40	36
Senco	30	26	23	40	8	31	27	19
PN Gadgil					33	46	24	10

Exhibit 7: EBITDA growth trends of the coverage universe

Companies name	EBITDA growth (%)							
	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Staples								
Britannia	38	23	0	-2	9	-10	3	0
Colgate	28	18	30	18	22	3	-3	1
Dabur	11	10	8	14	8	-16	2	-11
Emami	10	20	7	6	14	7	8	6
Godrej Consumer	28	26	18	14	7	5	-16	-3
HUL	8	9	-1	-1	2	0	1	2
ITC	10	3	-3	0	1	5	-2	-2
Jyothy	96	68	41	19	14	2	-2	7
LT Foods	29	40	44	25	13	-5	5	8
Marico	9	15	13	12	9	5	4	7
Nestle	39	22	14	19	-6	-5	-1	-3
P&G Hygiene	215	33	7	72	-38	2	20	5
Tata consumer	19	24	26	23	22	17	-1	-6
Varun Beverages	21	26	36	24	32	30	39	30
Paints								
Asian Paints	36	40	28	-9	-20	-28	-20	-10
Indigo Paints	39	25	53	18	-4	-1	-8	-6
Pidilite	34	36	50	26	15	13	8	9
Liquor								
United Breweries	-16	-16	90	166	28	23	-3	2
United Spirits	42	6	34	7	19	8	20	25
Innerwear								
Page Industries	(20)	(2)	19	22	2	21	32	16
QSR								
Jubilant Food.	(9)	(10)	(2)	1	1	1	11	12
Devyani International	6	(4)	(16)	15	29	25	50	12
Westlife Foodworld	14	1	(13)	(16)	(24)	(21)	(5)	(6)
Sapphire Foods	10	12	4	5	2	(3)	15	4
Barbeque Nation	(34)	(24)	7	37	9	3	(7)	0
Jewelry								
Titan	-6	13	16	9	11	8	23	18
Kalyan	22	18	13	19	16	26	33	31
Senco	22	21	11	31	62	107	-41	14
PN Gadgil					44	59	33	0

Exhibit 8: APAT growth trends of the coverage universe

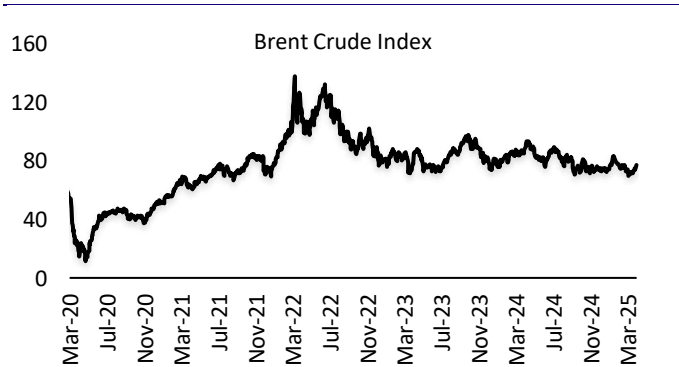
Companies name	APAT growth (%)							
	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Staples								
Britannia	36	20	0	-4	16	-9	4	1
Colgate	33	22	36	20	26	5	-2	4
Dabur	7	7	8	11	8	-17	2	-13
Emami	37	12	11	13	21	19	6	5
Godrej Consumer	9	17	6	23	24	12	-14	-11
HUL	8	-1	-2	-2	2	-2	3	1
ITC	16	6	7	0	0	2	-10	-1
Jyothy	124	78	35	32	17	1	-4	8
LT Foods	53	79	59	16	11	-7	-5	6
Marico	15	17	17	5	9	20	4	8
Nestle	54	21	24	22	-11	-4	-10	-4
P&G Hygiene	247	36	10	72	-39	1	17	8
Tata consumer	17	43	19	38	-5	10	-18	-18
Varun Beverages	26	32	77	25	26	24	40	44
Paints								
Asian Paints	49	53	34	-1	-25	-29	-24	-19
Indigo Paints	56	22	42	10	-16	-11	-3	-9
Pidilite	32	35	67	30	21	19	8	17
Liquor								
United Breweries	-16	-20	275	731	27	23	-25	6
United Spirits	8	21	61	10	25	5	21	41
Innerwear								
Page Industries	(24)	(7)	23	38	4	30	34	14
QSR								
Jubilant Food.	-38.2	-39.5	-31.2	-44.4	-31.5	-27.8	-2.2	1.6
Devyani International	NM	NM	NM	NM	NM	NM	NM	NM
Westlife Foodworld	NM	NM	NM	NM	NM	NM	NM	NM
Sapphire Foods	NM	NM	NM	NM	NM	NM	NM	NM
Barbeque Nation	NM	NM	NM	NM	NM	NM	NM	NM
Jewelry								
Titan	-4	10	15	5	-5	2	18	19
Kalyan	33	27	21	96	23	35	44	51
Senco	23	36	6	24	85	189	-50	36
PN Gadgil					59	141	49	-3

Exhibit 9: Gross and EBITDA margin expansion in 4QFY25E (%)

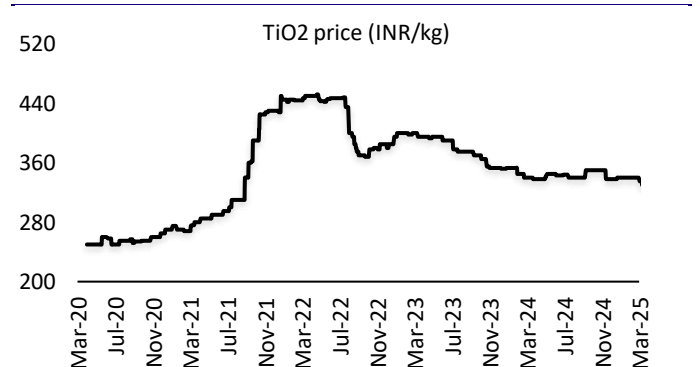
Companies	Gross Margin	YoY (bp)	QoQ (bp)	EBITDA Margin	YoY (bp)	QoQ (bp)
Staples						
Britannia	40.0%	-493	124	18.0%	-135	-40
Colgate	69.4%	9	-51	34.7%	-103	360
Dabur	49.0%	38	92	15.0%	-160	-534
Emami	66.5%	69	-382	23.5%	-21	-881
Godrej Consumer	54.5%	-158	39	20.2%	-224	16
HUL	51.1%	-116	-19	23.1%	-16	-28
ITC	61.5%	-171	392	35.3%	-169	142
Jyothy	49.5%	-2	-30	16.7%	27	26
LT Foods	33.9%	151	43	11.3%	-56	27
Marico	49.9%	-165	43	17.7%	-170	-137
Nestle	55.8%	-95	-54	23.5%	-194	13
P&G Hygiene	65.0%	-130	20	24.7%	-93	-499
Tata consumer	41.8%	-428	76	12.9%	-316	17
Varun Beverages	55.0%	-128	-108	22.9%	2	720
Paints						
Asian Paints	42.4%	-134	-8	17.9%	-149	-126
Indigo Paints	46.7%	-212	12	20.4%	-160	368
Pidilite	53.2%	-19	-109	20.1%	22	-360
Liquor						
United Breweries	41.7%	-2	-142	6.2%	-49	-89
United Spirits	44.4%	105	-35	15.1%	150	-205
Innerwear						
Page Industries	57.2%	117	87	17.8%	120	-528
QSR						
Barbeque Nation	68.4%	-45	19	18.0%	-35	-69
Devyani intl.	66.8%	-243	-194	16.0%	-57	-91
Jubilant Food.	75.3%	-135	20	18.0%	-110	-140
Sapphire Foods	67.7%	-120	-91	15.2%	-115	-333
Westlife Foodworld	69.6%	-52	-43	11.8%	-190	-218
Jewelry						
Kalyan	13.2%	-139	9	6.5%	-25	-27
PN Gadgil	10.3%	-9	53	5.3%	-54	31
Senco	15.6%	-149	432	7.4%	-30	230
Titan	22.4%	10	35	9.9%	38	-95

Exhibit 10: Trend in commodity prices

Commodity	Unit	Companies	Average prices of commodities						Change in prices (%)	
			CMP	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
Non- Agri Commodity										
Brent Crude	\$/barrel	Paints, PIDI,	62	83	85	80	75	76	-9%	1%
Titanium Dioxide	INR/kg	GCPL, JYL	330	345	342	343	344	337	-2%	-2%
Titanium Dioxide China	CNY/MT	Paints	15,320	16,730	16,742	15,771	15,180	15,076	-10%	-1%
VAM China	USD/MT	Paints	829	994	813	778	783	809	-19%	3%
Soda Ash	INR/50kg	PIDI, Paints	1,850	1,788	1,813	1,832	1,803	1,848	3%	2%
Glass	India WPI Index	HUL, GCPL,	174	176	175	174	173	174	-1%	1%
Gold	MCX Gold (INR/10gm)	UNSP, UBBL	88,691	63,177	71,749	71,543	76,403	83,375	32%	9%
HDPE	INR/10kg	Jewelry	940	1,045	1,035	1,026	964	942	-10%	-2%
Agri Commodity										
Wheat	INR/quintal	ITC, NESTLE,	2,588	2,559	2,525	2,743	2,949	2,947	15%	0%
Sugar	INR/quintel	HUL, ITC, NESTLE, DABUR, BRIT	4,150	3,831	3,933	3,901	3,874	4,074	6%	5%
Mentha	INR/KG	HMN, HUL, CLGT, DABUR	1,025	1,020	1,006	1,012	1,002	1,021	0%	2%
Cashew	India WPI Index	BRIT	165	146	154	164	170	168	15%	-2%
Maize	INR/quintel	HUL, CLGT, DABUR	2,250	2,233	2,201	2,527	2,437	2,377	6%	-2%
Molasses	India WPI Index	UNSP	159	155	157	157	158	159	2%	0%
Barley	INR/quintel	UBBL, NESTLE	2,163	2,027	2,064	2,221	2,396	2,391	18%	0%
Tea	India WPI Tea	HUL	171	139	187	208	210	175	26%	-17%
Cocoa beans	USD/MT	NESTLE	7,902	6,128	9,467	8,555	8,709	9,668	58%	11%
Coffee	India WPI Coffee	NESTLE, HUL	226	216	221	232	231	229	6%	-1%
Tobacco	India WPI Tabacoo	ITC	114	114	114	114	114	114	0%	0%
Milk	India WPI Milk	NESTLE, BRIT	186	183	185	186	185	187	2%	1%
SMP	US\$/CWT	NESTLE, BRIT	122	134	131	131	138	129	-4%	-7%
Copra	Copra WPI Index	MRCO, DABUR	233	156	155	175	215	231	48%	8%
Cotton	USD/LB	PAGE	67	83	79	73	73	67	-19%	-8%
Yarn	NNS Cotton Yarn Hosiery Yarn Carded 40 price INR/kg India	PAGE	255	263	262	258	255	255	-3%	0%
Oil Commodities										
Palm Fatty acid	USD/MT	HUL, GCPL, JYL	1,065	745	810	844	961	1,038	39%	8%
Malaysia Palm oil	MYR/MT	HUL, GCPL, JYL	4,677	4,006	4,037	4,000	4,840	4,712	18%	-3%
Coconut Oil	INR/quintel	MRCO, DABUR	21,500	11,187	12,796	13,617	18,781	18,460	65%	-2%
Rice Bran oil	Rice Bran oil Index	MRCO	177	137	147	155	179	176	29%	-1%
Sunflower oil	INR/MT	MRCO	1,35,500	86,900	89,133	96,071	1,28,397	1,32,328	52%	3%

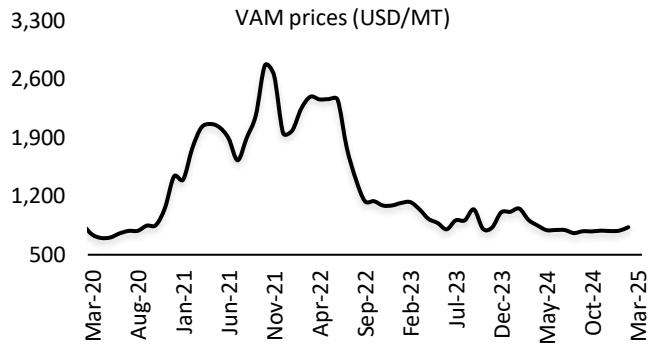
Exhibit 11: Crude oil prices down 9% YoY/flat QoQ in Mar'25


Source: Bloomberg, MOFSL

Exhibit 12: TiO2 prices down 2% both YoY/QoQ in Mar'25


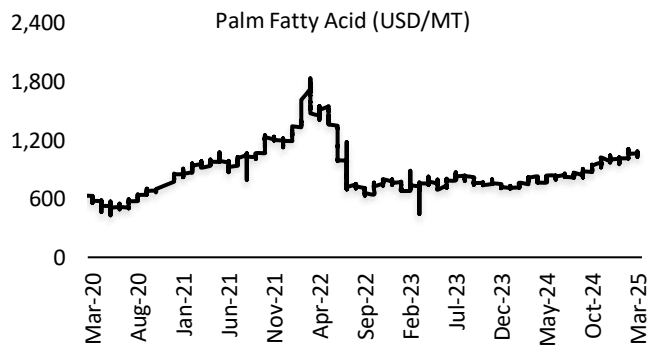
Source: Bloomberg, MOFSL

Exhibit 13: VAM prices down 19% YoY, up 3% QoQ in Mar'25



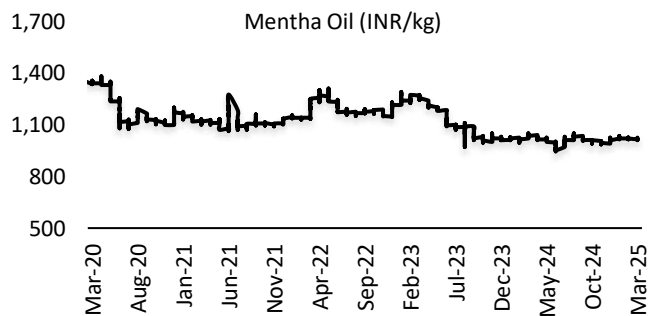
Source: Bloomberg, MOFSL

Exhibit 15: PFAD prices up 39% YoY and 8% QoQ in Mar'25



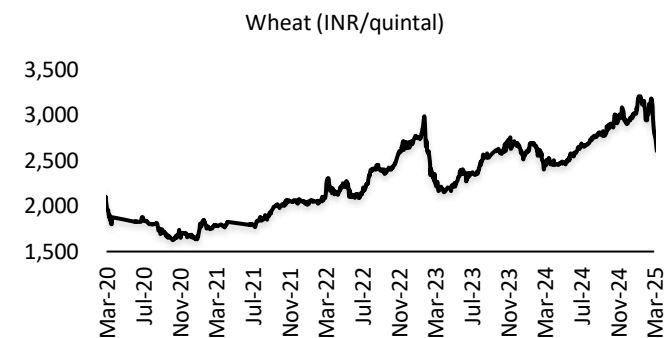
Source: Bloomberg, MOFSL

Exhibit 17: Mentha oil prices were flat YoY while rose 2% QoQ in Mar'25



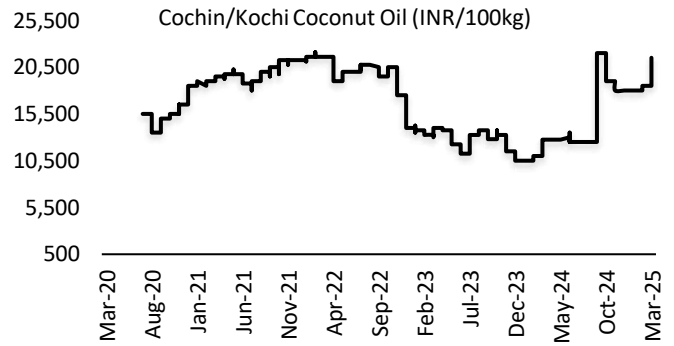
Source: Bloomberg, MOFSL

Exhibit 19: Wheat prices rose 15% YoY/flat QoQ in Mar'25



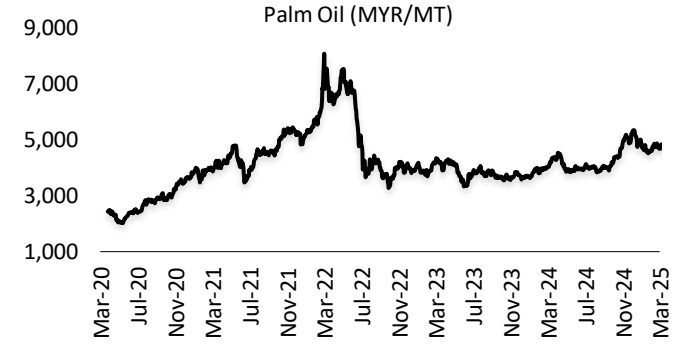
Source: Bloomberg, MOFSL

Exhibit 14: Coconut oil prices up 65% YoY/-2% QoQ in Mar'25



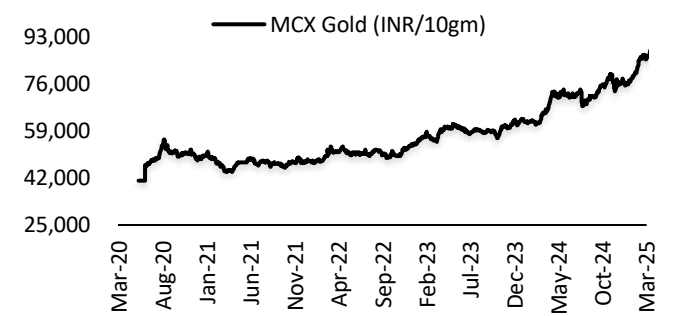
Source: Company, MOFSL

Exhibit 16: Malaysian palm oil prices rose 17% YoY while declined 3% QoQ in Mar'25



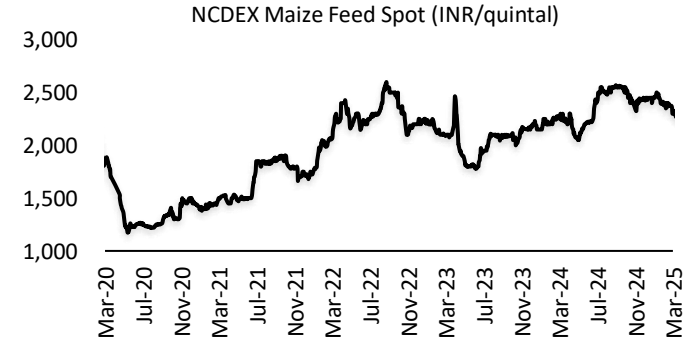
Source: Bloomberg, MOFSL

Exhibit 18: Average gold prices rose 32% YoY and 9% QoQ in Mar'25



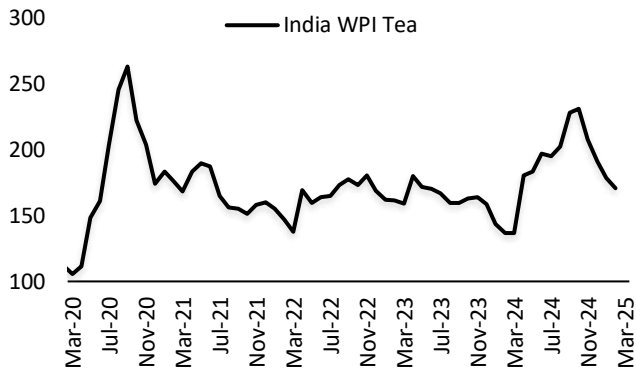
Source: Bloomberg, MOFSL

Exhibit 20: Maize prices rose 7% YoY while declined 2% QoQ in Mar'25



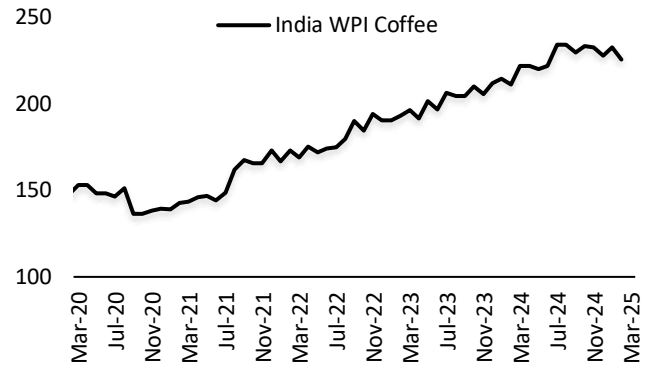
Source: Bloomberg, MOFSL

Exhibit 21: India WPI tea prices up 26% YoY while down 17% QoQ in Mar'25



Source: Bloomberg, MOFSL

Exhibit 22: India coffee prices up 6% YoY and flat QoQ in Mar'25



Source: Bloomberg, MOFSL

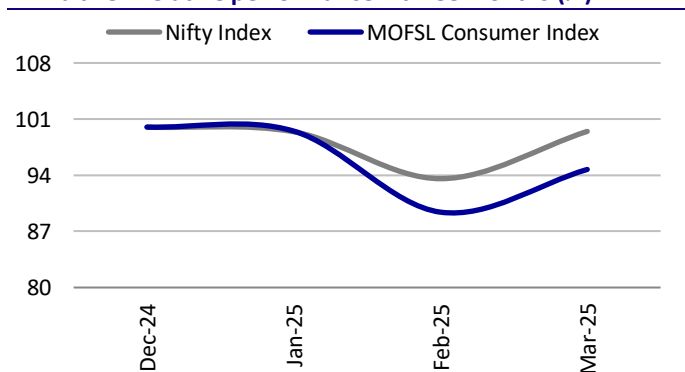
Exhibit 23: Change in our EPS estimates (%)

Change in estimates	New			Old			Change (%)		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Staples									
Britannia	91.1	102.6	114.9	90.5	103.8	117.2	0.7%	-1.2%	-1.9%
Colgate	52.8	57.2	61.7	53.1	58.4	63.6	-0.5%	-2.1%	-3.0%
Dabur	10.1	11.6	12.9	10.5	11.9	13.5	-4.1%	-2.4%	-4.3%
Emami	20.2	21.9	23.7	20.2	22.0	23.9	-0.2%	-0.8%	-0.8%
GCPL	19.3	23.9	27.7	19.3	23.9	27.8	-0.1%	-0.3%	-0.1%
HUL	44.2	48.7	53.1	44.1	49.3	54.1	0.3%	-1.3%	-1.9%
ITC	15.9	17.0	18.4	16.1	17.4	18.7	-0.9%	-2.0%	-1.9%
Jyothy Lab	10.4	11.5	12.6	10.4	11.7	13.0	0.0%	-1.8%	-2.4%
LT Foods	17.3	22.7	27.2	17.5	22.9	27.5	-1.1%	-0.9%	-0.8%
Marico	12.6	14.0	15.3	12.7	14.1	15.4	-0.6%	-0.6%	-0.6%
Nestle	32.2	36.3	40.3	32.7	36.7	41.1	-1.8%	-1.1%	-1.8%
P&G	251.2	278.9	309.3	251.2	278.9	309.3	0.0%	0.0%	0.0%
Tata Consumer	13.9	17.8	20.1	14.5	17.7	20.1	-4.3%	0.3%	0.3%
Varun Beverages	10.4	12.1	14.5	10.1	12.4	14.7	3.4%	-2.6%	-1.3%
Paints									
Asian Paints	44.1	49.6	56.7	44.6	50.3	57.4	-1.3%	-1.4%	-1.3%
Indigo Paints	28.1	33.1	38.2	28.3	33.6	38.8	-0.8%	-1.5%	-1.5%
Pidilite	41.1	47.5	54.6	41.1	47.5	54.6	0.0%	0.0%	0.0%
Liquor									
UBBL	17.2	27.5	36.3	17.8	28.4	37.4	-3.2%	-3.3%	-2.9%
UNSP	19.2	21.5	24.0	19.2	21.6	24.1	0.1%	-0.5%	-0.5%
Innerwear									
Page Industries	616.9	708.4	839.8	613.6	709.4	841.0	0.5%	-0.1%	-0.1%
QSR*									
Barbeque Nation	2.1	2.4	2.7	2.1	2.5	2.7	-0.5%	-1.5%	-1.9%
Devyani	8.4	10.2	11.8	8.4	10.3	11.9	-0.9%	-1.4%	-0.9%
Jubilant	15.9	18.8	21.6	16.2	18.9	22.0	-1.8%	-0.1%	-1.9%
Sapphire	4.8	6.0	7.0	4.8	6.0	7.0	0.0%	0.0%	0.0%
Westlife	3.2	4.1	5.1	3.2	4.1	5.1	0.0%	0.0%	0.0%
Jewelry									
Kalyan	8.0	10.4	12.6	8.0	10.4	12.9	0.3%	-0.1%	-1.7%
PN Gadgil	16.8	21.9	27.9	17.4	22.6	29.0	-3.7%	-3.1%	-4.0%
Senco	11.2	14.0	17.1	10.7	13.8	17.0	5.2%	1.7%	0.4%
Titan	42.8	53.1	63.2	42.8	53.4	63.8	-0.1%	-0.6%	-0.9%

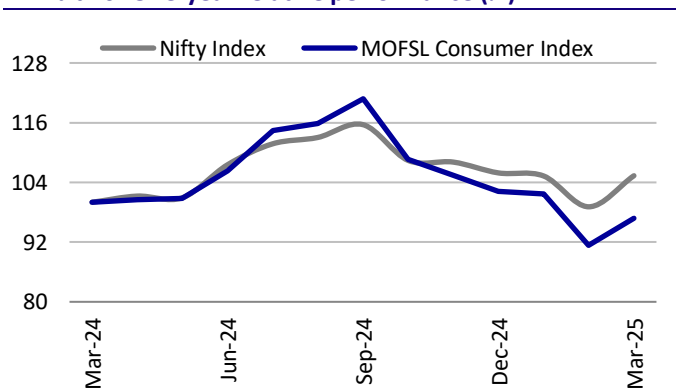
*For QSR, it is change in our EBITDA estimates

Exhibit 24: Comparative valuation

	CMP		EPS (INR)			PE (x)			PB (x)			ROE (%)		
Company Name	(INR)	Reco	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Consumer														
Staples														
Britannia	4,900	Neutral	91.1	102.6	114.9	53.8	47.8	42.6	27.4	24.1	20.5	53.2	53.6	52.0
Colgate	2,350	Neutral	52.8	57.2	61.7	44.5	41.1	38.1	30.6	28.0	25.9	72.5	71.3	70.7
Dabur	498	Buy	10.1	11.6	12.9	49.4	43.0	38.6	8.4	7.9	7.5	17.5	18.9	19.9
Emami	572	Buy	20.2	21.9	23.7	28.3	26.1	24.1	9.0	8.0	7.2	33.8	32.6	31.5
Godrej Consumer	1,143	Buy	19.3	23.9	27.7	59.2	47.9	41.2	8.7	8.0	7.5	15.1	17.4	18.7
Hind. Unilever	2,234	Buy	44.2	48.7	53.1	50.5	45.9	42.0	10.2	10.1	10.0	20.2	22.1	23.9
ITC	407	Buy	15.9	17.0	18.4	25.6	23.9	22.1	6.6	6.5	6.2	26.3	27.4	28.7
Jyothy Labs	329	Neutral	10.4	11.5	12.6	31.8	28.5	26.0	6.4	5.8	5.3	20.6	21.4	21.3
L T Foods	362	Buy	17.3	22.7	27.2	20.9	15.9	13.3	3.2	2.8	2.4	16.6	18.8	19.4
Marico	646	Buy	12.6	14.0	15.3	51.3	46.1	42.1	21.1	20.1	19.0	41.8	44.6	46.3
Nestle	2,232	Neutral	32.2	36.3	40.3	69.4	61.4	55.3	52.7	44.9	38.6	83.5	78.9	74.9
P&G Hygiene	13,561	Neutral	251.2	278.9	309.3	54.0	48.6	43.8	46.9	39.3	33.3	95.3	88.1	82.4
Tata Consumer	992	Buy	13.9	17.8	20.1	71.4	55.8	49.3	4.2	3.8	3.6	7.0	7.4	8.0
Varun Beverages	539	Buy	7.7	10.4	12.1	70.2	51.6	44.5	11.0	9.4	8.1	22.0	19.7	19.6
Paints														
Asian Paints	2,315	Neutral	44.1	49.6	56.7	52.5	46.7	40.9	11.7	11.3	10.6	22.4	24.6	26.7
Indigo Paints	971	Buy	28.1	33.1	38.2	34.6	29.3	25.4	4.6	4.1	3.5	14.0	14.7	14.9
Pidilite Inds.	2,828	Neutral	41.1	47.5	54.6	68.8	59.5	51.8	15.2	13.4	11.9	23.4	23.9	24.3
Liquor														
United Breweries	1,953	Neutral	17.2	27.5	36.3	113	71	53.7	11.7	10.7	9.7	10.6	15.7	19.0
United Spirits	1,405	Neutral	19.2	21.5	24.0	73	65	58.6	12.1	10.2	8.6	16.6	15.6	14.7
Page Industries	41,985	Buy	616.9	708.4	839.8	68.1	59.3	50.0	26.7	23.0	19.7	39.2	38.7	39.4
QSR														
Barbeque Nation	287	Neutral	-2.3	-1.0	0.4	N/M	N/M	717.3	2.9	3.0	2.9	N/M	N/M	0.4
Devyani Intl.	150	Buy	0.2	1.5	2.1	886.9	98.6	70.8	29.6	35.6	40.5	2.4	32.8	53.5
Jubilant Foodworks	661	Neutral	4.3	6.6	8.5	153.7	100.0	77.4	19.9	19.8	19.1	13.0	19.8	24.7
Sapphire Foods	294	Buy	1.3	3.2	4.9	234.5	92.6	60.6	6.9	6.4	5.8	3.0	7.1	10.0
Westlife Foodworld	699	Neutral	0.3	4.3	8.0	2,243	162.8	86.9	14.9	15.8	13.3	0.7	9.4	16.6
Jewelry														
Kalyan Jewellers	458	Buy	8.0	10.4	12.6	57.0	44.0	36.2	10.0	8.7	7.5	18.6	21.2	22.2
P N Gadgil Jewellers	516	Buy	16.8	21.9	27.9	30.8	23.6	18.5	4.3	3.7	3.1	21.2	16.9	18.0
Senco Gold	286	Neutral	11.2	14.0	17.1	25.4	20.4	16.7	2.4	2.2	2.0	11.1	11.3	12.4
Titan Company	2,987	Buy	42.8	53.1	63.2	69.8	56.2	47.2	22.0	17.3	13.8	35.5	34.5	32.5

Exhibit 25: Relative performance – three months (%)


Source: MOFSL, Company

Exhibit 26: One-year relative performance (%)


Source: MOFSL, Company

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL Coverage Universe. Highlighted columns indicate the quarter/financial year under review.

Asian Paints									Neutral
CMP: INR2,315 TP: INR2,550 (+10%)					EPS CHANGE (%): FY25 FY26 FY27: -1.3 -1.4 -1.3				
<ul style="list-style-type: none"> Company 4Q demand remain weak but are showing sequential improvement. We expect a 2% decline in revenue growth, while volume is expected to grow 4% in domestic decorative paint. 					<ul style="list-style-type: none"> We expect gross margin to contract 130bp YoY. EBITDA margin is expected to contract 150bp YoY to 17.9% due to negative operating leverage and high operating cost. The 3% price cut implemented by the company last year has now been into the base. Moreover, an additional ~2% price hike in FY25 is expected to support realization. 				

Quarterly Performance (Consol.)									(INR m)	
Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Est. Dom. Deco. Vol. growth (%)	10.0	6.0	12.0	10.0	7.0	-0.5	1.6	4.0	9.5	3.0
Net Sales	91,823	84,786	91,031	87,308	89,697	80,275	85,494	85,275	3,54,947	3,40,743
Change (%)	6.7	0.2	5.4	-0.6	-2.3	-5.3	-6.1	-2.3	2.9	-4.0
Gross Profit	39,419	36,771	39,695	38,160	38,152	32,732	36,291	36,128	1,54,045	1,43,302
Gross Margin (%)	42.9	43.4	43.6	43.7	42.5	40.8	42.4	42.4	43.4	42.1
EBITDA	21,213	17,162	20,561	16,914	16,938	12,395	16,367	15,249	75,850	60,950
Margin (%)	23.1	20.2	22.6	19.4	18.9	15.4	19.1	17.9	21.4	17.9
Change (%)	36.3	39.8	27.6	-9.3	-20.2	-27.8	-20.4	-9.8	21.2	-19.6
Interest	458	509	544	541	554	630	558	535	2,052	2,277
Depreciation	1,983	2,087	2,204	2,256	2,277	2,420	2,556	2,583	8,530	9,835
Other Income	1,971	1,652	1,386	1,871	1,562	1,736	1,430	1,808	6,880	6,536
PBT	20,743	16,218	19,199	15,988	15,669	11,081	14,683	13,940	72,148	55,373
Tax	5,301	4,186	4,926	3,488	4,168	2,654	3,897	3,124	17,901	13,843
Effective Tax Rate (%)	25.6	25.8	25.7	21.8	26.6	23.9	26.5	22.4	24.8	25.0
Adjusted PAT	15,749	12,324	14,752	12,753	11,868	8,738	11,284	10,378	55,577	42,269
Change (%)	48.5	53.3	34.5	-0.6	-24.6	-29.1	-23.5	-18.6	30.9	-23.9

E: MOFSL Estimates

Britannia Industries									Neutral
CMP: INR4,900 TP: INR 5,200 (+6%)					EPS CHANGE (%): FY25 FY26 FY27: 0.7 -1.2 -1.9				
<ul style="list-style-type: none"> We expect 7% revenue growth YoY, primarily led by volume growth of 4.5% in 4QFY25 as well as price hikes. In its 3Q call, BRIT guided for a 2.5% price hike in its portfolio for 4QFY25 to offset commodity price inflation. 					<ul style="list-style-type: none"> GP margin is expected to contract 490bp YoY to 40% and EBITDA margin is expected to contract 140bp YoY to 18%, primarily due to a rise in agri commodity prices. BRIT continues to focus on innovation and distribution channels to gain market share. 				

Consol. Quarterly Performance									(INR m)	
Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Base business volume growth (%)	0.0	0.0	5.5	6.0	8.0	8.0	6.0	4.5	2.9	6.6
Total Revenue	40,107	44,329	42,563	40,694	42,503	46,676	45,926	43,554	1,67,693	1,78,659
YoY change (%)	8.4	1.2	1.4	1.1	6.0	5.3	7.9	7.0	2.9	6.5
Gross Profit	16,820	19,011	18,673	18,269	18,449	19,381	17,784	17,404	72,772	73,018
Margins (%)	41.9	42.9	43.9	44.9	43.4	41.5	38.7	40.0	43.4	40.9
EBITDA	6,889	8,724	8,211	7,874	7,537	7,834	8,449	7,839	31,698	31,659
Margins (%)	17.2	19.7	19.3	19.4	17.7	16.8	18.4	18.0	18.9	17.7
YoY growth (%)	37.6	22.6	0.4	-1.7	9.4	-10.2	2.9	-0.5	12.0	-0.1
Depreciation	708	717	781	799	739	761	824	828	3,005	3,152
Interest	531	534	311	264	290	346	446	390	1,640	1,471
Other Income	539	524	506	573	556	460	625	622	2,142	2,263
PBT	6,190	7,997	7,625	7,384	7,064	7,187	7,804	7,243	29,196	29,298
Tax	1,665	2,121	2,026	1,980	1,762	1,836	1,961	1,795	7,793	7,354
Rate (%)	26.9	26.5	26.6	26.8	24.9	25.5	25.1	24.8	26.7	25.1
Adjusted PAT	4,555	5,865	5,586	5,366	5,295	5,317	5,823	5,428	21,371	21,863
YoY change (%)	35.7	19.5	0.3	-3.8	16.3	-9.3	4.3	1.1	10.1	2.3

E: MOFSL Estimates

Colgate

Neutral

CMP: INR2,350 | TP: INR2,650 (+13%)

EPS CHANGE (%): FY25|FY26|FY27: -0.5|-2.1|-3.0

- Demand was subdued for oral care. We expect 4% revenue growth, led by 3% volume growth in toothpaste in 4QFY25.
- GP margin is expected to expand 10bp YoY to 69.4%, while EBITDA margin is expected to contract 100bp YoY to 34.7%, given higher ad spends and operating activities.
- The company is focused on expanding distribution reach and improving product penetration in the rural market through LUPs.
- Promotions in the GT channel and the quantum of discounting in alternate channels will be the key monitorables.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume Gr %	3.0	-1.0	-1.0	1.0	7.0	8.0	4.0	3.0	0.5	5.5
Net Sales (inclgd. OOI)	13,237	14,711	13,957	14,900	14,967	16,191	14,618	15,488	56,804	61,265
YoY change (%)	10.6	6.0	8.1	10.3	13.1	10.1	4.7	3.9	8.7	7.9
Gross Profit	9,058	10,117	10,073	10,327	10,574	11,098	10,220	10,749	39,574	42,640
Gross margin (%)	68.4	68.8	72.2	69.3	70.6	68.5	69.9	69.4	69.7	69.6
EBITDA	4,181	4,821	4,684	5,322	5,083	4,974	4,544	5,372	19,008	19,972
Margins (%)	31.6	32.8	33.6	35.7	34.0	30.7	31.1	34.7	33.5	32.6
YoY growth (%)	28.4	18.2	29.6	17.8	21.6	3.2	-3.0	0.9	22.9	5.1
Depreciation	438	443	414	421	415	417	411	409	1,715	1,653
Interest	11	11	15	14	10	12	11	22	50	55
Financial other Income	150	210	179	227	234	195	204	251	765	884
PBT	3,883	4,578	4,434	5,114	4,893	4,740	4,325	5,191	18,008	19,149
Tax	951	1,178	1,133	1,315	1,253	1,354	1,097	1,258	4,577	4,962
Rate (%)	24.5	25.7	25.6	25.7	25.6	28.6	25.4	24.2	25.4	25.9
Adj PAT	2,883	3,401	3,301	3,798	3,640	3,555	3,228	3,933	13,383	14,356
YoY change (%)	33.1	22.3	35.7	19.6	26.2	4.6	-2.2	3.6	26.8	7.3
Reported PAT	2,737	3,401	3,301	3,798	3,640	3,951	3,228	3,933	13,237	14,752

E: MOFSL Estimates

Dabur

Buy

CMP: INR498 | TP: INR575 (+16%)

EPS CHANGE (%): FY25|FY26|FY27: -4.1|-2.4|-4.3

- We expect ~1% revenue decline, backed by a 4% volume decline.
- Rural demand is gradually recovering, while urban demand remains subdued, affected by persistent food inflation. FMCG volume trends continue to remain subdued during the quarter.
- General trade was still under pressure, where alternative channels like modern trade, e-commerce, and quick commerce maintained the growth momentum.
- GP margin is expected to expand 40bp YoY to 49.0% while EBITDA margin is expected to contract 160bp YoY to 15%.
- The Indian business is expected to decline to mid-single digits due to a delayed and short winter and slowdown in urban markets.
- Badshah Masala continued to witness healthy momentum and experienced strong growth. The International business is expected to deliver double-digit growth in CC terms, led by robust momentum in the MENA region, Egypt, and Bangladesh.

Quarterly Performance (Consolidated)

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic FMCG vol. growth (%)	3.0	3.0	4.0	3.0	5.2	-7.0	1.2	-4.0	3.3	0.9
Net sales	31,305	32,038	32,551	28,146	33,491	30,286	33,553	27,790	1,24,040	1,25,120
YoY change (%)	10.9	7.3	6.7	5.1	7.0	-5.5	3.1	-1.3	7.5	0.9
Gross profit	14,588	15,482	15,823	13,679	16,005	14,943	16,124	13,612	59,571	60,683
Margin (%)	46.6	48.3	48.6	48.6	47.8	49.3	48.1	49.0	48.0	48.5
EBITDA	6,047	6,609	6,678	4,668	6,550	5,526	6,819	4,165	24,002	23,060
Margins (%)	19.3	20.6	20.5	16.6	19.6	18.2	20.3	15.0	19.4	18.4
YoY growth (%)	11.2	10.0	8.1	13.9	8.3	-16.4	2.1	-10.8	10.5	-3.9
Depreciation	966	983	969	1,074	1,091	1,110	1,086	1,162	3,992	4,449
Interest	243	281	365	352	327	474	442	358	1,242	1,600
Other income	1,098	1,164	1,274	1,289	1,294	1,515	1,280	1,391	4,824	5,480
PBT	5,936	6,508	6,618	4,531	6,427	5,457	6,571	4,036	23,593	22,491
Tax	1,368	1,443	1,550	1,114	1,481	1,284	1,418	1,058	5,474	5,241
Rate (%)	23.0	22.2	23.4	24.6	23.0	23.5	21.6	26.2	23.2	23.3
Adjusted PAT	4,721	5,233	5,225	3,578	5,084	4,333	5,306	3,127	18,757	17,849
YoY change (%)	7.2	6.7	7.8	10.8	7.7	-17.2	1.6	-12.6	9.3	-4.8

E: MOFSL Estimates

Emami

Buy

CMP: INR572 | TP: INR750 (+31%)

EPS CHANGE (%): FY25|FY26|FY27: -0.2|-0.8|-0.8

- Demand was robust in 4Q, given the healthy winter season and rural recovery. We model 7% revenue growth, led by a 4% domestic volume growth, with the impact of ~2.5% price hike expected to reflect in 4Q.
- GM is expected to remain steady (+70bp YoY) despite macro inflation. EBITDA is likely to witness a slight decline (-20bp YoY) on rising A&P spends.
- The company is focusing on LUPs targeting middle-income consumers, which contribute ~20% of its revenue.
- Emami is implementing initiatives to drive the growth of Kesh King.
- D2C brands like The Man Company and Brillare are performing well and Emami is strategically calibrating discounts.

Consol. Quarterly Performance

Y/E MARCH	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic volume growth (%)	3.0	2.0	-1.0	6.4	8.7	1.7	4.0	4.0	2.6	4.6
Net Sales	8,257	8,649	9,963	8,912	9,061	8,906	10,495	9,529	35,781	37,991
YoY change (%)	6.8	6.3	1.4	6.6	9.7	3.0	5.3	6.9	5.1	6.2
Gross Profit	5,401	6,061	6,851	5,863	6,131	6,296	7,377	6,334	24,176	26,138
Gross margin (%)	65.4	70.1	68.8	65.8	67.7	70.7	70.3	66.5	67.6	68.8
EBITDA	1,900	2,337	3,149	2,110	2,165	2,505	3,387	2,236	9,495	10,293
Margins (%)	23.0	27.0	31.6	23.7	23.9	28.1	32.3	23.5	26.5	27.1
YoY change	9.6	19.6	7.0	5.6	13.9	7.2	7.6	6.0	10.1	8.4
Depreciation	460	461	458	480	444	447	456	476	1,859	1,823
Interest	21	23	27	29	21	23	22	34	100	100
Other Income	83	111	167	107	105	216	149	154	468	624
PBT	1,502	1,964	2,831	1,708	1,805	2,251	3,059	1,880	8,005	8,994
Tax	129	158	155	225	278	94	224	303	667	899
Rate (%)	8.6	8.1	5.5	13.2	15.4	4.2	7.3	16.1	8.3	10.0
Adj. PAT	1,413	1,967	2,828	1,669	1,702	2,333	3,006	1,757	7,876	8,805
YoY change (%)	36.9	12.5	11.0	13.0	20.5	18.6	6.3	5.3	15.7	11.8
Reported PAT	1,368	1,800	2,607	1,468	1,506	2,110	2,790	1,561	7,241	7,966
YoY change (%)	88.1	-0.1	11.9	3.6	10.1	17.2	7.0	6.3	15.4	10.0

E: MOFSL Estimates

Godrej Consumer

Buy

CMP: INR1,143 | TP: INR1,400 (+23%)

EPS CHANGE (%): FY25|FY26|FY27: 0.0|-0.3|-0.1

- Domestic demand continued to mirror 3Q trends, with rural outpacing urban demand. We model 5% standalone revenue growth and 3% volume growth. Price hikes likely persisted in 4Q, especially in soaps.
- High inflation continues to put pressure on margins. We model a 160bp YoY decline in the GP margin and a 230bp YoY decline in EBITDA margins due to negative operating leverage.
- We expect mid-single-digit sales growth in personal care, largely led by pricing in soaps.
- We expect high single-digit sales growth from its international business, led by Indonesia, while GAUM continues to recover.

Quarterly Performance (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic volume Growth (%)	10	4	5	9	8	7	0	4	7	5
Net Sales (including OOI)	34,489	36,020	36,596	33,856	33,316	36,663	37,684	36,301	1,40,961	1,43,960
YoY change (%)	10.4	6.2	1.7	5.8	-3.4	1.8	3.0	7.2	5.9	2.1
Gross Profit	18,534	19,771	20,454	18,999	18,608	20,381	20,402	19,796	77,758	79,188
Margin (%)	53.7	54.9	55.9	56.1	55.9	55.6	54.1	54.5	55.2	55.0
Other Operating Exp.	11,716	12,537	11,407	11,396	11,346	12,764	12,843	12,456	47,055	49,409
EBITDA	6,818	7,234	9,048	7,604	7,262	7,617	7,559	7,341	30,704	29,779
Margins (%)	19.8	20.1	24.7	22.5	21.8	20.8	20.1	20.2	21.8	20.7
YoY growth (%)	28.0	26.0	17.9	14.4	6.5	5.3	-16.4	-3.5	20.9	-3.0
Depreciation	763	609	539	499	495	501	619	610	2,410	2,224
Interest	740	773	666	785	878	831	897	895	2,964	3,500
Other Income	691	659	701	638	771	860	831	767	2,690	3,229
PBT	5,617	6,319	7,904	6,912	6,643	7,124	6,874	6,603	26,751	27,246
Tax	1,611	1,866	2,024	2,087	1,933	2,154	1,834	1,484	7,588	7,405
Rate (%)	28.7	29.5	25.6	30.2	29.1	30.2	26.7	22.5	28.4	27.2
Adj PAT	3,761	4,415	5,862	5,749	4,649	4,953	5,025	5,119	19,787	19,747
YoY change (%)	8.5	17.2	6.0	22.6	23.6	12.2	-14.3	-11.0	13.4	-0.2
Reported PAT	3,188	4,328	5,811	-18,932	4,507	4,913	4,983	5,119	-5,605	19,522

E: MOFSL Estimate

Hindustan Unilever

Buy

CMP: INR2,234 | TP: INR2,850 (+28%)

EPS CHANGE (%): FY25|FY26|FY27: +0.3|-1.3|-1.9

- Demand trends remain consistent QoQ, with muted growth and rural areas continuing to outperform urban areas. We expect a 3% revenue growth in 4QFY25.
- We model a 1% volume growth, impacted by price increases in soaps and tea. The company has implemented a low single-digit price hike across its portfolio.
- HUL's growth has been impacted by multiple factors, including adverse mix dynamics, input cost inflation, and subdued seasonal demand, collectively moderating the overall growth trajectory.
- GP margins are expected to face some pressure (-120bp YoY) due to a rise in palm oil and other agri commodity prices. However, EBITDA margins (-10bp YoY) are expected to remain stable due to cost initiatives taken by the company.

Quarterly Performance (Consolidated)

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Domestic volume growth (%)	3.0	2.0	2.0	2.0	4.0	3.0	0.0	1.0	2.3	2.0
Total sales (Inc. Other Operating income)	1,54,960	1,56,230	1,55,670	1,52,100	1,57,070	1,59,260	1,58,180	1,56,751	6,18,960	6,31,261
YoY change (%)	6.0	3.2	-0.2	0.0	1.4	1.9	1.6	3.1	2.2	2.0
Gross Profit	78,170	82,780	80,880	79,530	81,620	82,170	81,170	80,140	3,21,360	3,25,100
Margin %	50.4	53.0	52.0	52.3	52.0	51.6	51.3	51.1	51.9	51.5
EBITDA	36,650	37,970	36,660	35,350	37,440	37,930	36,950	36,179	1,46,630	1,48,499
YoY change (%)	7.7	9.1	-0.8	-1.1	2.2	-0.1	0.8	2.3	3.6	1.3
Margins (%)	23.7	24.3	23.5	23.2	23.8	23.8	23.4	23.1	23.7	23.5
Depreciation	2,860	2,970	3,130	3,200	3,290	3,380	3,410	3,418	12,160	13,498
Interest	500	880	910	1,050	930	1,100	1,120	1,025	3,340	4,175
Other income	1,830	1,830	2,140	2,310	2,570	2,190	2,320	2,328	8,110	9,408
PBT	35,120	35,950	34,760	33,410	35,790	35,640	34,740	34,064	1,39,240	1,40,234
Tax	9,180	9,310	9,370	8,580	9,170	9,470	9,930	8,753	36,440	37,323
Rate (%)	26.1	25.9	27.0	25.7	25.6	26.6	28.6	25.7	26.2	26.6
PAT bei	25,812	26,597	25,308	24,996	26,455	26,027	26,034	25,261	1,02,713	1,03,847
YoY change (%)	8.0	-1.1	-2.0	-1.6	2.5	-2.1	2.9	1.1	0.7	1.1
Reported Profit	25,540	26,560	25,090	25,580	26,100	25,910	29,840	25,261	1,02,770	1,07,181

E: MOFSL Estimates

Indigo Paints

Buy

CMP: INR971 | TP: INR1,350 (+39%)

EPS CHANGE (%): FY25|FY26|FY27: -0.8|-1.5|-1.5

- Demand remains subdued, and we expect ~2% YoY sales growth in 4QFY25.
- Amid rising competition, the company has resorted to discounting, affecting margins. We expect a YoY contraction of 200bp in GP margin and 160bp in EBITDA margin.
- Remain watchful of commentaries on demand trends in the waterproofing business and expansion to larger cities.
- Expect strong competition and pressure on profits in the near future as new competitors enter the market.

Consolidated Quarterly Performance

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	2,884	2,790	3,538	3,849	3,110	2,995	3,426	3,922	13,061	13,453
Change (%)	28.8	15.0	25.8	18.3	7.8	7.4	-3.2	1.9	21.7	3.0
Raw Material/PM	1,519	1,519	1,833	1,968	1,661	1,686	1,829	2,089	6,839	7,264
Gross Profit	1,365	1,271	1,705	1,881	1,449	1,309	1,597	1,833	6,222	6,188
Gross Margin (%)	47.3	45.6	48.2	48.9	46.6	43.7	46.6	46.7	47.6	46.0
EBITDA	491	421	622	846	474	415	572	799	2,381	2,260
Margin (%)	17.0	15.1	17.6	22.0	15.2	13.9	16.7	20.4	18.2	16.8
Change (%)	39.2	24.8	53.5	17.9	-3.5	-1.5	-8.1	-5.5	31.1	-5.1
Interest	5	6	6	5	6	7	6	4	21	23
Depreciation	101	113	146	156	152	154	147	158	516	611
Other Income	38	32	31	42	42	51	31	50	142	175
PBT	423	335	501	727	357	306	450	687	1,986	1,800
Tax	108	81	125	183	90	83	92	185	497	451
Effective Tax Rate (%)	25.6	24.3	25.0	25.1	25.3	27.2	20.4	27.0	25.0	25.0
Minority Interest	5	0	3	8	5	-4	-2	16	15	15
Adjusted PAT	310	253	373	537	262	226	360	486	1,474	1,334
Change (%)	55.9	22.1	41.9	10.3	-15.6	-10.6	-3.3	-9.5	27.4	-9.4

E: MOFSL Estimates

ITC

Buy

CMP: INR407 | TP: INR525 (+29%)

EPS CHANGE (%): FY25|FY26|FY27: -0.9|-2.0|-1.9

- The cigarette business is expected to show stable volumes and pricing, with the portfolio continuing to grow, aided by improvements in the product mix. We model 4.5% volume growth in the business in 4QFY25.
- We expect 6% YoY sales growth in the cigarette business and 2% YoY sales growth in the FMCG business. The FMCG business continues to see pressure in urban demand.
- We expect a 5% YoY growth in cigarette EBIT, though margins may contract by 70bp due to rising competition. In the FMCG business, we expect a 25% decline in EBIT, with a 250bp margin contraction as price hikes lag RM inflation.
- The paper segment remained weak as an influx of cheap Chinese paper has prompted regional players to offer more discounts to customers.
- The agriculture segment performed well during the quarter.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E*
	1Q	2Q	3Q	4Q	1Q	2Q	3Q*	4QE*		
Est. cigarette vol. gr. (%)	8.0	5.0	-2.0	2.0	3.0	3.5	6.0	4.5	3.0	4.3
Net Sales	1,71,645	1,77,745	1,80,194	1,79,227	1,84,573	2,07,359	1,87,902	1,83,455	7,08,810	7,63,289
YoY change (%)	-7.2	3.9	1.8	1.6	7.5	16.7	4.3	2.4	-0.1	7.7
Gross Profit	1,06,148	1,07,058	1,09,775	1,13,357	1,11,736	1,15,919	1,08,267	1,12,891	4,36,338	4,48,814
Margin (%)	61.8	60.2	60.9	63.2	60.5	55.9	57.6	61.5	61.6	58.8
Total Exp	1,04,944	1,13,202	1,15,156	1,12,965	1,17,089	1,39,741	1,24,282	1,18,731	4,46,267	4,99,803
EBITDA	66,701	64,542	65,038	66,262	67,484	67,618	63,619	64,723	2,62,544	2,63,485
Growth (%)	9.8	3.1	-3.0	0.0	1.2	4.8	-2.2	-2.3	2.3	0.4
Margins (%)	38.9	36.3	36.1	37.0	36.6	32.6	33.9	35.3	37.0	34.5
Depreciation	4,425	4,530	4,595	4,614	4,986	5,204	4,160	4,122	18,164	18,471
Interest	99	99	136	126	113	164	98	131	460	506
Other Income	7,223	6,649	6,568	6,838	6,949	6,160	5,959	6,847	27,278	25,914
PBT	69,400	66,562	66,876	68,360	69,335	68,410	65,320	67,318	2,71,198	2,70,423
Tax	17,599	17,003	12,816	16,468	17,611	17,935	17,263	15,608	63,885	68,417
Rate (%)	25.4	25.5	19.2	24.1	25.4	26.2	26.4	23.2	23.6	25.3
Adj PAT	51,049	48,981	53,397	51,221	50,939	49,937	48,098	50,941	2,04,646	1,98,931
YoY change (%)	16.3	6.0	6.7	0.0	-0.2	2.0	-9.9	-0.5	6.9	-2.8
Reported PAT	51,049	48,981	53,352	51,206	50,916	49,929	48,098	50,941	2,04,588	1,98,931

E: MOFSL estimates *From 3QFY25 onwards, the hotel business has not been included due to its demerger.

Jyothy Labs.

Neutral

CMP: INR329 | TP: INR375 (+14%)

EPS CHANGE (%): FY25|FY26|FY27: 0.0|-1.8|-2.4

- We expect consolidated net sales to grow 5% YoY, led by volume growth of 7% in 4QFY25.
- Rural demand is improving, while urban demand is still under pressure.
- We expect gross margin to remain flat YoY at 49.7% but contract 30bp QoQ due to rising palm oil prices.
- EBITDA margin is expected to expand 30bp YoY at 16.7% in 4QFY25.
- Initial response for the 'Jovia' brand and competitive intensity in small packs will be the key monitorables for the company.
- It focuses on rural distribution, innovation, and introduction of SKUs to cater to specific consumer segments.

Consolidated Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	9%	9%	11%	10%	11%	3%	8%	7%	9%	7%
Net Sales	6,871	7,323	6,775	6,600	7,418	7,338	7,045	6,944	27,569	28,744
YoY change (%)	15.1	11.1	10.6	7.0	8.0	0.2	4.0	5.2	10.9	4.3
Gross Profit	3,289	3,604	3,371	3,267	3,805	3,683	3,506	3,436	13,531	14,429
Margins (%)	47.9	49.2	49.8	49.5	51.3	50.2	49.8	49.5	49.1	50.2
EBITDA	1,174	1,354	1,186	1,084	1,335	1,385	1,158	1,159	4,798	5,051
EBITDA growth %	96.2	68.3	40.6	18.7	13.7	2.3	-2.4	7.0	51.9	5.3
Margins (%)	17.1	18.5	17.5	16.4	18.0	18.9	16.4	16.7	17.4	17.6
Depreciation	120	123	128	129	134	139	143	139	500	555
Interest	11	12	12	13	14	14	15	9	47	52
Other Income	79	132	106	130	137	125	139	124	447	525
PBT	1,123	1,351	1,152	1,072	1,324	1,357	1,138	1,135	4,698	4,969
Tax	250	311	243	291	307	307	264	290	1,095	1,168
Rate (%)	22.3	23.0	21.1	27.1	23.2	22.6	23.2	25.5	23.3	23.5
Adjusted PAT	873	1,040	909	781	1,017	1,050	874	845	3,603	3,801
YoY change (%)	124.1	78.2	34.9	31.9	16.6	1.0	-3.9	8.2	54.8	5.5

E: MOFSL Estimates

LT Foods

Buy

CMP: INR362 | TP: INR460 (+27%)
EPS CHANGE (%): FY25|FY26|FY27: -1.1|-0.9|-0.8

- We expect consolidated sales to grow 13% YoY, led by volume growth of basmati rice.
- The implications of new reciprocal tariffs in the US will be a key monitorable.
- EBITDA margins are expected to contract 60bp YoY to 11.3% in 4QFY25 due to higher input prices of basmati rice.
- The change in basmati rice prices, driven by excess domestic supply, will be a key monitorable.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	17,781	19,778	19,417	20,748	20,705	21,078	22,748	23,430	77,724	87,961
YoY Change (%)	10.4	14.7	9.2	13.9	16.4	6.6	17.2	12.9	12.1	13.2
Total Expenditure	15,644	17,373	17,031	18,297	18,296	18,785	20,250	20,793	68,345	78,124
EBITDA	2,137	2,405	2,386	2,451	2,409	2,293	2,498	2,637	9,379	9,837
Margins (%)	12.0	12.2	12.3	11.8	11.6	10.9	11.0	11.3	12.1	11.2
Depreciation	356	360	361	453	420	448	458	460	1,529	1,786
Interest	220	191	185	235	187	196	236	220	830	840
Other Income	107	140	80	169	175	263	134	120	496	692
PBT before EO expense	1,669	1,995	1,920	1,933	1,977	1,911	1,938	2,077	7,517	7,903
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	1,669	1,995	1,920	1,933	1,977	1,911	1,938	2,077	7,517	7,903
Tax	438	539	510	542	530	494	525	523	2,029	2,070
Rate (%)	26.2	27.0	26.6	28.1	26.8	25.8	27.1	25.2	27.0	26.2
Minority Interest & Profit/Loss of Asso. Cos.	-143	-143	-102	-97	-84	-66	-19	-20	-486	-189
Reported PAT	1,374	1,599	1,512	1,488	1,532	1,484	1,433	1,574	5,973	6,022
Adj PAT	1,374	1,599	1,512	1,488	1,532	1,484	1,433	1,574	5,973	6,022
YoY Change (%)	53.2	78.7	58.7	15.9	11.4	-7.2	-5.2	5.8	48.3	0.8
Margins (%)	7.7	8.1	7.8	7.2	7.4	7.0	6.3	6.7	7.7	6.8

Marico

Buy

CMP: INR646 | TP: INR775 (+20%)
EPS CHANGE (%): FY25|FY26|FY27: -0.6|-0.6|-0.6

- The domestic business is experiencing steady improvement. We expect 18% consol. revenue growth and ~6% domestic volume growth. The high pricing contribution is driven by price hikes in Parachute and Saffola edible oils (~15-20%).
- Gross margins may be impacted (-170bp YoY) by a rise in RM prices. Operating margins are expected to contract (170bp YoY).
- Parachute oil is expected to deliver high teen revenue growth, aided by pricing interventions implemented throughout FY25, whereas Saffola oil is expected to deliver revenue growth in the twenties, backed by steep price hikes implemented across these portfolios. Meanwhile, VAHO revenue is likely to see a gradual improvement.
- The International business is expected to deliver mid-teens revenue CC growth, with positive contributions from all markets.

Quarterly Performance

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Domestic volume growth (%)	3.0	3.0	2.0	3.0	4.0	5.0	6.0	6.0	2.8	5.3
Net Sales	24,770	24,760	24,220	22,780	26,430	26,640	27,940	26,821	96,530	1,07,831
YoY Change (%)	-3.2	-0.8	-1.9	1.7	6.7	7.6	15.4	17.7	-1.1	11.7
Gross Profit	12,380	12,500	12,420	11,750	13,810	13,530	13,830	13,393	49,050	54,563
Gross margin (%)	50.0	50.5	51.3	51.6	52.3	50.8	49.5	49.9	50.8	50.6
EBITDA	5,740	4,970	5,130	4,420	6,260	5,220	5,330	4,749	20,260	21,559
Margins (%)	23.2	20.1	21.2	19.4	23.7	19.6	19.1	17.7	21.0	20.0
YoY Change (%)	8.7	14.8	12.5	12.5	9.1	5.0	3.9	7.4	11.9	6.4
Depreciation	360	390	420	410	410	410	440	442	1,580	1,702
Interest	170	200	190	170	170	110	130	140	730	550
Other Income	460	380	430	150	370	400	420	360	1,420	1,550
PBT	5,670	4,760	4,950	3,990	6,050	5,100	5,180	4,527	19,370	20,857
Tax	1,310	1,160	1,090	790	1,310	1,190	1,120	1,167	4,350	4,787
Rate (%)	23.1	24.4	22.0	19.8	21.7	23.3	21.6	25.8	22.5	23.0
Adjusted PAT	4,270	3,530	3,830	3,180	4,640	4,230	3,990	3,441	14,810	16,301
YoY Change (%)	15.1	17.3	16.8	5.3	8.7	19.8	4.2	8.2	13.7	10.1
Reported PAT	4,270	3,530	3,830	3,180	4,640	4,230	3,990	3,441	14,810	16,301

E: MOFSL Estimates

Nestlé India

Neutral

CMP: INR2,232 | TP: INR2,400 (+8%)

EPS CHANGE (%): FY25|FY26|FY27: -1.8|-1.1|-1.8

- We expect sales growth of 5% YoY. However, while demand recovery is underway, a higher dependency on urban markets may weigh on NEST volumes.
- The company has likely implemented a price hike in response to rising commodity prices.
- We model moderation in GP (-100 bps) and EBITDA margins (-190bp), impacted by a sharp rise in coffee and edible oil prices.
- Nestle focuses on expanding its distribution reach, premiumization, and innovations.

Quarterly Performance

(INR m)

Y/E December	FY24					FY25E				FY24*	FY25E
	1Q	2Q	3Q	4Q	5Q	1Q	2Q	3Q	4QE		
Net Sales	48,305	46,585	50,368	46,004	52,676	48,140	51,040	47,797	55,145	2,43,939	2,02,122
YoY Change (%)	21.0	15.1	9.5	8.1	9.0	3.3	1.3	3.9	4.7	15.5	3.6
COGS	22,315	19,775	21,916	19,046	22,759	20,388	22,139	20,846	24,347	1,07,086	87,721
Gross Profit	25,990	26,811	28,452	26,959	29,917	27,751	28,901	26,951	30,798	1,36,853	1,14,401
Margin (%)	53.8	57.6	56.5	58.6	56.8	57.6	56.6	56.4	55.8	56.1	56.6
Operating Exp	14,748	14,872	15,984	15,670	16,491	16,543	17,013	15,758	17,812	77,765	67,126
EBITDA	11,242	11,939	12,468	11,289	13,426	11,209	11,888	11,193	12,986	59,088	47,275
Margins (%)	23.3	25.6	24.8	24.5	25.5	23.3	23.3	23.4	23.5	24.2	23.4
YoY Growth (%)	19.8	39.4	21.6	13.5	19.4	-6.1	-4.7	-0.8	-3.3	23.9	0.0
Depreciation	1,017	1,074	1,112	1,087	1,089	1,127	1,216	1,325	1,332	5,378	5,000
Interest	370	328	314	230	262	317	322	346	340	1,455	1,325
Other income	337	240	333	303	268	391	69	44	282	1,480	786
PBT	10,192	10,777	11,375	10,275	12,343	10,156	10,418	9,567	11,596	53,735	41,736
Tax	2,538	2,410	3,139	2,309	3,164	2,625	3,010	2,264	2,852	13,560	10,750
Rate (%)	24.9	22.4	27.6	22.5	25.6	25.8	28.9	23.7	24.6	25.2	25.8
Adjusted PAT	7,511	8,292	8,055	7,808	9,138	7,377	7,702	7,014	8,731	39,577	31,002
YoY Change (%)	25.8	53.6	20.7	23.5	21.7	-11.0	-4.4	-10.2	-4.5	30.0	-2.1

E: MOFSL Estimates *Note: FY24 is a 15-month period as the company has changed its accounting year-end from December to March

Page Industries

Buy

CMP: INR41,985 | TP: INR57,500 (+37%)

EPS CHANGE (%): FY25|FY26|FY27: 0.5|-0.1|-0.1

- We expect ~8% YoY revenue growth and 6% volume growth and rest by mix change. No price hike expected in 4Q.
- Gross margin is expected to expand 120bp YoY to 57.2% while EBITDA margin is likely to expand 130bp YoY to 17.8%.
- Inventory days at the distributor level have normalized for the innerwear and athleisure segments.
- Remain watchful of commentaries on demand recovery, inventory levels, and digitization initiatives.

Quarterly Statement

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	-11.5	-8.8	4.6	6.1	2.6	6.7	4.7	6.1	-3.5	4.5
Net Sales	12,291	11,251	12,288	9,925	12,775	12,463	13,131	10,749	45,817	49,118
YoY change (%)	-8.4	-8.4	2.4	2.9	3.9	10.8	6.9	8.3	-2.8	7.2
Gross Profit	6,544	6,262	6,522	5,562	6,918	7,040	7,399	6,150	24,971	27,506
Gross margin (%)	53.2	55.7	53.1	56.0	54.1	56.5	56.3	57.2	54.5	56.0
Other Expenditure	4,159	3,927	4,226	3,918	4,484	4,225	4,374	4,241	16,248	17,323
% to sales	33.8	34.9	34.4	39.5	35.1	33.9	33.3	39.5	35.5	35.3
EBITDA	2,385	2,335	2,297	1,643	2,433	2,815	3,025	1,909	8,723	10,182
Margins (%)	19.4	20.8	18.7	16.6	19.0	22.6	23.0	17.8	19.0	20.7
YoY change	-19.9	-1.8	19.1	22.3	2.0	20.5	31.7	16.2	1.1	16.7
Depreciation	210	246	226	226	221	226	297	300	908	1,044
Interest	127	112	105	105	117	109	119	120	449	465
Other Income	52	17	55	137	129	146	140	135	200	550
PBT	2,100	1,994	2,021	1,450	2,225	2,625	2,750	1,625	7,565	9,224
Tax	517	491	497	368	572	672	703	395	1,873	2,343
Rate (%)	24.6	24.6	24.6	25.4	25.7	25.6	25.6	24.3	24.8	25.4
PAT	1,584	1,503	1,524	1,082	1,652	1,953	2,047	1,229	5,692	6,881
YoY change (%)	-23.5	-7.3	23.1	38.1	4.3	29.9	34.3	13.6	-0.4	20.9

E: MOFSL Estimates

P&G Hygiene

Neutral

CMP: INR13,561 | TP: INR15,000 (+11%)
EPS CHANGE (%): FY24|FY25|FY27: -|-|-

- Sales are expected to grow ~9% YoY in 3QFY25 (June qtr. year ending).
- Gross margin is expected to contract 130bp YoY to 65%.
- EBITDA margin is expected to contract 100bp YoY to 24.7%.
- A&P spending and demand outlook are the key monitorables.

Standalone - Quarterly Earnings

(INR m)

Y/E June	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Net Sales	11,384	11,334	10,022	9,318	11,352	12,476	10,874	10,210	42,057	44,912
YoY Change (%)	9.2	-0.3	13.5	9.7	-0.3	10.1	8.5	9.6	7.5	6.8
Gross profit	6,932	6,825	6,644	5,514	7,139	8,085	7,068	6,137	25,915	28,429
Margin (%)	60.9	60.2	66.3	59.2	62.9	64.8	65.0	60.1	61.6	63.3
EBITDA	2,849	3,097	2,573	1,313	2,905	3,709	2,691	1,833	9,833	11,138
Growth	33.1	6.6	72.4	-37.9	2.0	19.8	4.6	39.6	13.2	13.3
Margins (%)	25.0	27.3	25.7	14.1	25.6	29.7	24.7	18.0	23.4	24.8
Depreciation	143	143	145	134	117	99	145	186	565	547
Interest	19	26	224	-1	19	66	40	30	268	155
Other Income	158	156	136	73	85	97	140	156	523	479
PBT	2,845	3,085	2,339	1,253	2,854	3,641	2,646	1,774	9,522	10,915
PBT after EO expense	2,845	3,085	2,029	1,123	2,854	3,641	2,646	1,774	9,082	10,915
Tax	738	796	796	345	735	955	635	425	2,674	2,751
Rate (%)	25.9	25.8	39.2	30.7	25.7	26.2	24.0	24.0	29.4	25.2
Adj PAT	2,107	2,289	1,854	908	2,119	2,686	2,011	1,349	7,159	8,164
YoY Change (%)	36.4	10.1	72.5	-38.5	0.6	17.3	8.4	48.5	15.3	14.0
Margins (%)	18.5	20.2	18.5	9.7	18.7	21.5	18.5	13.2	17.0	18.2

E: MOFSL Estimates

Pidilite Industries

Neutral

CMP: INR2,828 | TP: INR3,000 (+6%)
EPS CHANGE (%): FY25|FY26|FY27: 0.0|0.0|0.0

- We expect demand softness to continue in 4Q, though rural growth continues to outperform urban growth. Pidilite's core category remains under pressure due to the subdued demand environment.
- We expect consolidated revenue to grow 8% YoY and volume to grow 10% during the quarter.
- We expect gross margin to expand 130bp YoY to 58.3%, driven by a YoY decline in VAM prices.
- Outlook on domestic and international demand is a key monitorable.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	7.9	8.2	10.4	15.2	9.6	8.0	9.7	9.7	10.4	9.3
Net Sales	32,751	30,760	31,300	29,019	33,954	32,349	33,689	31,392	1,23,830	1,31,384
YoY change (%)	5.6	2.2	4.4	7.9	3.7	5.2	7.6	8.2	4.9	6.1
Gross Profit	16,054	15,783	16,551	15,503	18,268	17,583	18,301	16,711	63,890	70,863
Margin (%)	49.0	51.3	52.9	53.4	53.8	54.4	54.3	53.2	51.6	53.9
Total Expenditure	25,682	23,963	23,875	23,249	25,826	24,661	25,705	25,082	36,817	40,754
EBITDA	7,070	6,797	7,425	5,769	8,127	7,688	7,984	6,310	27,073	30,109
YoY change (%)	33.5	36.0	49.7	25.6	15.0	13.1	7.5	9.4	36.4	11.2
Margins (%)	21.6	22.1	23.7	19.9	23.9	23.8	23.7	20.1	21.9	22.9
Depreciation	734	752	795	1,125	844	879	895	934	3,407	3,552
Interest	119	131	128	134	118	117	125	143	512	503
Other Income	234	316	370	489	539	571	558	449	1,397	2,118
PBT	6,451	6,230	6,872	4,998	7,704	7,263	7,522	5,682	24,551	28,172
Tax	1,704	1,631	1,765	1,219	1,984	1,848	1,947	1,265	6,319	7,043
Rate (%)	26.4	26.2	25.7	28.5	25.7	25.4	25.9	22.3	26.5	25.0
Reported PAT	4,682	4,502	5,105	3,006	5,669	5,346	5,524	4,369	17,294	20,908
Adj PAT	4,682	4,502	5,105	3,722	5,669	5,346	5,524	4,369	18,011	20,908
YoY change (%)	32.2	34.5	66.7	29.6	21.1	18.7	8.2	17.4	40.5	16.1
Margins (%)	14.3	14.6	16.3	12.8	16.7	16.5	16.4	13.9	14.5	15.9

E: MOFSL Estimates

Tata Consumer Products

Buy

CMP: INR992 | TP: INR1,150 (+16%)

EPS CHANGE (%): FY25|FY26|FY27: -4.3|+0.3|+0.3

- We expect revenue to grow ~17% YoY, led by continued growth from the domestic businesses.
- EBITDA margin is likely to contract ~12.9% in 4QFY25 vs. 16% in 4QFY24.
- Higher tea prices, coupled with volume growth, are expected to drive value growth and margin expansion.
- We anticipate a strong quarter for the salt segment, driven by continued price hikes.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	37,412	37,338	38,039	39,269	43,521	42,145	44,436	45,891	152,059	175,992
YoY Change (%)	12.5	11.0	9.5	8.5	16.3	12.9	16.8	16.9	10.3	15.7
Total Expenditure	31,962	31,967	32,315	32,974	36,847	35,882	38,788	39,982	129,218	151,498
EBITDA	5,450	5,371	5,724	6,296	6,674	6,263	5,647	5,909	22,841	24,493
Margins (%)	14.6	14.4	15.0	16.0	15.3	14.9	12.7	12.9	15.0	13.9
Depreciation	820	939	855	1,158	1,480	1,493	1,503	1,509	3,772	5,985
Interest	262	276	332	428	936	987	579	200	1,298	2,702
Other Income	578	898	596	385	392	460	516	600	2,456	1,967
PBT before EO expense	4,946	5,054	5,133	5,095	4,650	4,242	4,081	4,801	20,228	17,774
Extra-Ord expense	-52	-146	-915	-2,158	-171	-272	-62	0	-3,270	-504
PBT	4,894	4,909	4,217	2,937	4,479	3,971	4,019	4,801	16,957	17,269
Tax	1,309	1,317	1,062	260	1,337	377	1,022	1,296	3,947	4,032
Rate (%)	26.7	26.8	25.2	8.8	29.9	9.5	25.4	27.0	23.3	23.3
Minority Interest	211	257	226	-44	-11	28	30	70	651	118
Profit/Loss of Asso. Cos.	-209	47	-140	-555	-249	79	-178	-326	-856	-675
Reported PAT	3,166	3,382	2,789	2,166	2,903	3,644	2,789	3,108	11,503	12,444
Adj PAT	3,205	3,492	3,475	3,785	3,031	3,848	2,835	3,108	13,956	12,822
YoY Change (%)	17.2	42.8	18.7	38.4	-5.4	10.2	-18.4	-17.9	28.7	-8.1
Margins (%)	8.6	9.4	9.1	9.6	7.0	9.1	6.4	6.8	9.2	7.3

United Breweries

Neutral

CMP: INR1,952 | TP: INR2,000 (+2%)

EPS CHANGE (%): FY25|FY26|FY27: -3.2|-3.3|-2.9

- We expect 10% revenue growth and 8% volume growth YoY in 4QFY25. Realization growth is expected to remain in low single digits, led by a better product mix and price hikes.
- UBBL revenue was impacted by Telangana in Jan'25.
- We expect GM to remain flat at 41.7%.
- We expect EBITDA margin to contract 50bp YoY, reaching 6.2%.
- The company continues to undertake various cost-saving initiatives.
- The outlook on state mix and realization growth remains a key monitorable.

Standalone Quarterly Performance

(INRm)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	-12	7	8	11	5	5	8	8	2	6
Net Sales	22,732	18,880	18,227	21,315	24,730	21,147	19,984	23,417	81,227	89,277
YoY Change (%)	-6.7	12.4	13.1	20.8	8.8	12.0	9.6	9.9	8.3	9.9
Gross Profit	9,221	8,408	8,018	8,894	10,642	9,272	8,619	9,767	34,703	38,300
Margin (%)	40.6	44.5	44.0	41.7	43.0	43.8	43.1	41.7	42.7	42.9
EBITDA	2,228	1,846	1,456	1,420	2,847	2,268	1,411	1,445	6,962	7,972
YoY Change (%)	-15.9	-15.8	89.9	165.6	27.8	22.9	-3.0	1.8	13.0	14.5
Margins (%)	9.8	9.8	8.0	6.7	11.5	10.7	7.1	6.2	8.6	8.9
Depreciation	513	508	518	577	577	571	613	614	2,119	2,374
Interest	17	14	21	18	16	22	32	15	69	85
Other Income	103	122	241	263	73	105	101	341	737	619
PBT	1,801	1,446	1,158	1,088	2,327	1,781	867	1,157	5,511	6,133
Tax	440	369	310	280	595	458	227	302	1,403	1,582
Rate (%)	24.5	25.5	26.7	25.7	25.5	25.7	26.2	26.1	25.5	25.8
Reported PAT	1,361	1,076	849	808	1,733	1,322	383	855	4,109	4,551
Adj PAT	1,361	1,076	849	808	1,733	1,322	640	855	4,109	4,551
YoY Change (%)	-15.8	-19.8	274.9	730.8	27.3	22.9	-24.5	5.8	24.7	10.8
Margins (%)	6.0	5.7	4.7	3.8	7.0	6.3	3.2	3.7	5.1	5.1

E: MOFSL Estimates

United Spirits

Neutral

CMP: INR1,405 | TP: INR1,550 (10%)

EPS CHANGE (%): FY25|FY26|FY27: +0.1|-0.5|-0.5

- Demand uptick remained healthy in 4Q, led by the wedding season. We model 13% YoY revenue growth in P&A and 4% in popular, leading to overall 12% revenue growth.
- We model 7% YoY volume growth in 4Q, with 8% in P&A and 1% in the popular segment.
- Gross margins are expected to expand, supported by cost efficiencies and pricing in previous quarters. We expect 100bp expansion in GM and 150bp in EBITDA margin.
- Andhra Pradesh's policy for privatized retail shops and Karnataka's policy of MRP cut are supporting growth.

Quarterly Performance

Y/E March (Standalone)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth %	5.8	1.0	-1.8	3.7	3.5	-4.4	10.2	6.9	1.9	4.1
Total revenues	21,719	28,647	29,893	26,660	23,520	28,430	34,320	29,921	1,06,920	1,16,191
YoY change (%)	-1.0	-1.4	7.5	6.9	8.3	-0.8	14.8	12.2	3.1	8.7
Gross Profit	9,474	12,437	12,979	11,550	10,460	12,850	15,350	13,278	46,440	51,938
Margin (%)	43.6	43.4	43.4	43.3	44.5	45.2	44.7	44.4	43.4	44.7
Total Exp	17,868	23,946	24,979	23,040	18,940	23,360	28,440	25,408	89,840	96,148
EBITDA	3,851	4,701	4,914	3,620	4,580	5,070	5,880	4,513	17,080	20,043
Margins (%)	17.7	16.4	16.4	13.6	19.5	17.8	17.1	15.1	16.0	17.3
EBITDA growth (%)	42.4	6.3	33.6	7.1	18.9	7.8	19.7	24.7	20.4	17.3
Depreciation	650	653	628	710	650	690	720	725	2,640	2,785
Interest	193	262	164	290	220	250	200	230	910	900
Other income	209	388	461	500	320	340	720	860	1,560	2,240
PBT	3,217	4,174	4,583	3,120	4,030	4,470	5,680	4,418	15,090	18,598
Tax	814	1,068	1,102	760	1,040	1,120	1,480	1,112	3,740	4,649
Rate (%)	25.3	25.6	24.0	24.4	25.8	25.1	26.1	25.2	24.8	25.0
Adj. PAT	2,397	3,183	3,481	2,340	2,990	3,350	4,203	3,306	11,400	13,948
YoY change (%)	8.1	20.7	61.0	10.2	24.8	5.3	20.7	41.3	29.4	22.4
Extraordinary inc/(Exp)	-21	307	0	1,480	0	0	530	0	1,766	530
Reported PAT	2,382	3,413	3,481	3,840	2,990	3,350	4,730	3,306	13,116	14,478

E: MOFSL Estimate

Varun Beverages

Buy

CMP: INR539 | TP: INR670 (+24%)

EPS CHANGE (%): CY25|CY26|CY27: +3.4|-2.6|-1.3

- We expect overall sales volume to grow 29% YoY in 1QCY25.
- Expansion into the African market will be a major growth catalyst, leveraging its immense untapped potential.
- We expect EBITDA margin to sustain on a YoY basis in 1QCY25.
- Scale-up in international geographies and further capex updates are the key monitorables.

Consolidated - Quarterly Earning Model

Y/E December	CY24				CY25				CY24	CY25E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	43,173	71,969	48,047	36,888	55,972	83,275	55,595	43,905	200,077	238,747
YoY Change (%)	10.9	28.3	24.1	38.3	29.6	15.7	15.7	19.0	24.7	19.3
Total Expenditure	33,286	52,056	36,536	31,088	43,143	60,278	42,280	37,057	152,966	182,758
EBITDA	9,888	19,912	11,511	5,800	12,828	22,997	13,315	6,849	47,111	55,989
Margins (%)	22.9	27.7	24.0	15.7	22.9	27.6	24.0	15.6	23.5	23.5
Depreciation	1,875	2,425	2,566	2,608	2,750	2,850	2,950	3,080	9,474	11,630
Interest	937	1,292	1,185	1,090	500	200	150	61	4,504	911
Other Income	84	440	243	446	500	550	600	737	1,213	2,387
PBT before EO expense	7,159	16,636	8,002	2,548	10,078	20,497	10,815	4,446	34,346	45,836
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	7,159	16,636	8,002	2,548	10,078	20,497	10,815	4,446	34,346	45,836
Tax	1,678	4,012	1,713	585	2,217	4,509	2,379	978	7,988	10,084
Rate (%)	23.4	24.1	21.4	23.0	22.0	22.0	22.0	22.0	23.3	22.0
Minority Interest & Profit/Loss of Asso. Cos.	107	98	92	105	118	102	101	115	402	436
Reported PAT	5,374	12,526	6,197	1,858	7,743	15,886	8,334	3,352	25,956	35,316
Adj PAT	5,374	12,526	6,197	1,858	7,743	15,886	8,334	3,352	25,956	35,316
YoY Change (%)	25.2	26.0	23.6	41.0	44.1	26.8	34.5	80.4	26.2	36.1
Margins (%)	12.4	17.4	12.9	5.0	13.8	19.1	15.0	7.6	13.0	14.8

Company

Barbeque Nation
Devyani Intl.
Jubilant Foodworks
Sapphire Foods
Westlife Foodworld

QSR: Marginal demand improvement; narrowing delivery/dine-in gap

- The demand environment for QSR companies is expected to remain stable in 4QFY25, with a slight improvement in overall trends. While demand saw some pickup in Jan'25, it remained weak in Feb'25 and Mar'25. A favorable base effect will also support growth. The revenue gap between dine-in and delivery is expected to narrow as dine-in footfall improves. However, weak underlying growth, negative operating leverage, and continued store expansion are likely to keep operating margins under pressure, weighing on restaurant and EBITDA margins for most brands. Improvising menu and dine-in activation drives are boosting footfall/orders. We expect sales/EBITDA growth of 12%/2%, while APAT is likely to decline 35% for our coverage QSR companies in 4QFY25.
- Jubilant FoodWorks appears to be an outlier among QSR companies in the near term (driven by delivery moat), but its valuations are rich. Though dine-in companies are struggling, their operating growth metrics are likely to improve significantly once recovery begins.

Outliers: Jubilant Foodworks

Underperformers: Devyani, Sapphire

Exhibit 27: QSR quarterly trends

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Revenue Growth (%)											
Barbeque Nation	41	14	12	3	-3	1	6	-6	1	-1	1
Devyani (Consol)	45	27	28	20	10	7	39	44	49	54	16
-KFC	47	27	26	22	15	14	11	7	7	9	10
-Pizza hut	36	18	16	11	2	-2	-4	-1	0	6	4
Jubilant (Standalone)	17	10	8	6	5	3	6	10	9	19	19
Sapphire	36	17	13	20	14	12	13	10	8	14	12
-KFC	36	26	24	21	19	16	16	11	9	12	7
-Pizza hut	60	20	18	12	-6	-4	-3	3	3	10	9
Westlife	49	28	22	14	7	-2	1	0	1	9	9
SSSG											
Barbeque Nation	23	-1	-3	-8	-11	-5	1	-7	-3	-2	-2
Devyani - KFC	13	3	2	-1	-4	-5	-7	-7	-7	-4	-2
Devyani - PH	3	-6	-3	-5	-10	-13	-14	-9	-6	-1	3
Jubilant (LFL)	8	0	-1	-1	-1	-3	0	3	3	13	12
Sapphire - KFC	15	3	2	0	0	-2	-3	-6	-8	-3	1
Sapphire - PH	23	-4	-4	-9	-20	-19	-15	-7	-3	5	6
Westlife	40	20	14	7	1	-9	-5	-7	-7	3	1
Gross profit margin (%)											
Barbeque Nation	66.1	66.7	65.8	64.0	65.9	67.9	68.9	68.1	68.1	68.2	68.4
Devyani (Consol)	70.2	69.3	69.6	70.8	70.8	70.6	69.2	69.2	69.3	68.7	66.8
-KFC	67.9	67.6	68.6	69.7	69.0	69.4	69.9	69.5	69.0	68.6	68.9
-Pizza hut	74.5	73.6	73.2	74.9	75.7	75.8	77.3	76.8	76.7	76.2	77.2
Jubilant (Standalone)	76.2	75.5	75.3	76.0	76.4	76.7	76.6	76.1	76.1	75.1	75.3
Sapphire	66.4	67.1	67.9	68.5	68.7	68.9	68.9	68.6	68.8	68.6	67.7
-KFC	65.6	66.5	66.8	68.1	67.9	68.4	68.3	68.2	68.3	68.2	68.1
-Pizza hut	74.7	74.4	74.3	75.1	76.1	75.7	75.5	76.1	76.5	75.6	75.8
Westlife	69.3	70.2	71.9	70.6	70.1	70.3	70.2	70.6	69.7	70.1	69.6
RoM (pre-Ind AS)											
Barbeque Nation											
Devyani (Consol)	19.6	18.3	16.4	18.2	15.4	15.4	13.6	15.3	13.6	14.3	14.8
-KFC	21.5	19.7	17.5	21.1	19.4	19.0	19.0	19.5	16.6	17.2	17.0
-Pizza hut	17.0	14.1	9.3	10.1	7.7	6.1	4.4	4.9	3.1	2.1	-0.4
Jubilant (Standalone)											
Sapphire	16.8	17.9	16.2	17.2	16.1	16.0	13.8	15.2	13.8	15.4	13.9
-KFC	17.9	20.2	19.1	20.8	19.2	20.1	18.7	18.8	16.5	18.2	17.2

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
-Pizza hut	15.1	14.1	8.6	9.0	7.6	4.6	-2.7	4.6	4.1	4.7	4.2
Westlife											
EBITDA Pre-Ind AS margins (%)											
Barbeque Nation	10.0	10.3	3.8	5.5	4.5	11.0	8.0	6.9	5.4	10.3	7.7
Devyani (Consol)	15.1	14.8	12.1	13.2	11.5	9.3	9.2	11.6	9.4	10.1	10.1
Jubilant (Standalone)	17.2	14.7	12.3	13.4	13.3	12.9	10.9	11.6	11.7	12.4	10.2
Sapphire	11.1	12.4	10.0	11.8	10.6	10.8	8.6	9.8	8.5	10.7	7.7
Westlife	13.4	14.3	12.0	12.9	11.9	11.4	8.7	8.1	7.7	9.1	8.0
ADS ('000')											
Barbeque Nation	168	172	144	170	158	175	153	155	153	162	145
Devyani											
-KFC	121	116	106	117	109	104	93	104	96	96	97
-Pizza hut	45	43	39	40	39	37	32	36	35	35	32
Jubilant (Standalone)	84	84	78	79	78	78	75	79	78	84	81
Sapphire											
-KFC	134	136	127	138	125	125	114	122	111	115	107
-Pizza hut	64	58	50	52	48	45	41	48	47	48	45
Westlife	189	199	173	189	185	176	157	170	168	173	154
Store (India)											
Barbeque Nation	205	212	216	212	212	210	217	219	222	226	233
Devyani India	1,047	1,120	1,184	1,230	1,298	1,387	1,429	1,473	1,557	1,658	1,697
-KFC	423	461	490	510	540	590	596	617	645	689	706
-Pizza hut	466	483	506	521	535	565	567	570	593	644	652
Jubilant	1,753	1,814	1,863	1,891	1,949	2,007	2,096	2,148	2,199	2,266	2,329
Sapphire	550	599	627	660	692	725	748	762	784	835	843
-KFC	301	325	341	358	381	406	429	442	461	496	504
-Pizza hut	249	274	286	302	311	319	319	320	323	339	339
Westlife	337	341	357	361	370	380	397	403	408	421	441
PBT Margins											
Barbeque Nation	2.2	2.0	-4.5	-1.7	-5.0	2.3	-0.3	-1.8	-3.3	1.4	-0.4
Devyani (Consol)	9.4	9.3	5.5	7.1	4.0	1.1	0.4	3.1	-0.1	0.4	-0.4
Jubilant (Standalone)	12.6	9.1	7.4	7.7	7.2	6.0	3.8	4.7	4.8	4.9	3.2
Sapphire	4.8	5.6	2.2	5.1	3.3	2.1	0.1	1.6	0.8	2.2	2.7
Westlife	7.4	7.9	5.1	6.6	4.9	3.9	0.4	0.7	0.1	1.0	-0.9

Barbeque Nation Hospitality

Neutral

CMP: INR287 | TP: INR325 (+13%)

EBITDA CHANGE (%): FY25|FY26|FY27: -0.5|-1.5|-1.9

- Demand remains subdued. We model a 2% revenue growth. Seven store additions are expected in 4QFY25; same-store sales are likely to decline marginally by 1%.
- Gross margins are expected to contract 50bp YoY at 68.4%.
- EBITDA margin is expected to contract 40bp YoY to 18% due to subdued demand and negative operating leverage.

Cons. Quarterly Performance

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
SSSG (%)	-7.7	-10.7	-4.9	1.4	-7.4	-2.5	-2.0	-2.1	-6.5	-3.5
No. of stores	212	212	210	217	219	222	226	233	217	233
Net Sales	3,239	3,017	3,309	2,981	3,057	3,057	3,289	3,023	12,545	12,426
YoY change (%)	2.9	-2.8	0.8	6.4	-5.6	1.3	-0.6	1.4	1.7	-0.9
Gross Profit	2,073	1,990	2,245	2,053	2,081	2,081	2,244	2,069	8,361	8,474
Margin (%)	64.0	65.9	67.9	68.9	68.1	68.1	68.2	68.4	66.6	68.2
EBITDA	468	444	663	547	509	456	615	545	2,122	2,125
EBITDA growth	-33.6	-23.9	7.0	37.3	8.8	2.7	-7.2	-0.5	-8.0	0.1
Margin (%)	14.4	14.7	20.0	18.4	16.6	14.9	18.7	18.0	16.9	17.1
Depreciation	375	443	414	447	405	409	428	424	1,679	1,666
Interest	187	195	190	186	186	189	195	184	759	753
Other Income	40	43	16	77	27	43	55	50	176	175
PBT	-55	-151	75	-9	-55	-100	47	-12	-140	-119
Tax	-14	-32	27	-9	-11	-28	-3	-3	-28	-30
Rate (%)	26.1	21.3	35.5	95.9	20.9	28.4	-6.5	25.2	20.3	25.2
Adjusted PAT	-41	-119	48	0	-43	-71	51	-9	-112	-89
YoY change (%)	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M

E: MOFSL Estimates

Devyani International

Buy

CMP: INR150 | TP: INR200 (+33%)

EBITDA CHANGE (%): FY25|FY26|FY27: -0.9|-1.4|-0.9

- Consolidated revenue is expected to grow 16%.
- PH SSSG is likely to grow 3% due to a favorable base. We model eight new store additions in PH, resulting in 4% YoY revenue growth.
- KFC revenue is expected to grow 10% YoY, led by store additions. We model 17 store additions (+18% YoY), while same-store sales are expected to decline 2%.
- Margin pressure will persist due to lower demand and negative operating leverage.

Quarterly Performance

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
KFC - No. of stores	510	540	590	596	617	645	689	706	596	706
PH - No. of stores	521	535	565	567	570	593	644	652	567	652
KFC - SSSG (%)	-0.9	-3.9	-4.7	-7.1	-7.0	-7.0	-4.4	-2.0	-4.6	-5.1
PH - SSSG (%)	-5.3	-10.4	-12.6	-14.0	-8.6	-5.7	-0.8	3.1	-10.9	-3.0
Net Sales	8,466	8,195	8,431	10,471	12,219	12,222	12,944	12,158	35,563	49,543
YoY change (%)	20.1	9.6	6.6	38.7	44.3	49.1	53.5	16.1	18.6	39.3
Gross Profit	5,998	5,802	5,954	7,244	8,450	8,474	8,892	8,117	24,997	33,933
Margin (%)	70.8	70.8	70.6	69.2	69.2	69.3	68.7	66.8	70.3	68.5
EBITDA	1,734	1,588	1,463	1,739	2,234	1,987	2,192	1,949	6,524	8,363
EBITDA growth	5.6	-4.1	-15.9	14.9	28.8	25.2	49.9	12.1	-0.4	28.2
Margin (%)	20.5	19.4	17.4	16.6	18.3	16.3	16.9	16.0	18.3	16.9
Depreciation	796	907	930	1,275	1,322	1,391	1,557	1,469	3,907	5,649
Interest	404	417	482	567	630	653	670	671	1,869	2,624
Other Income	68	66	46	146	99	48	91	137	326	375
PBT	603	330	97	44	381	-9	56	-54	1,074	465
Tax	146	-168	46	110	81	10	162	-11	133	242
Rate (%)	24.1	-50.9	47.6	249.9	21.2	-113.1	286.8	20.0	12.4	52.0
Adjusted PAT	339	506	51	33	281	-27	-9	-42	929	204
Margin (%)	4.0	6.2	0.6	0.3	2.3	-0.2	-0.1	-0.3	2.6	0.4
YoY change (%)	-54.4	-21.4	-93.5	-94.6	-17.2	NM	NM	-226.9	-66.5	-78.0

E: MOFSL Estimates

Jubilant FoodWorks

Neutral

CMP: INR661 | TP: INR715 (+8)

EBITDA CHANGE (%): FY25|FY26|FY27: -1.8|-0.1|-1.9

- The demand trajectory has been showing an upward trend. In pre quarter update, JUBI expect 19% revenue growth with ~12% LFL growth during the quarter.
- The company continues to focus on store additions. Company added net 40 Dominos India stores during the quarter.
- Gross margins are expected to contract 130bp YoY to 75.3% on rising RM costs. EBITDA (pre-Ind AS) is expected to decline 70bp YoY to 10.2%.
- The company's focus has been on value-driven innovations, emphasizing new product developments. It has not implemented price hikes in the past 10 quarters.

Quarterly standalone Perf.

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
No of stores (Dominos)	1,838	1,888	1,928	1,995	2,029	2,079	2,139	2,179	1,995	2,179
LFL growth (%)	-1.3	-1.3	-2.9	0.1	3.0	2.8	12.5	12.1	-1.4	7.6
Net Sales	13,097	13,448	13,551	13,313	14,396	14,669	16,111	15,866	53,409	61,041
YoY change (%)	5.6	4.5	2.9	6.3	9.9	9.1	18.9	19.2	4.8	14.3
Gross Profit	9,956	10,275	10,387	10,200	10,955	11,157	12,092	11,943	40,817	46,147
Gross margin (%)	76.0	76.4	76.7	76.6	76.1	76.1	75.1	75.3	76.4	75.6
EBITDA	2,764	2,807	2,827	2,543	2,782	2,842	3,128	2,854	10,941	11,605
EBITDA growth %	-9.2	-10.2	-2.5	0.8	0.6	1.3	10.6	12.2	-5.6	6.1
Margins (%)	21.1	20.9	20.9	19.1	19.3	19.4	19.4	18.0	20.5	19.0
Depreciation	1,328	1,379	1,465	1,511	1,552	1,654	1,741	1,791	5,684	6,737
Interest	513	534	583	609	619	640	682	704	2,239	2,646
Other Income	91	69	40	86	73	150	83	144	285	450
PBT	1,014	963	819	508	683	698	788	503	3,303	2,672
YoY Change (%)	-38.2	-40.5	-31.4	-45.3	-32.6	-27.5	-3.8	-0.9	-38.6	-19.1
Tax	262	241	209	132	168	177	192	153	844	628
Rate (%)	25.8	25.1	25.6	26.0	24.6	25.4	24.3	30.4	25.6	23.5
Adjusted PAT	752	721	610	345	515	521	596	351	2,428	2,044
YoY change (%)	-38.2	-39.5	-31.2	-44.4	-31.5	-27.8	-2.2	1.6	-38.0	-15.8

E: MOFSL Estimates

Sapphire Foods

Buy

CMP: INR294 | TP: INR425 (+44)

EBITDA CHANGE (%): FY25|FY26|FY27: -|-|-

- Revenue is expected to grow 12% YoY, mainly led by store additions.
- PH SSSG is expected to stand at 6% on a favorable base. We model 339 stores for 4Q (6% YoY) in PH during the quarter, resulting in a 9% YoY revenue growth.
- KFC revenue is expected to grow 7% YoY, led by store additions. We model 17 store addition and same-store sales growth of 1%.
- Margin pressure will persist due to lower demand and negative operating leverage.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
KFC - No. of stores	358	381	406	429	442	461	496	504	429	504
PH - No. of stores	302	311	319	319	320	323	339	339	319	339
KFC - SSSG (%)	0.0	0.0	-2.0	-3.0	-6.0	-8.0	-3.0	1.0	-1.0	-4.0
PH - SSSG (%)	-9.0	-20.0	-19.0	-15.0	-7.0	-3.0	5.0	6.0	-16.0	0.3
Net Sales	6,544	6,426	6,656	6,317	7,183	6,957	7,565	7,082	25,943	28,787
YoY change (%)	19.8	14.2	11.6	12.7	9.8	8.3	13.7	12.1	14.5	11.0
Gross Profit	4,483	4,417	4,583	4,351	4,927	4,786	5,189	4,793	17,834	19,696
Margin (%)	68.5	68.7	68.9	68.9	68.6	68.8	68.6	67.7	68.7	68.4
EBITDA	1,214	1,151	1,217	1,029	1,242	1,120	1,398	1,073	4,613	4,833
EBITDA growth	10.0	11.6	4.3	4.9	2.3	-2.7	14.9	4.2	7.7	4.8
Margin (%)	18.6	17.9	18.3	16.3	17.3	16.1	18.5	15.2	17.8	16.8
Depreciation	727	768	874	870	904	881	1,005	773	3,239	3,563
Interest	226	245	263	275	273	271	275	279	1,009	1,098
Other Income	75	75	60	124	53	85	50	174	334	361
PBT	336	214	140	8	118	53	168	195	699	534
Tax	88	62	42	-12	36	1	41	56	180	134
Rate (%)	26.0	28.9	30.0	-143.0	30.8	2.2	24.3	28.7	25.7	25.2
Adjusted PAT	249	152	98	20	82	52	127	139	520	400
YoY change (%)	-34.8	-43.4	-69.9	-82.2	-67.1	-65.9	29.5	580.1	-52.4	-23.1

E: MOFSL Estimates

Westlife Development

Neutral

CMP: INR699 | TP: INR800 (+14)

EBITDA CHANGE (%): FY25|FY26|FY27: -|-|-

- Consumer footfall has improved, led by the value portfolio. We model 9 revenue growth, supported by 1% SSSG and 11% store growth.
- We expect an ADS of INR154k in 4Q, down 2% YoY and 11% QoQ.
- Gross margin is expected to remain at 69.6%, contracting 50bp. Operating margin is expected to witness pressure due to weakness in demand and negative operating leverage.
- We model 70bp YoY contraction in EBITDA Pre-Ind AS margins to 8% in 4Q.

Consolidated quarterly performance

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
SSSG	7.0	1.0	(9.0)	(5.0)	(6.7)	(6.5)	2.8	1.0	-1.5	-2.4
No. of McDonald's restaurants	361	370	380	397	403	408	421	441	398	441
Net Sales	6,145	6,147	6,003	5,623	6,163	6,180	6,537	6,112	23,918	24,992
YoY Change (%)	14.2	7.4	-1.8	1.1	0.3	0.5	8.9	8.7	5.0	4.5
Gross profit	4,337	4,310	4,219	3,945	4,351	4,306	4,581	4,257	16,811	17,495
Margin (%)	70.6	70.1	70.3	70.2	70.6	69.7	70.1	69.6	70.3	70.0
EBITDA	1,053	997	960	771	799	786	914	721	3,780	3,221
YoY Change (%)	14.3	0.9	-12.9	-16.1	-24.1	-21.1	-8.3	-24.9	-3.8	-14.8
Margins (%)	17.1	16.2	16.0	13.7	13.0	12.7	14.0	11.8	15.8	12.9
Depreciation	439	453	491	503	506	528	549	521	1,886	2,104
Interest	260	274	282	283	298	316	330	318	1,099	1,262
Other Income	52	32	44	35	51	65	29	64	162	208
PBT	406	302	231	20	45	7	65	-55	958	63
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT after EO expense	406	302	231	20	45	7	65	-55	958	63
Tax	118	78	59	12	13	3	-5	4	266	15
Rate (%)	29.0	26.0	25.3	60.6	27.9	48.1	-8.0	-6.7	27.8	23.0
Reported PAT	288	224	172	8	33	4	71	-58	692	49
Adj PAT	288	224	172	8	33	4	71	-58	692	49
YoY Change (%)	22.0	-29.2	-52.6	-96.1	-88.7	-98.3	-59.1	-851.2	L/P	L/P
Margins (%)	4.7	3.6	2.9	0.1	0.5	0.1	1.1	-1.0	2.9	0.2

E: MOFSL Estimates

Company

Kalyan

PN Gadgil

Senco Gold

Titan

Jewelry: Moderation in demand due to sharp rise in gold prices; margins expected to contract

- Growth in jewelry companies is expected to moderate in 4QFY25, with low double-digit to mid-teens SSSG, primarily driven by pricing growth. While demand was healthy in Jan'25, it weakened in Feb'25 and Mar'25 due to a sharp 15-20% surge in gold prices since the end of Dec'24.
- The sharp increase in gold prices is expected to impact gross margins. EBIT margins are likely to remain under pressure due to multiple factors, including a lower studded jewelry mix, negative operating leverage, rationalization of gold rate mark-ups, aggressive exchange offers to attract customers, and rising competitive intensity. Moreover, PAT margins are likely to be further affected this quarter due to higher finance costs, driven by rising interest rates on Gold Metal Loans (GML) amid changes in US tariffs. We expect sales/EBITDA/PAT growth of 19%/19%/23% for our coverage jewelry companies in 4QFY25

Outliers: Kalyan Jewellers

Kalyan Jewellers

Buy

CMP: INR 458 | TP: INR625 (+36)

EPS CHANGE (%): FY25 | FY26 | FY27: 0.3 | -0.1 | -1.7

- We model 39 revenue growth in the Indian business. SSSG is expected to be 15%.
- We expect 26 store additions for India Kalyan, 4 for Candere, and 4 in the Middle East, bringing the total count to 384 stores.
- We expect some pressure on EBITDA margin as the company offers promotional schemes to offset the sharp rise in gold prices.
- We model 30bp YoY EBITDA margin contraction to 6.5% in 4QFY25.

Consolidated Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Stores	194	209	235	253	277	303	349	383	253	383
Net Sales	43,757	44,145	52,231	45,349	55,355	60,655	72,869	61,876	1,85,483	2,50,754
Change (%)	31.3	27.1	34.5	34.1	26.5	37.4	39.5	36.4	31.8	35.2
Raw Material/PM	37,153	37,840	44,616	38,737	47,419	52,313	63,323	53,713	1,58,346	2,16,769
Gross Profit	6,604	6,306	7,615	6,612	7,935	8,342	9,546	8,162	27,137	33,985
Gross Margin (%)	15.1	14.3	14.6	14.6	14.3	13.8	13.1	13.2	14.6	13.6
Operating Expenses of Sales	3,375	3,169	3,916	3,550	4,175	4,379	4,609	4,140	14,010	17,304
	7.7	7.2	7.5	7.8	7.5	7.2	6.3	6.7	7.6	6.9
EBITDA	3,229	3,137	3,698	3,062	3,760	3,962	4,936	4,022	13,127	16,681
Margin (%)	7.4	7.1	7.1	6.8	6.8	6.5	6.8	6.5	7.1	6.7
Change (%)	22.2	17.9	13.1	19.3	16.4	26.3	33.5	31.3	17.8	27.1
Interest	821	817	817	778	852	903	876	855	3,232	3,487
Depreciation	641	669	697	736	755	850	890	856	2,743	3,350
Other Income	116	131	201	288	222	260	313	390	737	1,185
PBT	1,885	1,781	2,386	1,837	2,375	2,469	3,484	2,701	7,888	11,029
Tax	449	433	582	462	599	649	886	623	1,925	2,757
Effective Tax Rate (%)	23.8	24.3	24.4	25.1	25.2	26.3	25.4	23.1	24.4	25.0
Adjusted PAT	1,439	1,352	1,806	1,376	1,776	1,821	2,598	2,077	5,973	8,272
Change (%)	33.3	27.1	21.5	96.3	23.4	34.6	43.8	51.0	28.1	38.5
Reported PAT	1,439	1,352	1,806	1,376	1,776	1,303	2,187	2,077	5,973	7,343

E: MOFSL Estimates

PN Gadgil

Buy

CMP: INR516 | TP: INR825 (+60)

EPS CHANGE (%): FY25 | FY26 | FY27: -3.7 | -3.1 | -4.0

- We expect revenue growth of ~10% YoY in 4QFY25.
- GP margin is expected to marginally contract 10bp YoY to 10.3%. EBITDA margin is expected to contract 50bp YoY to 5.3% in 4QFY25.
- We expect finance costs to rise given the increase in GML rates for most jewelry companies.
- We expect six store additions, bringing the total store count to 54 stores.

Consol. Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	12,568	13,715	19,722	15,120	16,682	20,013	24,358	16,588	61,109	77,640
YoY change (%)	N/A	N/A	N/A	N/A	32.7	45.9	23.5	9.7	35.6	27.1
Gross Profit	919	966	1,681	1,578	1,386	1,531	2,391	1,716	5,128	7,023
Margins (%)	7.3	7.0	8.5	10.4	8.3	7.6	9.8	10.3	8.4	9.0
EBITDA	446	452	921	890	643	721	1,228	887	2,693	3,479
Margins (%)	3.5	3.3	4.7	5.9	3.9	3.6	5.0	5.3	4.4	4.5
YoY growth (%)	N/A	N/A	N/A	N/A	44.2	59.4	33.3	-0.3	119.4	29.2
Depreciation	56	61	60	55	63	72	84	86	232	304
Finance Cost	97	109	112	123	123	129	63	99	459	414
Other Income	10	23	24	22	19	118	70	8	82	215
PBT	303	304	774	734	477	638	1,150	710	2,084	2,975
YoY growth (%)	N/A	N/A	N/A	N/A	57.3	110.2	48.6	-3.3	76.5	42.8
PAT	222	219	576	549	353	529	860	532	1,543	2,275
Margins (%)	1.8	1.6	2.9	3.6	2.1	2.6	3.5	3.2	2.5	2.9
YoY change (%)	N/A	N/A	N/A	N/A	59.5	141.1	49.4	-3.1	64.7	47.4

E: MOFSL estimates

Senco Gold

Neutral

CMP: INR286 | TP: INR350 (+23)

EPS CHANGE (): FY25|FY26|FY27: +5.2|+1.7|+0.4

- We expect revenue growth of ~19% YoY and SSSG of 12% in 4QFY25.
- We expect six store additions, bringing the total store count to 177.
- Operating margins are expected to contract 30bp YoY due to product mix and rise in gold prices.
- We expect some rise in finance costs given the increase in GML rates for most jewelry companies.

Consolidated Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Stores	142	145	155	159	165	166	171	177	159	177
Net Sales	13,054	11,466	16,522	11,373	14,039	15,005	21,025	13,483	52,414	63,552
Change (%)	29.6	25.8	23.3	39.7	7.5	30.9	27.3	18.6	28.5	21.2
Gross Profit	1,632	1,354	3,083	1,944	2,428	1,976	2,373	2,104	8,014	8,881
Gross Margin (%)	12.5	11.8	18.7	17.1	17.3	13.2	11.3	15.6	15.3	14.0
Operating Expenses of Sales	960	960	1,272	1,067	1,341	1,159	1,297	1,103	4,259	4,900
	7.4	8.4	7.7	9.4	9.5	7.7	6.2	8.2	8.1	7.7
EBITDA	672	395	1,811	877	1,087	818	1,076	1,000	3,755	3,981
Margin (%)	5.1	3.4	11.0	7.7	7.7	5.4	5.1	7.4	7.2	6.3
Change (%)	22.1	21.2	11.3	31.5	61.8	107.1	-40.6	14.0	18.6	6.0
Interest	266	234	283	298	322	326	339	359	1,081	1,346
Depreciation	126	133	158	184	181	178	131	185	601	675
Other Income	94	110	89	128	123	149	127	125	422	524
PBT	375	139	1,459	524	708	462	732	581	2,495	2,484
Tax	98	20	366	202	195	117	190	143	685	646
Effective Tax Rate (%)	26.1	14.1	25.1	38.6	27.6	25.3	26.0	24.6	27.5	26.0
Adjusted PAT	277	119	1,093	322	513	345	542	438	1,810	1,838
Change (%)	24.2	37.3	6.0	24.7	85.3	188.7	-50.4	36.2	14.2	1.5
PAT	277	119	1,093	322	513	121	335	438	1,810	1,407

E: MOFSL Estimates

Titan Company

Buy

CMP: INR2,987 | TP: INR3,800 (+27)

EPS CHANGE (): FY25|FY26|FY27: -0.1|-0.6|-0.9

- We model 18% standalone revenue growth (excl. bullion) and Tanishq LTL growth of 14 in 4QFY25.
- We expect healthy double-digit growth in watches, eyewear, and other business.
- Standalone Jewelry EBIT (ex-bullion) margin is expected to contract 90bp YoY to 11.2% due to a reduction in the studded share and an increase in competitive intensity.
- We expect a rise in finance costs, given an increase in GML rates for most jewelry companies. For TTAN, the rates have increased to 4% from 2.5% earlier.

Consolidated Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	1,18,970	1,25,290	1,41,640	1,24,940	1,32,660	1,45,340	1,77,400	1,42,078	5,10,840	5,97,478
YoY change (%)	26.0	36.7	22.0	20.6	11.5	16.0	25.2	13.7	25.9	17.0
Gross Profit	26,420	29,300	32,940	27,860	29,300	33,020	39,100	31,818	1,16,520	1,33,238
Margin (%)	22.2	23.4	23.3	22.3	22.1	22.7	22.0	22.4	22.8	22.3
Total Exp	1,07,720	1,11,180	1,25,990	1,13,030	1,20,190	1,30,080	1,58,130	1,27,996	4,57,920	5,36,396
EBITDA	11,250	14,110	15,650	11,910	12,470	15,260	19,270	14,083	52,920	61,083
EBITDA growth	-5.9	13.2	16.2	9.4	10.8	8.2	23.1	18.2	8.5	15.4
Margin (%)	9.5	11.3	11.0	9.5	9.4	10.5	10.9	9.9	10.4	10.2
Depreciation	1,280	1,440	1,540	1,580	1,640	1,710	1,750	1,744	5,840	6,844
Interest	1,090	1,400	1,690	2,010	2,300	2,400	2,310	2,484	6,190	9,494
Other Income	1,140	1,240	1,360	1,590	1,200	1,220	1,280	1,523	5,330	5,223
PBT	10,020	12,510	13,780	9,910	9,730	12,370	16,490	11,378	46,220	49,968
Tax	2,460	3,360	3,250	2,200	2,580	3,064	4,034	2,206	11,270	11,883
Rate (%)	24.6	26.9	23.6	22.2	26.5	24.8	24.5	19.4	24.4	23.8
Adjusted PAT	7,560	9,150	10,530	7,710	7,150	9,307	12,456	9,172	34,950	38,085
YoY change (%)	-4.3	9.6	15.5	4.8	-5.4	1.7	18.3	19.0	6.8	9.0
Extraordinary Income	0	0	0	0	0	2,277	1,986	0		4,263
Reported PAT	7,560	9,150	10,530	7,710	7,150	7,030	10,470	9,172	34,950	33,822

E: MOFSL Estimates

Consumer Durables

Company

Havells India

KEI Industries

Polycab India

R R Kabel

Voltas

Strong growth in C&W; RAC growth led by seasonal uptick

Revenue/EBITDA/PAT to grow ~17%/22%/21% YoY in 4QFY25E

- The consumer durables sector experienced strong revenue growth in 4QFY25, led by Cables and Wires (C&W) and RAC segments. In cables, demand was healthy, led by a pick-up in government capex, while wire demand was driven by the real estate sector and inventory stocking owing to higher copper prices. The RAC segment also witnessed a good start to the summer season with aggressive inventory stocking.
- For our coverage companies, we estimate aggregate revenue/EBITDA/PAT growth of ~17%/22%/21% YoY in 4QFY25. We estimate an average OPM improvement of 40bp YoY to 10.5%. Further, we estimate aggregate revenue growth of ~20% YoY (each) for C&W and UCP segments. We estimate ~24%/12% YoY growth in FMEG for POLYCAB/RRKABEL and ~6-10% YoY growth in other categories (like switchgear, fans, and lighting) for HAVL.
- The RAC industry has faced challenges in sourcing high-value intermediary products such as compressors and copper during 3QFY25/Jan'25. However, as per our interactions, most players managed this situation well through alternate supply arrangements. Moreover, so far, the government has relaxed import norms for compressors above 2 tons (~10% of the industry volumes), and the industry is awaiting approvals for compressors below 2 tons. We remain watchful for the supply constraint, if any, during the peak summer season.
- **We prefer POLYCAB among C&W companies, while VOLT is our preferred pick among RAC companies.**

C&W: strong growth led by capex execution and inventory stocking

- We estimate robust revenue growth in the C&W segment, driven by: 1) an increase in government capex, 2) an improvement in real estate demand, and 3) rising copper prices, encouraging the stocking of wires inventory. We estimate the C&W segment's revenue to grow ~22%/21% YoY for KEI/POLYCAB, followed by ~19%/17% for RRKABEL/HAVAL.
- Copper prices increased ~2%/4%/3% MoM in Jan/Feb/Mar'25. Aluminum prices rose ~3%/4% MoM in Jan/Feb'25, while the same declined ~1% MoM in Mar'25. We estimate the C&W segment's margin to improve in the range of 50bp to 100bp QoQ across our coverage companies (average segment margin to improve 80bp QoQ), led by positive operating leverage, internal cost-saving initiatives, and price hikes.

Robust RAC revenue growth driven by the seasonal uptick

- Despite the high base and compressor shortage issues, the RAC industry is estimated to report robust growth in 4QFY25 with an expected strong summer season, aggressive channel stocking, and pick-up in secondary sales.
- We estimate the UCP segment's revenue growth of ~20% YoY (each) for VOLT/HAVAL (Lloyd). However, the companies' focus on market share gains and

higher input costs could weigh on margins in the UCP segment. We estimate the average UCP segment's margin to contract 1.1pp YoY to ~6%.

- In the switches and switchgear segment, domestic switchgear demand has improved; however, industrial switchgear recovery is still awaited. The lighting segment remains impacted by pricing pressure, though volume growth remains strong.
- For POLYCAB, we estimate FMEG segment loss to reduce to INR86m vs. the loss of INR459m in 4QFY24. For RRKABEL, we estimate the FMEG segment loss to reduce to INR49m vs. the loss of INR194m in 4QFY24. However, we factor in a margin dip of 430bp/130bp/90bp YoY in the Switchgear/ECD/Lighting segments for HAVL.
- VOLT, during the quarter, indicated an expected financial loss of INR4.0b on account of an order passed by the Qatar Court toward the encashment of bank guarantees of VOLT for damages claimed by a party. So far we have not provided for this loss in 4QFY25.

Outlook and recommendation

- We had expected a negative reaction on C&W companies and had downgraded our rating on KEI and RRKABEL to Neutral from BUY as we expected a de-rating in valuation multiples post announcement of entry of sizeable players in this business ([Link](#)). Recently, Adani Group also announced a foray into the C&W business; however, its capex plans, capacity, and commencement of operations are yet to be disclosed. Although we are positive on the C&W segment given the strong demand outlook, we are selective in stock picking. **POLYCAB is our preferred pick among C&W companies.**
- RAC demand is continuously growing, fueled by lower penetration, rising disposable income, and changes in climate conditions. However, near-term challenges such as a shortage of high-value intermediary products, changes in import norms, and unfavorable weather conditions may impact secondary sales. **We prefer VOLT in the RAC segment, as it is the market leader.**

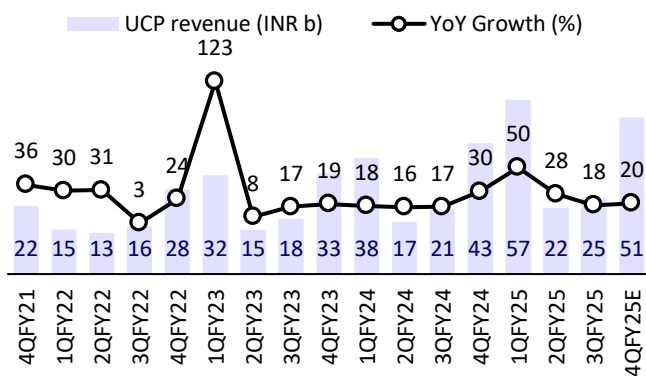
Exhibit 1: Summary of our 4QFY25 estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Havells India	1502	Neutral	62,208	14.3	27.2	6,481	2.1	52.0	4,507	0.9	62.1
KEI Industries	2828	Neutral	26,478	14.3	7.3	2,681	11.3	11.3	1,852	9.7	12.4
Polycab India	5100	Buy	67,513	20.7	29.2	9,611	26.2	33.5	6,447	18.1	40.9
R R Kabel	933	Neutral	20,691	18.0	16.1	1,515	31.4	37.0	967	22.9	41.1
Voltas	1352	Buy	48,940	16.4	57.6	3,411	79.0	72.8	2,458	136.8	86.1
Consumer Durables			2,25,829	17.0	29.3	23,698	22.0	39.8	16,231	20.8	47.4

Exhibit 2: Comparative valuations

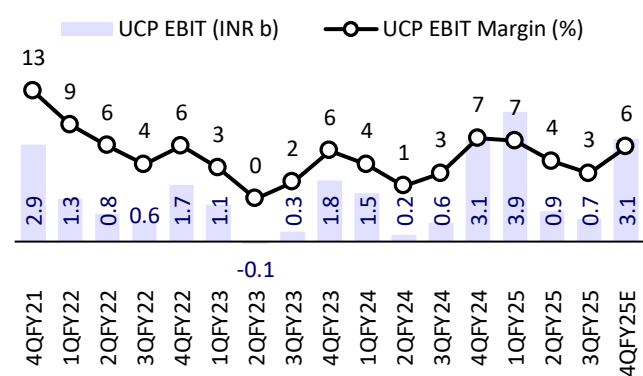
Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Consumer Durables						49.4	42.2	34.7	7.8	6.8	6.0	15.8	16.2	17.2
Havells India	1,502	Neutral	22.4	27.0	33.3	67.1	55.7	45.1	11.3	10.0	8.7	16.8	17.9	19.3
KEI Industries	2,828	Neutral	68.9	78.9	92.4	41.0	35.9	30.6	4.7	4.2	3.7	14.7	12.3	12.8
Polycab India	5,100	Buy	129.0	146.9	173.8	39.5	34.7	29.3	7.9	6.7	5.8	20.0	19.4	19.8
R R Kabel	933	Neutral	24.7	31.1	40.8	37.7	30.0	22.9	5.2	4.6	4.0	14.5	16.3	18.7
Voltas	1,352	Buy	25.6	30.2	38.0	52.8	44.7	35.5	6.8	6.1	5.3	12.8	13.5	15.0

Exhibit 3: Aggregate* UCP – revenue and growth



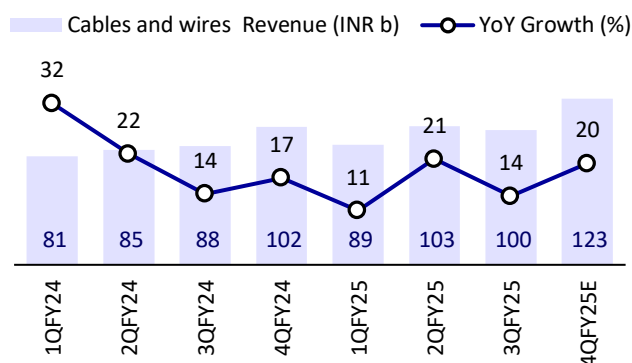
Source: MOFSL; E: MOFSL estimate; Note: *UCP revenue of VOLT and HAVL (Lloyd)

Exhibit 4: Aggregate* UCP – EBIT and margin



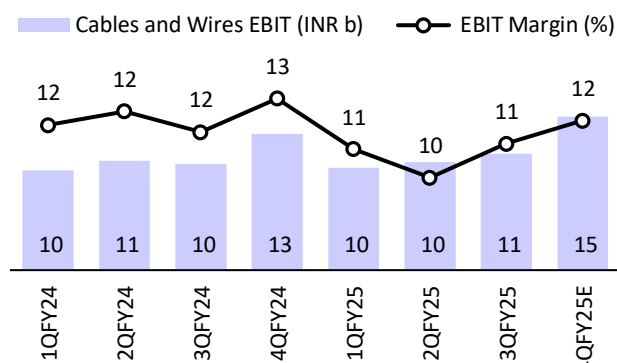
Source: MOFSL; E: MOFSL estimate; Note: *UCP EBIT of VOLT and HAVL (Lloyd)

Exhibit 5: Aggregate* C&W – revenue and growth



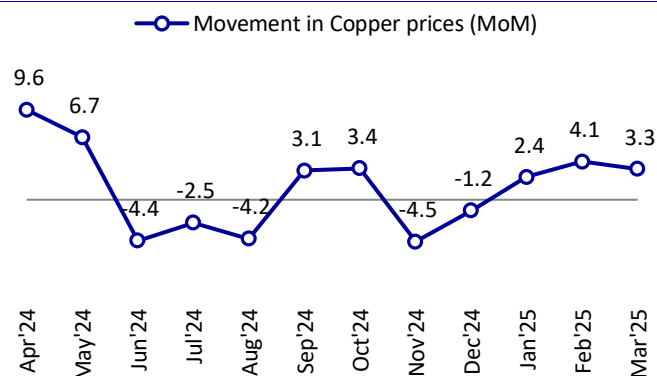
Source: MOFSL; E: MOFSL estimate; Note: *Cables and wires revenue of POLYCAB, HAVL, KEII and RRKABEL

Exhibit 6: Aggregate* C&W – EBIT and margin



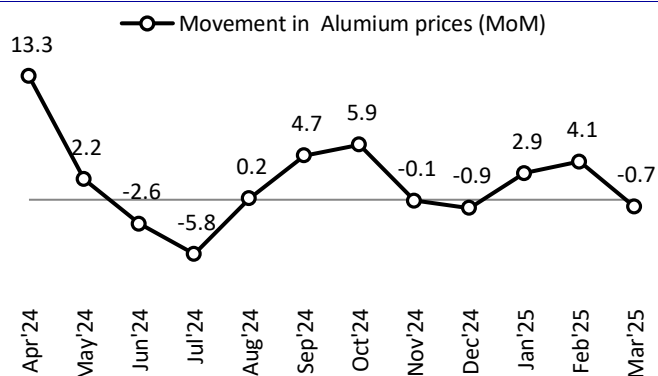
Source: MOFSL; E: MOFSL estimate; Note: *Cables and wires EBIT of POLYCAB, HAVL, KEII and RRKABEL

Exhibit 7: Copper prices increased through 4QFY25



Source: Bloomberg; MOFSL; Note: prices are monthly average

Exhibit 8: Aluminum prices increased in Jan/Feb'25, while the same declined in Mar'25



Source: Bloomberg; MOFSL; Note: prices are monthly average

The tables below provide a snapshot of the actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Havells India

Neutral

CMP: INR1,502 | TP: INR1,660 (+10%)
EPS CHANGE (%): FY25|26|27: +1.7|+0.6|+0.7

- Estimate revenue to grow ~14% YoY in 4QFY25.
- Revenue from C&W/ECD/Switchgear/Lighting is estimated to grow 17%/10%/7%/6% YoY. Lloyd's revenue is expected to grow ~20% YoY.
- EBITDA is estimated to grow ~2% YoY to INR6.5b. Expect the EBITDA margin to contract 1.2pp YoY to 10.4%.
- Depreciation is estimated to increase ~13% YoY. Adj. PAT is estimated to grow ~1% YoY.

Consolidated quarterly performance (INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	48,338	39,003	44,139	54,420	58,062	45,393	48,890	62,208	1,85,900	2,14,553
Change (%)	13.9	6.3	7.1	12.0	20.1	16.4	10.8	14.3	10.1	15.4
Adj EBITDA	4,020	3,734	4,327	6,346	5,722	3,751	4,265	6,481	18,426	20,219
Change (%)	11.2	30.1	2.1	20.4	42.4	0.5	-1.4	2.1	15.2	9.7
Adj EBITDA Margin (%)	8.3	9.6	9.8	11.7	9.9	8.3	8.7	10.4	9.9	9.4
Depreciation	763	812	877	934	920	946	1,041	1,054	3,385	3,961
Interest	85	93	102	177	86	101	94	100	457	380
Other Income	648	525	559	758	773	929	643	723	2,490	3,069
Extraordinary Items	-	-	-	-	-	-	-	-	-	-
PBT	3,821	3,353	3,907	5,993	5,490	3,633	3,773	6,050	17,074	18,946
Tax	950	862	1,028	1,526	1,415	955	994	1,543	4,366	4,907
Effective Tax Rate (%)	24.9	25.7	26.3	25.5	25.8	26.3	26.3	25.5	25.6	25.9
Reported PAT	2,871	2,491	2,879	4,467	4,075	2,678	2,780	4,507	12,708	14,039
Change (%)	18.1	33.3	1.4	24.8	42.0	7.5	(3.5)	0.9	18.5	10.5
Adj PAT	2,871	2,491	2,879	4,467	4,075	2,678	2,780	4,507	12,708	14,039
Change (%)	18.1	33.3	1.4	24.8	42.0	7.5	(3.5)	0.9	18.5	10.5

KEI Industries

Neutral

CMP: INR2,828 | TP: INR3,200 (+13%)
EPS CHANGE (%): FY25|26|27: +1.1|-4.3|-8.2

- Estimate revenue to grow ~14% YoY in 4QFY25.
- Revenue from C&W/SSW is estimated to increase 22%/5% YoY, while EPC revenue is expected to decline 59%.
- EBITDA is estimated to grow 11% YoY to INR2.7b. OPM is estimated to contract 30bp to 10.1%.
- Adj. PAT is estimated to increase by ~10% YoY to INR1.9b.

Consolidated quarterly performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	17,826	19,466	20,594	23,156	20,605	22,796	24,673	26,478	81,041	94,552
Change (%)	13.9	21.1	15.4	18.6	15.6	17.1	19.8	14.3	17.3	16.7
Adj EBITDA	1,783	2,039	2,146	2,409	2,146	2,206	2,408	2,681	8,375	9,442
Change (%)	11.7	27.0	17.8	19.1	20.4	8.2	12.3	11.3	19.3	12.7
Adj EBITDA Margin (%)	10.0	10.5	10.4	10.4	10.4	9.7	9.8	10.1	10.3	10.0
Depreciation	147	156	154	158	155	163	190	207	614	715
Interest	89	75	109	165	142	133	143	144	439	561
Other Income	83	77	142	189	178	169	136	159	490	643
Extraordinary Items	-	-	-	(2)	-	-	-	-	(2)	-
PBT	1,630	1,884	2,024	2,274	2,027	2,079	2,212	2,489	7,813	8,808
Tax	416	482	518	587	525	531	564	638	2,002	2,257
Effective Tax Rate (%)	25.5	25.6	25.6	25.8	25.9	25.5	25.5	25.6	25.6	25.6
Reported PAT	1,214	1,402	1,507	1,686	1,502	1,548	1,648	1,852	5,808	6,550
Change (%)	17.0	31.2	17.2	22.1	23.8	10.4	9.4	9.8	22.2	12.8
Adj PAT	1,214	1,402	1,507	1,688	1,502	1,548	1,648	1,852	5,811	6,550
Change (%)	17.0	31.2	17.2	22.2	23.8	10.4	9.4	9.7	22.3	12.7

Polycab India

Buy

CMP: INR5,100 | TP: INR6,950 (+36%)

EPS CHANGE (%): FY25|26|27: +3.2|-0.8|-0.3

- Estimate revenue to grow 21% YoY in 4QFY25.
- Revenue from C&W/FMEG is estimated to increase 21%/24% YoY. Revenue for EPC and others should increase 16.1% YoY.
- Estimate C&W's EBIT margin to improve ~50bp QoQ to ~14%.
- EBITDA is estimated to increase ~26% YoY, while OPM is expected to contract 60bp YoY to 14.2%. Estimate FMEG loss to reduce to INR86m vs. the loss of INR459m in 4QFY24.
- Adj. PAT is estimated to increase ~18% YoY to INR6.5b.

Consolidated performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	38,894	42,177	43,405	55,919	46,980	54,984	52,261	67,513	1,80,394	2,21,738
Change (%)	42.1	26.6	16.8	29.3	20.8	30.4	20.4	20.7	27.9	22.9
EBITDA	5,486	6,089	5,695	7,615	5,834	6,316	7,199	9,611	24,918	28,959
Change (%)	76.3	42.4	13.0	24.9	6.3	3.7	26.4	26.2	34.5	16.2
EBITDA Margin (%)	14.1	14.4	13.1	13.6	12.4	11.5	13.8	14.2	13.8	13.1
Depreciation	571	603	619	657	671	721	786	808	2,450	2,986
Interest	249	268	322	244	413	453	498	537	1,083	1,901
Other Income	640	353	710	538	584	762	250	354	2,209	1,950
Share of JV's loss	-	-	-	-	-	-	-	-	-	-
PBT	5,305	5,572	5,464	7,253	5,334	5,903	6,166	8,619	23,593	26,022
Tax	1,273	1,274	1,299	1,718	1,317	1,451	1,522	2,162	5,564	6,453
Tax Rate (%)	24.0	22.9	23.8	23.7	24.7	24.6	24.7	25.1	23.6	24.8
MI	35	42	37	75	57	54	68	10	189	189
Exceptional Items	-	-	-	-	-	-	-	-	0	0
Reported PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	6,447	17,841	19,380
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	18.1	40.4	8.6
Adj. PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	6,447	17,841	19,380
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	18.1	40.4	8.6

R R KABEL

Neutral

CMP: INR933 | TP: INR1,020 (+9%)

EPS CHANGE (%): FY25|26|27: +11.2|-6.3|-8.0

- Estimate revenue to grow ~18% YoY in 4QFY25.
- Revenue from the C&W/FMEG segments is estimated at ~19%/12% YoY.
- EBITDA is estimated to increase 31% YoY to INR1.5b. OPM is estimated to improve 75bp YoY to 7.3%.
- Adj. PAT is estimated to increase 23% YoY to INR967m.

Consolidated quarterly performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	15,973	16,097	16,335	17,541	18,081	18,101	17,822	20,691	65,946	74,695
YoY Change (%)	29.2	17.7	10.4	15.7	13.2	12.5	9.1	18.0	17.8	13.2
EBITDA	1,129	1,209	1,126	1,153	949	858	1,105	1,515	4,617	4,428
YoY Change (%)	182.5	87.7	(4.3)	14.8	(15.9)	(29.1)	(1.8)	31.4	43.2	(4.1)
EBITDA Margin (%)	7.1	7.5	6.9	6.6	5.3	4.7	6.2	7.3	7.0	5.9
Depreciation	161	166	165	163	162	175	178	182	655	697
Interest	144	142	124	128	116	156	162	168	539	602
Other Income	163	148	122	193	185	72	134	140	626	532
PBT	987	1,049	959	1,055	857	599	900	1,305	4,050	3,661
Tax	250	310	250	270	218	101	219	341	1,080	879
Effective Tax Rate (%)	25.4	29.5	26.0	25.6	25.4	16.9	24.3	26.1	26.7	24.0
JV Share	7	2	0	2	5	(2)	4	3	11	10
Reported PAT	743	741	710	787	644	495	686	967	2,981	2,792
YoY Change (%)	309.8	111.7	(0.7)	20.6	(13.4)	(33.2)	(3.4)	22.9	57.0	(6.3)
Adj. PAT	743	741	710	787	644	495	686	967	2,981	2,792
YoY Change (%)	309.8	111.7	(0.7)	20.6	(13.4)	(33.2)	(3.4)	22.9	57.0	(6.3)
Margin (%)	4.7	4.6	4.3	4.5	3.6	2.7	3.8	4.7	4.5	3.7

Voltas

Buy

CMP: INR1,352 | TP: INR1,710 (+27%)

EPS CHANGE (%): FY25|26|27: +1.9|-0.5|+0.1

- Estimate revenue to grow ~16% YoY in 4QFY25.
- Revenue from UCP/EMPS is estimated to increase 20%/9% YoY. PES revenue is estimated to decline ~4% YoY.
- EBITDA is estimated to grow 79% YoY to INR3.4b. OPM is estimated to expand 2.4pp YoY to 7.0%.
- Adj PAT is estimated to increase 137% YoY to INR 2.5b.

Consolidated quarterly performance

	FY24				FY25				FY24	FY25E
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	33,599	22,928	26,257	42,029	49,210	26,191	31,051	48,940	1,24,812	1,55,392
Change (%)	21.4	29.7	30.9	42.1	46.5	14.2	18.3	16.4	31.4	24.5
EBITDA	1,854	703	284	1,906	4,238	1,622	1,974	3,411	4,746	11,245
Change (%)	4.7	-30.3	-62.8	(12.6)	128.6	130.8	594.5	79.0	(17.1)	136.9
As of % Sales	5.5	3.1	1.1	4.5	8.6	6.2	6.4	7.0	3.8	7.2
Depreciation	113	117	128	118	134	164	179	183	476	660
Interest	101	115	135	208	98	136	155	162	559	550
Other Income	700	710	579	544	803	1,055	591	684	2,533	3,132
Extraordinary Items	0	0	0	-	0	0	0	-	0	0
PBT	2,339	1,181	599	2,124	4,809	2,377	2,231	3,750	6,244	13,166
Tax	735	493	515	634	1,165	726	599	999	2,377	3,489
Effective Tax Rate (%)	31.4	41.7	85.9	29.9	24.2	30.5	26.8	26.6	38.1	26.5
Share of Profit of Associates/JVs	(312)	(321)	(389)	(325)	(294)	(323)	(324)	(314)	(1,347)	(1,254)
Reported PAT	1,293	367	-304	1,164	3,350	1,328	1,308	2,437	2,520	8,423
Change (%)	18.7	NM	NM	(19.1)	159.1	262.1	NA	109.3	86.7	234.2
Minority Interest	1	(10)	28	(58)	8	(12)	(14)	(21)	(39)	(39)
Adj PAT	1,293	367	-304	1,038	3,342	1,340	1,321	2,458	2,394	8,462
Change (%)	18.7	-62.9	NM	(27.9)	158.5	265.3	NM	136.8	-36.8	253.5

Company under Coverage

Amber Enterprises

Avalon Technologies

Cyient DLM

Data Patterns

Dixon Technologies

Kaynes Technologies

Syrma SGS

Sustained uptrend backed by robust demand and margin improvements

Revenue/EBITDA to grow ~66%/57% YoY in 4QFY25

- The EMS industry is experiencing strong growth, aided by rising global orders and expanding export opportunities. Key drivers of this momentum include improving demand across the railways, aerospace, automotive, and industrial sectors, while the consumer segment exhibits early signs of stabilization.
- The sector is well-positioned to capitalize on its integration into high-value global supply chains, strengthening the role of Indian EMS companies as key players in the international market.
- EMS companies under our coverage universe are likely to continue the strong revenue growth trajectory. The aggregate revenue for our coverage is likely to grow 66% YoY in 4QFY25, aided by healthy demand across end-user industries (especially the railways, smart meter, and aerospace segments) and the execution of a strong order book at hand.
- Dixon is likely to report the highest revenue growth of ~2.2x YoY, followed by DATAPATT/KAYNES/AVALON/CYIENTDL/SYRMA/AMBER at 65%/59%/42%/28%/20%/10% YoY.
- The EMS sector's order book is anticipated to expand, driven by strong inflows from existing clients and the acquisition of new customers across various segments. Companies project an acceleration in order inflows in 4QFY25, with sustained momentum continuing into FY26.
- Further, a majority of the coverage companies are likely to witness margin expansion on account of strong operating leverage and an improving mix of high-margin businesses. However, the EBITDA margin for our EMS coverage universe may experience a marginal contraction of ~40bp YoY, primarily due to the 1,100bp YoY margin contraction in DATAPATT/DIXON. Conversely, KAYNES/AVALON/CYIENTDL/SYRMA/AMBER are likely to experience margin expansions of 183bp/517bp/125bp/123bp. DIXON is likely to post flat margins.

Dixon continues to lead the pack with strong revenue growth

- **AMBER:** We expect revenue to grow 10% YoY and EBITDA margin to expand 20bp YoY to 8%. This growth is primarily driven by demand in the RAC segment and electronics division, as well as margin expansion in the electronics division.
- **Avalon:** Revenue is expected to grow 42% YoY, led by continued recovery in US operations and healthy traction within the Indian business. Margins are likely to expand 520bp YoY to ~13.1%. The company remains on track with the production of its new products. The Avalon's ability to provide its customers with flexibility due to its operations in the US and India puts the company in a sweet spot.
- **CYIENTDL:** We anticipate the company to report 28% YoY consolidated revenue growth in 4QFY25, led by the stabilization of Altek. The EBITDA margin is likely to expand (up 120bp YoY) on account of favorable operating leverage. We anticipate a strong traction in the aerospace segment during the quarter.

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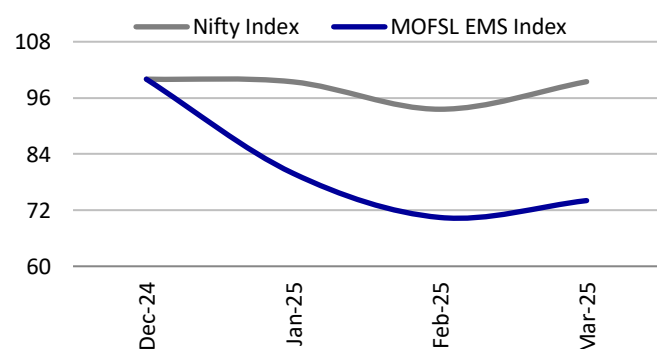
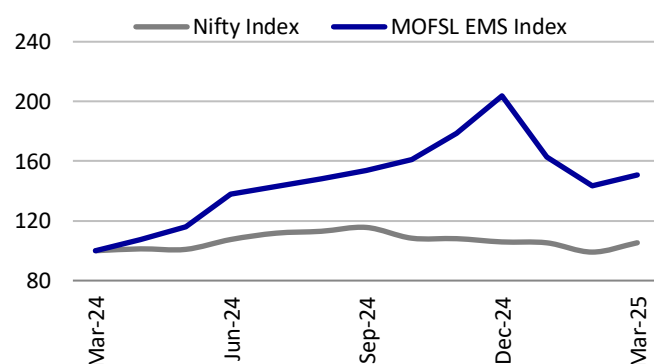
- **DATAPATT:** We expect its revenue/EBITDA to grow 65%/29% YoY as the company will book revenue for the orders deferred in 3QFY25.
- **DIXON:** We expect strong YoY growth momentum in revenue growth to continue at ~2.2x YoY, driven by a sharp ramp-up in the mobile segment's revenues on Ismartu integration. Sequentially, we expect the demand to ramp up for all segments, while the margins will be flat YoY.
- **KAYNES:** We are expecting strong revenue growth of ~59% YoY this quarter, driven by healthy traction across sectors and smart meters. Margins are expected to expand ~180bp YoY, led by strong operating leverage at play. The company expects this strong growth momentum to continue going forward, driven by the new aerospace facility and Kavach.
- **SYRMA:** We expect revenue/EBITDA growth of 20%/43% YoY in 4QFY25, led by continued healthy traction within the auto and industrial segments. EBITDA margin is anticipated to expand ~120bp YoY.

Exhibit 1: Summary of 4QFY25 estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Amber Enterp.	6873	Buy	30,865	10.0	44.7	2,504	12.9	57.8	1,292	36.5	260.2
Avalon Tech	770	Buy	3,079	42.0	9.6	403	134.5	16.4	256	262.6	6.8
Cyient DLM	462	Buy	4,632	28.0	4.3	545	43.2	50.8	325	42.7	92.8
Data Pattern	1694	Neutral	3,008	65.0	157.0	1,204	29.4	122.8	946	33.0	111.8
Dixon Tech.	12925	Buy	1,00,376	115.5	-4.0	3,929	115.3	0.6	2,230	134.4	30.3
Kaynes Tech	4790	Buy	10,133	59.0	53.3	1,700	78.5	80.8	1,193	46.8	79.4
Syrma SGS Tech.	464	Buy	13,609	20.0	56.6	1,051	42.7	33.0	637	82.3	25.1
EMS			1,65,701	65.8	10.8	11,336	57.1	33.8	6,879	69.0	67.8

Exhibit 2: Valuation summary

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
EMS						87.1	58.3	39.8	12.7	10.5	8.3	14.6	18.0	20.9
Amber Enterp.	6,873	Buy	76.2	114.0	173.6	90.2	60.3	39.6	10.0	8.6	7.0	11.7	15.3	19.5
Avalon Tech	770	Buy	9.9	16.8	25.0	78.2	45.9	30.8	8.3	7.0	5.7	11.2	16.5	20.4
Cyient DLM	462	Buy	9.5	15.9	21.8	48.6	29.0	21.2	3.7	3.3	2.9	8.0	12.1	14.5
Data Pattern	1,694	Neutral	36.1	48.6	62.2	46.9	34.9	27.3	6.2	5.3	4.5	14.2	16.4	17.8
Dixon Tech.	12,925	Buy	124.1	168.2	242.4	104.1	76.8	53.3	31.9	22.7	16.0	36.1	34.5	35.2
Kaynes Tech	4,790	Buy	46.4	83.6	134.0	103.2	57.3	35.7	11.0	9.2	7.3	11.3	17.5	22.9
Syrma SGS Tech.	464	Buy	9.6	15.3	21.4	48.4	30.4	21.7	4.7	4.1	3.5	10.1	14.5	17.4

Exhibit 1: Relative performance – three months (%)

Exhibit 2: Relative performance – one year (%)


Source: Bloomberg, MOFSL

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Amber Enterprises

Buy

CMP: INR6,873 | TP: INR7,800 (+13%)

EPS CHANGE (%): FY25|26: +7|+4|+3

- We expect revenue to grow 10% YoY and EBITDA margin to expand 20bp YoY to 8.1%, mainly driven by strong demand in the RAC segment and electronics divisions, as well as margin expansion in the electronics division.
- Key monitorables – Demand scenario and margin expansion in both RAC and non-RAC segments as well as electronic and railways divisions.
- We expect PAT to grow 37% YoY even on a high base of 4QFY24.
- We will watch out for an update on the railways segment and margin trajectory of the EMS segment.

Consolidated - Quarterly Snapshot

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	17,020	9,271	12,948	28,055	24,013	16,847	21,333	30,865	67,293	93,058
YoY Change (%)	-6.8	23.5	-4.0	-6.6	41.1	81.7	64.8	10.0	-2.9	38.3
Total Expenditure	15,701	8,675	12,163	25,836	22,051	15,710	19,746	28,360	62,374	85,867
EBITDA	1,319	596	785	2,219	1,962	1,137	1,587	2,504	4,919	7,191
Margins (%)	7.8	6.4	6.1	7.9	8.2	6.8	7.4	8.1	7.3	7.7
Depreciation	433	452	466	515	549	566	588	592	1,865	2,296
Interest	453	366	369	483	518	486	537	533	1,670	2,075
Other Income	193	127	52	180	207	178	160	182	553	727
PBT before EO expense	627	-95	3	1,402	1,101	263	623	1,561	1,937	3,548
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	627	-95	3	1,402	1,101	263	623	1,561	1,937	3,548
Tax	161	-38	8	388	298	26	162	422	519	908
Rate (%)	25.7	40.4	274.1	27.7	27.0	10.1	26.1	27.0	26.8	25.6
MI & Profit/Loss of Asso. Cos.	10	13	0	67	79	44	102	-153	89	72
Reported PAT	456	-69	-5	947	724	192	359	1,292	1,329	2,567
Adj PAT	456	-69	-5	947	724	192	359	1,292	1,329	2,567
YoY Change (%)	8.5	133.1	-103.4	-8.9	58.6	NM	NM	36.5	-15.5	93.2
Margins (%)	2.7	-0.7	0.0	3.4	3.0	1.1	1.7	4.2	2.0	2.8

Avalon Technologies

Buy

CMP INR770 | TP: INR1,000 (+30%)

EPS CHANGE (%): FY25|FY26|FY27: +4|0|0

- Revenue is anticipated to grow 42% YoY, with an EBITDA margin of ~13.1% in 4QFY25.
- We expect the company to clock revenue of over INR10.6b in FY25.
- The company is in a good position with the new government in the US and has the ability to provide flexibility to the customers with its manufacturing plants in the US and India.
- We expect the geographical revenue mix to remain stable going forward.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				FY24	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	2,351	2,010	2,143	2,168	1,995	2,750	2,809	3,079	8,672	10,632
YoY Change (%)	19.9	-17.9	-7.9	-20.2	-15.2	36.8	31.1	42.0	-8.2	22.6
Total Expenditure	2,189	1,884	1,977	1,996	1,951	2,449	2,462	2,675	8,046	9,538
EBITDA	162	126	165	172	44	301	346	403	626	1,095
Margins (%)	6.9	6.3	7.7	7.9	2.2	11.0	12.3	13.1	7.2	10.3
Depreciation	53	55	60	61	66	69	74	78	229	286
Interest	56	32	36	39	42	37	45	35	164	160
Other Income	51	47	22	28	44	39	100	63	148	246
PBT before EO expense	105	86	91	99	-20	234	327	353	381	895
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	105	86	91	99	-20	234	327	353	381	895
Tax	34	13	25	29	3	60	87	97	101	247
Rate (%)	32.4	15.2	27.5	29.0	-14.5	25.4	26.7	27.5	26.5	27.6
Minority Interest & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	71	73	66	71	-23	175	240	256	280	648
Adj PAT	71	73	66	71	-23	175	240	256	280	648
YoY Change (%)	-23.9	-50.7	14.7	-68.9	NA	140.1	264.7	262.6	-46.7	131.4
Margins (%)	3.0	3.6	3.1	3.3	-1.2	6.4	8.5	8.3	3.2	6.1

Cyient DLM

Buy

CMP INR462 | TP: INR600 (+30%)

EPS CHANGE (%): FY25|FY26|FY27: -2|-3|-3

- Revenue is expected to grow 28% YoY, largely driven by the aerospace segment.
- We anticipate the revenue mix to be stable in FY25, with changes in the mix for 2HFY26.
- Margin is anticipated to expand ~120bp YoY in 4QFY25 to 11.8%.
- New client additions and order inflows will be the key monitorables.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	2,171	2,918	3,210	3,618	2,579	3,895	4,442	4,632	11,919	15,547
YoY Change (%)	27.6	71.5	49.7	30.5	18.8	33.4	38.4	28.0	43.2	30.4
Total Expenditure	1,972	2,683	2,916	3,238	2,379	3,578	4,081	4,087	10,809	14,125
EBITDA	200	235	294	380	200	316	361	545	1,110	1,422
Margins (%)	9.2	8.1	9.2	10.5	7.8	8.1	8.1	11.8	9.3	9.1
Depreciation	48	55	58	62	67	69	100	105	223	341
Interest	91	76	83	94	80	110	100	105	344	395
Other Income	9	93	93	83	89	71	69	99	278	327
PBT before EO expense	70	198	247	307	142	209	230	434	821	1,014
Extra-Ord expense	0	0	0	0	0	0	80	0	0	80
PBT	70	198	247	307	142	209	150	434	821	934
Tax	16	51	63	80	36	54	40	109	209	239
Rate (%)	23.3	25.9	25.3	25.9	25.2	26.0	26.8	25.2	25.5	25.6
Minority Interest & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	54	147	184	227	106	155	110	325	612	695
Adj PAT	54	147	184	227	106	155	168	325	612	753
YoY Change (%)	-15.2	106.4	222.9	80.7	97.7	5.5	-8.7	42.7	92.9	23.1
Margins (%)	2.5	5.0	5.7	6.3	4.1	4.0	3.8	7.0	5.1	4.8

Data Pattern

Neutral

CMP INR1,694 | TP: INR1,870 (+10%)

EPS CHANGE (%): FY25|FY26|FY27: 0|0|0

- Revenue is expected to grow 65% YoY in 4QFY25.
- Movement in working capital requirements will remain the key monitorable.
- New product development will be the key focus area for the company.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	897	1,083	1,395	1,823	1,041	910	1,170	3,008	5,198	6,129
YoY Change (%)	31.2	22.9	24.8	-1.5	16.0	-16.0	-16.1	65.0	14.6	17.9
Total Expenditure	619	676	795	893	669	567	630	1,804	2,982	3,670
EBITDA	278	408	600	930	372	343	540	1,204	2,217	2,459
Margins (%)	31.0	37.6	43.0	51.0	35.7	37.7	46.2	40.0	42.6	40.1
Depreciation	28	31	33	70	31	35	35	40	162	140
Interest	17	23	23	30	30	28	32	30	93	120
Other Income	116	108	113	123	123	120	114	130	460	487
PBT before EO expense	349	463	657	953	435	400	588	1,264	2,422	2,686
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	349	463	657	953	435	400	588	1,264	2,422	2,686
Tax	91	125	148	242	107	98	141	318	605	663
Rate (%)	25.9	27.0	22.4	25.4	24.5	24.4	24.0	25.2	25.0	24.7
Minority Interest & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	258	338	510	711	328	303	447	946	1,817	2,023
Adj PAT	258	338	510	711	328	303	447	946	1,817	2,023
YoY Change (%)	81.4	60.5	53.0	28.4	26.9	-10.4	-12.4	33.0	46.6	11.4
Margins (%)	28.8	31.2	36.5	39.0	31.5	33.3	38.2	31.4	35.0	33.0

Dixon Technologies

Buy

CMP: INR12,925 | TP: INR20,500 (+59%)
EPS CHANGE (%): FY25|FY26|FY27: -|-|-

- We expect the strong YoY revenue growth momentum of 116% to continue, driven by a sharp ramp-up in the mobile segment's revenue on Ismartu integration. Sequentially, we expect the demand to ramp up for all segments.
- Key monitorables – incremental client addition, margin guidance, and NWC days.
- We expect the EBITDA margin to expand 15bp QoQ and be broadly flat YoY. PAT is expected to grow sharply by 134% YoY, while PAT margin is likely to expand 20bp YoY.
- We will monitor the trajectory of margins across segments.

Consolidated - Quarterly Snapshot

(InR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	32,715	49,432	48,183	46,580	65,798	115,341	104,537	100,376	176,909	386,052
YoY Change (%)	14.6	27.8	100.4	52.0	101.1	133.3	117.0	115.5	45.1	118.2
Total Expenditure	31,396	47,443	46,339	44,755	63,319	111,077	100,632	96,448	169,933	371,475
EBITDA	1,319	1,989	1,844	1,825	2,479	4,264	3,905	3,929	6,976	14,577
Margins (%)	4.0	4.0	3.8	3.9	3.8	3.7	3.7	3.9	3.9	3.8
Depreciation	337	364	407	510	545	660	746	708	1,619	2,659
Interest	140	171	222	214	293	379	409	397	747	1,478
Other Income	29	7	23	167	82	-57	65	139	226	228
PBT before EO expense	870	1,461	1,238	1,267	1,723	3,167	2,816	2,962	4,836	10,667
Extra-Ord expense	0	0	0	0	0	2,096	0	0	0	2,096
PBT	870	1,461	1,238	1,267	1,723	5,263	2,816	2,961	4,836	12,763
Tax	229	352	287	322	400	1,172	689	356	1,189	2,618
Rate (%)	26.3	24.1	23.2	25.4	23.2	22.3	24.5	12.0	24.6	20.5
MI & Profit/Loss of Asso. Cos.	-47	36	-13	-7	-14	193	415	375	-31	967
Reported PAT	688	1,073	964	952	1,337	3,899	1,712	2,230	3,677	9,178
Adj PAT	688	1,073	964	952	1,337	2,144	1,712	2,230	3,677	7,423
YoY Change (%)	50.6	38.9	85.8	18.0	94.3	99.8	77.5	134.4	43.9	101.9
Margins (%)	2.1	2.2	2.0	2.0	2.0	1.9	1.6	2.2	2.1	1.9

Keynes Technologies

Buy

CMP INR4,790 | TP: INR6,400 (+34%)
EPS CHANGE (%): FY25|FY26|FY27: -2|-2|-2

- Revenue is expected to grow 59% YoY, driven by smart meters.
- EBITDA margin is expected to expand 180bp YoY, led by favorable operating leverage.
- A new facility for aerospace has been established with an upper limit of INR5b-INR6b.
- The company is set to make satellites for spacetechnology and expects to achieve a 40% margin in this business.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	2,972	3,608	5,093	6,373	5,040	5,721	6,612	10,133	18,046	27,506
YoY Change (%)	49.1	32.1	76.2	74.8	69.6	58.5	29.8	59.0	60.3	52.4
Total Expenditure	2,569	3,121	4,394	5,421	4,371	4,900	5,671	8,433	15,505	23,376
EBITDA	403	488	699	952	669	821	940	1,700	2,542	4,130
Margins (%)	13.5	13.5	13.7	14.9	13.3	14.4	14.2	16.8	14.1	15.0
Depreciation	53	65	60	74	84	86	108	110	251	388
Interest	113	118	148	153	227	221	270	310	533	1,028
Other Income	81	90	94	294	283	336	246	230	559	1,095
PBT before EO expense	319	394	585	1,019	641	849	808	1,510	2,317	3,809
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	319	394	585	1,019	641	849	808	1,510	2,317	3,809
Tax	72	71	133	207	133	247	144	317	483	842
Rate (%)	22.6	18.0	22.7	20.3	20.8	29.1	17.8	21.0	20.8	22.1
Minority Interest & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	246	323	452	813	508	602	665	1,193	1,834	2,967
Adj PAT	246	323	452	813	508	602	665	1,193	1,834	2,967
YoY Change (%)	149.0	52.8	97.7	97.3	106.0	86.4	47.1	46.8	92.9	61.8
Margins (%)	8.3	9.0	8.9	12.8	10.1	10.5	10.1	11.8	10.2	10.8

Syrma SGS

Buy

CMP INR464 | TP: INR600 (+29%)

EPS CHANGE (%): FY25|FY26|FY27: 0|0|0

- Revenue/EBITDA are likely to grow 20%/43% YoY, and EBITDA margin is anticipated to be ~7.7% in 4QFY25.
- Major growth is anticipated from the auto and industrial segments, while the consumer segment is likely to stabilize.
- The company has initiated the export of smart metering to the US market.
- The company would evaluate the benefits of participating in the PLI scheme.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	6,013	7,117	7,067	11,341	11,599	8,327	8,692	13,609	31,538	42,227
YoY Change (%)	54.4	52.4	37.9	66.9	92.9	17.0	23.0	20.0	54.0	33.9
Total Expenditure	5,644	6,627	6,679	10,604	11,153	7,618	7,901	12,557	29,554	39,230
EBITDA	369	490	388	737	446	710	791	1,051	1,984	2,997
Margins (%)	6.1	6.9	5.5	6.5	3.8	8.5	9.1	7.7	6.3	7.1
Depreciation	101	116	139	158	174	167	202	210	515	753
Interest	75	80	100	123	130	136	154	120	378	541
Other Income	221	89	121	156	153	100	223	177	587	653
PBT before EO expense	413	383	270	612	295	507	657	898	1,678	2,357
Extra-Ord expense	0	14	0	0	0	0	21	0	14	21
PBT	413	370	270	612	295	507	635	898	1,664	2,335
Tax	130	64	67	160	91	110	105	226	421	533
Rate (%)	31.5	17.4	24.8	26.1	31.0	21.8	16.6	25.2	25.3	22.8
Minority Interest & P/L of Asso. Cos.	-2	22	48	103	10	34	42	35	170	122
Reported PAT	285	283	155	349	193	362	488	637	1,073	1,680
Adj PAT	285	297	155	349	193	362	509	637	1,087	1,702
YoY Change (%)	84.0	4.8	-53.2	-17.4	-32.3	22.0	228.2	82.3	-8.9	56.6
Margins (%)	4.7	4.2	2.2	3.1	1.7	4.4	5.9	4.7	3.4	4.0

Financials: Banks

4QFY25 earnings estimates (INR b)

PAT	4Q FY25E	YoY (%)	QoQ (%)
Private Banks			
AUBANK	4.7	27.5	-10.5
AXSB	71.9	0.8	14.0
BANDHAN	4.5	722.8	5.4
DCBB	1.6	1.6	4.4
EQUITAS	0.7	-64.6	11.0
FB	9.2	1.5	-3.7
HDFCB	170.3	3.2	1.8
ICICIB	120.3	12.3	2.0
IDFCB	2.9	-60.3	-15.2
IIB	-1.4	N.A	N.A
KMB	37.8	-8.5	14.4
RBK	0.3	-91.7	-10.8
Private Total	422.8	-3.0	0.6
PSU Banks			
BOB	49.0	0.2	1.3
CBK	41.6	10.8	1.4
INBK	28.5	27.1	0.1
PNB	45.5	51.0	0.8
SBIN	185.6	-10.4	9.9
UNBK	46.0	38.9	-0.1
PSU Total	396.2	4.5	4.8
Banks Total	818.9	0.5	2.6

Muted quarter; rate cuts to keep margins in check

MFI asset quality remains under watch

- **Credit growth outlook remains modest:** Systemic credit growth slowed to ~11.1% in 4QFY25 from 16.5% a year ago, amid slower demand in certain secured products, stress in the unsecured segment, and a high CD ratio across the system. With an incremental CD ratio at 87% and an outstanding CD ratio at elevated 80.5%, we expect credit growth to remain tepid at 12% in FY26E.
- **Deposit growth at 10.2% in Mar'25; CASA growth remains a challenge:** Deposit growth for the system has been at 10.2% YoY while FY25YTD growth stands closer at 9.9% vs. credit growth of 10.3%. With CASA accretion being a challenge and depositors preferring term deposits (TDs) with higher rates, these factors could push CoF to the higher side and thus could hurt NIMs. With inflation being lower, we foresee two-three rounds of rate cuts in FY26, thus impacting yields especially in 1HFY26.
- **NIMs to remain under pressure; CRR cut and MCLR adjustments to provide some relief:** With repo rate cuts already underway, banks' lending yields have begun to decline, while borrowing costs are expected to remain high in 1HFY26 as banks continue mobilizing deposits despite elevated rates. Additionally, data shows a decline in WALR on outstanding loans, indicating transmission of reduction in repo rate. However, the 50bp CRR cut in Dec'24 is expected to provide some relief, and MCLR adjustments by select PSU banks could help to sustain NIMs in the near term.
- **Unsecured retail / MFI stress to remain elevated; PSU Banks remain insulated:** In line with the trend seen so far in 9MFY25, our checks suggest that asset quality will remain under stress for most MFI lenders (mainly mid-sized banks). As a result, we expect asset quality stress to remain high for select banks like IIB, RBK, Bandhan, IDFCB, AU Bank and Equitas, while large private and PSU banks are relatively better placed to navigate the current asset quality cycle.
- **Estimate 11.8% PAT CAGR over FY25-27E for our banking coverage universe:** We estimate NII for our banking coverage universe to grow ~3.9% YoY in 4QFY25, while PPOP may fall 0.7% YoY (up 3.5% QoQ). We thus estimate private banks' PAT to decline by 3% YoY and PSU banks to report earnings growth of 4.5% YoY. For MOFSL Banking Universe, we estimate earnings growth of 0.5% YoY in 4QFY25, and a 11.8% CAGR over FY25-27E.

Private Banks: Earnings to decline 3% YoY (5% YoY growth in FY25E)

- **For the private banks under our coverage,** we estimate PPOP to decline by 3.9% YoY/1.4% QoQ and PAT to decline by 3% YoY/flat QoQ. We estimate a 14% CAGR in earnings over FY25-27E for private banks.
- **We estimate NII to grow 5.0% YoY in 4QFY25.** Among large private banks under our coverage, HDFCB's growth is estimated to be at 5.5% YoY, ICICI at 9.2% YoY, Axis at 5.8% YoY, KMB at 8.0% YoY, and Federal at 9.4% YoY. For IIB, NII is expected to decline sharply by 33.7% YoY as bank factors in the impact from accounting discrepancy in prior period.

- **Opex is likely to follow a normalized trend**, as banks continue to invest in branches and digital capabilities. Other income would be healthy, driven by strong fee income in 4Q and growth in trading income.
- **Overall slippages are expected to remain under control**, although MFI as a segment continues to face asset quality stress and thus incur higher credit cost. We maintain our cautious stance on the credit outlook and expect a higher credit cost for mid-sized banks, especially those with higher exposure to unsecured retail and MFI segment.

PSU Banks: PAT to grow at modest 4.5% YoY (23% YoY growth in FY25E)

- **We estimate PSU banks to report modest earnings growth of 4.5% YoY** (up 4.8% QoQ) amid a slight decline in NIMs, offset by contained opex and a pick-up in other income. NII is likely to see a modest growth of 2.8% YoY as NIM bias remains negative. Accordingly, we estimate PSU banks to report a 9% CAGR in aggregate earnings over FY25-27.
- **Opex is likely to be under control** and should follow a normalized trajectory for PSU banks. Treasury performance is likely to be better QoQ amid a decline in bond yields while the equity markets have been volatile.
- **Asset quality is likely to remain robust:** While 3Q witnessed a rise in the SMA pool for some banks, it is expected to recover without leading to slippages. Consequently, credit costs should remain largely under control. The new revised norms for the sale of government-guaranteed SRs ([link](#)) should release the excess provisions for PSU banks which they can use for potential requirements.

Small Finance Banks: High credit cost to continue

- **AUBANK's 4QFY25 PAT** is likely to decline by 10.5% QoQ (up 27.5% YoY) to INR4.73b amid higher credit cost growing by 14.5% QoQ (amid ongoing stress in the MFI segment). NII is expected to grow by 2.8% QoQ, while NIM is expected to decline marginally. Asset quality is likely to deteriorate following high slippages in the MFI and Card segments.
- **EQUITASB** is estimated to report yet another modest quarter, with PAT likely to decline by 65% YoY (up 11% QoQ), as provision expenses are expected to remain elevated amid slippages from the MFI segment. We estimate advances growth at 18.6% YoY/3.8% QoQ and deposit growth at 18.2% YoY/4.8% QoQ. NIM is expected to decline by 18bp QoQ.

Payments/Fintech: Credit cost to ease; Paytm's Adj. EBITDA to breakeven

- **SBICARDS:** Retail spend growth is likely to remain healthy, while NIMs may see a slightly positive bias. Asset quality stress is likely to witness some improvement enabling a slight decline in credit cost. We thus estimate PAT to increase 47.1% QoQ.
- **PAYTM:** We estimate 1% QoQ growth in GMV in 4QFY25. Revenue from operations is expected to increase by 15% QoQ to INR20.9b, while contribution profit is likely to grow 23% QoQ to INR11.8b. Contribution margin is thus expected to improve to 56.3%. We expect PAYTM to report adjusted EBITDA breakeven in 4QFY25.

Top picks – ICICIB, HDFCB, SBI and AUBANK

ICICIB: Financial snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
NII	743	808	887
OP	581	667	741
NP	409	466	507
NIM (%)	4.7	4.5	4.3
EPS (INR)	58.4	66.4	72.2
EPS Gr (%)	27.5	13.7	8.8
ABV/Sh (INR)	315	372	434
Cons. BV/Sh (INR)	363	433	513
Ratios			
RoA (%)	2.4	2.3	2.2
RoE (%)	18.9	18.3	17.1
Valuations			
P/BV (x) (Cons)	3.6	3.0	2.6
P/ABV (x)	3.3	2.8	2.4
P/E (x)	22.6	19.9	18.3
Adj P/E (x)*	18.0	15.8	14.6

*Adj for Investment in Subs

ICICIB (BUY)

- ICICIB has showcased remarkable resilience, posting an impressive ~17% CAGR in loans over FY22-24, led by Retail, BB, and SME segments. The bank's strategic use of data analytics to refine customer onboarding and credit evaluation has been a game-changer in sustaining this momentum.
- Asset quality stands tall, led by a solid PCR of ~79% and a reassuring contingency buffer of INR131b (~1% of loans). While unsecured loans (14% of portfolio) have seen an uptick in delinquencies, ICICIB is well-positioned to keep credit costs in check, with a projected normalization at ~40-50bp over FY26-27E.
- NIMs have been under pressure with current NIMs at 4.25%, down from 18bp YoY over the past year. Though the pace of decline has tapered, the bank anticipates near-term stability.
- Deposits grew faster than the systemic growth, driven by advanced digital banking and a strong branch network, though CASA growth struggles, with the ratio standing at 40.5% in 3QFY25 amid high rates.
- Fee income thrives, led by Retail and BB (~78% of total), with tech investments keeping the cost-to-income ratio contained at ~39%.
- ICICIB is set for top performance with robust loan growth, solid asset quality, and leading returns, targeting RoA/RoE of 2.2%/17% by FY27E. The standalone bank trades at 2.2x FY26E ABV, adjusted for subsidiaries.

HDFCB: Financial snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
NII	1,085	1,213	1,301
OP	944	992	1,073
NP	608	668	710
NIM (%)	3.4	3.4	3.4
EPS (INR)	80.0	87.9	93.5
EPS Gr. (%)	1.0	9.8	6.4
BV/Sh. (INR)	580	647	720
ABV/Sh. (INR)	555	617	685
Ratios			
RoA (%)	1.8	1.8	1.7
RoE (%)	14.6	14.3	13.7
Valuations			
P/E(X)	22.1	20.2	19.0
P/E(X)*	18.5	16.9	15.9
P/BV (X)	3.1	2.7	2.5
P/ABV (X)*	2.7	2.4	2.2

*Adj for Investment in Subs

HDFCB (BUY)

- HDFC Bank is addressing near-term post-merger headwinds, including high CD ratios and high-cost borrowings, by focusing on deposit mobilization and balance sheet rebalancing.
- Loan book expansion is led by Retail and Commercial & Rural Banking segments, now constituting a major share of the portfolio. We expect a loan CAGR of ~11% and a deposit CAGR of ~15% over FY25-27E.
- NIMs are stabilizing at 3.43% (as of 3QFY25). As high-cost borrowings run off and the loan mix shifts toward higher-yielding assets, NIMs are projected to reach ~3.5-3.6% by FY27.
- GNPA/NNPA ratios remain healthy at 1.4%/0.4%, backed by a robust provision buffer of INR262b (1.1% of loans), providing resilience against potential credit risks.
- The bank is enhancing operational efficiency to maintain stable cost ratios while continuing investments. The cost-to-income and cost-to-asset ratios are expected to decline to ~40% and 1.7%, respectively, by FY27.
- With strategic liability management, margin recovery, and disciplined asset quality, HDFC Bank is poised for steady growth. RoA/RoE are projected at 1.8%/14.1% by FY27, with the bank trading at 2.2x FY26E ABV.

SBI: Financial snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
NII	1,599	1,669	1,825
OP	867	1,068	1,180
NP	611	708	751
NIM (%)	3.1	2.9	2.9
EPS (INR)	68.4	79.3	84.1
EPS Gr. (%)	21.6	15.9	6.0
ABV (INR)	365	431	498
Cons. BV (INR)	448	522	616

Ratios

RoA (%)	1.0	1.1	1.0
RoE (%)	18.8	18.7	17.2

Valuations

P/BV (x) (Cons.)	1.7	1.5	1.2
P/ABV (x)*	1.4	1.2	1.0
P/E (x)	10.2	8.7	7.9
P/E (x)*	7.6	6.5	6.2

*Adj for Investment in Subs

AU SFB: Financial snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
NII	51.6	80.0	98.9
PPoP	24.4	44.9	54.3
PAT	15.3	20.7	26.6
NIM (%)	5.2	6.1	5.9
EPS (INR)	23.0	29.4	35.7
EPS Gr. (%)	4.3	27.9	21.6
BV/Sh. (INR)	187	221	255
ABV/Sh. (INR)	183	212	246

Ratios

RoE (%)	1.5	1.6	1.6
RoA (%)	13.1	14.4	15.0

Valuations

P/E(X)	23.1	18.0	14.8
P/BV (X)	2.8	2.4	2.1
P/ABV (X)	2.9	2.5	2.2

SBI (BUY)

- SBIN sustained strong loan growth of ~13.8% YoY in 3QFY25, driven by steady retail expansion (~36% of the portfolio) and robust corporate and SME segment performance. A healthy credit pipeline of INR6.3t positions SBIN for 14-15% growth, maintaining its lead over systemic credit expansion.
- Asset quality remains stable, with GNPA/NNPA ratios at 2.07%/0.53% in 3QFY25 and a strong PCR of ~75% (92% including write-offs). Disciplined underwriting and sustained recoveries are expected to keep credit costs benign at ~40-50bp over FY26-27E, reinforcing a resilient asset quality outlook.
- Deposits grew 9.8% YoY in 3QFY25, with a comfortable domestic CD ratio of ~68.9%. The bank remains well-positioned for ~11% deposit CAGR over FY25-27E, with a continued focus on granular retail deposits.
- NIMs were steady at 3.01% in 3QFY25, supported by a high proportion (~40%) of the loan book linked to MCLR, shielding SBIN from rate cuts. Ongoing digitalization and branch rationalization have boosted operational efficiency, with the C/I ratio set to improve to ~49.1% by FY27E.
- SBIN remains well-positioned for sustainable growth, underpinned by strong credit expansion, controlled asset quality risks, and accelerating digital transformation. We project a 9% earnings CAGR over FY25-27E, with RoA/RoE expected at 1.06%/16.8% by FY27E. The standalone bank currently trades at 1.0x FY26E ABV.

AU SFB (BUY)

- AUBANK has guided for ~20% loan growth in the near term, led by steady 23-24% growth in the secured portfolio while its MFI business remains under stress. The merger of Fincare and AUBANK's secured retail franchise is seen as a key driver of product and geographic expansion. We, thus, estimate a ~24% CAGR in loans over FY25-27E, primarily led by the secured portfolio.
- AUBANK's branch banking strategy focuses on driving growth in the Top-20 cities (contributing major portion of deposits). The bank plans to open 70-80 new branches in these cities. The bank remains focused on optimizing CASA growth, increasing the proportion of stable deposits, and maintaining a stable LDR.
- While the unsecured book (MFI + Cards) is undergoing stress, asset quality in the secured book remains resilient. We expect MFI stress to recede from 1QFY26, which will reduce credit costs from 2HFY26 onward. Alongside, the fixed rate nature of the loan book will enable AU to report steady margins as the funding cost begins to ease (benefitting from reduction in repo rates).
- The transition to a universal bank will also support healthy growth and enhance market positioning. The gradual improvements in C/I Ratio, trending below 55% over the next two years, should further support RoA recovery toward 1.7% by FY27E. We project a 30% earnings CAGR over FY25-27E, with RoA/RoE expected at 1.7%/16.9% by FY27E. The bank currently trades at 2.2x FY26E ABV.

Exhibit 1: Banks: Summary of 4QFY25 earnings estimates

		NII (INR m)			Operating profit (INR m)			Net profit (INR m)		
		Mar'25	YoY (%)	QoQ (%)	Mar'25	YoY (%)	QoQ (%)	Mar'25	YoY (%)	QoQ (%)
Rating										
Financials										
AU Small Finance	Buy	20,791	55.5	2.8	12,030	81.1	-0.2	4,728	27.5	-10.5
Axis Bank	Neutral	1,38,466	5.8	1.8	1,12,001	6.3	6.3	71,873	0.8	14.0
Bandhan Bank	Neutral	28,066	-2.1	-0.8	17,120	-6.9	-15.3	4,494	722.8	5.4
DCB Bank	Buy	5,651	11.3	4.1	2,847	21.8	5.0	1,581	1.6	4.4
Equitas Small Finance	Buy	8,211	4.5	0.3	3,284	-12.4	-1.3	736	-64.6	11.0
Federal Bank	Buy	24,006	9.4	-1.3	14,689	32.3	-6.4	9,199	1.5	-3.7
HDFC Bank	Buy	3,06,688	5.5	0.1	2,55,681	-12.7	2.3	1,70,342	3.2	1.8
ICICI Bank	Buy	2,08,537	9.2	2.4	1,70,628	13.5	1.0	1,20,264	12.3	2.0
IDFC First Bank	Neutral	49,976	11.8	1.9	17,516	5.3	-0.4	2,878	-60.3	-15.2
IndusInd Bank	Neutral	35,647	-33.7	-31.8	13,159	-67.8	-63.5	-1,430	N.A	N.A
Kotak Mahindra Bank	Buy	74,588	8.0	3.6	56,489	3.4	9.0	37,800	-8.5	14.4
RBL Bank	Neutral	15,673	-2.0	-1.1	8,353	-5.8	-16.2	291	-91.7	-10.8
Banks – Private		9,16,299	5.0	-0.6	6,83,797	-3.9	-1.4	4,22,758	-3.0	0.6
Bank of Baroda	Neutral	1,16,590	-1.1	2.1	83,898	3.5	9.5	48,986	0.2	1.3
Canara Bank	Buy	94,253	-1.6	3.0	76,867	4.1	-1.9	41,618	10.8	1.4
Indian Bank	Buy	65,424	8.8	2.0	48,048	11.6	1.2	28,550	27.1	0.1
Punjab National Bank	Buy	1,15,027	11.0	4.3	72,785	13.4	9.9	45,462	51.0	0.8
State Bank of India	Buy	4,27,391	2.6	3.1	2,75,194	-4.3	16.9	1,85,551	-10.4	9.9
Union Bank	Buy	94,541	0.2	2.3	76,576	17.2	2.2	45,990	38.9	-0.1
Banks – PSU		9,13,227	2.8	3.0	6,33,368	3.0	9.4	3,96,156	4.5	4.8
Total Banks		18,29,526	3.9	1.1	13,17,165	-0.7	3.5	8,18,914	0.5	2.6
SBI Cards	Neutral	15,903	12.4	1.3	19,054	4.0	4.1	5,637	-14.9	47.1
PAYTM	Neutral	20,977	-7.5	14.8	1,582	NA	NA	-1,124	NA	NA

Exhibit 2: Our aggregate earnings estimates stay broadly unchanged; Estimate 11.8% earnings CAGR over FY25-27

INR b	Old Estimates			Revised Estimates			% Change		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Private Banks									
AXSB	261.0	277.2	321.8	264.4	284.5	330.6	1.3%	2.6%	2.8%
BANDHAN	32.8	35.2	41.4	28.8	35.7	41.5	-12.4%	1.5%	0.1%
DCBB	6.0	7.5	9.6	6.0	7.4	9.5	-0.8%	-1.1%	-1.0%
HDFCB	668.1	711.8	821.4	667.7	710.5	816.1	-0.1%	-0.2%	-0.6%
ICICIBC	465.8	503.9	576.3	466.2	507.0	584.7	0.1%	0.6%	1.5%
IDFCFB	15.8	32.2	49.1	15.1	29.3	48.8	-4.8%	-8.9%	-0.6%
IIB	49.4	77.1	94.7	47.6	63.3	80.9	-3.5%	-18.0%	-14.6%
KMB	142.9	159.7	190.2	139.5	152.8	180.4	-2.4%	-4.3%	-5.1%
FB	40.6	46.4	57.6	39.4	44.1	55.6	-3.0%	-5.0%	-3.5%
RBK	7.2	12.4	19.5	6.6	12.2	19.3	-8.4%	-1.8%	-0.8%
AUBANK	21.0	27.9	36.2	20.7	26.6	35.1	-1.1%	-4.6%	-3.0%
EQUITASB	2.0	6.6	10.4	1.8	6.2	9.9	-11.1%	-6.4%	-4.3%
Total Pvt	1,712.6	1,897.9	2,228.1	1,703.7	1,879.6	2,212.5	-0.5%	-1.0%	-0.7%
- YoY growth	5.5%	10.8%	17.4%	5.0%	10.3%	17.7%			
PSU Banks									
BOB	191.9	195.1	218.4	194.3	202.7	228.9	1.2%	3.9%	4.9%
CBK	160.4	170.6	187.4	161.9	178.3	196.5	0.9%	4.5%	4.9%
INBK	103.3	112.0	122.9	108.2	112.6	124.6	4.7%	0.5%	1.4%
PNB	167.1	190.5	214.4	166.1	193.1	219.8	-0.6%	1.4%	2.5%
SBIN	712.0	750.5	840.1	708.1	750.6	840.4	-0.5%	0.0%	0.0%
UNBK	171.0	174.1	186.0	176.0	184.2	200.6	2.9%	5.8%	7.8%
Total PSU	1,505.7	1,592.7	1,769.2	1,514.6	1,621.5	1,810.9	0.6%	1.8%	2.4%
- YoY growth	22.0%	5.8%	11.1%	22.8%	7.1%	11.7%			
Total Banks	3,218.3	3,490.6	3,997.3	3,218.3	3,501.1	4,023.4	0.0%	0.3%	0.7%
- YoY growth	12.7%	8.5%	14.5%	12.7%	8.8%	14.9%			

Exhibit 3: Loan growth has eased to 11.1%

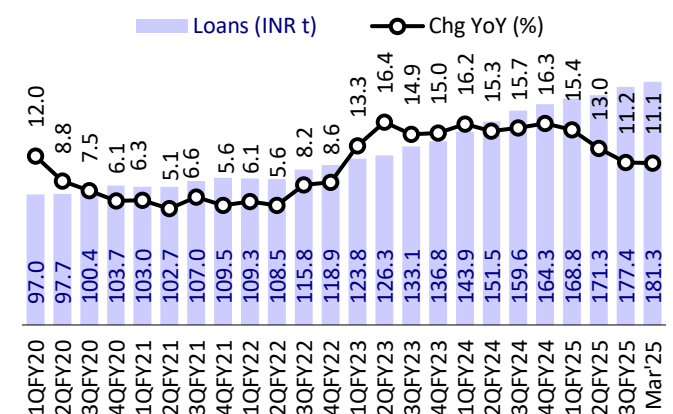


Exhibit 4: Deposit growth broadly stable at 10.2%

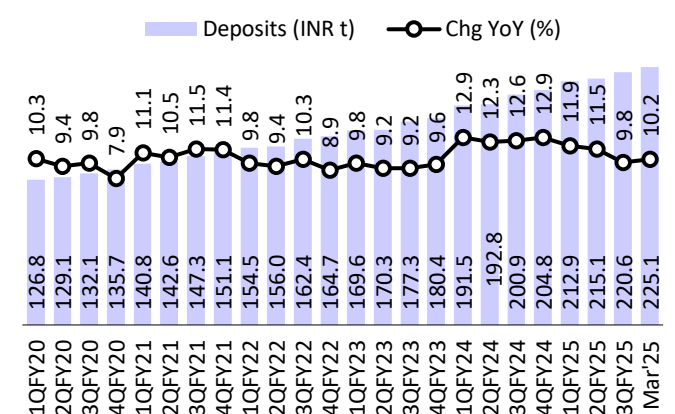
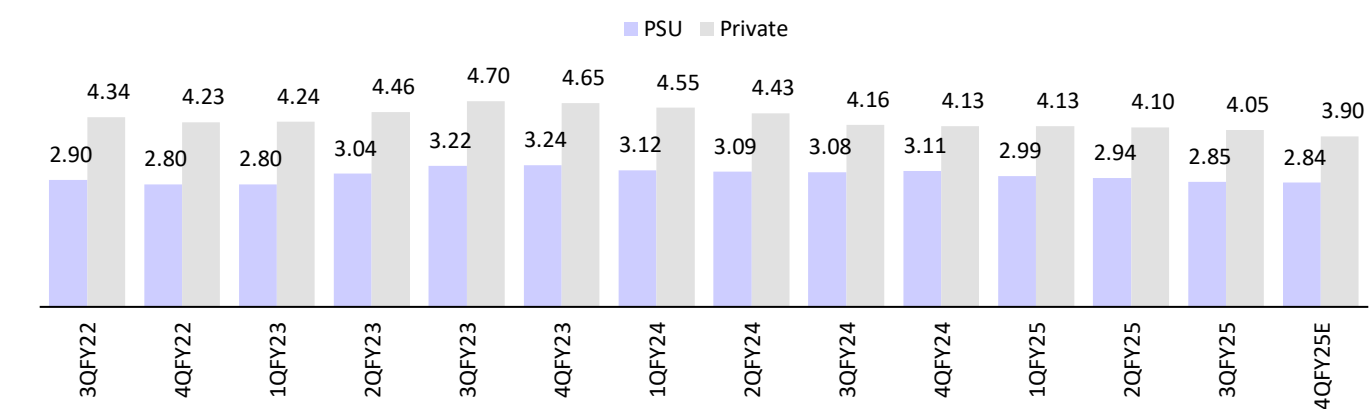


Exhibit 5: Estimate NIMs to exhibit a slight downward bias



Source: MOFSL, Company

Exhibit 6: NIMs to decline for most banks, barring ICICI Bank

NIM (%)	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25E
AXSB	4.10	4.11	4.01	4.06	4.05	3.99	3.93	3.92
HDFCB	4.10	3.40	3.40	3.44	3.47	3.46	3.43	3.40
ICICIBC	4.78	4.53	4.43	4.40	4.36	4.27	4.25	4.28
IDFCFB	6.33	6.32	6.42	6.35	6.22	6.18	6.04	5.95
IIB	4.29	4.29	4.29	4.26	4.25	4.08	3.93	3.78
KMB	5.57	5.22	5.22	5.28	5.02	4.91	4.93	4.92
FB	3.20	3.22	3.19	3.21	3.16	3.12	3.11	3.04
BoB	3.27	3.07	3.10	3.27	3.18	3.10	2.94	2.90
CBK	3.05	3.00	3.03	3.07	2.90	2.86	2.71	2.68
PNB	3.08	3.11	3.15	3.10	3.07	2.92	2.93	2.93
SBIN	3.33	3.29	3.22	3.30	3.22	3.14	3.01	2.98
UNBK	3.13	3.18	3.08	3.09	3.05	2.90	2.91	2.86
INBK	3.61	3.52	3.49	3.52	3.53	3.49	3.57	3.49
AUBANK	5.72	5.50	5.50	5.10	6.00	6.05	5.90	5.80
RBK	5.53	5.54	5.52	5.45	5.67	5.04	4.90	4.77
BANDHAN	7.30	7.20	7.20	7.60	7.60	7.40	6.90	6.73
DCBB	3.83	3.69	3.48	3.62	3.39	3.27	3.30	3.27

Source: MOFSL, Company

Exhibit 7: Snapshot of additional provision buffers as of 3QFY25

Large banks continue to carry healthy contingency buffers

As on 3QFY25	Loans (INR b)	COVID/contingent provisions	Floating/additional provisions	Total provisions	As a percentage of loans (%)
AXSB	10,146	120		120	1.2
HDFCB	25,182	135	124	259	1.0
ICICIBC	13,144	131	-	131	1.0
IIB	3,669	13.3	-	13.3	0.4
AUBANK	996	0.2	0.4	0.6	0.1

Source: MOFSL, Company

Exhibit 8: AXSB, FB, KMB, ICICIBC, and HDFCB have higher EBLR/Repo-linked loans; PSBs have higher linkage to MCLR (%)

Indian Bank has taken a 10bp hike in its repo-linked book from 1st Apr'25

Loans Mix (%) - 3QFY25	MCLR	EBLR	Repo linked	Others (fixed, base rate, and foreign currency-floating)
AUBANK	28		10	62
AXSB	11	4	54	31
CBK*	48	41		11
FB	10		51	39
HDFCB	25		45	30
ICICIBC	16	1	52	31
INBK	57		37	5
KMB*	13	60	-	27
PNB	32	16	41	11
RBL***	7	35	58	
SBIN**	36	27		34
BOB*	47	33		20
Equitas			20	80

*as on 1QFY25 **as on 4QFY24; Source: MOFSL, Company

Exhibit 9: Slippages are expected to remain elevated for select banks (MFI exposed Banks) in 4QFY25E

Slippage Ratio (%)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E
Canara Bank	1.7%	1.5%	1.6%	1.6%	1.6%	1.0%	1.0%	1.2%
DCB	4.2%	4.6%	4.8%	3.4%	3.8%	3.8%	3.6%	3.8%
Equitas	3.6%	4.1%	4.8%	4.7%	5.2%	6.5%	7.3%	6.1%
Federal	1.2%	0.8%	1.1%	0.8%	0.8%	0.8%	0.9%	0.8%
HDFC Bank	1.5%	1.6%	1.4%	1.4%	1.5%	1.3%	1.4%	1.3%
PNB	1.2%	0.9%	0.8%	1.0%	0.8%	0.9%	0.7%	0.9%
RBL	3.3%	3.1%	3.6%	3.5%	3.6%	5.0%	6.1%	4.9%
Union Bank	1.8%	1.4%	1.3%	1.6%	1.1%	2.5%	0.9%	0.9%
ICICI	2.2%	1.8%	2.1%	1.9%	2.2%	1.7%	2.0%	1.9%
IDFC First			3.4%	3.1%	3.6%	4.1%	4.3%	4.2%
IIB	2.0%	2.0%	2.4%	1.8%	1.9%	2.1%	2.5%	2.2%
Indian	1.7%	1.8%	1.4%	1.1%	1.7%	1.1%	0.8%	0.8%
KMB	1.6%	1.6%	1.4%	1.4%	1.4%	2.0%	1.7%	1.7%
Axis	2.3%	1.8%	1.9%	1.6%	2.2%	2.0%	2.3%	1.8%
AUSFB	2.3%	2.4%	2.6%	1.8%	2.8%	3.7%	3.8%	3.9%
Bandhan	8.2%	5.5%	5.5%	3.6%	3.2%	3.9%	5.5%	4.7%
BOB	1.1%	1.9%	1.0%	1.1%	1.1%	1.1%	0.9%	1.1%
SBI	1.1%	0.6%	0.7%	0.5%	1.1%	0.6%	0.5%	0.4%

Source: MOFSL, Company

Exhibit 10: Restructured book across banks have moderated over the past few quarters (INR b)

	Absolute	Dec'22	Mar'23	Jun'23	Sep'23	Dec'23	Mar'24	Jun'24	Sep'24	Dec'24
AXSB	12.7	0.30	0.22	0.21	0.20	0.18	0.16	0.14	0.13	0.12
BANDHAN	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
DCBB	8.6	4.94	4.51	3.97	3.40	3.00	2.62	2.34	2.07	1.81
HDFCB	NA	0.42	0.31	NA	0.22	NA	NA	NA	NA	NA
ICICIB	21.1	0.50	0.40	NA	0.32	0.29	0.26	0.22	0.20	0.16
IIB	6.6	1.25	0.84	0.66	0.54	0.48	0.40	0.34	0.29	0.18
KMB	2.3	0.25	0.22	0.19	0.15	0.13	0.10	0.08	0.06	0.05
FB	15.6	1.81	1.62	1.40	1.30	1.10	0.97	0.83	0.71	0.68
RBK	2.9	1.67	1.21	1.05	0.89	0.63	0.51	0.44	0.38	0.32
AUBANK	3.0	1.40	1.20	1.00	0.80	0.70	0.60	0.40	0.40	0.30
BOB	NA	1.87	1.5	1.31	NA	1.0	NA	NA	NA	NA
SBIN	137.1	0.85	0.8	0.69	0.62	0.54	0.47	0.38	0.38	0.34
INBK	66.8	3.37	2.51	2.19	2.12	1.93	1.67	1.51	1.34	1.23
PNB	NA	1.54	1.32	NA	NA	NA	NA	NA	NA	NA
UNBK	102.5	2.38	2.20	2.00	1.71	1.57	1.48	1.30	1.21	1.08
CBK	NA	1.75	NA	NA	NA	NA	NA	NA	NA	NA

Source: MOFSL, Company

Exhibit 11: SMA mix across banks as of 3QFY25

SMA (bp of loans)	SMA 0	SMA 1	SMA 2
BOB	NA	49bp	
CBK	6bp	37bp	71bp
INBK	NA	50bp	92bp
PNB	NA	NA	14bp
SBIN	NA	5bp	19bp
UNBK	13bp	10bp	60bp
BANDHAN	140bp	120bp	120bp
KMB	NA	NA	5bp

Source: MOFSL, Company

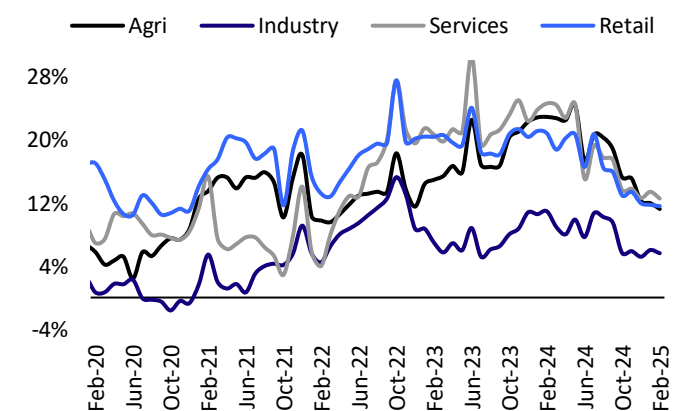
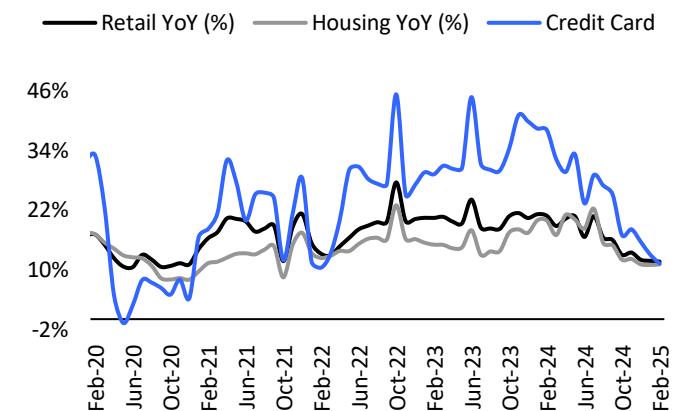
Exhibit 12: Retail loan growth moderated to 11.6% YoY; retail loan mix stood flat at 34%

Exhibit 13: Credit cards growth declined to 11% YoY; Housing/Retail loan growth fell to 11%/12% YoY in Feb'25


Exhibit 14: CD ratio at all-time high at 80.5% as of Mar'25

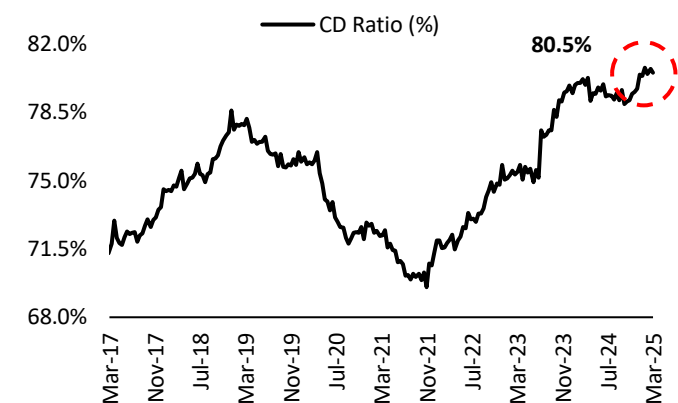


Exhibit 15: Three-year G-Sec yield stood at 6.43% in Mar'25

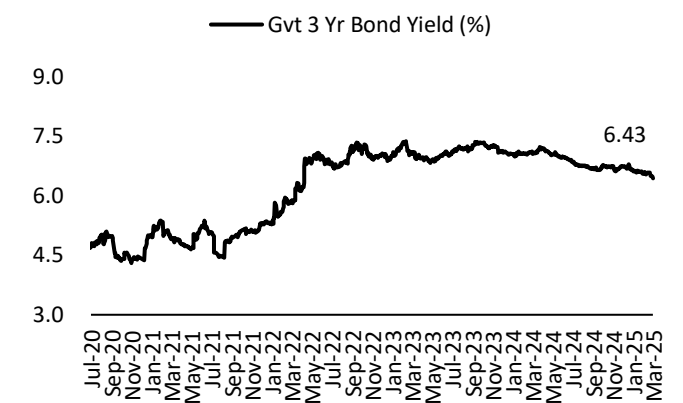


Exhibit 16: Five-year G-Sec yield moderated to 6.45%

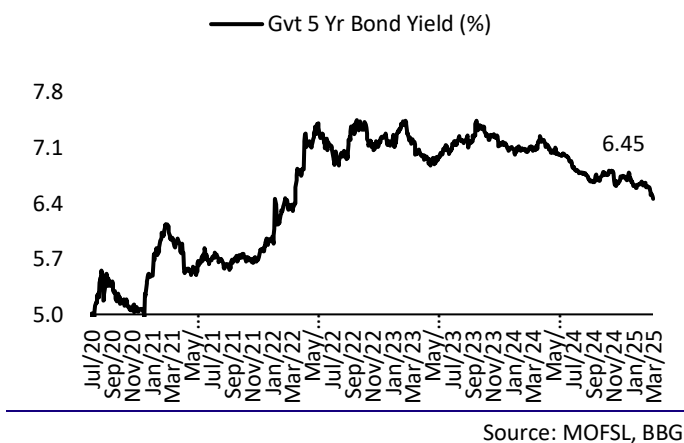


Exhibit 17: 10-year G-Sec yield stood at 6.58% in Mar'25

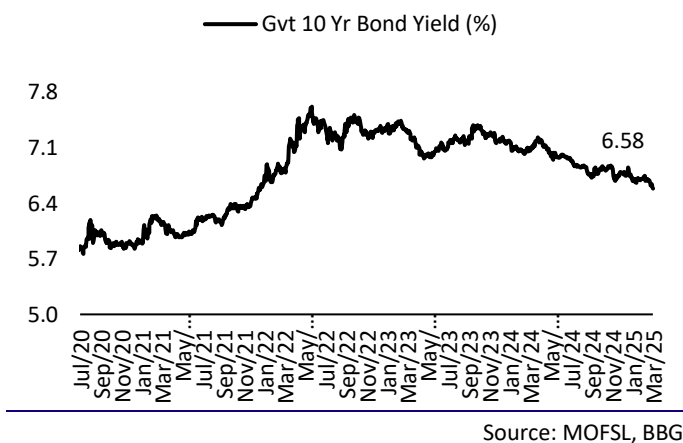


Exhibit 18: Relative performance – three months (%)

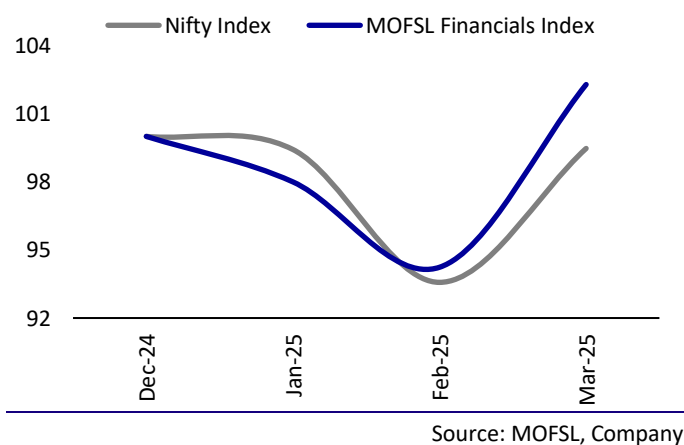


Exhibit 19: One-year relative performance (%)

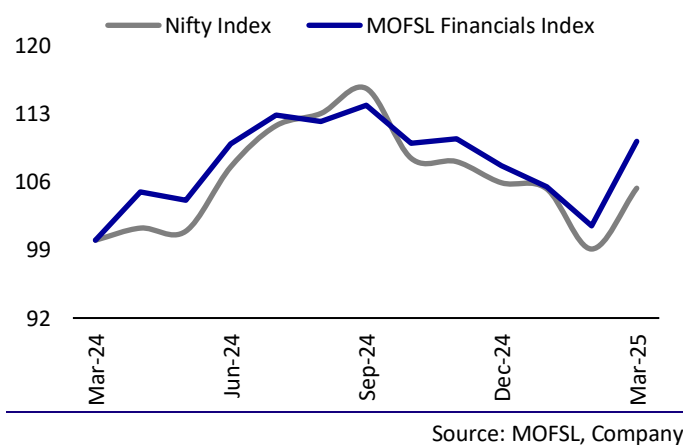


Exhibit 20: Valuation summary

Company	CMP (INR)	Rating	EPS (INR)			P/E (x)			P/B (x)			RoE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Financials														
Banks-Private														
ICICIBC	1,318	Buy	66.4	72.2	83.2	15.8	14.5	12.6	2.7	2.3	2.0	18.3	17.1	17.0
HDFCB	1,767	Buy	87.9	93.5	107.4	16.8	15.8	13.8	2.3	2.1	1.8	14.3	13.7	14.1
AXSB	1,085	Neutral	85.7	92.2	107.1	11.3	10.5	9.0	1.7	1.5	1.3	16.2	15.0	15.0
BANDHAN	149	Neutral	17.9	22.2	25.8	8.4	6.7	5.8	1.0	0.9	0.8	12.8	14.4	15.0
KMB	2,145	Buy	70.2	76.9	90.8	20.8	19.0	16.1	2.6	2.3	2.0	13.5	13.0	13.5
IIB	683	Neutral	61.2	81.3	104.0	11.2	8.4	6.6	0.8	0.7	0.7	7.3	9.1	10.7
FB	192	Buy	16.2	18.1	22.8	11.9	10.6	8.4	1.4	1.3	1.1	12.8	12.7	14.2
DCBB	114	Buy	19.1	23.7	30.4	6.0	4.8	3.8	0.7	0.6	0.5	11.8	13.1	14.8
IDFCFB	57	Neutral	2.1	4.0	6.7	27.3	14.3	8.6	1.1	1.0	0.9	4.3	7.4	11.2
EQUITASB	57	Buy	1.6	5.5	8.7	36.1	10.4	6.5	1.1	1.0	0.9	3.0	10.0	14.5
AUBANK	530	Buy	29.4	35.7	47.1	18.0	14.8	11.3	2.4	2.1	1.8	14.4	15.0	16.9
RBK	177	Neutral	10.8	20.1	31.9	16.3	8.8	5.5	0.7	0.7	0.6	4.4	7.8	11.6
Banks-PSU														
SBIN	772	Buy	79.3	84.1	94.2	6.6	6.2	5.5	1.1	1.0	0.8	18.7	17.2	16.8
PNB	96	Buy	14.8	16.8	19.1	6.5	5.7	5.0	0.9	0.8	0.7	15.3	15.1	15.2
BOB	229	Neutral	37.5	39.1	44.2	6.1	5.8	5.2	0.9	0.8	0.8	16.9	15.6	15.6
CBK	90	Buy	17.8	19.7	21.7	5.0	4.6	4.2	0.9	0.8	0.7	19.2	18.4	18.1
UNBK	125	Buy	23.1	24.1	26.3	5.4	5.2	4.7	0.9	0.8	0.7	17.9	16.2	15.5
INBK	531	Buy	80.3	83.6	92.5	6.6	6.4	5.7	1.1	1.0	0.9	19.0	17.2	16.7
Fintech and payments														
PAYTM	801	Neutral	-4	3	16	-224.3	273.1	51.0	3.9	4.0	3.9	-1.7	1.5	7.9
SBICARD	862	Neutral	20	31	41	42.1	28.1	21.0	5.9	5.0	4.1	15.0	19.3	21.3

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL Coverage Universe. Highlighted columns indicate the quarter/financial year under review.

AU Small Finance Bank

Buy

CMP: INR530 | TP: INR700 (+32%)

EPS CHANGE (%): FY25|26|27: -1.1|-4.6|-3.0

- Expect margins to see moderation
- Expect business growth to remain strong
- Credit cost and Cost ratios to remain elevated
- Asset quality ratios to see a slight deterioration

Quarterly Performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	12.5	12.5	13.2	13.4	19.2	19.7	20.2	20.8	51.6	80.0
% Change (Y-o-Y)	27.7	15.3	14.9	10.2	54.1	58.1	52.7	55.5	16.5	55.1
Other Income	3.2	4.1	4.5	5.6	5.1	6.4	6.2	6.8	17.5	24.4
Total Income	15.6	16.6	17.7	18.9	24.3	26.1	26.4	27.6	69.0	104.4
Operating Expenses	10.2	10.3	11.2	12.3	14.8	14.8	14.4	15.5	44.6	59.5
Operating Profit	5.5	6.3	6.6	6.6	9.5	11.3	12.0	12.0	24.4	44.9
% Change (Y-o-Y)	38.6	26.0	18.2	16.3	74.3	80.0	83.4	81.1	20.7	84.2
Provisions	0.3	1.0	1.6	1.3	2.8	3.7	5.0	5.7	4.4	17.3
Exceptional item	-	-	-	0.8	-	-	-	-	-	-
Profit before Tax	5.1	5.3	5.0	4.5	6.7	7.6	7.0	6.3	20.0	27.6
Tax	1.3	1.3	1.2	0.8	1.7	1.9	1.7	1.6	4.6	6.8
Net Profit	3.9	4.0	3.8	3.7	5.0	5.7	5.3	4.7	15.3	20.7
% Change (Y-o-Y)	44.4	17.3	(4.5)	(12.7)	29.9	42.1	40.8	27.5	7.5	35.2
Operating Parameters										
Deposit (INR b)	693.2	757.4	801.2	871.8	972.9	1,096.9	1,122.6	1,191.5	871.8	1,191.5
Loan (INR b)	628.6	641.7	667.4	731.6	896.5	948.4	995.6	1,066.5	731.6	1,066.5
Deposit Growth (%)	26.9	29.8	31.1	25.7	40.4	44.8	40.1	36.7	25.7	36.7
Loan Growth (%)	29.2	24.0	20.0	25.2	42.6	47.8	49.2	45.8	25.2	45.8
Asset Quality										
GNPA (%)	1.8	1.9	2.0	1.7	1.8	2.0	2.3	2.5	1.7	2.5
NNPA (%)	0.6	0.6	0.7	0.6	0.6	0.8	0.9	0.9	0.5	0.9
PCR (%)	69.0	69.1	66.0	67.6	65.1	62.8	61.2	62.2	64.3	62.2

Axis Bank

Neutral

CMP: INR1,085 | TP: INR1,175 (+8%)

EPS CHANGE (%): FY25|26|27: 1.3|2.6|2.8

- Expect margins to remain flat in 4Q
- Credit cost expected to decline
- Expect other income to be better, and hence lower cost ratios
- Asset quality ratios to see a flat trend

Quarterly Performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	119.6	123.1	125.3	130.9	134.5	134.8	136.1	138.5	498.9	543.8
% Change (Y-o-Y)	27.4	18.9	9.4	11.5	12.5	9.5	8.6	5.8	16.2	9.0
Other Income	50.9	50.3	55.5	67.7	57.8	67.2	59.7	68.8	224.4	253.6
Total Income	170.5	173.5	180.9	198.5	192.3	202.1	195.8	207.3	723.4	797.4
Operating Expenses	82.3	87.2	89.5	93.2	91.3	94.9	90.4	95.3	352.1	371.9
Operating Profit	88.1	86.3	91.4	105.4	101.1	107.1	105.3	112.0	371.2	425.5
% Change (Y-o-Y)	49.7	11.9	-1.5	14.9	14.7	24.1	15.2	6.3	16.8	14.6
Provisions	10.3	8.1	10.3	11.9	20.4	22.0	21.6	15.9	40.6	79.9
Profit before Tax	77.8	78.2	81.1	93.5	80.7	85.1	83.8	96.1	330.6	345.7
Tax	19.8	19.5	20.4	22.2	20.3	15.9	20.7	24.3	82.0	81.2
Net Profits	58.0	58.6	60.7	71.3	60.3	69.2	63.0	71.9	248.6	264.4
% Change (Y-o-Y)	40.5	10.0	3.7	7.6	4.1	18.0	3.8	0.8	15.2	6.4
Operating Parameters										
Deposit (INR t)	9.4	9.6	10.0	10.7	10.6	10.9	11.0	11.6	10.7	11.6
Loan (INR t)	8.6	9.0	9.3	9.7	9.8	10.0	10.1	10.6	9.7	10.6
Deposit Growth (%)	17.2	17.9	18.5	12.9	12.8	13.7	9.1	8.1	12.9	8.1
Loan Growth (%)	22.4	22.8	22.3	14.2	14.2	11.4	8.8	9.7	14.2	9.7
Asset Quality										
Gross NPA (%)	2.0	1.7	1.6	1.4	1.5	1.4	1.5	1.5	1.5	1.5
Net NPA (%)	0.4	0.4	0.4	0.3	0.3	0.3	0.4	0.4	0.3	0.4
PCR (%)	79.6	79.5	77.8	78.5	78.1	76.6	76.2	76.0	78.5	76.0

Bandhan Bank

Neutral

CMP: INR149 | TP: INR170 (+14%)

EPS CHANGE (%): FY25|26|27: -12.4|1.5|0.1

- Expect NIM to witness a decline in 4Q
- Expect business growth to be healthy in 4Q
- Asset quality likely to be under pressure
- Cost ratios are likely to stay elevated

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	24.9	24.4	25.3	28.7	30.1	29.5	28.3	28.1	103.3	115.9
% Change (YoY)	-0.9	11.4	21.4	16.0	20.7	20.7	12.1	-2.1	11.5	12.2
Other Income	3.9	5.4	5.5	6.9	5.3	5.9	11.0	8.2	21.6	30.4
Total Income	28.8	29.8	30.7	35.6	35.3	35.4	39.3	36.3	124.9	146.3
Operating Expenses	13.1	14.0	14.2	17.2	15.9	16.9	19.0	19.2	58.5	71.0
Operating Profit	15.6	15.8	16.6	18.4	19.4	18.6	20.2	17.1	66.4	75.3
% Change (YoY)	-14.2	2.0	-13.9	2.4	24.2	17.2	22.1	-6.9	-6.4	13.4
Provisions	6.0	6.4	6.8	17.7	5.2	6.1	13.8	10.8	37.0	35.9
Profit Before Tax	9.6	9.5	9.7	0.6	14.2	12.5	6.5	6.3	29.4	39.4
Tax	2.4	2.3	2.4	0.1	3.5	3.1	2.2	1.8	7.1	10.6
Net Profit	7.2	7.2	7.3	0.5	10.6	9.4	4.3	4.5	22.3	28.8
% Change (YoY)	-18.7	244.6	152.2	-93.2	47.5	30.0	-41.8	722.8	1.6	29.0
Operating Parameters										
Deposits (INR b)	1,085	1,121	1,174	1,352	1,332	1,425	1,410	1,503	1,352	1,503
Loans (INR b)	982	1,020	1,102	1,211	1,216	1,261	1,274	1,349	1,211	1,349
Deposit Growth (%)	16.6	12.8	14.8	25.1	22.8	27.2	20.1	11.2	25.1	11.2
Loan Growth (%)	8.0	13.1	19.6	15.6	23.8	23.6	15.6	11.4	15.6	11.4
Asset Quality										
Gross NPA (%)	6.8	7.3	7.0	3.8	4.2	4.7	4.7	4.6	3.8	4.6
Net NPA (%)	2.2	2.3	2.2	1.1	1.2	1.3	1.3	1.4	1.1	1.4
PCR (%)	69.2	70.0	70.0	71.8	73.7	73.5	73.5	71.7	71.8	71.7

Bank of Baroda

Neutral

CMP: INR229 | TP: INR250 (+9%)

EPS CHANGE (%): FY25|26|27: 1.2|3.9|4.9

- Expect cost ratios to remain under control
- Margins to see a moderation
- Expect asset quality to improve marginally; credit costs to increase marginally
- Business growth likely to be healthy in 4Q

Quarterly Performance

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	110.0	108.3	111.0	117.9	116.0	116.2	114.2	116.6	447.2	463.0
% Change (YoY)	24.4	6.4	2.6	2.3	5.5	7.3	2.8	-1.1	8.1	3.5
Other Income	33.2	41.7	28.1	41.9	24.9	51.8	37.7	45.7	145.0	160.0
Total Income	143.2	150.0	139.1	159.8	140.9	168.0	151.9	162.2	592.2	623.0
Operating Expenses	64.9	69.8	69.0	78.8	69.3	73.3	75.2	78.3	282.5	296.1
Operating Profit	78.2	80.2	70.2	81.1	71.6	94.8	76.6	83.9	309.7	326.9
% Change (YoY)	72.8	33.0	-14.8	0.4	-8.5	18.2	9.3	3.5	15.3	5.6
Provisions	19.5	21.6	6.7	13.0	10.1	23.4	10.8	15.0	60.8	59.3
Profit before Tax	58.8	58.6	63.5	68.0	61.5	71.4	65.8	68.9	248.9	267.7
Tax	18.1	16.1	17.7	19.2	16.9	19.0	17.4	19.9	71.0	73.3
Net Profit	40.7	42.5	45.8	48.9	44.6	52.4	48.4	49.0	177.9	194.3
% Change (YoY)	87.7	28.4	18.9	2.3	9.5	23.2	5.6	0.2	26.1	9.2
Operating Parameters										
Deposit (INR b)	11,999	12,496	12,453	13,270	13,070	13,635	13,925	14,570	13,270	14,570
Loan (INR b)	9,635	9,980	10,241	10,658	10,479	11,212	11,513	11,947	10,658	11,947
Deposit Growth (%)	16.2	14.6	8.3	10.2	8.9	9.1	11.8	9.8	10.2	9.8
Loan Growth (%)	20.5	19.3	15.0	13.3	8.8	12.3	12.4	12.1	13.3	12.1
Asset Quality										
Gross NPA (%)	3.5	3.3	3.1	2.9	2.9	2.5	2.4	2.3	2.9	2.3
Net NPA (%)	0.8	0.8	0.7	0.7	0.7	0.6	0.6	0.5	0.7	0.5
PCR (%)	78.5	77.6	77.7	77.3	76.6	76.3	76.0	76.9	76.2	76.9

Canara Bank

Buy

CMP: INR90 | TP: INR115 (+28%)

EPS CHANGE (%): FY25|26|27: 0.9|4.5|4.9

- Expect margins to see a slight decline
- Asset quality to continue to see improvement
- Advances and deposit growth to be modest
- Expect cost to remain broadly under control

Quarterly Performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	86.7	89.0	94.2	95.8	91.7	93.2	91.5	94.3	365.7	370.6
% Change (Y-o-Y)	27.7	19.8	9.5	11.2	5.8	4.6	-2.9	-1.6	16.3	1.3
Other Income	48.2	46.3	43.0	52.2	53.2	49.8	58.0	57.1	189.7	218.1
Total Income	134.8	135.4	137.1	148.0	144.9	143.0	149.5	151.3	555.3	588.7
Operating Expenses	58.8	59.2	69.1	74.1	68.7	66.4	71.1	74.5	261.2	280.7
Operating Profit	76.0	76.2	68.1	73.9	76.2	76.5	78.4	76.9	294.1	307.9
% Change (Y-o-Y)	15.1	10.3	-2.1	1.9	0.2	0.5	15.2	4.1	6.1	4.7
Other Provisions	27.2	26.1	19.0	24.8	22.8	22.5	24.0	21.6	97.1	91.0
Profit before Tax	48.9	50.1	49.1	49.1	53.3	54.0	54.4	55.2	197.0	217.0
Tax	13.5	14.0	12.5	11.5	14.3	13.9	13.3	13.6	51.5	55.1
Net Profit	35.3	36.1	36.6	37.6	39.1	40.1	41.0	41.6	145.5	161.9
% Change (Y-o-Y)	74.8	42.8	26.9	18.3	10.5	11.3	12.3	10.8	37.3	11.2

Operating Parameters

Deposit (INR b)	11,925	12,322	12,629	13,124	13,352	13,473	13,695	14,147	13,124	14,147
Loan (INR b)	8,551	8,923	9,206	9,316	9,464	9,840	10,237	10,453	9,316	10,453
Deposit Growth (%)	6.6	8.7	8.5	11.3	12.0	9.3	8.4	7.8	11.3	7.8
Loan Growth (%)	14.5	13.2	12.8	12.2	10.7	10.3	11.2	12.2	12.2	12.2

Asset Quality

Gross NPA (%)	5.2	4.8	4.4	4.2	4.1	3.7	3.3	3.2	4.2	3.2
Net NPA (%)	1.6	1.4	1.3	1.3	1.2	1.0	0.9	0.8	1.3	0.8
PCR (%)	70.6	71.4	70.8	70.9	71.0	74.1	74.1	74.5	70.8	74.5

DCB Bank

Buy

CMP: INR114 | TP: INR150 (+32%)

EPS CHANGE (%): FY25|26|27: -0.8|-1.1|-1.0

- Expect business growth to be robust
- Expect cost ratios to remain elevated
- Asset quality to witness an improvement
- Margin to decline marginally in 4Q

Quarterly Performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2QE	3Q	4QE		
Net Interest Income	4.71	4.76	4.74	5.07	4.97	5.09	5.43	5.65	19.28	21.14
% Change (Y-o-Y)	25.88	15.72	6.27	4.43	5.49	7.03	14.53	11.35	12.28	9.64
Other Income	1.07	1.07	1.24	1.36	1.43	2.05	1.84	1.89	4.74	7.21
Total Income	5.78	5.83	5.98	6.44	6.40	7.14	7.27	7.54	24.02	28.35
Operating Expenses	3.69	3.73	3.86	4.10	4.34	4.59	4.56	4.70	15.38	18.18
Operating Profit	2.09	2.11	2.12	2.34	2.05	2.55	2.71	2.85	8.64	10.16
% Change (Y-o-Y)	25.61	15.32	8.96	(4.19)	(1.58)	21.19	28.18	21.81	9.88	17.57
Provisions	0.38	0.40	0.41	0.24	0.28	0.46	0.67	0.71	1.42	2.13
Profit before Tax	1.71	1.71	1.71	2.10	1.77	2.10	2.04	2.13	7.22	8.04
Tax	0.44	0.44	0.44	0.54	0.46	0.54	0.52	0.55	1.86	2.07
Net Profit	1.27	1.27	1.27	1.56	1.31	1.55	1.51	1.58	5.36	5.96
% Change (Y-o-Y)	30.7	12.9	11.2	9.5	3.5	22.6	19.6	1.6	15.1	11.27

Operating Parameters

Deposit (INR b)	430.1	455.0	471.2	493.5	516.9	545.3	566.8	595.7	493.5	595.7
Loan (INR b)	354.7	372.8	389.5	409.2	421.8	444.7	477.8	502.6	409.2	502.6
Deposit Growth (%)	22.6	23.1	19.3	19.7	20.2	19.9	20.3	20.7	19.7	20.7
Loan Growth (%)	19.0	19.1	18.2	19.0	18.9	19.3	22.7	22.8	19.0	22.8

Asset Quality

Gross NPA (%)	3.26	3.36	3.43	3.23	3.33	3.29	3.11	3.01	3.25	3.01
Net NPA (%)	1.19	1.28	1.22	1.11	1.18	1.17	1.18	1.15	1.11	1.15
PCR (%)	64.1	62.8	65.1	66.4	65.2	65.2	62.9	62.5	66.4	62.5

Equitas Small Finance Bank

Buy

CMP: INR57 | TP: INR70 (+23%)

EPS CHANGE (%): FY25|26|27: -11.1|-6.4|-4.3

- Expect margins to decline in 4Q
- Expect credit cost and cost ratios to remain elevated
- Asset quality likely to deteriorate in 4Q
- Business momentum in 4Q a key monitorable

Quarterly Performance

INRb

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Interest Income	12.5	13.6	14.3	14.4	15.0	15.5	16.1	17.4	54.9	64.0
Interest Expense	5.1	5.9	6.4	6.6	7.0	7.5	7.9	9.2	24.1	31.6
Net Interest Income	7.4	7.7	7.9	7.9	8.0	8.0	8.2	8.2	30.8	32.4
% Change (YoY)	28.0	25.6	21.3	11.2	7.9	4.8	4.2	4.5	21.0	5.3
Other Income	1.7	1.8	2.1	2.4	2.1	2.4	2.4	2.7	8.0	9.5
Total Income	9.1	9.5	9.9	10.3	10.1	10.4	10.6	10.9	38.8	42.0
Operating Expenses	6.0	6.2	6.3	6.5	6.7	6.9	7.2	7.6	25.0	28.4
Operating Profit	3.1	3.3	3.6	3.7	3.4	3.5	3.3	3.3	13.8	13.5
% Change (YoY)	16.4	36.3	29.1	-3.0	9.1	5.9	-7.6	-12.4	17.1	-1.9
Provisions	0.6	0.6	0.8	1.1	3.0	3.3	2.4	2.4	3.1	11.1
Profit before Tax	2.5	2.7	2.8	2.7	0.4	0.2	0.9	0.9	10.6	2.4
Tax	0.6	0.7	0.7	0.6	0.1	0.1	0.2	0.2	2.6	0.6
Net Profit	1.9	2.0	2.0	2.1	0.3	0.1	0.7	0.7	8.0	1.8
% Change (YoY)	97.1	70.2	18.7	9.3	-86.5	-93.5	-67.2	-64.6	39.3	-77.7
Operating Parameters										
AUM	296	312	328	343	349	361	373	407	343	407
Deposits	277	308	324	361	375	399	407	427	361	427
Loans	275	288	292	310	319	340	354	367	310	367
AUM Growth (%)	36.5	37.1	31.6	23.2	17.8	15.4	13.9	18.6	23.2	18.6
Deposit Growth (%)	35.9	41.9	38.4	42.3	35.4	29.2	25.8	18.2	42.3	18.2
Loan Growth (%)	34.4	31.7	25.5	20.0	16.0	18.1	21.1	18.6	20.0	18.6
Asset Quality										
Gross NPA (%)	2.75	2.27	2.53	2.61	2.73	2.95	2.97	3.02	2.61	3.02
Net NPA (%)	1.18	0.97	1.13	1.17	0.83	0.97	0.96	0.96	1.17	0.96
PCR (%)	57.8	57.7	56.0	56.1	70.3	67.7	68.3	68.8	56.1	68.8

Federal Bank

Buy

CMP: INR192 | TP: INR225 (+17%)

EPS CHANGE (%): FY25|26|27: -3.0|-5.0|-3.5

- Business growth to recover after a dip in 3Q
- Margins to further decline in 4Q
- Expect cost ratios to remain broadly under control
- Asset quality ratios to see an improvement

Quarterly Performance

(INR b)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	19.2	20.6	21.2	22.0	22.9	23.7	24.3	24.0	82.9	94.9
% Change (YoY)	19.6	16.7	8.5	15.0	19.5	15.1	14.5	9.4	14.7	14.4
Other Income	7.3	7.3	8.6	7.5	9.2	9.6	9.2	9.1	30.8	37.1
Total Income	26.5	27.9	29.9	29.5	32.1	33.3	33.5	33.1	113.7	132.0
Operating Expenses	13.5	14.6	15.5	18.4	17.1	17.7	17.8	18.4	62.0	70.9
Operating Profit	13.0	13.2	14.4	11.1	15.0	15.7	15.7	14.7	51.7	61.0
% Change (YoY)	33.8	9.3	12.8	-16.8	15.2	18.2	9.2	32.3	7.9	18.0
Provisions	1.6	0.4	0.9	-0.9	1.4	1.6	2.9	2.4	2.0	8.4
Profit before Tax	11.5	12.8	13.5	12.0	13.6	14.1	12.8	12.3	49.8	52.7
Tax	2.9	3.3	3.4	3.0	3.5	3.5	3.2	3.1	12.6	13.3
Net Profit	8.5	9.5	10.1	9.1	10.1	10.6	9.6	9.2	37.2	39.4
% Change (YoY)	42.1	35.5	25.3	0.4	18.2	10.8	-5.1	1.5	23.6	5.9
Operating Parameters										
Deposit (INR b)	2,225	2,329	2,396	2,525	2,661	2,691	2,664	2,758	2,525	2,758
Loan (INR b)	1,835	1,928	1,992	2,094	2,208	2,303	2,304	2,370	2,094	2,370
Deposit Growth (%)	21.3	23.1	19.0	18.3	19.6	15.6	11.2	9.2	18.3	9.2
Loan Growth (%)	21.0	19.6	18.4	20.0	20.3	19.4	15.7	13.2	20.0	13.2
Asset Quality										
Gross NPA (%)	2.4	2.3	2.3	2.1	2.1	2.1	2.0	1.9	2.1	1.9
Net NPA (%)	0.7	0.6	0.6	0.6	0.6	0.6	0.5	0.5	0.7	0.5
PCR (%)	71.3	72.3	72.3	72.3	71.9	72.9	75.2	75.8	69.6	75.8

HDFC Bank

Buy

CMP: INR1,767 | TP: INR2,100 (+19%)
EPS CHANGE (%): FY25|26|27: -0.1|-0.2|-0.6

- Expect cost ratios to remain under control
- Asset quality is likely to improve

- Margins to see a mild decline
- Expect CD ratio to reduce; guidance for credit growth a key monitorable

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	236.0	273.9	284.7	290.8	298.4	301.1	306.5	306.7	1,085.3	1,212.7
% Change (Y-o-Y)	21.1	30.3	23.9	24.5	26.4	10.0	7.7	5.5	25.0	11.7
Other Income	92.3	107.1	111.4	181.7	106.7	114.8	114.5	124.4	492.4	460.4
Total Income	328.3	380.9	396.1	472.4	405.1	416.0	421.1	431.0	1,577.7	1,673.1
Operating Expenses	140.6	154.0	159.6	179.7	166.2	168.9	171.1	175.4	633.9	681.5
Operating Profit	187.7	226.9	236.5	292.7	238.8	247.1	250.0	255.7	943.9	991.6
% Change (Y-o-Y)	22.2	30.5	24.3	57.2	27.2	8.9	5.7	-12.7	34.1	5.1
Provisions	28.6	29.0	42.2	135.1	26.0	27.0	31.5	32.0	234.9	116.5
Profit before Tax	159.1	197.9	194.3	157.6	212.8	220.1	218.5	223.7	709.0	875.0
Tax	39.6	38.1	30.6	-7.5	51.1	51.8	51.1	53.4	100.8	207.4
Net Profit	119.5	159.8	163.7	165.1	161.7	168.2	167.4	170.3	608.1	667.7
% Change (Y-o-Y)	30.0	50.6	33.5	37.1	35.3	5.3	2.2	3.2	37.9	9.8
Operating Parameters										
Deposit	19,131	21,729	22,140	23,798	23,791	25,001	25,638	27,273	23,798	27,273
Loan	16,157	23,312	24,461	24,849	24,635	24,951	25,182	25,793	24,849	25,793
Deposit Growth (%)	19.2	29.8	27.7	26.4	24.4	15.1	15.8	14.6	26.4	14.6
Loan Growth (%)	15.8	57.5	62.3	55.2	52.5	7.0	3.0	3.8	55.2	3.8
Asset Quality										
Gross NPA (%)	1.2	1.3	1.3	1.2	1.3	1.4	1.4	1.4	1.2	1.4
Net NPA (%)	0.3	0.4	0.3	0.3	0.4	0.4	0.5	0.4	0.3	0.4
PCR (%)	74.9	74.4	75.3	74.0	71.2	69.9	67.8	68.0	74.0	68.0

ICICI Bank

Buy

CMP: INR1318 | TP: INR1,600 (+21%)
EPS CHANGE (%): FY25|26|27: 0.1|0.6|1.5

- Expect business growth to remain healthy
- Margins to witness an improvement in 4Q

- Expect further improvement in asset quality
- Credit cost to decline, while cost ratios to be steady

Quarterly Performance

(INR b)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	182.3	183.1	186.8	190.9	195.5	200.5	203.7	208.5	743.1	808.3
% Change (YoY)	38.0	23.8	13.4	8.1	7.3	9.5	9.1	9.2	19.6	8.8
Other Income	54.4	57.8	61.0	56.5	70.0	71.8	70.7	69.2	229.6	281.7
Total Income	236.6	240.8	247.8	247.4	265.5	272.2	274.4	277.7	972.6	1,089.9
Operating Expenses	95.2	98.6	100.5	97.0	105.3	105.0	105.5	107.1	391.3	422.9
Operating Profit	141.4	142.3	147.2	150.4	160.2	167.2	168.9	170.6	581.3	667.0
% Change (YoY)	37.2	21.8	10.9	8.8	13.3	17.5	14.7	13.5	18.4	14.7
Provisions	12.9	5.8	10.5	7.2	13.3	12.3	12.3	9.1	36.4	47.0
Profit before Tax	128.5	136.5	136.7	143.2	146.9	154.9	156.6	161.6	544.9	620.0
Tax	32.0	33.9	34.0	36.1	36.3	37.4	38.7	41.3	136.0	153.8
Net Profit	96.5	102.6	102.7	107.1	110.6	117.5	117.9	120.3	408.9	466.2
% Change (YoY)	39.7	35.8	23.6	17.4	14.6	14.5	14.8	12.3	28.2	14.0
Operating Parameters										
Deposit	12,387	12,947	13,323	14,128	14,261	14,978	15,203	15,866	14,128	15,866
Loan	10,576	11,105	11,538	11,844	12,232	12,772	13,144	13,597	11,844	13,597
Deposit Growth (%)	17.9	18.8	18.7	19.6	15.1	15.7	14.1	12.3	19.6	12.3
Loan Growth (%)	18.1	18.3	18.5	16.2	15.7	15.0	13.9	14.8	16.2	14.8
Asset Quality										
Gross NPA (%)	2.8	2.5	2.3	2.2	2.2	2.0	2.0	1.8	2.3	1.8
Net NPA (%)	0.5	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.5	0.4
PCR (%)	83.1	83.1	81.3	80.8	80.2	79.0	78.7	78.9	80.3	78.9

IDFC First Bank

Neutral

CMP: INR57 | TP: INR65 (14%)

EPS CHANGE (%): FY25|26|27: -4.8|-8.9|-0.6

- Expect business growth to remain healthy
- Cost ratios likely to remain elevated

- Asset quality ratio to deteriorate slightly
- Margins expected to see a decline

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	37.5	39.5	42.9	44.7	46.9	47.9	49.0	50.0	164.5	193.8
% Change (Y-o-Y)	36.1	31.6	30.5	24.2	25.4	21.2	14.4	11.8	30.2	17.8
Other Income	14.1	14.3	15.2	16.4	16.2	17.3	17.8	18.0	60.0	69.3
Total Income	51.6	53.8	58.0	61.1	63.1	65.2	66.8	68.0	224.5	263.1
Operating Expenses	36.6	38.7	42.4	44.5	44.3	45.5	49.2	50.5	162.2	189.5
Operating Profit	15.0	15.1	15.6	16.6	18.8	19.6	17.6	17.5	62.4	73.5
% Change (Y-o-Y)	59.0	29.2	23.9	6.8	25.5	29.9	12.6	5.3	26.5	17.9
Provisions	4.8	5.3	6.5	7.2	9.9	17.3	13.4	13.8	23.8	54.4
Profit before Tax	10.2	9.8	9.1	9.4	8.9	2.3	4.2	3.8	38.6	19.1
Tax	2.6	2.3	1.9	2.2	2.1	0.3	0.8	0.9	9.0	4.1
Net Profit	7.7	7.5	7.2	7.2	6.8	2.0	3.4	2.9	29.6	15.1
% Change (Y-o-Y)	61.3	35.2	18.4	-9.8	-11.0	-73.3	-52.6	-60.3	21.3	-49.0

Operating Parameters

Deposit (INR b)	1,544	1,712	1,825	2,006	2,097	2,236	2,369	2,501	2,006	2,501
Deposit Growth (%)	36.2	38.7	37.2	38.7	35.8	30.6	29.8	24.7	38.7	24.7
Loan (INR b)	1,674	1,781	1,855	1,946	2,026	2,151	2,231	2,343	1,946	2,343
Loan Growth (%)	26.3	27.0	27.3	24.4	21.0	20.7	20.3	20.4	28.2	20.4

Asset Quality

Gross NPA (%)	2.2	2.1	2.0	1.9	1.9	1.9	1.9	2.0	1.9	2.0
Net NPA (%)	0.7	0.7	0.7	0.6	0.6	0.5	0.5	0.6	0.6	0.6
PCR (%)	68.1	68.2	66.9	68.8	69.4	75.3	73.6	72.4	68.8	72.4

IndusInd Bank

Neutral

CMP: INR683 | TP: INR850 (+24%)

EPS CHANGE (%): FY25|26|27: -3.5|-18.0|-14.6

- Expect business growth to be modest
- Expect margins to remain under pressure

- Expect asset quality to continue to see a decline
- Credit costs likely to be elevated; Recognition of accounting discrepancy to result in a loss in 4Q

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	48.7	50.8	53.0	53.8	54.1	53.5	52.3	35.6	206.2	195.5
% Change (YoY)	18.0	18.0	17.8	15.1	11.1	5.3	-1.3	-33.7	17.2	-5.2
Other Income	22.1	22.8	24.0	25.1	24.4	21.8	23.6	18.1	94.0	87.9
Total Income	70.8	73.6	76.9	78.8	78.5	75.3	75.8	53.8	300.1	283.4
Operating Expenses	32.5	34.5	36.5	38.0	39.0	39.3	39.8	40.6	141.5	158.7
Operating Profit	38.3	39.1	40.4	40.8	39.5	36.0	36.0	13.2	158.6	124.7
% Change (YoY)	11.7	10.3	9.7	8.6	3.1	-7.9	-10.9	-67.8	10.0	-21.4
Provisions	9.9	9.7	9.7	9.5	10.5	18.2	17.4	18.7	38.8	64.9
Profit before Tax	28.4	29.3	30.7	31.3	29.0	17.8	18.6	-5.6	119.8	59.8
Tax	7.2	7.3	7.7	7.8	7.3	4.5	4.5	N.A	30.0	12.2
Net Profit	21.2	22.0	23.0	23.5	21.7	13.3	14.0	-1.4	89.8	47.6
% Change (YoY)	30.3	22.0	17.2	15.0	2.2	-39.5	-39.1	N.A	20.6	-47.0

Operating Parameters

Deposit (INR b)	3,470	3,595	3,688	3,846	3,985	4,124	4,094	4,188	3,846	4,188
Loan (INR b)	3,013	3,155	3,271	3,433	3,479	3,572	3,669	3,749	3,433	3,749
Deposit Growth (%)	14.5	13.9	13.4	14.4	14.8	14.7	11.0	8.9	14.4	8.9
Loan Growth (%)	21.5	21.3	19.9	18.4	15.5	13.2	12.2	9.2	18.4	9.2

Asset Quality

Gross NPA (%)	1.9	1.9	1.9	1.9	2.0	2.1	2.3	2.4	1.9	2.4
Net NPA (%)	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.8	0.6	0.8
PCR (%)	70.6	70.6	70.6	70.6	70.6	70.1	70.2	68.7	69.5	68.7

Indian Bank

Buy

CMP: INR531 | TP: INR670 (+26%)
EPS CHANGE (%): FY25|26|27: 4.7|0.6|1.4

- Expect cost ratios to remain broadly under control
- Expect NIMs to witness a decline in 4Q
- Earnings business growth to remain healthy
- Expect asset quality ratios to further improve

Quarterly Performance

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	57.0	57.4	58.1	60.2	61.8	61.9	64.1	65.4	232.7	253.3
% Change (YoY)	25.8	22.5	5.7	9.2	8.3	7.9	10.3	8.8	15.1	8.8
Other Income	17.1	19.9	19.0	22.6	19.1	24.2	21.5	24.1	78.7	88.9
Total Income	74.1	77.3	77.2	82.8	80.8	86.2	85.7	89.5	311.4	342.2
Operating Expenses	32.8	34.3	36.2	39.7	35.8	38.9	38.2	41.5	143.0	154.3
Operating Profit	41.3	43.0	41.0	43.0	45.0	47.3	47.5	48.0	168.4	187.8
% Change (YoY)	16.0	18.6	0.9	7.2	8.9	9.9	15.9	11.6	10.3	11.5
Provisions	17.4	15.5	13.5	12.5	12.6	11.0	10.6	9.1	58.9	43.2
Profit before Tax	23.9	27.5	27.5	30.6	32.4	36.3	36.9	39.0	109.5	144.6
Tax	6.9	7.6	6.3	8.1	8.4	9.2	8.4	10.4	28.9	36.4
Net Profit	17.1	19.9	21.2	22.5	24.0	27.1	28.5	28.5	80.6	108.2
% Change (YoY)	40.8	62.2	51.8	55.3	40.6	36.2	34.6	27.1	52.7	34.2
Operating Parameters										
Deposits (INR b)	6,215	6,408	6,542	6,880	6,812	6,931	7,023	7,368	6,880	7,368
Loans (INR b)	4,564	4,706	4,896	5,149	5,208	5,329	5,421	5,674	5,149	5,674
Deposit Growth (%)	6.4	8.8	9.6	10.8	9.6	8.2	7.4	7.1	10.8	7.1
Loan Growth (%)	13.6	14.2	12.3	14.6	14.1	13.2	10.7	10.2	14.6	10.2
Asset Quality										
Gross NPA (%)	5.5	5.0	4.5	4.0	3.8	3.5	3.3	3.1	4.0	3.1
Net NPA (%)	0.7	0.6	0.5	0.4	0.4	0.3	0.2	0.2	0.4	0.2
PCR (%)	87.8	88.5	88.7	89.5	90.0	92.5	93.8	93.8	89.5	93.8

Kotak Mahindra Bank

Buy

CMP: INR2,145 | TP: INR2,200 (+3%)
EPS CHANGE (%): FY25|26|27: -2.4|-4.3|-5.1

- Expect cost ratios to be broadly stable
- Margins to be broadly stable
- Asset quality to witness a moderation
- Business growth to be healthy; guidance will be a key monitorable

Quarterly Performance

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	62.3	63.0	65.5	69.1	68.4	70.2	72.0	74.6	259.9	285.2
% Change (Y-o-Y)	32.7	23.5	15.9	13.2	9.8	11.5	9.8	8.0	20.6	9.7
Other Income	26.8	23.1	23.0	29.8	29.3	26.8	26.2	30.0	102.7	112.4
Total Income	89.2	86.1	88.5	98.9	97.7	97.0	98.2	104.6	362.7	397.6
Operating Expenses	39.7	40.0	42.8	44.3	45.2	46.0	46.4	48.1	166.8	185.7
Operating Profit	49.5	46.1	45.7	54.6	52.5	51.0	51.8	56.5	195.9	211.8
% Change (Y-o-Y)	77.8	29.2	18.6	17.5	6.2	10.6	13.5	3.4	31.9	8.1
Provisions	3.6	3.7	5.8	2.6	5.8	6.6	7.9	7.5	15.7	27.8
Profit before Tax	45.9	42.4	39.9	52.0	46.8	44.4	43.9	49.0	180.1	184.0
Tax	11.3	10.5	9.8	10.6	11.6	11.0	10.8	11.2	42.3	44.5
Net Profit	34.5	31.9	30.1	41.3	35.2	33.4	33.0	37.8	137.8	139.5
% Change (Y-o-Y)	66.7	23.6	7.6	18.2	2.0	4.8	10.0	-8.5	26.0	1.2
Exceptional item					27.3					27.3
PAT including exceptionals	34.5	31.9	30.1	41.3	62.5	33.4	33.0	37.8	137.8	166.8
% Change (Y-o-Y)	66.7	23.6	7.6	18.2	2.0	4.8	10.0	-8.5	26.0	21.0
Deposits (INRb)	3,863	4,010	4,086	4,490	4,474	4,615	4,735	5,010	4,490	5,010
Loans (INRb)	3,286	3,483	3,596	3,761	3,900	3,995	4,138	4,325	3,761	4,325
Deposit growth (%)	22.0	23.3	18.6	23.6	15.8	15.1	15.9	11.6	23.6	11.6
Loan growth (%)	17.3	18.5	15.7	17.6	18.7	14.7	15.1	15.0	17.6	15.0
Asset Quality										
Gross NPA (%)	1.77	1.72	1.73	1.39	1.39	1.49	1.50	1.48	1.39	1.48
Net NPA (%)	0.40	0.37	0.34	0.34	0.35	0.43	0.41	0.37	0.34	0.37
PCR (%)	78.0	79.1	80.6	75.9	74.9	71.4	73.2	75.3	75.9	75.3

Punjab National Bank

Buy

CMP: INR96 | TP: INR125 (+30%)

EPS CHANGE (%): FY25|26|27: -0.6|1.4|2.5

- Expect margins to remain stable
- Expect asset quality to improve; credit cost to remain contained
- Opex to remain broadly stable
- Business growth/RoA trajectory to remain the key monitorables

Quarterly Performance

(INRb)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	95.0	99.2	102.9	103.6	104.8	105.2	110.3	115.0	400.8	435.3
% Change (YoY)	26.0	20.0	12.1	9.1	10.2	6.0	7.2	11.0	16.2	8.6
Other Income	34.3	30.3	26.7	42.5	36.1	45.7	34.1	39.3	133.8	155.2
Total Income	129.4	129.5	129.7	146.1	140.9	150.9	144.4	154.3	534.7	590.5
Operating Expenses	69.7	67.3	66.4	82.0	75.0	82.4	78.2	81.6	285.4	317.2
Operating Profit	59.7	62.2	63.3	64.2	65.8	68.5	66.2	72.8	249.3	273.3
% Change (YoY)	10.9	11.7	10.8	9.4	10.3	10.2	4.6	13.4	10.7	9.6
Provisions	39.7	34.4	27.4	15.9	13.1	2.9	-2.9	2.7	117.4	15.8
Profit before Tax	20.0	27.7	35.9	48.3	52.7	65.7	69.1	70.1	131.9	257.5
Tax	7.5	10.2	13.7	18.2	20.2	22.6	24.0	24.6	49.5	91.4
Net Profit	12.6	17.6	22.2	30.1	32.5	43.0	45.1	45.5	82.4	166.1
% Change (YoY)	307.0	327.0	253.5	159.8	159.0	145.1	102.8	51.0	228.8	101.5
Operating Parameters										
Deposits	12,979	13,099	13,235	13,697	14,082	14,583	15,297	15,642	13,697	15,642
Loans	8,637	8,899	9,164	9,344	9,840	10,196	10,700	10,914	9,344	10,914
Deposit Growth (%)	14.2	9.8	9.3	6.9	8.5	11.3	15.6	14.2	6.9	14.2
Loan Growth (%)	16.3	15.1	14.5	12.5	13.9	14.6	16.8	16.8	12.5	16.8
Asset Quality										
Gross NPA (%)	7.7	7.0	6.2	5.7	5.0	4.5	4.1	3.9	5.7	3.9
Net NPA (%)	2.0	1.5	1.0	0.7	0.6	0.5	0.4	0.4	0.7	0.4
PCR (%)	75.8	80.0	85.4	87.9	88.4	90.2	90.2	90.1	87.9	90.1

RBL Bank

Neutral

CMP: INR177 | TP: INR180 (+2%)

EPS CHANGE (%): FY25|26|27: -8.4|-1.8|-0.8

- Earnings impacted by higher credit cost
- Cost ratios likely to remain elevated
- Expect asset quality ratios to remain under pressure
- Margin and credit cost likely to remain under pressure

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	14.2	14.7	15.5	16.0	17.0	16.1	15.9	15.7	60.4	64.7
% Change (Y-o-Y)	19.6	25.6	21.1	17.9	19.5	9.5	2.5	-2.0	20.9	7.0
Other Income	6.9	7.0	7.8	8.8	8.1	9.3	10.7	9.8	30.4	37.8
Total Income	21.1	21.8	23.2	24.8	25.1	25.4	26.6	25.4	90.9	102.5
Operating Expenses	14.6	14.5	15.6	15.9	16.5	16.3	16.6	17.1	60.6	66.5
Operating Profit	6.5	7.3	7.7	8.9	8.6	9.1	10.0	8.4	30.3	36.0
% Change (Y-o-Y)	22.4	42.7	34.9	49.4	32.7	24.5	30.2	-5.8	37.6	18.8
Provisions	2.7	6.4	4.6	4.1	3.7	6.2	11.9	7.9	17.7	29.6
Profit before Tax	3.8	0.9	3.1	4.7	4.9	2.9	-1.9	0.4	12.6	6.4
Tax	0.9	-2.0	0.7	1.2	1.2	0.7	-2.2	0.2	0.9	-0.2
Net Profit	2.9	2.9	2.3	3.5	3.7	2.2	0.3	0.3	11.7	6.6
% Change (Y-o-Y)	43.2	45.9	11.5	30.1	29.0	-24.3	-86.0	-91.7	32.3	-43.9
Operating Parameters										
Deposit	856.4	897.8	927.5	1,034.9	1,013.5	1,079.6	1,067.5	1,113.6	1,034.9	1,113.6
Loan	730.9	763.2	799.5	839.9	867.0	878.8	904.1	934.8	839.9	934.8
Deposit Growth (%)	8.1	13.1	13.5	21.9	18.4	20.2	15.1	7.6	21.9	7.6
Loan Growth (%)	21.3	21.3	19.9	19.6	18.6	15.1	13.1	11.3	19.6	11.3
Asset Quality										
Gross NPA (%)	3.2	3.1	3.1	2.7	2.7	2.9	2.9	3.0	2.7	3.0
Net NPA (%)	1.0	0.8	0.8	0.7	0.7	0.8	0.5	0.5	0.7	0.5
PCR (%)	69.6	75.6	75.1	72.7	73.1	73.0	82.2	82.5	72.7	82.5

State Bank of India

Buy

CMP: INR772 | TP: INR925 (+20%)

EPS CHANGE (%): FY25|26|27: -0.2|-0.1

- Expect advances growth to be healthy in 4Q
- Expect cost ratios to decline

- Asset quality expected to improve
- Margin expected to see a mild decline

Quarterly Performance

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	389.0	395.0	398.2	416.6	411.3	416.2	414.5	427.4	1,598.8	1,669.3
% Change (YoY)	24.7	12.3	4.6	3.1	5.7	5.4	4.1	2.6	10.4	4.4
Other Income	120.6	107.9	114.6	173.7	111.6	152.7	110.4	147.3	516.8	522.0
Total Income	509.7	502.9	512.7	590.2	522.9	568.9	524.9	574.6	2,115.6	2,191.3
Operating Expenses	256.7	308.7	309.4	302.8	258.4	276.0	289.4	299.5	1,177.6	1,123.2
Operating Profit	253.0	194.2	203.4	287.5	264.5	292.9	235.5	275.2	938.0	1,068.1
% Change (YoY)	98.4	-8.1	-19.4	16.8	4.6	50.9	15.8	-4.3	3.6	23.2
Provisions	25.0	1.2	6.9	16.1	34.5	45.1	9.1	29.7	49.1	118.4
Exceptional items (exp)	0.0	0.0	71.0	0.0	0.0	0.0	0.0	0.0	71.0	0.0
Profit before Tax	228.0	193.0	125.5	271.4	230.0	247.9	226.4	245.5	817.8	949.7
Tax Provisions	59.1	49.7	33.8	64.4	59.6	64.6	57.5	59.9	207.1	241.6
Net Profit	168.8	143.3	91.6	207.0	170.4	183.3	168.9	185.6	610.8	708.1
% Change (YoY)	178.2	8.0	-35.5	24.0	0.9	27.9	84.3	-10.4	21.6	31.2
Adj. Net profit	168.8	143.3	144.0	207.0	170.4	183.3	168.9	185.6	663.1	
Operating Parameters										
Deposits (INR t)	45.3	46.9	47.6	49.2	49.0	51.2	52.3	53.7	49.2	53.7
Loans (INR t)	32.4	33.5	35.2	37.0	37.5	38.6	40.0	41.9	37.0	41.9
Deposit Growth (%)	12.0	11.9	13.0	11.1	8.2	9.1	9.8	9.2	11.1	9.2
Loan Growth (%)	14.9	13.3	15.1	15.8	15.9	15.3	13.8	13.1	15.8	13.1
Asset Quality										
Gross NPA (%)	2.76	2.55	2.42	2.24	2.21	2.13	2.07	1.96	2.24	1.96
Net NPA (%)	0.71	0.64	0.64	0.57	0.57	0.53	0.53	0.50	0.57	0.50
PCR (%)	74.8	75.4	74.2	75.0	74.4	75.7	74.7	74.9	74.8	74.9

Union Bank of India

Buy

CMP: INR125 | TP: INR135 (+8%)

EPS CHANGE (%): FY25|26|27: 2.9|5.8|7.8

- Expect cost ratios to remain broadly stable
- SMA and restructuring books are the key monitorables

- Margins expected to see a mild decline
- Expect improvement in asset quality

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	88.4	91.3	91.7	94.4	94.1	90.5	92.4	94.5	365.7	371.5
% Change (YoY)	16.6	9.9	6.3	14.4	6.5	-0.9	0.8	0.2	11.6	1.6
Other Income	39.0	37.0	37.7	47.1	45.1	53.3	44.2	47.2	160.8	189.7
Total Income	127.4	128.2	129.4	141.4	139.2	143.8	136.6	141.7	526.5	561.3
Operating Expenses	55.6	56.0	56.6	76.1	61.4	62.6	61.7	65.2	244.4	250.8
Operating Profit	71.8	72.2	72.8	65.3	77.9	81.1	74.9	76.6	282.1	310.5
% Change (YoY)	31.8	9.8	9.9	-4.3	8.4	12.4	2.9	17.2	10.8	10.1
Provisions	20.1	17.7	17.5	12.6	27.6	17.1	16.0	15.4	67.8	76.1
Profit before Tax	51.7	54.5	55.3	52.7	50.3	64.0	58.9	61.1	214.3	234.4
Tax	19.4	19.4	19.4	19.6	13.5	16.8	12.9	15.2	77.8	58.4
Net Profit	32.4	35.1	35.9	33.1	36.8	47.2	46.0	46.0	136.5	176.0
% Change (YoY)	107.7	90.0	59.9	19.0	13.7	34.4	28.2	38.9	61.8	29.0
Operating Parameters										
Deposit (INR b)	11,281	11,376	11,725	12,215	12,242	12,419	12,166	12,667	12,215	12,667
Loan (INR b)	7,705	8,036	8,621	8,708	8,787	8,971	9,202	9,500	8,708	9,500
Deposit Growth (%)	13.6	9.0	10.1	9.3	8.5	9.2	3.8	3.7	9.3	3.7
Loan Growth (%)	13.9	10.5	14.0	14.3	14.0	11.6	6.7	9.1	14.3	9.1
Asset Quality										
Gross NPA (%)	7.3	6.4	4.8	4.8	4.5	4.4	3.9	3.7	4.8	3.7
Net NPA (%)	1.6	1.3	1.1	1.0	0.9	1.0	0.8	0.8	1.1	0.8
PCR (%)	79.8	80.7	78.4	79.1	80.9	78.4	79.3	79.0	78.4	79.0

SBI Cards and Payment Services

Neutral

CMP: INR862 | TP: INR830 (-7%)

EPS CHANGE (%): FY25|26|27: -1.0|1.8|3.3

- Cost ratios expected to remain stable in 4Q
- Asset quality to see a mild improvement
- Spending growth to see a mild revival
- Revolver mix/margin outlook are key monitorables

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Interest Income	12.3	13.0	13.9	14.1	14.8	15.0	15.7	15.9	51.5	61.4
% Change (Y-o-Y)	14.3	16.1	21.2	21.4	19.7	15.8	13.2	12.4	17.0	19.2
Other Income	22.4	23.2	26.6	23.4	22.4	22.7	23.7	23.9	97.4	92.7
Total Income	34.8	36.2	40.5	37.5	37.2	37.7	39.4	39.8	148.9	154.1
Operating Expenses	19.6	20.7	24.3	19.2	18.2	20.1	21.1	20.8	83.7	80.1
Operating Profit	15.2	15.5	16.2	18.3	19.0	17.6	18.3	19.1	65.2	73.9
% Change (Y-o-Y)	17.3	23.9	33.1	28.2	25.4	13.3	13.0	4.0	25.6	13.4
Provisions	7.2	7.4	8.8	9.4	11.0	12.1	13.1	11.5	32.9	47.8
Profit before Tax	8.0	8.1	7.4	8.9	8.0	5.5	5.2	7.5	32.3	26.2
Tax	2.0	2.1	1.9	2.3	2.0	1.4	1.3	1.9	8.2	6.7
Net Profit	5.9	6.0	5.5	6.6	5.9	4.0	3.8	5.6	24.1	19.5
% Change (Y-o-Y)	-5.4	14.7	7.8	11.0	0.2	-32.9	-30.2	-14.9	6.6	-19.2
Operating Parameters										
Loan (INRb)	418.1	435.6	471.6	490.8	508.1	536.0	528.1	552.6	490.8	552.6
Loan Growth (%)	30.3	19.3	26.3	24.7	21.5	23.0	12.0	12.6	24.7	12.6
Asset Quality										
Gross NPA (%)	2.4	2.4	2.6	2.8	3.1	3.3	3.2	3.1	2.8	3.1
Net NPA (%)	0.9	0.9	1.0	1.0	1.1	1.2	1.2	1.1	1.0	1.1
PCR (%)	63.8	64.1	64.1	64.9	64.4	64.4	64.4	64.6	64.9	64.6

Paytm

Neutral

CMP: INR 801 | TP: INR870 (+9%)

Revenue from Ops. CHANGE (%): FY25|26|27: -0.9|-0.2|-0.2

- Expect operating profitability to improve amid reduction in depreciation cost
- Expect total revenue growth to improve
- Expect disbursements and GMV to increase sequentially
- UPI incentive and EBITDA guidance to be a key monitorable

Quarterly Performance

(INR b)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Payment Services to Consumers	5.5	5.8	6.0	4.4	0.8	0.9	0.9	2.2	21.7	4.9
Payment Services to Merchants	8.4	9.2	10.8	11.2	8.0	8.6	9.1	10.1	39.6	35.7
Financial Services and Others	5.2	5.7	6.1	3.0	2.8	3.8	5.0	5.5	20.0	17.1
Payment and Financial Services	19.2	20.7	22.9	18.6	11.6	13.2	15.1	17.8	81.3	57.7
% Change (Y-o-Y)	42.4	36.1	43.0	-3.0	-39.3	-36.2	-34.2	-4.1	27.4	-29.0
Commerce and Cloud Services	4.1	4.2	5.1	4.0	3.2	3.0	2.7	2.9	17.4	11.8
Revenue from Operations	23.4	25.2	28.5	22.7	15.0	16.6	18.3	21.0	99.8	70.9
% Change (Y-o-Y)	39.3	31.6	38.2	-2.9	-35.9	-34.1	-35.9	-7.5	24.9	-29.0
Direct Expenses	10.4	10.9	13.3	9.8	7.5	7.7	8.7	9.2	44.4	33.0
Contribution Profit	13.0	14.3	15.2	12.9	7.5	8.9	9.6	11.8	55.4	37.9
% Change (Y-o-Y)	79.3	69.2	45.1	0.4	-42.1	-37.3	-36.9	-8.3	42.0	-31.6
Indirect Expenses	12.2	12.7	13.0	11.9	13.0	10.8	10.0	10.2	49.8	44.0
Adjusted EBITDA	0.8	1.5	2.2	1.0	-5.5	-1.9	-0.4	1.6	5.6	-6.1
EBITDA	-2.9	-2.3	-1.6	-2.2	-7.9	-4.0	-2.2	-1.4	-9.1	-15.6
PAT	-3.6	-2.9	-2.2	-5.5	-8.4	-4.2	-2.1	-1.1	-14.1	-2.3
% Change (Y-o-Y)	-44.5	-49.9	-43.9	227.1	134.7	45.5	-5.5	-79.6	-20.6	-83.6
Adj. PAT	-3.6	-2.9	-2.2	-3.2	-8.4	9.3	-2.1	-1.1		
Operating Parameters										
GMV (INRt)	4.1	4.5	5.1	4.7	4.3	4.5	5.0	5.1	18.3	18.8
Disbursements (INR b)	148.5	162.1	155.4	58.0	50.1	52.8	55.8	77.0	523.7	235.7
GMV Growth (%)	36.8	41.5	47.4	29.6	5.2	-0.7	-1.2	8.3	38.4	3.0
Profitability										
Contribution Margin (%)	55.7	56.6	53.3	56.8	50.3	53.9	52.5	56.3	55.5	53.5
Adjusted EBITDA Margin (%)	3.6	6.1	7.7	4.5	-36.4	-11.2	-2.2	7.5	5.6	-8.7
EBITDA Margin (%)	-12.5	-9.2	-5.5	-9.9	-52.8	-24.3	-12.2	-6.7	-9.1	-22.0

Financials - NBFCs

Company

Aavas Financiers
Bajaj Finance
Can Fin Homes
Chola Inv. & Fin.
CreditAccess Grameen
Five Star Business Finance
Fusion Microfinance
HomeFirst
IIFL Finance
L&T Finance Holdings
LIC Housing Finance
M&M Financial Services
Manappuram Finance
MAS Financial Services
Muthoot Finance
PNB Housing Finance
Poonawalla Fincorp
Power finance Corporation
Repco Home Finance
Rural Electrification Corporation
Shriram Finance
Spandana Sphoorty

Strong seasonality missing in the quarter

Seasonality notwithstanding, collection and demand trend remained rather muted

- **Demand momentum remained weak in 4QFY25:** We expect ~9% YoY growth in AUM for our coverage HFCs, including both affordable and large HFCs. Vehicle financiers are projected to report ~20% YoY AUM growth. Gold lenders (including non-gold products) are likely to record ~29% YoY growth. NBFC-MFIs are estimated to post a decline of ~15% YoY in AUM, while diversified lenders are expected to deliver ~21% YoY growth in AUM. For our NBFC coverage universe, we estimate loan growth of ~15% YoY/~4% QoQ as of Mar'25. Notwithstanding seasonality, demand trends and loan growth remained flat during the quarter due to calibrated growth in unsecured retail, muted disbursements in microfinance and low mortgage volumes.
- **Lag in transmission of repo rate cut; borrowing costs largely stable QoQ:** CoB for most NBFCs has either been stable or seen a minor decline because of the repricing of EBLR-linked borrowing. However, the transmission through bank MCLR cuts is yet to happen and most NBFCs are of the view that it will happen with a lag of 3-6 months. 4Q NIM for NBFCs would exhibit stability or a minor compression, primarily because of some pressure on yields. We expect NIM to remain stable or see a minor improvement for fixed-rate lenders like vehicle financiers, which will also benefit from any subsequent repo rate cuts over the next 3-6 months. We expect a sequential expansion in NIM for CIFC (from higher yields) and MFIs (from lower interest income reversals).
- **4Q collection trends weaker YoY; MFI CE improved but credit costs still high:** Asset quality remained largely stable or saw a minor improvement, driven by significant collection efforts during the quarter. Asset quality, which usually improves significantly in 4Q, is not clearly there in this quarter. Collection efficiencies for MFIs have improved MoM, and even Karnataka collections saw a sharp recovery in Mar'25 (vs. Feb'25). While credit costs for all MFIs under our coverage will decline sequentially, they still remain high at ~9%-34% in 4QFY25. Asset quality for HFCs (including affordable HFCs) is largely stable with an improvement bias. Power financiers are also expected to report improvement in asset quality, driven by the complete resolution of a stressed asset. Credit costs for vehicle financiers will be significantly higher in this quarter than in 4Q of the previous fiscal years.
- **Earnings flat YoY for our coverage universe owing to sticky credit costs and lower NII growth:** We estimate ~13%/15% YoY growth in NII/PPoP in 4QFY25 for our NBFC coverage universe, though PAT is expected to be flat YoY. Excluding NBFC-MFIs, we estimate ~5% YoY growth in PAT for our coverage universe. We remain underweight in microfinance and would closely monitor any impact on collections from the implementation of MFIN guardrails 2.0 from Apr'25. Our preference is for vehicle financiers (primarily to play NIM expansion from repo rate cuts), select affordable HFCs and diversified lenders (which have navigated the unsecured credit cycle and are now looking to grow their unsecured loan book again). Our top picks in the sectors are: SHFL, HomeFirst and PNBHF.

Demand remains sluggish in mid-ticket mortgages

- Disbursement momentum remained rather sluggish particularly in mid-ticket home loans, while the affordable segment still continues to see reasonably healthy demand. Delays in property registrations due to an issue in e-Khata in Karnataka have improved but not been completely normalized.
- NIMs are expected to remain largely stable for large HFCs, while they are expected to moderate sequentially for affordable HFCs due to an ongoing rise in CoF. Asset quality has not shown any signs of weakness and there is an improvement bias. Credit costs are expected to remain benign for HFCs.
- For LICHF, we expect credit costs at ~25bp (vs. -5bp in 3Q). Margins are likely to remain largely stable QoQ. We expect LICHF to report ~6% YoY growth in loans.
- We forecast HomeFirst to report ~14% YoY growth in disbursements, leading to healthy AUM growth of ~31% YoY. We expect NIM to contract ~10bp QoQ for Aavas and Homefirst due to the ongoing rise in portfolio CoB. Asset quality is also expected to remain stable for HomeFirst, while we estimate a minor improvement for Aavas.
- We estimate PNBHF to deliver ~15% YoY growth in total loan book and ~18% YoY growth in retail loans as of Mar'25. For PNBHF, we expect NIM to contract 5bp QoQ. Asset quality improvement and recoveries from the written-off pool in both Retail/Corporate may result in provision write-backs (like in prior quarters).
- For Five Star, we expect disbursements to grow ~8% YoY, translating into ~23% YoY growth in AUM. NIMs are likely to contract ~55bp sequentially due to higher leverage and a ~200bp cut in lending rates by the company since Nov'24. We expect a minor deterioration in GS3, resulting in credit costs rising to ~80bp (compared to ~70bp in 3QFY25).

Vehicle Finance – Collection trends not suggesting strong seasonality of 4Q

- MMFS reported disbursements of ~INR155b in 4QFY25 (up ~1% YoY), leading to ~16% YoY growth in business assets. We expect credit costs for MMFS to be at ~1.7% in 4QFY25 (vs. 5bp in 3QFY25 aided by provision release). MMFS also reported improvement of ~100bp QoQ in Stage 2+ Stage 3.
- For CIFIC and SHTF, we expect sequential growth in disbursements, which should translate into ~26%/18% YoY growth in AUM for CIFIC/SHTF as of Mar'25.
- We estimate NIM expansion for vehicle financiers in FY26, driven by a decline in CoB and a fixed-rate vehicle finance book. Asset quality is expected to remain largely stable QoQ (except for some technical write-offs, if any) and has not seen any meaningful improvement, which is generally seen in the seasonally strong 4Q of the fiscal year. As a result, we expect credit costs in Vehicle Finance will be significantly higher than they were in 4Qs of the previous fiscal years.

Gold Finance – Strong growth in gold loans with some NIM compression

- We expect gold loan financiers to deliver healthy gold loan growth and decent tonnage growth in 4QFY25. For MGFL, we expect the standalone entity to deliver ~4% QoQ gold loan growth, but the drag from its MFI and CV businesses would keep consol. loan growth muted during the quarter. We expect ~10% QoQ gold loan growth for MUTH.

- We expect margins for gold financiers to contract by ~15bp during the quarter. Asirvad MFI, subsidiary of MGFL, could exhibit further asset quality deterioration and high credit costs (higher than 3Q).

Microfinance – Credit costs decline sequentially but will remain elevated; collection efficiency improves in Feb-Mar’25

- Disbursements were muted (and lower QoQ) for Fusion and Spandana, while we expect CREDAG disbursements to have accelerated during the quarter. We expect AUM to grow ~4% QoQ and remain flat YoY for CREDAG and decline ~13%/24% QoQ for Fusion/Spandana in 4QFY25.
- Karnataka MFI ordinance had impacted collection efficiency in Feb’25, which recovered in Mar’25 and will likely take another two months to get normalized.
- For this quarter and the next two quarters, a significant proportion of the credit costs will be contributed by write-offs of loans that had slipped over the last 6-9 months. Credit cost is expected to decline sequentially for all three NBFC-MFIs in our coverage universe. However, it will remain elevated in 4Q and 1HFY26. We estimate annualized credit costs of ~9%/~14%/34% for CREDAG/Fusion/Spandana in this quarter.
- While MFIs reported early green shoots and improved collection efficiency in Jan-Mar’25, we expect normalization in the MFI sector only in 2HFY26. Additionally, the impact (if any) on collections from the implementation of MFIN Guardrails 2.0 from Apr’25 will be a critical factor to monitor.

Diversified Financiers: Ready for stronger growth in unsecured personal and business loans; credit costs expected to moderate slightly

- LTFH has reported ~19% YoY/3% QoQ growth in retail loans. Since the company is not growing its wholesale segments (such as real estate and infrastructure), we expect consolidated loan book to grow by ~3% QoQ in 4QFY25. We expect credit costs to decline ~20bp to 2.6% (vs. 2.8% in 3QFY25).
- BAF has reported ~26% YoY/5% QoQ growth in AUM. We estimate a ~5bp QoQ contraction in NIM for BAF with credit costs at ~205bp (vs. 212bp QoQ).
- Poonawalla posted AUM growth of 42% YoY/15% QoQ, with total AUM of INR355b. We expect credit costs to decline 220bp QoQ to 2.5% (vs. 4.7% in 3Q).
- For IIFL Finance, we expect the strong growth in gold loan AUM to sustain and estimate gold loan book to increase to ~INR215b as of Mar’25 (vs. ~INR150b as of Dec’24). While we expect a sequential decline in its MFI AUM, it would still exhibit ~11% QoQ growth in its consolidated AUM. We estimate PAT of INR2.2b in 4Q (vs. INR410m in 3Q).

Power Financiers: Loan growth weaker than earlier expectations; higher standard provisions on certain discoms

- Disbursements for power financiers could be subdued during the quarter (due to slowdown in economic activity), which we expect to result in lower-than-expected loan growth for both REC and PFC. Asset quality is expected to further improve, aided by the complete resolution of KSK Mahanadi.
- During the quarter, NCLT approved the resolution of KSK Mahanadi, which will result in provision write-backs for PFC. REC will also see some provision write-backs in 4Q from the resolution of this stressed exposure, but it had already

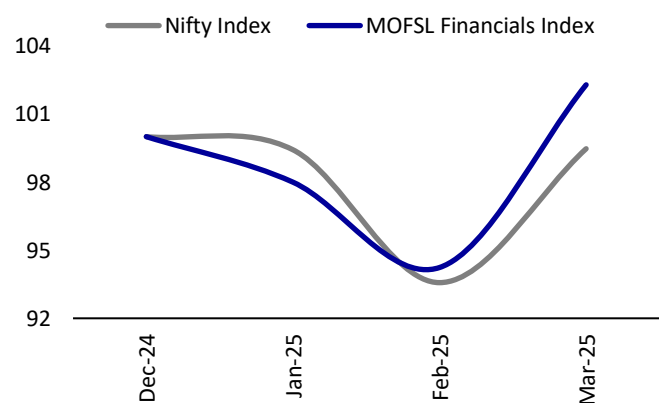
taken part of this benefit in 3Q. We also expect higher standard asset provisions on certain discoms, which saw rating downgrades earlier in 4Q.

- For PFC, we expect disbursement growth of ~14% YoY, leading to loan book growth of ~11% YoY. For REC, we expect disbursement growth of ~16% YoY, which could potentially result in loan book growth of ~13% YoY/2% QoQ.

Exhibit 1: Quarterly performance

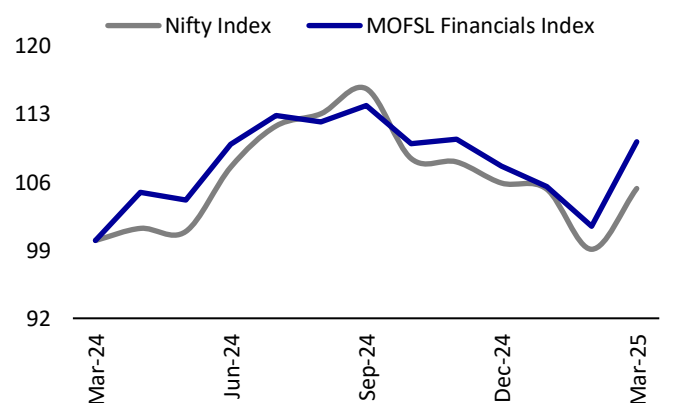
Name	CMP (INR)	Rating	NII (INR m)			Operating profit (INR m)			Net profit (INR m)		
			Mar-25	Variance YoY (%)	Variance QoQ (%)	Mar -25	Variance YoY (%)	Variance QoQ (%)	Mar -25	Variance YoY (%)	Variance QoQ (%)
AAVAS Financiers	2,084	Neutral	2,628	10.9	3.7	2,030	11.7	4.4	1,588	11.3	8.5
Bajaj Finance	8,697	Neutral	98,355	22.7	4.8	81,554	27.2	4.5	45,201	18.2	5.0
Can Fin Homes	663	Neutral	3,506	7.0	1.7	2,935	8.0	0.8	2,230	6.7	5.1
Chola. Inv & Fin.	1,468	Buy	31,034	31.8	7.5	21,787	33.8	2.4	12,268	15.9	12.9
CreditAccess	968	Buy	9,085	3.1	5.3	6,786	-0.6	8.9	698	-82.4	LP
Five-Star Business	698	Buy	5,483	18.8	1.6	3,947	18.7	1.6	2,763	17.0	0.9
Fusion Finance	142	Neutral	2,898	-19.8	29.1	1,323	-54.5	104.3	-1,379	PL	Loss
Home First Fin.	988	Buy	1,706	24.7	4.6	1,461	28.8	4.7	1,044	25.0	7.2
IIFL Finance	325	Buy	12,442	-24.4	0.7	8,309	5.3	40.2	2,227	-40.4	-
L&T Finance	151	Buy	22,555	13.5	0.8	14,244	4.6	-3.6	6,371	15.0	1.8
LIC Housing Fin	561	Buy	20,520	-8.3	2.6	17,320	-9.0	-1.0	12,763	17.0	-10.9
M & M Financial	276	Buy	19,730	8.9	3.2	12,806	9.2	4.8	5,725	-7.5	-36.4
Manappuram Finance	232	Neutral	15,882	6.3	-0.2	9,595	2.8	3.1	2,096	-62.8	-24.7
MAS Financial	258	Buy	2,149	27.9	4.5	1,437	27.7	3.9	838	23.1	7.3
Muthoot Finance	2,336	Neutral	29,277	37.1	7.6	21,486	42.3	4.3	15,159	43.5	11.2
PFC	405	Buy	46,350	9.4	-1.3	54,652	16.7	6.0	43,751	5.8	5.3
PNB Housing	875	Buy	7,009	12.5	1.5	6,085	7.4	5.0	5,033	14.6	4.1
Poonawalla Fincorp	349	Buy	6,965	23.8	13.4	4,517	10.3	21.1	1,824	-45.0	-
REC	417	Buy	52,061	16.0	1.4	51,577	16.3	2.7	35,146	-12.5	-12.8
Repco Home Fin	342	Neutral	1,831	12.5	2.7	1,496	16.2	3.6	1,155	6.8	8.4
Shriram Finance	638	Buy	57,847	13.7	3.5	42,802	9.6	4.8	21,619	11.1	3.9
Spandana Sphoorty	245	Buy	2,307	-40.2	-15.8	400	-84.9	-48.9	-4,142	PL	Loss
NBFC			4,51,620	13.5	3.3	3,68,550	14.8	4.6	2,13,977	-0.5	4.6

Exhibit 2: Relative performance – three months (%)



Source: MOFSL, Company

Exhibit 3: One-year relative performance (%)



Source: MOFSL, Company

Exhibit 4: EPS estimate changes for FY25/FY26/FY27

Company	Old Estimates (INR)			New Estimates (INR)			Change (%)		
	FY25	FY26	FY27	FY25	FY26	FY27	FY25	FY26	FY27
AAVAS	73.5	88.9	108.8	73.2	87.5	105.5	-0.4	-1.6	-3.0
BAF	270.9	343.7	435.6	270.3	336.9	426.2	-0.2	-2.0	-2.2
CANF	64.0	68.8	78.9	63.5	68.5	78.6	-0.8	-0.5	-0.5
CIFC	50.2	66.8	88.0	50.2	64.6	85.0	0.0	-3.2	-3.4
CREDAG	34.3	89.5	125.8	34.8	75.6	114.6	1.5	-15.5	-8.9
Five Star Business	36.6	41.6	48.6	36.6	41.6	48.6	-0.1	-0.1	-0.1
FUSION	-95.9	16.4	28.8	-119.0	10.6	20.7	-	-35.5	-28.3
HomeFirst	43.0	52.5	64.0	43.0	53.0	64.3	0.1	1.0	0.5
IIFL Fin	4.9	46.5	59.0	9.3	41.3	60.1	90.0	-11.3	2.0
LTFH	10.7	12.6	16.7	10.6	12.3	16.1	-0.3	-2.7	-4.0
LICHF	96.7	95.1	107.7	97.0	94.8	107.1	0.3	-0.3	-0.5
MMFSL	19.8	24.5	30.8	19.1	24.6	30.6	-3.9	0.4	-0.6
MASFIN	17.0	21.7	26.4	17.0	21.6	26.4	-0.1	-0.2	-0.0
Muthoot	130.1	163.0	182.3	129.7	173.7	194.5	-0.3	6.6	6.7
MGFL	21.4	25.4	30.8	19.1	24.5	29.9	-10.9	-3.6	-2.7
PNBHF	72.7	88.9	107.6	72.7	88.3	107.2	-0.0	-0.6	-0.4
PFC	50.8	56.3	60.7	50.4	56.5	61.3	-0.8	0.3	1.0
PFL	0.2	14.1	21.2	0.3	15.2	25.4	28.0	8.4	19.9
REC	60.9	71.5	78.1	56.9	70.1	74.7	-6.5	-2.0	-4.3
REPCO	70.3	70.1	76.9	70.3	70.1	76.6	0.0	0.1	-0.4
SHFL	43.6	52.6	63.6	44.1	52.5	62.7	1.3	-0.1	-1.4
SPANDANA	-130.8	11.9	47.0	-142.4	5.4	28.4	-	-54.6	-39.6

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Aavas Financiers

Neutral

CMP: INR2,084 | TP: INR2,000 (-4%)
EPS CHANGE (%): FY25|26|27: -0.4|-1.6|-3.0

- AUM/disbursements are likely to grow ~18%/6% YoY.
- Asset quality is expected to improve and credit costs are likely to remain benign.
- We expect NIM to contract ~10bp QoQ. Upfront assignment income is estimated at ~INR570m.
- Commentaries on loan growth, margin trajectory, and tech transformation are the key monitorables.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	4,128	4,259	4,373	4,586	4,797	4,906	5,121	5,377	17,347	20,201
Interest Expenses	1,866	2,036	2,166	2,216	2,352	2,489	2,587	2,749	8,284	10,176
Net Income	2,262	2,223	2,208	2,371	2,446	2,418	2,533	2,628	9,063	10,025
YoY Growth (%)	26	18	6	7	8	9	15	11	14	11
Other income	540	716	719	882	628	898	859	962	2,856	3,347
Total Income	2,802	2,938	2,926	3,252	3,074	3,316	3,392	3,590	11,919	13,372
YoY Growth (%)	28	16	12	14	10	13	16	10	17	12
Operating Expenses	1,339	1,308	1,349	1,434	1,379	1,368	1,447	1,560	5,430	5,753
YoY Growth (%)	30	14	12	19	3	5	7	9	19	6
Operating Profits	1,464	1,631	1,577	1,818	1,695	1,948	1,945	2,030	6,489	7,619
YoY Growth (%)	27	17	11	10	16	19	23	12	15.6	17.4
Provisions	57	65	80	43	86	48	61	53	245	248
Profit before Tax	1,407	1,565	1,497	1,775	1,609	1,900	1,884	1,977	6,244	7,371
Tax Provisions	310	348	331	349	348	421	420	390	1,338	1,579
Profit after tax	1,097	1,217	1,166	1,426	1,261	1,479	1,464	1,588	4,907	5,792
YoY Growth (%)	23	14	9	13	15	22	26	11	14.1	

Bajaj Finance

Neutral

CMP INR8,697 | TP: INR9,000 (+3%)
EPS CHANGE (%): FY25|26|27: -0.2|-2.0|-2.2

- BAF reported AUM growth of 26% YoY/5% QoQ.
- Credit costs are expected to decline ~5bp QoQ to ~2.05%.
- Margin is likely to contract ~5bp QoQ to ~9.65%.
- Guidance on NIM trajectory and credit costs are the key monitorable.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	1,08,211	1,17,340	1,25,233	1,32,301	1,40,492	1,49,870	1,57,682	1,65,773	4,83,066	6,13,817
Interest expenses	41,025	45,371	48,680	52,171	56,839	61,493	63,856	67,418	1,87,247	2,49,607
Net Interest Income	67,186	71,970	76,553	80,130	83,653	88,377	93,826	98,355	2,95,819	3,64,211
YoY Growth (%)	27.4	30.0	29.3	28.1	24.5	22.8	22.6	22.7	28.7	23.1
Other Operating Income	16,795	16,477	16,436	17,019	20,531	21,084	22,901	23,944	66,759	88,460
Net Income	83,980	88,447	92,989	97,149	1,04,185	1,09,461	1,16,727	1,22,299	3,62,578	4,52,671
YoY Growth (%)	33.3	26.3	25.1	25.0	24.1	23.8	25.5	25.9	25.7	24.8
Operating Expenses	28,544	30,100	31,567	33,028	34,709	36,390	38,670	40,744	1,23,252	1,50,513
Operating Profit	55,437	58,347	61,422	64,121	69,475	73,071	78,057	81,554	2,39,326	3,02,158
YoY Growth (%)	37.0	30.0	26.6	25.3	25.3	25.2	27.1	27.2	27.9	26.3
Provisions and Cont.	9,953	10,771	12,484	13,100	16,847	19,091	20,433	20,997	46,307	77,368
Profit before Tax	45,512	47,578	48,955	51,051	52,654	54,015	57,624	60,557	1,93,096	2,24,880
Tax Provisions	11,143	12,070	12,566	12,806	13,534	13,877	14,572	15,357	48,584	57,340
Net Profit	34,369	35,508	36,390	38,245	39,120	40,137	43,052	45,201	1,44,512	1,67,540
YoY Growth (%)	36.8	27.7	22.4	21.1	13.8	13.0	18.3	18.2	25.5	15.9

Can Fin Homes

Neutral

CMP INR663 | TP: INR725 (+9%)

EPS CHANGE (%): FY25|26|27: -0.8|-0.5|-0.5

- Estimate loan book to grow ~9% YoY.
- Spreads are expected to contract ~10bp QoQ to ~3%.
- Margin is expected to remain stable QoQ at 3.7%.
- Commentaries on loan growth and outlook on NIM in a declining rate environment are the key monitorables.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	8,181	8,652	8,948	9,117	9,242	9,553	9,803	9,911	34,899	38,509
Interest Expenses	5,330	5,484	5,660	5,839	6,027	6,155	6,356	6,405	22,314	24,943
Net Interest Income	2,851	3,168	3,288	3,278	3,214	3,398	3,447	3,506	12,585	13,566
YoY Growth (%)	13.9	26.1	30.6	25.5	12.7	7.3	4.8	7.0	24.0	7.8
Other income	60	58	71	159	70	74	58	98	348	300
Total Income	2,911	3,226	3,359	3,437	3,284	3,472	3,506	3,604	12,933	13,866
YoY Growth (%)	13.9	25.7	30.8	25.7	12.8	7.6	4.4	4.9	24.1	7.2
Operating Expenses	435	524	494	720	488	594	593	669	2,173	2,344
YoY Growth (%)	7.4	29.5	12.7	39.3	12.3	13.3	20.0	-7.0	23.1	7.9
Operating Profits	2,476	2,702	2,865	2,717	2,796	2,878	2,913	2,935	10,760	11,521
YoY Growth (%)	15.2	25.0	34.6	22.5	12.9	6.5	1.7	8.0	24.3	7.1
Provisions	137	722	308	18	245	137	221	69	1,185	673
Profit before Tax	2,339	1,980	2,557	2,700	2,551	2,741	2,691	2,866	9,575	10,849
Tax Provisions	504	399	556	609	555	626	570	636	2,068	2,387
Profit after tax	1,835	1,581	2,001	2,090	1,996	2,115	2,121	2,230	7,507	8,462
YoY Growth (%)	13.1	11.5	32.1	26.1	8.8	33.8	6.0	6.7	20.8	12.7

Cholamandalam Inv. & Fin.

Buy

CMP INR1,468 | TP: INR1,690 (+15%)

EPS CHANGE (%): FY25|26|27: -|-3.2|-3.4

- Estimate business AUM to grow ~26% YoY.
- Margin is likely to expand ~10bp QoQ to 6.95%.
- Credit costs are expected to decline ~40bp QoQ to ~1.2%.
- Guidance on margins, loan growth, and credit costs in new businesses will be closely monitored.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	38,492	42,205	46,099	49,341	53,695	57,680	61,587	65,065	1,76,137	2,38,026
Interest Expenses	20,071	22,052	24,390	25,793	27,957	30,551	32,718	34,031	92,306	1,25,256
Net Interest Income	18,421	20,153	21,709	23,548	25,738	27,128	28,869	31,034	83,831	1,12,770
YoY Growth (%)	24.3	35.4	35.8	33.4	39.7	34.6	33.0	31.8	32.4	34.5
Other Income	2,845	3,514	4,088	5,580	4,595	5,248	6,537	6,432	16,026	22,811
Total Income	21,265	23,667	25,797	29,127	30,333	32,376	35,406	37,466	99,857	1,35,581
YoY Growth (%)	29.7	39.4	40.8	41.4	42.6	36.8	37.2	28.6	38.1	35.8
Operating Expenses	7,867	9,461	10,640	12,850	11,834	13,155	14,130	15,679	40,818	54,798
Operating Profit	13,399	14,206	15,157	16,278	18,499	19,221	21,276	21,787	59,039	80,783
YoY Growth (%)	26.4	37.1	40.4	27.9	38.1	35.3	40.4	33.8	32.7	36.8
Provisions & Loan Losses	3,723	3,998	3,588	1,908	5,814	6,235	6,640	5,239	13,218	23,929
Profit before Tax	9,675	10,208	11,569	14,369	12,685	12,986	14,636	16,548	45,821	56,854
Tax Provisions	2,415	2,583	2,807	3,788	3,263	3,355	3,771	4,280	11,593	14,668
Net Profit	7,260	7,625	8,762	10,581	9,422	9,631	10,865	12,268	34,228	42,186
YoY Growth (%)	28.3	35.3	28.0	24.1	29.8	26.3	24.0	15.9	28.4	23.3

CreditAccess Grameen

Buy

CMP INR968 | | TP: INR1,150 (+19%)

EPS CHANGE (%): FY25|26|27: 1.5|-15.5|-8.9

- Estimate GLP growth of ~7% QoQ.
- Credit costs are projected to decline ~3pp QoQ to ~9.4%.
- Margin is likely to expand ~35bp QoQ to 14.2%.
- Guidance on credit costs and GLP growth to be monitored.

CREDAG: Quarterly Performance

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	11,052	11,874	12,444	13,632	14,372	14,177	13,376	14,059	49,001	55,984
Interest Expenses	3,849	4,239	4,415	4,822	5,103	4,846	4,749	4,974	17,324	19,672
Net Interest Income	7,203	7,635	8,029	8,810	9,268	9,331	8,628	9,085	31,677	36,312
YoY Growth (%)	57.8	53.3	48.5	42.3	28.7	22.2	7.5	3.1	49.8	14.6
Other Income	656	602	509	959	754	362	443	610	2,725	2,169
Total Income	7,858	8,237	8,537	9,770	10,023	9,693	9,071	9,694	34,402	38,481
YoY Growth (%)	63.8	52.1	43.6	35.6	27.5	17.7	6.2	-0.8	47.1	11.9
Operating Expenses	2,420	2,611	2,520	2,942	2,929	2,972	2,841	2,909	10,493	11,642
Operating Profit	5,438	5,626	6,018	6,828	7,093	6,721	6,229	6,786	23,910	26,839
YoY Growth (%)	88	68	59	36	30	19	4	-1	59	12
Provisions & Loan Losses	764	959	1,262	1,533	1,746	4,202	7,519	5,934	4,518	19,400
Profit before Tax	4,674	4,668	4,756	5,295	5,347	2,520	-1,289	852	19,392	7,440
Tax Provisions	1,189	1,197	1,222	1,324	1,371	659	-294	154	4,933	1,890
Net Profit	3,485	3,470	3,533	3,971	3,977	1,861	-995	698	14,459	5,550
YoY Growth (%)	151.3	96.6	63.7	33.9	14.1	-46.4	-128.2	-82.4	75.0	-61.6

Five Star Business Finance

Buy

CMP INR698 | | TP: INR900 (+29%)

EPS CHANGE (%): FY25|26|27: -0.1|-0.1|-0.1

- Estimate AUM growth of ~23% YoY.
- Credit costs are projected to rise ~10bp QoQ to ~0.8%.
- Margin is likely to contract ~55bp QoQ to 19%.
- Outlook on asset quality, guidance on loan growth, and credit costs will be closely monitored.

FIVE STAR BUSINESS: Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	4,637	5,041	5,495	5,992	6,411	6,793	7,112	7,285	21,166	27,601
Interest Expenses	962	1,059	1,287	1,377	1,582	1,631	1,714	1,802	4,685	6,729
Net Interest Income	3,676	3,982	4,208	4,615	4,829	5,161	5,399	5,483	16,481	20,872
YoY Growth (%)	35.9	34.3	31.6	33.4	31.4	29.6	28.3	18.8	33.7	26.6
Other Income	198	183	205	199	283	266	198	285	785	1,032
Total Income	3,874	4,165	4,413	4,814	5,112	5,427	5,597	5,769	17,266	21,905
YoY Growth (%)	41.3	38.4	35.5	33.0	32.0	30.3	26.8	19.8	36.7	26.9
Operating Expenses	1,263	1,389	1,412	1,488	1,565	1,627	1,713	1,822	5,553	6,727
Operating Profit	2,611	2,775	3,001	3,326	3,547	3,800	3,884	3,947	11,713	15,178
YoY Growth (%)	40.5	37.9	45.5	43.6	35.9	36.9	29.4	18.7	42.0	29.6
Provisions & Loan Losses	152	106	102	194	185	218	233	280	554	916
Profit before Tax	2,459	2,670	2,899	3,132	3,362	3,582	3,651	3,667	11,160	14,262
Tax Provisions	622	676	731	771	846	903	913	904	2,800	3,565
Net Profit	1,837	1,994	2,168	2,361	2,516	2,679	2,739	2,763	8,359	10,696
YoY Growth (%)	32	38	44	40	37	34	26	17	38.5	28.0

Fusion Microfinance

Neutral

CMP INR142 | | TP: INR155 (+9%)

EPS CHANGE (%): FY25|26|27: -|-32.7|-7.7

- Estimate AUM to decline ~20% YoY/13% QoQ.
- Annualized credit costs are projected at ~14% in 4QFY25.
- Margin is likely to expand ~4pp QoQ to ~13.1%.
- Guidance on credit costs, margins, and disbursement trajectory will be closely monitored.

Fusion: Quarterly Performance

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	4,790	4,968	5,400	5,761	6,213	6,261	4,382	4,777	20,919	21,632
Interest Expenses	1,835	1,910	2,015	2,149	2,234	2,274	2,137	1,879	7,908	8,524
Net Interest Income	2,955	3,058	3,386	3,612	3,979	3,987	2,245	2,898	13,011	13,109
YoY Growth (%)	58.7	26.1	34.2	30.6	34.6	30.4	-33.7	-19.8	35.9	0.8
Other Income	738	745	732	991	854	776	443	536	3,205	2,610
Total Income	3,693	3,803	4,118	4,603	4,833	4,764	2,688	3,434	16,216	15,719
YoY Growth (%)	70.0	28.9	38.0	32.8	30.9	25.3	-34.7	-25.4	40.1	-3.1
Operating Expenses	1,339	1,385	1,515	1,696	1,855	1,925	2,041	2,111	5,935	7,932
Operating Profit	2,354	2,418	2,603	2,907	2,978	2,838	648	1,323	10,281	7,787
YoY Growth (%)	95.8	29.1	41.6	31.5	26.5	17.4	-75.1	-54.5	44.3	-24.3
Provisions & Loan Losses	759	762	938	1,190	3,485	6,941	5,723	3,168	3,649	19,316
Profit before Tax	1,595	1,656	1,665	1,717	-507	-4,102	-5,075	-1,844	6,633	-11,529
Tax Provisions	390	399	401	390	-151	-1,052	2,118	-466	1,580	450
Net Profit	1,205	1,257	1,265	1,327	-356	-3,050	-7,193	-1,379	5,053	-11,979
YoY Growth (%)	60	32	23	16	-130	-343	-669	-204	31	-337.1

Home First Finance Company

Buy

CMP INR988 | TP: INR1,280 (+30%)

EPS CHANGE (%): FY25|26|27: 0.1|1.0|0.5

- Estimate a robust AUM growth of ~31% YoY/6% QoQ.
- Cost/income ratio to remain largely stable at ~36%.
- Margin is projected to contract ~10bp QoQ in 4QFY25.
- Outlook on margins and credit costs will be key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	2,313	2,491	2,646	2,827	3,032	3,322	3,558	3,741	10,277	13,654
Interest expenses	1,068	1,170	1,302	1,459	1,568	1,756	1,926	2,036	4,999	7,285
Net Interest Income	1,246	1,321	1,344	1,368	1,464	1,566	1,631	1,706	5,278	6,369
YoY Growth (%)	32.6	30.1	21.4	22.4	17.5	18.6	21.4	24.7	26.3	20.7
Other Income	285	289	364	351	382	421	517	572	1,289	1,891
Net Income	1,530	1,610	1,708	1,719	1,846	1,987	2,148	2,278	6,567	8,260
YoY Growth (%)	40.9	36.1	35.7	24.2	20.6	23.4	25.8	32.5	33.7	25.8
Operating Expenses	553	565	611	584	655	726	752	816	2,313	2,949
Operating Profit	977	1,044	1,097	1,135	1,191	1,261	1,396	1,461	4,254	5,310
YoY Growth (%)	39.8	40.9	34.5	24.8	21.9	20.7	27.2	28.8	34.3	24.8
Provisions and Cont.	77	80	70	27	56	57	98	75	254	286
Profit before Tax	900	964	1,027	1,107	1,135	1,204	1,298	1,386	4,000	5,025
Tax Provisions	209	221	239	273	258	281	324	343	942	1,206
Net Profit	691	743	788	835	878	922	974	1,044	3,057	3,819
YoY Growth (%)	34.9	36.9	34.5	30.36	27.0	24.1	23.5	25.02	33.9	24.9

IIFL Finance

Buy

CMP INR325 | TP: INR415 (+28%)
EPS CHANGE (%): FY25|26|27: 90.0|-11.3|2.0

- Estimate consol. AUM growth of ~1% YoY to INR800b.
- Credit costs are likely to decline ~70bp QoQ to ~3.5%.
- Cost ratios are expected to decline to ~48% (PQ: 56%).
- Outlook on the gold loan business, loan growth, and margins will be key monitorable.

IIFL Finance (Consolidated): Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	21,989	23,576	25,630	27,200	24,721	23,181	22,308	23,363	98,386	93,573
Interest Expenses	8,878	9,321	9,885	10,744	10,340	9,788	9,957	10,921	38,829	41,005
Net Interest Income	13,111	14,255	15,745	16,456	14,381	13,394	12,352	12,442	59,557	52,568
YoY Growth (%)	48.9	44.7	44.7	38.9	9.7	-6.0	-21.6	-24.4	43.6	-11.7
Other Income	1,306	1,878	1,120	-873	-43	2,467	1,051	3,388	3,342	6,863
Total Income	14,417	16,134	16,865	15,584	14,338	15,861	13,402	15,830	62,899	59,431
YoY Growth (%)	20	26	26	10	-1	-2	-21	2	20.4	-5.5
Operating Expenses	6,332	6,772	7,272	7,691	7,461	7,329	7,478	7,520	28,067	29,788
Operating Profit	8,085	9,361	9,593	7,893	6,877	8,532	5,925	8,309	34,832	29,643
YoY Growth (%)	18.4	29.0	24.9	-1.6	-14.9	-8.9	-38.2	5.3	16.9	-14.9
Provisions & Loan Losses	1,901	2,526	2,430	2,356	2,516	4,063	4,914	4,621	9,113	16,114
Profit before Tax	6,184	6,835	7,163	5,537	4,362	4,468	1,011	3,688	25,719	7,664
Exceptional items		0				-5,865				
Tax Provisions	1,455	1,580	1,711	1,231	980	-466	193	1,018	5,977	1,725
PAT (Pre NCI)	4,729	5,255	5,452	4,306	3,382	-931	818	2,670	19,742	5,939
NCI	475	513	548	572	501	646	410	443	2,107	2,000
PAT (Post NCI)	4,254	4,743	4,904	3,734	2,881	-1,577	408	2,227	17,635	3,939
YoY Growth (%)	29	25	30	-10	-32	-133	-92	-40	18	-78

L&T Finance

Buy

CMP INR151 | TP: INR190 (+26%)
EPS CHANGE (%): FY25|26|27: -0.3|-2.7|-4.0

- Expect consolidated loan book growth of 3% QoQ.
- Anticipate credit costs to decline to ~2.6% (annualized) in 4QFY25 (vs. ~2.8% in 3QFY25).
- NIM is expected to contract ~15bp QoQ to ~10.5%.
- Outlook on the MFI business is the key monitorable.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	31,165	31,685	33,063	33,226	34,526	36,544	38,064	38,411	1,29,139	1,47,545
Interest Expenses	13,638	13,249	13,534	13,351	13,514	14,763	15,692	15,856	53,772	59,826
Net Interest Income	17,527	18,436	19,529	19,875	21,012	21,781	22,371	22,555	75,367	87,720
Change YoY (%)	14.3	11.9	7.2	12.6	19.9	18.1	14.6	13.5	11.4	16.4
Other Operating Income	1,068	453	2,277	3,492	3,318	3,649	2,912	2,959	6,667	12,838
Net Operating Income	18,596	18,889	21,805	23,367	24,330	25,431	25,283	25,514	82,034	1,00,558
Change YoY (%)	11.7	7.5	12.9	31.9	30.8	34.6	16.0	9.2	15.1	22.6
Other income	1,535	2,682	473	56	2	47	76	113	4,745	237
Total Income	20,130	21,572	22,278	23,422	24,332	25,477	25,359	25,627	86,779	1,00,795
Change YoY (%)	11.1	15.0	11.9	18.7	20.9	18.1	13.8	9.4	13.4	16.2
Operating Expenses	7,782	8,598	8,896	9,803	9,656	9,578	10,578	11,383	35,079	41,195
Change YoY (%)	18.3	25.2	19.9	24.6	24.1	11.4	18.9	16.1	22.1	17.4
Operating Profits	12,348	12,974	13,382	13,619	14,676	15,899	14,781	14,244	51,701	59,600
Change YoY (%)	6.9	9.1	7.2	7.3	18.9	22.5	10.5	4.6	6.3	15.3
Provisions	5,212	5,000	5,142	6,679	5,453	6,504	6,542	6,165	21,410	24,664
Profit before Tax	7,136	7,974	8,240	6,940	9,223	9,396	8,239	8,079	30,290	34,936
Tax Provisions	1,831	2,032	1,847	1,410	2,370	2,429	1,983	1,708	7,119	8,490
Profit after tax	5,309	5,951	6,402	5,539	6,855	6,967	6,257	6,371	23,171	26,447
Change YoY (%)	103	47	41	11	29	17	-2	15	43	14

LIC Housing Finance

Buy

CMP INR561 | TP: INR670 (+19%)
EPS CHANGE (%): FY25|26|27: 0.3|-0.3|-0.5

- Expect loan growth of ~7% YoY with a fairly stable mix.
- Estimate annualized credit costs of ~25bp in 4QFY25
- Yields and margins are expected to remain largely stable on a sequential basis.
- Commentaries on mortgage demand and guidance on margins and loan growth are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	67,037	67,066	67,437	68,875	67,391	68,534	69,516	71,077	2,70,416	2,76,519
Interest Expenses	44,942	46,000	46,465	46,499	47,501	48,796	49,515	50,557	1,83,907	1,96,369
Net Interest Income	22,094	21,066	20,972	22,376	19,891	19,739	20,001	20,520	86,509	80,150
YoY Growth (%)	37.2	81.2	30.6	12.4	-10.0	-6.3	-4.6	-8.3	36.7	-7.4
Fees and other income	429	521	488	493	446	784	1,057	742	1,931	3,024
Net Income	22,523	21,587	21,460	22,869	20,337	20,522	21,059	21,262	88,440	83,174
YoY Growth (%)	36.4	79.1	30.6	12.8	-9.7	-4.9	-1.9	-7.0	36.3	-6.0
Operating Expenses	2,425	2,595	2,615	3,829	2,621	3,105	3,564	3,941	11,463	13,232
Operating Profit	20,098	18,993	18,845	19,041	17,715	17,417	17,495	17,320	76,976	69,942
YoY Growth (%)	38.8	101.1	39.0	8.7	-11.9	-8.3	-7.2	-9.0	40.0	-9.1
Provisions and Cont.	3,608	4,192	4,358	4,279	1,431	773	-440	1,716	16,437	3,481
Profit before Tax	16,490	14,801	14,487	14,762	16,285	16,644	17,934	15,604	60,539	66,461
Tax Provisions	3,253	2,920	2,858	3,854	3,282	3,355	3,615	2,841	12,885	13,093
Net Profit	13,237	11,881	11,629	10,908	13,002	13,289	14,320	12,763	47,654	53,368
YoY Growth (%)	43	290	142	-8	-2	12	23	17	65	12

Mahindra Financial Services

Buy

CMP INR276 | TP: INR340 (+23%)
EPS CHANGE (%): FY25|26|27: -3.9|0.4|-0.6

- MMFS reported disbursements of ~INR155b, leading to AUM of ~INR1.19t (up 16% YoY/ ~4% QoQ).
- We expect margins to remain stable QoQ.
- Estimate credit costs of ~1.7% in 4QFY25.
- Commentaries on margins, credit costs, and loan growth are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest income	30,349	31,535	33,733	35,471	36,122	37,448	39,572	40,955	1,31,088	1,54,097
Interest Expenses	14,505	15,665	16,750	17,351	18,286	19,343	20,459	21,225	64,269	79,312
NII	15,844	15,870	16,983	18,121	17,836	18,106	19,113	19,730	66,818	74,785
YoY Growth (%)	5.3	9.6	9.4	13.2	12.6	14.1	12.5	8.9	9.4	11.9
Other income	905	870	1,172	1,590	1,480	1,802	1,872	2,343	4,537	7,498
Net Total Income	16,750	16,740	18,155	19,710	19,316	19,908	20,985	22,074	71,355	82,283
YoY Growth (%)	6.9	8.7	10.1	14.4	15.3	18.9	15.6	12.0	10.1	15.3
Operating Expenses	6,750	7,312	7,530	7,980	7,970	7,947	8,768	9,268	29,572	33,953
Operating Profit	10,000	9,428	10,625	11,730	11,345	11,961	12,217	12,806	41,783	48,329
YoY Growth (%)	5.7	9.2	6.4	24.2	13.5	26.9	15.0	9.2	11.4	15.7
Provisions	5,264	6,266	3,284	3,415	4,482	7,035	91	5,119	18,228	16,727
Profit before Tax	4,735	3,163	7,341	8,315	6,864	4,927	12,126	7,686	23,555	31,602
Tax Provisions	1,209	811	1,813	2,126	1,734	1,232	3,131	1,962	5,959	8,059
Net Profit	3,527	2,352	5,528	6,190	5,130	3,695	8,995	5,725	17,596	23,544
YoY Growth (%)	58.2	-47.5	-12.1	-9.5	45.5	57.1	62.7	-7.5	-11.3	33.8

Manappuram Finance

Neutral

CMP INR232 | TP: INR240 (+3%)

EPS CHANGE (%): FY25|26|27: -10.9|-3.6|-2.7

- Expect gold AUM/consolidated AUM to grow ~4%/1% on a sequential basis.
- Expect credit costs to increase ~115bp QoQ to ~6.1%.
- Expect margin to expand ~15bp QoQ and spreads to decline ~15bp in the consolidated loan book.
- Commentaries on gold loan growth and asset quality in the MFI and PL segments are the key monitorables.

MGFL - Quarterly Performance (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	19,363	20,438	22,011	22,734	23,861	25,411	25,163	24,698	84,546	99,132
Interest Expenses	6,484	6,894	7,487	7,792	8,483	9,057	9,253	8,816	28,657	35,610
Net Interest Income	12,879	13,543	14,524	14,943	15,378	16,354	15,909	15,882	55,889	63,523
YoY Growth (%)	34.6	25.5	33.0	32.83	19.4	20.8	9.5	6.29	31.4	13.7
Other income	1,209	1,303	1,256	888	1,259	961	464	925	4,655	3,608
Net Income	14,088	14,846	15,780	15,831	16,636	17,314	16,373	16,807	60,544	67,131
Operating Expenses	6,068	6,182	6,419	6,497	6,823	6,984	7,066	7,212	25,165	28,084
Operating Profits	8,020	8,664	9,361	9,333	9,814	10,331	9,307	9,595	35,379	39,047
YoY Growth (%)	57.5	36.8	58.1	52.0	22.4	19.2	-0.6	2.8	50.7	10.4
Provisions	1,212	1,197	1,496	1,878	2,286	2,604	5,546	6,764	5,783	17,200
PBT	6,808	7,467	7,864	7,455	7,528	7,727	3,761	2,832	29,595	21,847
Tax Provisions	1,828	1,861	2,111	1,820	1,963	2,006	976	735	7,621	5,680
PAT	4,980	5,607	5,753	5,635	5,565	5,721	2,785	2,096	21,974	16,167
YoY Growth (%)	77	37	46	36	12	2	-52	-63	46	-26

MAS Financial

Buy

CMP INR258 | TP: INR325 (+26%)

EPS CHANGE (%): FY25|26|27: -0.1|-0.2|-

- Standalone AUM is likely to grow ~5% QoQ/~21% YoY.
- Margin is expected to contract ~5bp QoQ to ~7.2%.
- We expect credit costs to decline ~10bp to ~1.1%.
- Commentary on branch expansions and increase in the direct business will be the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue from Operations	2,801	2,982	3,206	3,295	3,465	3,670	3,901	4,142	12,246	15,178
Interest Income	2,362	2,490	2,651	2,757	2,952	3,078	3,332	3,500	10,223	12,862
Gain on assignments	242	272	319	336	304	375	356	381	1,170	1,415
Other operating Income	196	219	236	202	210	217	213	262	853	901
Interest expenses	1,428	1,461	1,638	1,615	1,714	1,754	1,845	1,993	6,142	7,307
Total income	1,373	1,520	1,569	1,680	1,751	1,916	2,056	2,149	6,104	7,871
Growth Y-o-Y (%)	30	28	27	33	27	26	31	28	29	29
Operating Expenses	427	484	467	555	567	632	673	712	1,894	2,583
Operating Profits	946	1,036	1,102	1,125	1,183	1,284	1,383	1,437	4,210	5,287
Growth Y-o-Y (%)	34	34	35	27	25	24	25	28	33	26
Provisions	188	236	257	214	239	263	332	318	896	1,152
Profit before tax	758	800	845	911	944	1,021	1,051	1,119	3,314	4,135
Growth Y-o-Y (%)	22	22	25	29	25	28	24	23	25	25
Tax Provisions	186	200	221	230	240	255	270	282	837	1,046
Net Profit	573	600	624	681	704	766	781	838	2,478	3,089
Growth Y-o-Y (%)	23	22	24	23	23	28	25	23	23	25

Muthoot Finance

Neutral

CMP INR 2,336 | TP: INR2,500 (+7%)
EPS CHANGE (%): FY25|26|27: -0.3|6.6|6.7

- Estimate gold AUM growth of ~40% YoY.
- We expect credit costs of ~70bp in 4QFY25 as compared to ~90bp in 3QFY25.
- Margin is likely to contract 15bp to ~11.7%.
- Commentaries on gold loan growth and margin guidance are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	29,577	30,147	31,176	33,575	36,560	40,685	43,690	47,706	1,24,476	1,68,641
Other operating income	410	450	501	514	478	489	545	606	1,874	2,118
Total Operating income	29,987	30,597	31,677	34,089	37,038	41,174	44,235	48,312	1,26,350	1,70,759
YoY Growth (%)	19.8	22.5	19.1	19.5	23.5	34.6	39.6	41.7	20.2	35.1
Other income	276	139	80	95	63	88	77	97	590	325
Total Income	30,263	30,736	31,757	34,184	37,101	41,262	44,312	48,409	1,26,940	1,71,084
YoY Growth (%)	20.6	22.8	19.1	19.4	22.6	34.2	39.5	41.6	20.4	34.8
Interest Expenses	10,638	11,563	12,119	12,228	13,511	15,505	16,476	18,429	46,548	63,921
Net Income	19,625	19,173	19,638	21,956	23,590	25,758	27,836	29,980	80,393	1,07,163
Operating Expenses	5,620	5,751	5,696	6,861	6,437	6,608	7,243	8,493	23,927	28,781
Operating Profit	14,006	13,422	13,942	15,095	17,153	19,150	20,593	21,486	56,466	78,382
YoY Growth (%)	36.8	16.9	10.4	16.9	22.5	42.7	47.7	42.3	19.5	38.8
Provisions	860	120	137	860	2,236	2,070	2,088	1,789	1,978	8,182
Profit before Tax	13,145	13,302	13,805	14,236	14,917	17,080	18,505	19,698	54,488	70,200
Tax Provisions	3,394	3,392	3,532	3,673	4,130	4,568	4,874	4,539	13,991	18,112
Net Profit	9,751	9,910	10,273	10,563	10,787	12,511	13,631	15,159	40,497	52,088
YoY Growth (%)	21.6	14.3	13.9	17.0	10.6	26.3	32.7	43.5	16.6	28.6

PNB Housing Finance

Buy

CMP INR875 | TP: INR1,150 (31%)
EPS CHANGE (%): FY25|26|27|:-|-0.6|-0.4

- Total loan growth of ~15% YoY and Retail Loan growth of ~18% YoY.
- NIM is expected to contract ~5bp QoQ.
- Expect provision write-backs from recoveries in both Retail and Corporate written-off pools.
- Commentaries on the asset quality of the retail loan book, NIM, and credit costs are the key monitorables.

Quarterly performance

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	16,669	17,029	16,795	16,929	17,391	17,803	18,484	19,313	67,422	72,991
Interest Expenses	10,475	10,573	10,866	10,697	10,969	11,185	11,579	12,304	42,611	46,037
Net Interest Income	6,194	6,456	5,929	6,232	6,421	6,618	6,905	7,009	24,811	26,953
YoY Growth (%)	68.1	1.9	-17.3	7.23	3.7	2.5	16.5	12.47	7.8	8.6
Other income	408	765	765	1,211	930	994	947	1,234	3,149	4,104
Total Income	6,602	7,221	6,694	7,443	7,352	7,612	7,852	8,242	27,960	31,057
YoY Growth (%)	37.3	0.2	-16.3	18.2	11.3	5.4	17.3	10.7	6.3	11.1
Operating Expenses	1,530	1,702	1,700	1,778	1,929	2,020	2,057	2,157	6,710	8,164
YoY Growth (%)	26.0	24.4	34.7	21.1	26.1	18.7	21.0	21.3	26.3	21.7
Operating Profits	5,072	5,519	4,994	5,665	5,422	5,591	5,795	6,085	21,250	22,894
YoY Growth (%)	41.1	-5.4	-25.9	17.3	6.9	1.3	16.0	7.4	1.2	7.7
Provisions	606	448	591	66	-120	-456	-361	-388	1,711	-1,325
Profit before Tax	4,467	5,071	4,403	5,598	5,542	6,047	6,157	6,473	19,539	24,219
Tax Provisions	994	1,241	1,019	1,206	1,214	1,351	1,324	1,440	4,459	5,328
Profit after tax	3,473	3,830	3,384	4,393	4,328	4,697	4,833	5,033	15,080	18,891
YoY Growth (%)	47.8	45.8	25.8	57.3	24.6	22.6	42.8	14.6	44.2	25.3

Power Finance Corporation

Buy

CMP INR405 | TP: INR505 (+25%)

EPS CHANGE (%): FY25|26|27: -0.8|0.3|1.0

- Expect AUM/Disbursement growth of ~14%/11% YoY.
- Expect credit costs to remain benign, aided by stressed asset resolutions.
- Expect margin to contract ~10bp to ~3.7%.
- Commentaries on growth in loan book, margins, and asset quality/credit costs are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
Particulars	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	1,01,241	1,06,921	1,13,313	1,14,937	1,18,270	1,19,090	1,24,172	1,26,322	4,36,411	4,87,854
Interest Expenses	66,207	69,631	71,735	72,564	74,990	75,007	77,231	79,972	2,80,138	3,07,199
Net Interest Income	35,034	37,289	41,578	42,373	43,280	44,083	46,942	46,350	1,56,274	1,80,655
YoY Gr %	1.0	-3.1	16.4	21.9	23.5	18.2	12.9	9.4	8.8	15.6
Other Income	-2,111	11,904	5,875	7,165	3,160	14,655	5,971	10,814	22,832	34,601
Net Operational Income	32,923	49,193	47,452	49,538	46,440	58,738	52,913	57,164	1,79,106	2,15,256
YoY Gr %	-8.9	7.6	20.6	14.3	41.1	19.4	11.5	15.4	8.9	20.2
Exchange gain/(loss)	4,827	-1,188	-2,231	723	589	-3,100	457	-346	2,131	-2,400
Total Net Income	37,750	48,005	45,221	50,261	47,029	55,639	53,370	56,818	1,81,237	2,12,856
YoY Gr %	32.6	22.5	23.2	24.3	24.6	15.9	18.0	13.0	25.2	17.4
Operating Expenses	1,018	1,143	1,100	3,431	1,016	2,355	1,832	2,166	6,691	7,369
Operating Profit	36,732	46,863	44,121	46,830	46,013	53,284	51,538	54,652	1,74,545	2,05,487
YoY Gr %	35.5	22.6	24.1	23.7	25.3	13.7	16.8	16.7	25.8	17.7
Provisions	22	-989	2,626	-3,370	620	-1,241	745	955	-1,712	1,079
PBT	36,710	47,852	41,495	50,200	45,393	54,525	50,793	53,697	1,76,257	2,04,408
Tax	6,641	9,377	7,723	8,845	8,214	10,821	9,244	9,946	32,587	38,224
Tax Rate %	18.1	19.6	18.6	17.6	18.1	19.8	18.2	18.5	18.5	18.7
PAT	30,069	38,474	33,772	41,355	37,179	43,704	41,549	43,751	1,43,670	1,66,184
YoY Gr %	42.5	28.3	12.4	18.4	23.6	13.6	23.0	5.8	23.5	15.3

Poonawalla Fincorp

Buy

CMP INR349 | TP: INR425 (+22%)

EPS CHANGE (%): FY25|26|27: 28.0|8.4|19.9

- PFL reported AUM growth of ~42% YoY/15% QoQ.
- Expect credit costs to decline ~220bp QoQ to 2.5%.
- Expect cost ratios to decline to ~42% in 4QFY25 (PQ: ~45% and PY: ~36%).
- Commentaries on growth in personal loans, margin, and asset quality/credit costs are the key monitorables.

Quarterly Performance (Standalone)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	6,560	6,901	7,144	8,436	8,962	9,107	9,991	11,507	29,061	39,567
Interest Expenses	2,348	2,155	2,237	2,811	3,201	3,516	3,850	4,541	9,503	15,109
Net Interest Income	4,212	4,746	4,907	5,625	5,761	5,592	6,141	6,965	19,558	24,458
YoY Growth (%)	77.8	73.3	62.9	48.1	36.8	17.8	25.1	23.8	58.9	25.1
Other Income	563	539	594	782	997	858	581	779	2,478	3,214
Total Income	4,775	5,285	5,501	6,407	6,758	6,449	6,722	7,744	22,036	27,672
YoY Growth (%)	70.3	57.1	52.8	57.0	35.1	22.0	22.2	20.9	54.7	25.6
Operating Expenses	1,834	1,929	1,998	2,313	2,436	3,657	2,991	3,227	8,074	12,312
Operating Profit	2,941	3,356	3,502	4,094	4,321	2,792	3,731	4,517	13,962	15,361
YoY Growth (%)	185.0	167.0	124.8	103.09	46.9	-16.8	6.5	10.34	128.8	10.0
Provisions & Loan Losses	266	281	-65	239	425	9,096	3,479	2,079	720	15,079
Profit before Tax	2,676	3,075	3,568	3,855	3,897	-6,305	252	2,438	13,242	282
Exceptional items		6,560				0			6,560	0
Tax Provisions	674	775	916	538	980	-1,594	65	614	2,907	65
PAT (excl. exceptional)	2,002	2,300	2,651	3,317	2,916	-4,710	187	1,824	10,335	217
PAT (incl. exceptional)	2,002	8,861	2,651	3,317	2,916	-4,710	187	1,824	16,896	217
YoY Growth (%)	86.0	76.7	76.3	83.6	45.7	-	-92.9	-45.0	73.9	-97.9

Rural Electrification Corporation

Buy

CMP INR417 | TP: INR530 (27%)

EPS CHANGE (%): FY25|26|27: -6.5|-2.0|-4.3

- Disbursements/AUM expected to grow ~16%/13% YoY.
- Expect credit costs to remain benign, aided by stress assets' resolutions.
- Margin is likely to contract ~5bp QoQ to ~3.6%.
- Commentaries around margins and guidance on disbursements/AUM growth are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	1,06,895	1,13,930	1,19,440	1,23,836	1,26,904	1,34,744	1,39,704	1,42,318	4,64,101	5,43,669
Interest Expenses	70,498	73,500	76,533	78,961	80,212	85,065	88,373	90,256	2,99,493	3,43,907
Net Interest Income	36,397	40,430	42,907	44,875	46,692	49,678	51,331	52,061	1,64,608	1,99,762
YoY Gr (%)	-8.9	2.1	17.7	28.3	28.3	22.9	19.6	16.0	9	21
Other Operational Income	195	546	531	924	469	483	757	2,328	7,198	8,494
Net Operational Income	36,592	40,976	43,438	45,799	47,161	50,161	52,088	54,390	1,70,141	2,05,956
YoY Gr (%)	-9.7	2.6	17.2	26.1	28.9	22.4	19.9	18.8	19	21
Other Income	2,553	1,425	29	1,674	2,998	731	1,266	310	679	848
Total Net Income	39,144	42,401	43,467	47,473	50,159	50,892	53,354	54,700	1,70,819	2,06,804
YoY Gr (%)	-4.3	0.5	21.5	30.9	28.1	20.0	22.7	15.2	19	21
Operating Expenses	1,445	1,938	1,766	3,114	2,175	1,936	3,147	3,123	6,597	8,082
YoY Gr (%)	-77.7	-65.8	-43.3	130.6	50.6	-0.1	78.2	0.3	21	23
% to Income	3.7	4.6	4.1	6.6	4.3	3.8	5.9	5.7	4	4
Operating Profit	37,700	40,463	41,701	44,359	47,984	48,955	50,206	51,577	1,64,223	1,98,722
YoY Gr %	9.5	10.8	27.7	27.0	27.3	21.0	20.4	16.3	19	21
Provisions	580	-7,604	559	-7,119	4,726	-1,441	-890	7,040	(13,584)	9,434
PBT	37,120	48,067	41,143	51,478	43,258	50,396	51,097	44,537	1,77,806	1,89,289
YoY Gr (%)	26.3	40.2	15.6	35.1	16.5	4.8	24.2	-13.5	29	6
Tax	7,512	10,338	8,449	11,315	8,834	10,342	10,806	9,391	37,614	39,372
Tax Rate (%)	20.2	21.5	20.5	22.0	17.6	20.5	21.1	21.1	21	21
PAT	29,607	37,729	32,693	40,163	34,425	40,055	40,291	35,146	1,40,192	1,49,917
YoY Gr (%)	21.0	38.3	13.6	33.8	16.3	6.2	23.2	-12.5	26.8	6.9

Repco Home Finance

Neutral

CMP INR342 | TP: INR380 (11%)

EPS CHANGE (%): FY25|26|27: 0|0.1|-0.4

- Disbursements/AUM expected to grow ~5%/7% YoY.
- Expect asset quality to continue to improve, resulting in provision write-backs in the quarter.
- Margins are likely to expand ~10bp QoQ to ~5.7%.
- Commentaries around asset quality and guidance on disbursements/AUM growth are the key monitorables.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	3,572	3,770	3,787	3,831	4,007	4,051	4,258	4,303	14,960	16,619
Interest Expenses	2,026	2,075	2,153	2,203	2,330	2,396	2,475	2,472	8,456	9,673
Net Income	1,546	1,695	1,635	1,628	1,677	1,656	1,783	1,831	6,504	6,947
YoY Growth (%)	16.5	23.6	17.8	10.5	8.5	-2.3	9.0	12.5	17.0	6.8
Other income	93	69	145	141	155	229	196	218	448	798
Total Income	1,639	1,765	1,779	1,769	1,833	1,884	1,978	2,050	6,952	7,744
YoY Growth (%)	15.7	18.9	18.7	11.9	11.8	6.8	11.2	15.8	16.2	11.4
Operating Expenses	392	426	410	483	452	517	535	554	1,710	2,057
YoY Growth (%)	15.7	24.4	2.9	27.58	15.4	21.2	30.5	14.76	17.3	20.3
Operating Profits	1,247	1,338	1,370	1,287	1,380	1,367	1,443	1,496	5,242	5,687
YoY Growth (%)	15.7	17.3	24.5	6.9	10.7	2.2	5.4	16.2	15.9	8.5
Provisions	50	16	29	-100	14	-160	3	-37	-5	-179
Profit before Tax	1,198	1,322	1,341	1,387	1,366	1,528	1,440	1,532	5,247	5,866
Tax Provisions	307	341	346	306	312	403	375	378	1,300	1,467
Profit after tax	891	981	994	1,081	1,054	1,125	1,066	1,155	3,947	4,400
YoY Growth (%)	43.5	37.9	23.1	31.6	18.4	14.7	7.2	6.8	33.3	11.5

Shriram Finance

Buy

CMP INR638 | TP: INR775 (+21%)
EPS CHANGE (%): FY25|26|27: 1.3|-0.1|-1.4

- Estimate disbursements of ~INR453b, leading to AUM of ~INR2.65t (up 18% YoY/ ~4% QoQ).
- Margin is expected to contract ~10bp QoQ to 8.9%.
- Credit cost is likely to remain stable QoQ at 2.2%.
- Commentaries on loan growth in CV and on asset quality in 2W and PL segments are the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	76,880	82,166	86,179	90,773	93,628	98,145	1,03,408	1,07,774	3,35,997	4,02,955
Interest Expenses	34,875	36,219	37,069	39,898	41,289	43,504	47,513	49,928	1,48,061	1,82,233
Net Interest Income	42,004	45,947	49,110	50,874	52,339	54,641	55,896	57,847	1,87,935	2,20,722
YoY Growth (%)	20.0	21.6	17.1	21.7	24.6	18.9	13.8	13.7	17.0	17.4
Other Income	3,167	3,479	3,094	4,206	2,343	2,805	3,646	4,264	13,980	13,058
Total Income	45,171	49,426	52,204	55,080	54,682	57,446	59,542	62,111	2,01,915	2,33,780
YoY Growth (%)	22.0	17.9	16.2	21.7	21.1	16.2	14.1	12.8	17.0	15.8
Operating Expenses	13,908	14,618	15,311	16,024	16,140	17,597	18,692	19,309	59,895	71,739
Operating Profit	31,262	34,808	36,893	39,056	38,541	39,848	40,850	42,802	1,42,020	1,62,041
YoY Growth (%)	17.3	16.3	11.7	26.8	23.3	14.5	10.7	9.6	15.1	14.1
Provisions & Loan Losses	8,786	11,286	12,497	12,615	11,876	12,350	13,258	13,991	45,183	51,475
Profit before Tax	22,476	23,523	24,396	26,441	26,666	27,498	27,592	28,811	96,836	1,10,566
Tax Provisions	5,722	6,014	6,213	6,983	6,860	6,803	6,788	7,191	24,932	27,642
Net Profit	16,754	17,508	18,183	19,459	19,806	20,696	20,804	21,619	71,905	82,925
YoY Growth (%)	30.8	12.6	2.3	48.7	18.2	18.2	14.4	11.1	20.3	15.3
Exceptional gain (Post tax)							14,894			
PAT (including exceptional gains/loss)							35,698			

Spandana Sphoorty

Buy

CMP INR245 | TP: INR285 (+16%)
EPS CHANGE (%): FY25|26|27: -|-54.6|-39.6

- Estimate disbursements of ~INR4.8b, leading to AUM of ~INR68b (AUM declined ~43% YoY/24% QoQ).
- Margin is likely to expand ~20bp QoQ to ~13.3%.
- Annualized credit costs to increase to ~34% (PQ: ~32%).
- Guidance on credit costs, margins, and AUM growth to be closely monitored.

SPANDANA: Quarterly Performance

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	4,929	5,436	5,663	6,352	6,935	6,071	5,029	4,042	22,381	22,078
Interest Expenses	1,995	2,277	2,502	2,493	2,594	2,584	2,290	1,735	9,268	9,203
Net Interest Income	2,934	3,159	3,161	3,859	4,342	3,487	2,739	2,307	13,113	12,875
YoY Growth (%)	99.3	70.6	45.7	42.8	48.0	10.4	-13.4	-40.2	60.0	-1.8
Other Income	344	966	905	744	435	994	697	790	2,959	2,916
Total Income	3,277	4,125	4,067	4,603	4,776	4,481	3,436	3,097	16,072	15,790
YoY Growth (%)	102.2	88.5	59.9	19.9	45.7	8.6	-15.5	-32.7	57.7	-1.8
Operating Expenses	1,386	1,549	1,662	1,943	1,908	2,203	2,651	2,697	6,540	9,459
Operating Profit	1,891	2,576	2,405	2,660	2,869	2,278	784	400	9,532	6,331
YoY Growth (%)	273.5	134.1	71.0	2.0	51.7	-11.6	-67.4	-84.9	69.6	-33.6
Provisions & Loan Losses	286	901	701	938	2,118	5,164	6,661	5,940	2,826	19,883
Profit before Tax	1,605	1,675	1,703	1,722	751	-2,886	-5,876	-5,540	6,706	-13,552
Tax Provisions	411	423	429	435	193	-723	-1,474	-1,398	1,699	-3,401
Net Profit	1,195	1,252	1,274	1,287	557	-2,163	-4,402	-4,142	5,007	-10,150
YoY Growth (%)	-154	127	79	22	-53	-273	-446	-422	3,940	-303

Financials: Non Lending

Company

ABSL AMC
HDFC AMC
Nippon AMC
UTI AMC
360ONE WAM
Anand Rathi Wealth
Nuvama Wealth
Prudent Corporate Advisory
Angel One
BSE
MCX
CDSL
CAMS
Kfintech
HDFC Life
ICICI Prudential Life
Max Financial
SBI Life
LIC
ICICI Lombard
Star Health

A challenging but transient quarter

- Market activity during 4QFY25 was impacted by regulatory changes and weak market sentiment across the non-lending financial segments, which will reflect in the performance of AMCs and market intermediaries. While life insurance players have tackled the surrender regulation and mitigated the impact to some extent, general insurance players remain impacted by 1/n accounting and a slowdown in underlying demand.
- Nifty ended up largely flat for the quarter, gyrating from a high of 23,740 to a low of 22,082 and then bouncing back to 23,650. SIP flows remained strong at INR260b in Jan'25/Feb'25, which will help to offset the MTM impact on AUM of AMCs/CAMS/KFin. We expect yields to largely remain stable sequentially and other income to witness the impact of MTM.
- BSE's premium turnover saw strong sequential growth in spite of F&O regulations. MCX saw strong growth in notional volumes during the quarter, driven by a rise in gold/silver prices, while its premium turnover remained stable. On the other hand, ANGELONE's order flow is expected to remain weak during the quarter due to the full impact of F&O regulations.
- Wealth managers will likely see stable performance with respect to inflows and recurring revenue. However, transaction revenues will likely be hit sequentially by weak market sentiment.
- For life insurance players, we expect VNB margins to witness a slight sequential movement across players, influenced by an increasing share of higher-margin products in the product mix and the benefits of non-par repricing. For our coverage universe, we expect a change of +10bp to +260bp sequentially.
- General insurance players are facing the impact of a slowdown in motor sales and the implementation of 1/n reporting of gross written premium (GWP) for long-term business. While the claims environment will likely remain benign, a higher opex ratio due to 1/n accounting will drive up the combined ratio.
- We maintain our view that the current weak trends are transitory in nature and will reset the base for long-term growth. For most capital market names, we have cut our estimates to factor in the MTM hit and a slowdown in volumes. Our top picks in this space are BSE, HDFCAMC, Angel One, Nuvama and HDFCLIFE.

Incremental demat run rate slows, while volumes rebound in Mar'25

- Cash ADTO continued its MoM downward trajectory during the first two months of 4QFY25, with declines of 8%/5% MoM in Jan'25/Feb'25. However, a recovery was witnessed in Mar'25 with 8% MoM growth in cash ADTO.
- After the full implementation of F&O regulations, F&O ADTO continued to decline in Jan'25 and Feb'25. A slight recovery was witnessed in Mar'25 with ADTO rising MoM. During 4QFY25, the industry's F&O notional turnover declined 26% sequentially and its option premium turnover declined 10% sequentially.
- BSE's market share in the options segment continues to scale up in terms of notional/ premium turnover, reaching 37%/20% in Mar'25 vs. 29%/15% in Dec'24.

- Incremental demat account additions declined to 2.8m in Jan'25 and 2.3m in Feb'25 from average of 3.3m per month in 3QFY25. Similarly, the number of active NSE clients declined from the peak achieved in Dec'24 (50.2m) to 49m in Feb'25.
- MCX volumes picked up in Jan'25 but declined in Feb'25/Mar'25. Futures ADTO declined to INR275b in 4QFY25 from INR280b in 3QFY25. On the other hand, options ADTO rose to INR2.23t in 4QFY25 from INR2.04t in 3QFY25. A large part of weakness can be explained by a 10%+ correction in crude oil prices.
- We expect ANGELONE to report a revenue decline of 31% QoQ due to a 22% QoQ dip in the number of orders. The order flow is expected to remain weak during the quarter due to muted activity and a decline in retail participation. Lower customer acquisitions, and consequently lower opex, will offset the impact partially.

Mutual Funds: SIP inflows remain steady; equity inflows down from the peak

- Mutual fund AUM grew 29%/24% YoY during Jan'25/Feb'25, driven by 34%/26% growth in equity AUM. While Jan'25 witnessed net equity inflows of INR484b, a slight slowdown was observed in Feb'25 (INR360b). SIP inflows remained steady at over INR260b in both Jan'25 and Feb'25, despite prevailing weak market sentiment.
- Equity AUM's share dipped ~65bp in Jan'25 and ~110bp in Feb'25 to 56.3%.
- AUM of HDFC AMC/Nippon AMC/ABSL AMC/UTI AMC grew 26%/27%/16%/17% YoY at the end of Feb'25, reflecting market shares of 11.5%/8.2%/5.7%/5%.
- We expect AMCs to register moderate revenue growth, affected by a decline in yields. Their profitability is likely to be hurt by a fall in other income owing to the MTM hit on equity exposure in the investment book.
- On the revenue side, we expect CAMS/KFin to register a sequential decline of 7%/4% in 4QFY25 due to the MTM impact on AUM. However, with a strong focus on expanding non-MF segments, overall revenues are expected to trend upward.
- For wealth managers, the MTM impact is expected to result in muted AUM growth, which is anticipated to be offset by steady inflows. While recurring revenues are expected to increase, transaction revenues are likely to be hit by weak market sentiment sequentially. For 360ONE, a scale-up in its loan book, expansions into UHNI segment and the recent acquisition will also support earnings.

Life Insurance: Scale and favorable mix to drive QoQ VNB margin improvement

- Private life insurance companies posted 19% YoY growth in APE in Jan'25, which declined to 8% in Feb'25. For Mar'25, we expect industry growth momentum to be better than it was in Feb'25.
- VNB margins are expected to improve due to: 1) an increasing share of higher-margin products in the product mix, 2) the benefits from non-participating repricing, 3) a reduced impact of surrender charges, and 4) higher volumes driven by seasonal trends. For our coverage universe, we expect a change of +10bp to +265bp sequentially.

General Insurance: Accounting changes to impact combined ratio

- The general insurance segment witnessed GWP growth of 7% in Jan'25, though it declined 3% in Feb'25. The health segment was up 7% in Jan'25, however it dipped 4% YoY in Feb'25 due to a decline in group health segment impacted by slower credit growth, and a strategic exit from the employer-employee segment amid rising competitive pressures. The motor segment was hit by low automobile sales and grew 10%/3% YoY in Jan'25/Feb'25 (+7.5% in 3QFY25).
- For ICICI, premium was up 8% YoY in Jan'25 but down 1% YoY in Feb'25. While the retail health segment grew in the high teens, weak motor growth and a decline in the group health segment resulted in a tepid performance.
- For Jan'25/Feb'25, STARHEAL posted soft premium growth of 4%/1% YoY, with retail growth of 8%/10% and group health decline of 45%/38% YoY.
- Driven by an increasing share of protection and non-par products in the portfolio, along with a moderation in claims, the loss ratio is expected to remain stable.

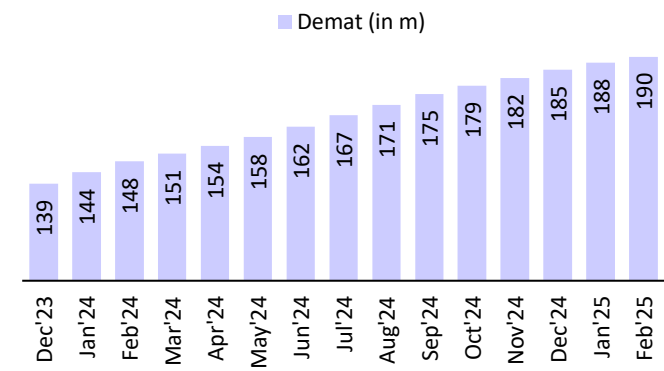
Exhibit 1: Quarterly performance

Sector	CMP (INR)	Rating	Mar'25	Variance YoY (%)	Variance QoQ (%)	Mar'25	Variance YoY (%)	Variance QoQ (%)	Mar'25	Variance YoY (%)	Variance QoQ (%)
AMC			Operating Revenue (INR m)			EBITDA (INR m)			Net Profit (INR m)		
HDFC AMC	3,975	BUY	9,206	32.4	-1.5	7,407	37.4	-3.0	6,194	18.5	-3.4
ABSL AMC	640	BUY	4,357	19.2	-2.1	2,510	22.5	-8.5	2,040	7.7	-9.1
Nippon AMC	569	BUY	5,692	21.6	-3.2	3,581	23.2	-7.2	2,720	-13.8	-7.9
UTI AMC	1,063	BUY	3,596	13.2	-4.2	1,698	30.5	-10.9	1,345	-4.3	-22.5
Exchanges and Broking											
Angel One	2,321	BUY	7,557	-13.6	-15.0	2,675	-41.7	-31.0	2,006	-17.2	-28.8
BSE	5,466	BUY	7,547	54.5	-2.4	3,968	312.6	-8.9	3,512	107.5	60.6
MCX	5,226	Neutral	2,970	64.0	-1.4	1,829	NA	-5.3	1,548	82.2	-3.3
Intermediaries											
CAMS	3,670	BUY	3,345	7.7	-9.5	1,360	-5.1	-21.3	980	20.5	-21.0
Kfintech	1,033	Neutral	2,781	21.8	-4.1	1,177	12.6	-9.8	841	21.1	-6.8
CDSL	1,198	Neutral	2,405	-0.1	-13.5	1,208	-18.3	-24.8	910	0.3	-29.9
Wealth Management			Operating Revenue (INR m)			PBT (INR m)			Net Profit (INR m)		
360 One	888	BUY	5,859	2.2	-3.2	2,659	-2.6	-6.9	2,327	14.0	-15.4
Nuvama	5,926	BUY	6,925	16.3	-4.2	3,042	27.8	-8.8	2,229	39.9	-11.8
Anand Rathi	1,834	Neutral	2,310	25.3	-2.5	999	36.6	-6.7	704	35.8	-8.9
Prudent	2,214	Neutral	2,758	15.1	-3.2	598	-1.7	-9.3	444	8.1	-7.9
Life Insurance			APE (INR m)			VNB (INR m)			Net Profit (INR m)		
HDFC Life	693	BUY	51,873	9.7	45.3	13,615	10.3	46.4	5,596	0.9	34.9
Ipru Life	569	BUY	36,461	0.8	49.6	7,990	3.0	54.5	2,908	87.0	-10.5
SBI Life	1,545	BUY	53,111	-0.4	-23.5	14,559	-3.6	-22.1	8,647	-32.1	57.0
Max Financial	1,142	Neutral	30,392	5.8	44.2	7,856	-4.3	60.7	1,679	NA	140.5
LIC	798	BUY	1,74,777	-17.5	75.7	35,045	-3.9	82.0	1,47,882	-19.7	33.8
General Insurance			Gross Premium (INR m)			Underwriting Profit (INR m)			Net Profit (INR m)		
Star Health	345	BUY	52,117	4.9	37.3	-2,097	NA	NA	1,230	51.2	-42.8
ICICI Lombard	1,794	BUY	65,268	4.2	0.8	-1,523	NA	NA	5,761	39.4	-20.5
Non-Lending			5,31,307	-2.9	25.4	1,10,156	4.7	17.0	2,01,501	9.5	23.3

Exhibit 2: Changes to our EPS estimates (*For life insurance companies – absolute VNB in INR b)

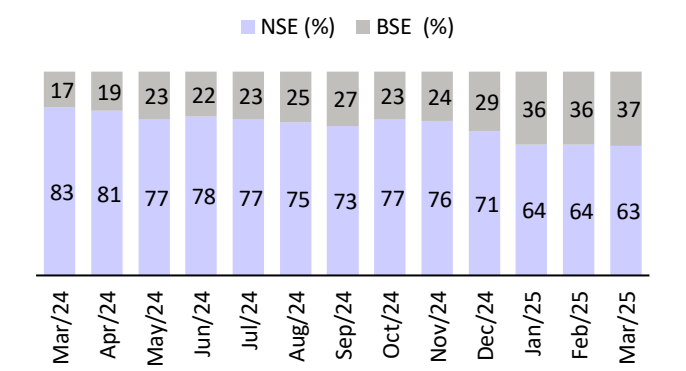
Company	New Estimates (INR)			Old Estimates (INR)			Change (%)		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
HDFC AMC	114.4	130.5	148.5	115.0	131.0	149.0	-0.6%	-0.4%	-0.3%
ABSL AMC	31.5	35.2	40.0	33.0	37.0	42.0	-4.7%	-4.9%	-4.8%
Nippon AMC	20.0	23.4	26.0	20.7	25.6	30.1	-3.4%	-8.4%	-13.5%
UTI AMC	66.6	75.2	86.0	71.0	79.0	89.0	-6.2%	-4.8%	-3.3%
Angel One	144.6	126.0	172.4	148.5	160.7	214.6	-2.6%	-21.6%	-19.7%
BSE	87.2	132.7	150.2	88.5	137.9	167.7	-1.5%	-3.8%	-10.4%
MCX	113.9	146.2	180.8	114.5	143.7	177.6	-0.5%	1.8%	1.8%
CAMS	91.8	108.7	125.9	99.2	119.5	144.0	-7.5%	-9.0%	-12.6%
Kfintech	19.4	23.3	29.9	20.1	25.6	32.4	-3.3%	-9.0%	-7.7%
CDSL	24.8	30.3	36.9	27.0	34.2	42.4	-8.0%	-11.5%	-13.1%
360 One	26.8	32.5	37.8	26.4	32.9	39.0	1.3%	-1.2%	-3.2%
Nuvama	267.7	305.5	344.7	273.7	309.7	349.2	-2.2%	-1.3%	-1.3%
Anand Rathi	35.9	43.9	53.0	36.5	47.6	57.4	-1.8%	-7.8%	-7.7%
Prudent Corp	45.5	58.6	74.9	47.0	60.4	76.2	-3.3%	-3.0%	-1.7%
HDFC Life*	39.5	48.1	58.5	39.9	48.8	59.3	-1.0%	-1.4%	-1.4%
ICICI Pru*	23.7	28.3	33.5	25.6	30.6	36.2	-7.4%	-7.4%	-7.3%
SBI Life*	57.5	68.6	81.2	58.8	69.7	82.5	-2.3%	-1.6%	-1.6%
Max Fin*	20.4	24.8	29.4	20.7	25.7	30.5	-1.4%	-3.4%	-3.4%
LIC*	99.8	111.7	123.6	104.7	120.6	133.5	-4.7%	-7.4%	-7.4%
Star Health	13.1	15.8	18.8	13.1	18.4	25.4	0.0%	-14.0%	-26.0%
ICICI Lombard	52.3	59.7	67.6	53.5	60.8	69.9	-2.3%	-1.8%	-3.2%

Exhibit 3: Total demat accounts stood at 190m



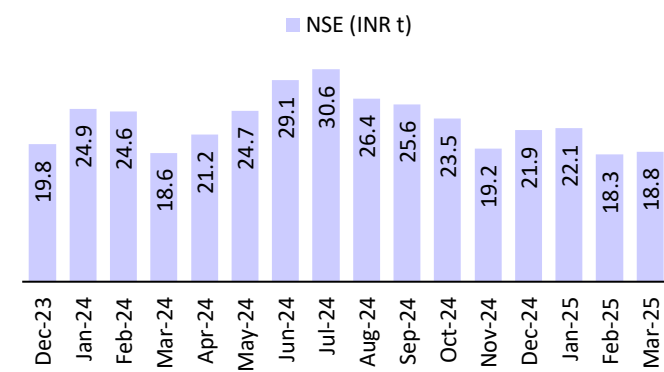
Source: NSDL, CDSL MOFSL

Exhibit 4: BSE's market share in notional turnover improved



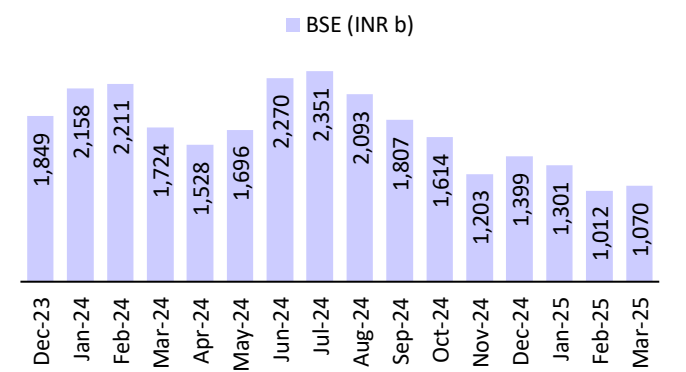
Source: NSE, BSE, MOFSL

Exhibit 5: NSE's cash volumes trends



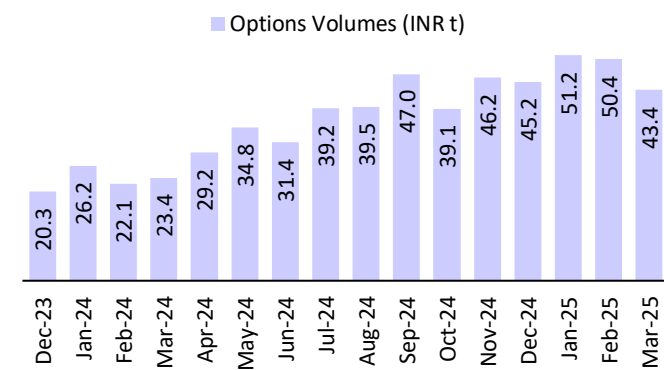
Source: NSE, MOFSL

Exhibit 6: BSE's cash volumes trends



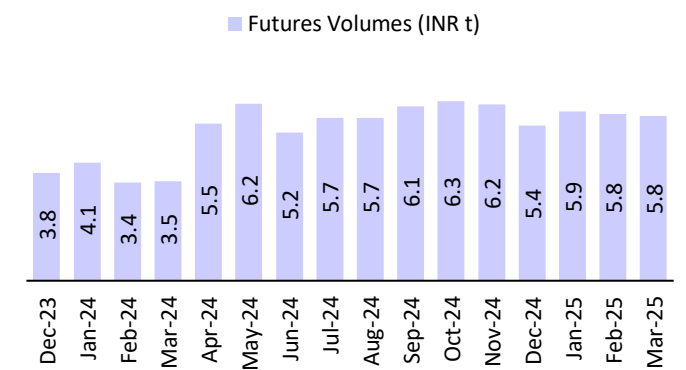
Source: BSE, MOFSL

Exhibit 7: MCX option volumes decline



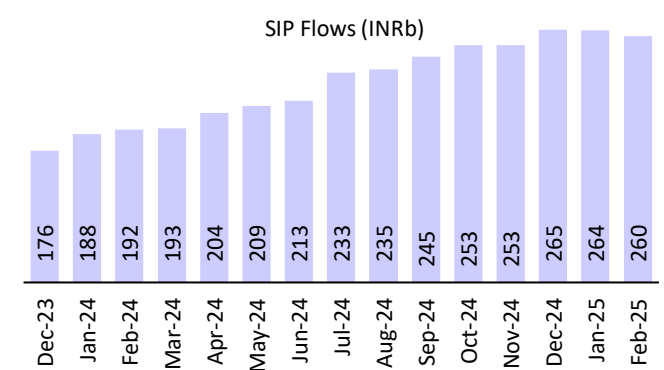
Source: MCX, MOFSL

Exhibit 8: MCX futures volumes stable in Mar'25



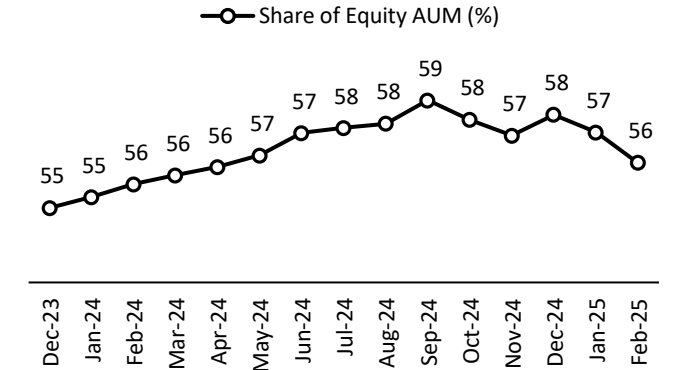
Source: MCX, MOFSL

Exhibit 9: SIP flows steady despite weak market sentiment

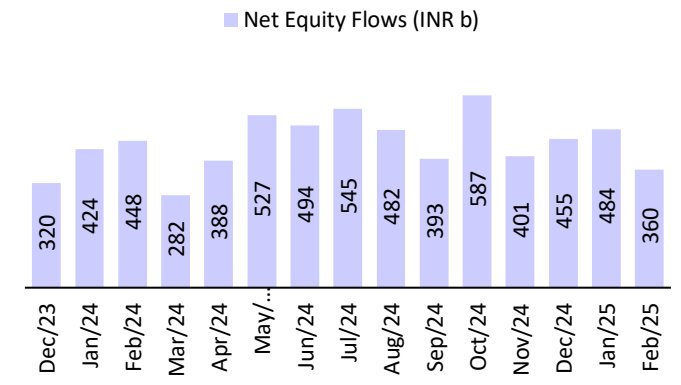


Source: AMFI, MOFSL

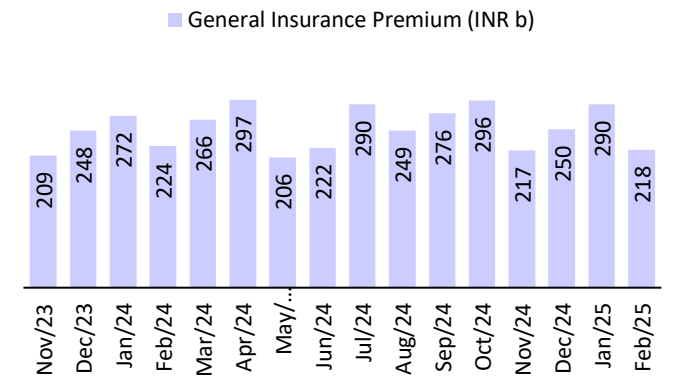
Exhibit 10: Share of equity AUM down from the peak



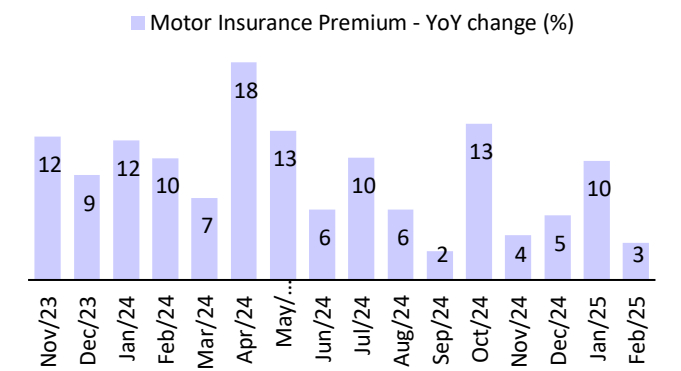
Source: AMFI, MOFSL

Exhibit 11: Net equity flows declined in Feb'25


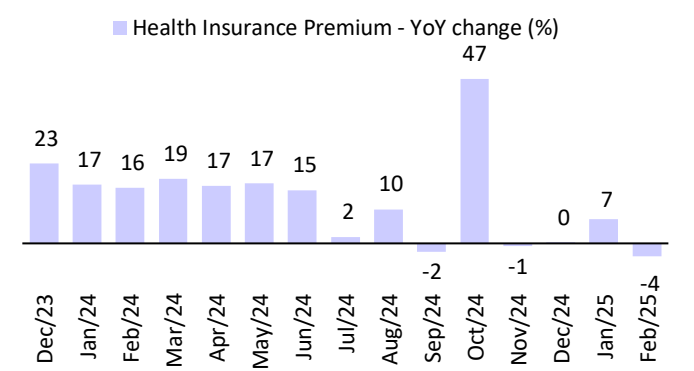
Source: AMFI, MOFSL

Exhibit 12: GI premium impacted by accounting change


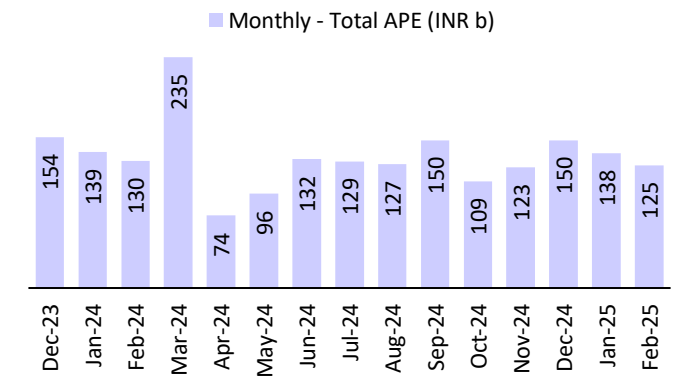
Source: GIC, MOFSL

Exhibit 13: Motor premium growth trend


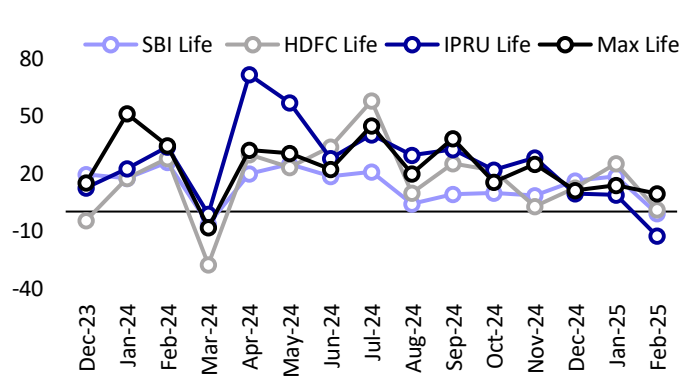
Source: GIC, MOFSL

Exhibit 14: Health segment growth trend


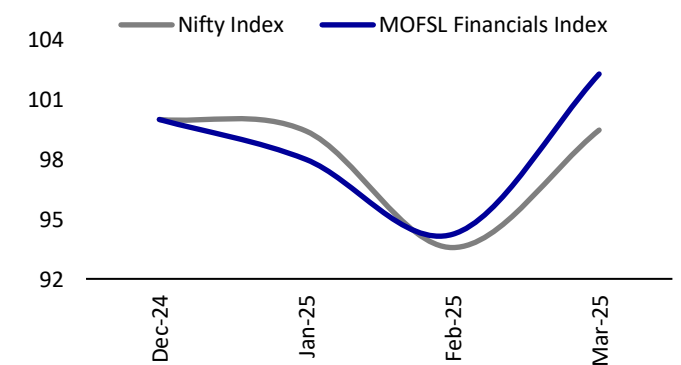
Source: GIC, MOFSL

Exhibit 15: Monthly APE for the life insurance industry


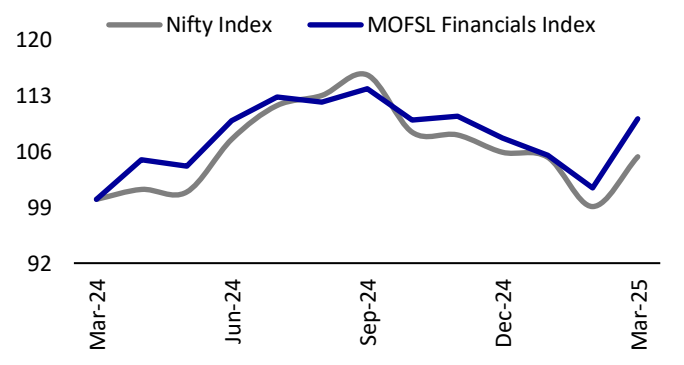
Source: Life Insurance Council, MOFSL

Exhibit 16: Individual APE growth YoY for Pvt. listed players


Source: Life Insurance Council, MOFSL

Exhibit 17: Relative performance – three months (%)


Source: MOFSL, Company

Exhibit 18: One-year relative performance (%)


Source: MOFSL, Company

The tables below provide a snapshot of the actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

ABSL AMC

Buy

CMP INR640 | TP: INR780 (+22%)

EPS CHANGE (%): FY25|26|27: -4.7|-4.9|-4.8

- Total AUM to be flat QoQ as higher debt AUM offsets lower equity segment AUM
- Other income likely to be affected by MTM hit on equity portfolio
- Yield to see a marginal decline led by adverse product mix
- Operating deleverage to drive down EBIDTA margins

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	3,112	3,350	3,415	3,656	3,866	4,242	4,451	4,357	13,532	16,917
Change YoY (%)	2.2	7.7	8.7	23.1	24.3	26.6	30.4	19.2	10.3	25.0
Employee Expenses	774	798	794	842	892	894	877	929	3,208	3,593
Total Operating Expenses	1,412	1,431	1,472	1,607	1,664	1,738	1,708	1,848	5,922	6,957
Change YoY (%)	15	11	12	16	18	21	16	15	13.5	17.5
EBITDA	1,700	1,919	1,943	2,049	2,203	2,504	2,743	2,510	7,610	9,960
EBITDA margin (%)	54.6	57.3	56.9	56.0	57.0	59.0	61.6	57.6	56.2	58.9
Other Income	778	557	795	745	948	958	384	346	2,874	2,637
PBT	2,403	2,368	2,635	2,676	3,045	3,351	2,999	2,724	10,082	12,119
Tax Provisions	557	587	542	592	688	928	754	684	2,278	3,054
Net Profit	1,846	1,781	2,093	2,084	2,357	2,423	2,245	2,040	7,804	9,065
Change YoY (%)	79.4	-7.1	25.9	53.7	27.7	36.1	7.2	-2.1	30.8	16.2
Core PAT	1,249	1,362	1,462	1,504	1,623	1,730	1,957	1,780	5,579	7,092
Change YoY (%)	-0.4	2.5	12.8	34.9	30.0	27.0	33.9	18.4	11.4	27.1

HDFC AMC

Buy

CMP INR3,975 | TP: INR4,800 (+21%)

EPS CHANGE (%): FY25|26|27: -0.6|-0.4|-0.3

- AUM expected to decline sequentially largely due to the impact of weak market sentiment on equity AUM
- Cost-to-income ratio to increase sequentially mainly due to operating deleverage
- On sequential basis, yields to see a marginal decline
- Weak market performance in 4Q to hurt other income

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	5,745	6,431	6,713	6,954	7,752	8,872	9,346	9,206	25,843	35,177
Change YoY (%)	10.1	18.1	20.0	28.6	34.9	38.0	39.2	32.4	19.3	36.1
Employee Expenses	838	929	903	864	1,011	959	953	970	3,535	3,895
Total Operating Expenses	1,460	1,608	1,599	1,562	1,809	1,838	1,708	1,799	6,229	7,153
Change YoY (%)	10.6	14.7	9.2	19.8	23.9	14.3	6.8	15.2	13.5	14.8
EBIDTA	4,285	4,822	5,114	5,393	5,944	7,034	7,639	7,407	19,615	28,024
EBIDTA Margin (%)	74.6	75.0	76.2	77.5	76.7	79.3	81.7	80.5	75.9	79.7
Other Income	1,580	1,221	1,424	1,555	1,735	1,710	931	809	5,781	5,184
PBT	5,713	5,891	6,386	6,791	7,523	8,584	8,399	8,044	24,782	32,549
Tax Provisions	939	1,516	1,489	1,380	1,485	2,818	1,985	1,849	5,323	8,137
Net Profit	4,775	4,376	4,897	5,411	6,038	5,766	6,414	6,194	19,459	24,411
Change YoY (%)	52.0	20.2	32.6	43.8	26.4	31.8	31.0	14.5	36.7	25.5
Core PAT	3,454	3,468	3,805	4,172	4,645	4,618	5,703	5,571	14,920	20,523
Change YoY (%)	13.3	20.8	29.8	38.1	34.5	33.1	49.9	33.5	26.1	37.6

Nippon Life India AMC

Buy

CMP INR569 | TP: INR720 (+27%)

EPS CHANGE (%): FY25|26|27: -3.4|-8.4|-13.5

- AUM to decline but yields to remain stable sequentially
- EBITDA margins are expected to decline sequentially due to higher costs and lower income
- Cost-to-income ratio expected to increase in 4QFY25
- Decline in other income due to weak market performance to impact profitability

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	3,542	3,975	4,233	4,683	5,050	5,713	5,879	5,692	16,432	22,334
Change YoY (%)	12.0	19.9	19.6	34.4	42.6	43.7	38.9	21.6	21.7	35.9
Employee Expenses	780	799	881	886	1,051	1,069	1,065	1,081	3,346	4,267
Total Operating Expenses	1,517	1,561	1,642	1,775	1,886	1,969	2,022	2,111	6,495	7,988
Change YoY (%)	11	13	17	27	24	26	23	19	17.0	23.0
EBITDA	2,024	2,414	2,592	2,908	3,164	3,744	3,857	3,581	9,937	14,345
EBITDA Margin	57.2	60.7	61.2	62.1	62.7	65.5	65.6	62.9	60.5	64.2
Other Income	1,169	779	1,071	923	1,308	1,208	154	143	3,941	2,813
PBT	3,099	3,104	3,581	3,741	4,388	4,861	3,917	3,626	13,525	16,792
Tax Provisions	746	661	741	315	1,066	1,261	965	907	2,462	4,198
Net Profit	2,354	2,443	2,840	3,426	3,322	3,600	2,953	2,720	11,063	12,594
Change YoY (%)	105.9	18.6	38.7	73.3	41.1	47.4	4.0	-20.6	53.0	13.8
Core PAT	1,466	1,830	1,991	2,581	2,331	2,705	2,836	2,612	7,839	10,486
Change YoY (%)	15.7	28.0	26.6	56.5	59.0	47.9	42.5	1.2	32	34

UTI AMC

Buy

CMP INR1,063 | TP: INR1,250 (+18%)

EPS CHANGE (%): FY25|26|27: -6.2|-4.8|-3.3

- Yields are expected to decline marginally in 4QFY25
- AUM expected to decline largely due to the impact of weak market sentiment on equity and passives
- Cost-to-income ratio expected to rise in 4QFY25
- Other income expected to fall due to weak market performance in 4QFY25 impacting profitability

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	2,828	2,916	2,900	3,177	3,368	3,730	3,754	3,596	11,821	14,447
Change YoY (%)	-1.6	0.3	2.2	17.9	19.1	27.9	29.4	13.2	4.5	22.2
Employee Expenses	1,063	1,112	1,053	1,165	1,137	1,153	1,128	1,151	4,393	4,569
Total Operating Expenses	1,680	1,725	1,762	1,876	1,781	1,901	1,848	1,898	7,043	7,427
Change YoY (%)	11.9	4.6	-0.9	5.0	6.0	10.2	4.9	1.2	4.9	5.5
EBITDA	1,148	1,191	1,138	1,301	1,587	1,829	1,906	1,698	4,778	7,020
EBITDA margin (%)	40.6	40.8	39.2	41.0	47.1	49.0	50.8	47.2	40.4	48.6
Other Income	1,858	1,140	1,602	1,026	1,970	1,671	451	186	5,626	4,277
PBT	2,884	2,198	2,607	2,180	3,413	3,357	2,212	1,727	9,869	10,709
Tax Provisions	540	370	573	365	670	726	476	382	1,848	2,254
Net Profit	2,344	1,828	2,034	1,815	2,743	2,631	1,736	1,345	8,020	8,455
Change YoY (%)	148.3	-9.9	236.5	111.7	17.0	43.9	-14.6	-25.9	80.9	5.4
Core PAT	834	880	784	960	1,160	1,321	1,382	1,200	3,458	5,064
Change YoY (%)	-25.0	0.4	43.3	68.2	39.1	50.1	76.3	25.0	12.1	46.4

360ONE WAM

Buy

CMP INR888 | | TP: INR1,200 (+35%)

EPS CHANGE (%): FY25|26|27: +1.3|-1.2|-3.2

- ARR to remain consistent and will be offset by decline in TBR, leading to sequential dip in revenue.
- Expect ARR yields to remain stable during 4QFY25.
- Increase in cost-to-income ratio driven by operating leverage.
- Granularity on performance of new business ventures will be key monitorable.

Quarterly performance

Y/E March	FY24				FY25				INR m	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Revenues	4,055	4,275	4,395	5,731	6,002	5,886	6,050	5,859	18,456	23,797
YoY Change (%)	8.2	11.8	5.9	45.8	48.0	37.7	37.7	2.2	17.9	28.9
ARR Assets Income	3,217	3,108	3,377	3,568	3,756	3,973	4,262	4,288	13,270	16,278
TBR Assets Income	839	1,166	1,018	2,163	2,247	1,913	1,788	1,571	5,185	7,519
Operating Expenses	2,103	2,144	2,315	3,002	2,649	2,992	3,193	3,200	9,565	12,034
YoY Change (%)	25.9	19.5	24.3	62.3	25.9	39.5	37.9	6.6	33.3	25.8
Cost to Income Ratio (%)	51.9	50.2	52.7	52.4	44.1	50.8	52.8	54.6	51.8	50.6
Operating Profits	1,952	2,130	2,080	2,729	3,354	2,893	2,856	2,659	8,891	11,763
YoY Change (%)	-6.0	4.9	-9.0	31.3	71.8	35.8	37.4	-2.6	4.9	32.3
Other Income	287	137	271	500	969	298	732	337	1,195	2,335
Profit Before Tax	2,239	2,268	2,350	3,229	4,323	3,191	3,588	2,996	10,085	14,097
YoY Change (%)	11.0	0.5	5.3	61.4	93.1	40.7	52.7	-7.2	18.6	39.8
PBT (after exceptional item)	2,239	2,268	2,350	3,229	3,447	3,191	3,588	2,996	10,085	13,221
Tax	426	415	410	817	1,011	719	839	669	2,068	3,237
Tax Rate (%)	19.0	18.3	17.4	25.3	23.4	22.5	23.4	22.3	20.5	23.0
PAT	1,813	1,853	1,940	2,412	2,435	2,472	2,749	2,327	8,018	9,984
YoY Change (%)	15.6	6.3	13.1	55.2	34.3	33.4	41.7	-3.5	21.8	24.5
PAT Margins (%)	44.7	43.3	44.1	42.1	40.6	42.0	45.4	39.7	43.4	42.0

Anand Rathi Wealth

Neutral

CMP INR1,834 | | TP: INR1,900 (+4%)

EPS CHANGE (%): FY25|26|27: -1.8%|-7.8%|-7.7%

- MF AUM to be impacted by negative MTM, resulting in tepid sequential growth in AUM.
- Distribution income expected to remain largely stable sequentially.
- Cost-to-income ratio is expected to rise in 4QFY25, with a decline in revenue and elevated costs.
- RM addition and productivity improvement will be the key growth drivers.

Quarterly Performance

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
MF – Equity & Debt	522	625	715	804	890	1,057	1,087	1,030	2,666	4,064
Distribution of Financial Products	1,215	1,187	1,095	1,024	1,471	1,352	1,267	1,262	4,521	5,352
Other Operating revenue	13	14	14	15	15	15	16	18	56	64
Revenue from Operations	1,750	1,826	1,824	1,843	2,376	2,424	2,370	2,310	7,243	9,480
Change YoY (%)	33.0	34.2	32.2	28.9	35.8	32.7	29.9	25.3	32.0	30.9
Operating Expenses	1,016	1,051	1,026	1,111	1,394	1,384	1,300	1,311	4,204	5,388
Change YoY (%)	33.9	38.8	34.5	35.2	37.2	31.6	26.7	18.0	36	28
EBIDTA	734	775	798	732	982	1,040	1,070	999	3,039	4,092
Depreciation	45	46	50	52	57	61	65	67	194	250
Finance Cost	14	16	16	18	14	30	35	38	65	116
Other Income	34	65	48	129	78	72	72	77	276	299
PBT	709	778	780	790	990	1,021	1,041	972	3,057	4,024
Change YoY (%)	34.1	35.2	33.8	32.8	39.6	31.3	33.5	23.0	34	32
Tax Provisions	177	200	200	221	256	259	269	268	798	1,051
Net Profit	533	577	580	569	734	762	773	704	2,259	2,973
Change YoY (%)	34.3	34.5	34.5	33.3	37.9	32.0	33.2	23.8	34	32

Nuvama Wealth

Buy

CMP INR5,926 | | TP: INR7,600 (+28%)

EPS CHANGE (%): FY25|26|27: -2.2|-1.3|-1.3

- Revenue to decline sequentially for wealth and capital markets, offset by growth in asset management revenue.
- Yields for the wealth segment are expected to decline, while for asset management they are expected to improve.
- Increase in cost-to-income ratio driven by growth in other expenses.
- Expansion strategy and further investment areas to be the key monitorables for future growth.

Quarterly Performance

Y/E March

	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue from Operations	4,166	4,924	5,581	5,956	6,675	7,397	7,229	6,925	20,627	28,225
Change YoY (%)	19.2	28.8	38.2	35.5	60.2	50.2	29.5	16.3	30.9	36.8
Employee expenses	2,087	2,119	2,342	2,517	2,793	2,983	2,946	2,887	9,065	11,609
Total Operating Expenses	2,924	3,015	3,277	3,575	3,741	3,920	3,894	3,883	12,791	15,437
Change YoY (%)	8.3	16.1	21.1	25.0	27.9	30.0	18.8	8.6	17.7	20.7
PBT before share of profit from associates	1,242	1,909	2,304	2,381	2,934	3,477	3,335	3,042	7,836	12,788
Change YoY (%)	56.6	55.7	72.7	55.0	136.2	82.2	44.7	27.8	60.3	63.2
Tax Provisions	317	465	545	564	760	902	814	845	1,891	3,321
PAT before share of profit from associates	925	1,444	1,759	1,817	2,174	2,575	2,521	2,197	5,945	9,467
Change YoY (%)	70.2	56.8	68.9	55.7	135.0	78.3	43.3	20.9	61.9	59.2
Share of profit of associates (net of taxes)	22	5	3	-10	37	0	6	33	20	75
Net Profit	947	1,450	1,762	1,807	2,210	2,575	2,527	2,229	5,964	9,542
Change YoY (%)	73.7	56.5	65.9	57.2	133.5	77.6	43.4	23.4	62.8	60.0

Prudent Corporate Advisory

Neutral

CMP INR2,214 | | TP: INR2,400 (+8%)

EPS CHANGE (%): FY25|26|27: -3.3%|-3%|-1.7%

- YoY Revenue growth to be driven by stable growth momentum in AUM, offset by sequential decline in yields.
- Mix of insurance product distribution likely to improve sequentially due to seasonality impact.
- Increase in cost-to-income ratio driven by growth in other expenses.
- Growth in SIP and market share accretion will be the key growth drivers.

Quarterly Performance

Y/E March

	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Commission and Fees Income	1,644	1,886	2,084	2,376	2,477	2,845	2,827	2,736	7,990	10,885
Other Operating revenue	10	14	15	21	17	15	23	22	61	78
Revenue from Operations	1,654	1,900	2,099	2,397	2,494	2,861	2,850	2,758	8,051	10,963
Change YoY (%)	28.7	28.7	32.5	35.5	50.8	50.5	35.8	15.1	31.7	36.2
Operating Expenses	1,262	1,469	1,599	1,789	1,904	2,174	2,191	2,160	6,120	8,429
Change YoY (%)	31.1	39.4	38.1	51.0	50.8	48.0	37.0	20.7	40.4	37.7
EBIDTA	392	432	500	608	590	687	659	598	1,932	2,534
Depreciation	59.6	61.3	63.0	64.3	62.9	67.2	73.7	74.2	248	278
Finance Cost	6.0	5.0	3.6	7.8	4.9	5.7	6.4	6.4	21	23
Other Income	49	41	45	62	70	78	66	77	196	291
PBT	375	406	479	598	592	693	645	594	1,858	2,523
Change YoY (%)	34.1	9.6	24.4	5.6	57.9	70.6	34.7	-0.7	18.5	35.8
Tax Provisions	95.5	101.7	121.6	152.1	149.9	177.9	163.1	149.9	471	641
Net Profit	279	304	357	446	442	515	482	444	1,387	1,882
Change YoY (%)	31.4	10.0	25.1	4.6	58.3	69.2	35.0	-0.4	18.9	35.7

Angel One

Buy

CMP INR2,321 | TP: INR3,100 (+34%)

EPS CHANGE (%): FY25|26|27: -2.6|-21.6|-19.7

- Pace of gross client addition continued to decline in Jan'25/Feb'25.
- Slowdown in daily order run rate due to weak market sentiment and F&O regulations to impact revenue.
- MTF book expanded at a strong pace but declined in Feb'25.
- Cost-to-income ratio to rise on account of a decline in revenue, despite sequential dip in CAC.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	5,198	6,747	6,874	8,742	9,150	9,774	8,895	7,557	27,562	35,376
Other Income	1,088	1,411	1,401	1,869	1,983	2,210	963	928	5,769	6,084
Total Income	6,286	8,158	8,275	10,611	11,133	11,984	9,858	8,485	33,331	41,460
Change YoY (%)	22.0	46.0	43.9	64.7	77.1	46.9	19.1	-20.0	45.3	24.4
Operating Expenses	3,230	3,974	4,635	5,856	6,940	6,007	5,717	5,533	17,695	24,197
Change YoY (%)	21.4	49.3	75.1	114.0	114.8	51.2	23.3	-5.5	65.3	36.7
Depreciation	89	112	131	167	226	256	267	277	498	1,025
PBT	2,967	4,072	3,509	4,588	3,968	5,721	3,874	2,675	15,137	16,238
Change YoY (%)	22.3	42.5	16.1	26.9	33.7	40.5	10.4	-41.7	26.9	7.3
Tax Provisions	759	1,027	907	1,188	1,041	1,487	1,059	669	3,881	4,255
Net Profit	2,208	3,045	2,602	3,400	2,927	4,234	2,816	2,006	11,255	11,983
Change YoY (%)	21.6	42.5	13.9	27.3	32.5	39.1	8.2	-41.0	26.4	6.5

BSE

Buy

CMP INR5,466 | TP: INR6,700 (23%)

EPS CHANGE (%) FY25|26|27: -1.5|-3.8|-10.4

- BSE's market share continues to rise in F&O notional and option premium turnover, boosting revenue.
- Cash volumes continue to decline, which will lead to decline in transaction charges.
- Weak IPO activity to impact book building fees and other corporate services revenues.
- Decline in regulatory and clearing costs to improve profitability.

Cons. Quarterly perf.

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from operations	2,156	3,145	3,692	4,885	6,077	7,463	7,736	7,547	13,878	28,823
YoY Change (%)	15.4	59.1	81.0	115.2	181.9	137.3	109.5	54.5	70.2	107.7
Total Expenditure	1,455	1,814	1,879	3,923	3,239	3,573	3,378	3,578	9,071	13,768
EBITDA	701	1,331	1,813	962	2,838	3,890	4,358	3,968	4,807	15,054
Margins (%)	32.5	42.3	49.1	19.7	46.7	52.1	56.3	52.6	34.6	52.2
Depreciation	214	227	249	265	240	291	303	313	954	1,147
Interest	65	0	0	0	0	0	0	0	65	0
Investment income	556	525	598	600	666	727	619	656	2,279	2,668
PBT before EO expense	977	1,629	2,163	1,297	3,265	4,325	4,674	4,311	6,066	16,575
SGF	0	0	917	0	0	0	1,992	0	917	1,992
Exceptional items	3,657	0	-16	-17	0	-2	0	0	3,624	-2
PBT	4,634	1,629	1,230	1,280	3,265	4,323	2,682	4,311	8,773	14,582
Tax	371	636	371	470	851	1,109	694	992	1,848	3,646
Rate (%)	8	39	30	37	26	26	26	23	21	25
P/L of Asso. Cos.	119	190	165	244	227	244	199	192	719	862
Reported PAT	4,382	1,184	1,024	1,054	2,642	3,458	2,187	3,512	7,643	11,798
Adj PAT	1,018	1,184	1,035	1,064	2,642	3,459	2,187	3,512	4,301	11,799
YoY Change (%)	936	80	167	19	-40	192	114	233	193	54
Margins (%)	47.2	37.6	28.0	21.8	43.5	46.3	28.3	46.5	55.1	40.9

MCX

Neutral

CMP INR5,226 | TP: INR 6,000(+15%)
EPS CHANGE (%): FY25|26|27: -0.5|1.8|1.8

- Growth momentum maintained for volumes, driven by high volatility in commodity prices.
- Slight sequential dip in premium turnover resulting in marginal decline in revenue QoQ.
- Futures ADTO declined sequentially to INR275b, while options ADTO increased sequentially to INR2.2t.
- Increase in cost-to-income ratio driven by growth in other expenses.

Quarterly Performance

	FY24				FY25				INRM	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Sales	1,458	1,651	1,915	1,811	2,344	2,856	3,014	2,970	6,835	11,184
YoY Gr. (%)	34.0	29.6	33.4	35.4	60.8	73.0	57.4	64.0	33.1	63.6
Staff Costs	253	274	290	307	321	327	332	334	1,123	1,314
Other expenses	1,098	1,664	1,822	484	697	735	750	807	5,069	2,989
EBITDA	107	-287	-197	1,020	1,326	1,794	1,931	1,829	643	6,880
Depreciation	43	66	113	138	134	140	146	148	359	569
EBIT	64	-353	-310	882	1,191	1,654	1,785	1,681	283	6,312
Margins (%)	4.4	-21.4	-16.2	48.7	50.8	57.9	59.2	56.6	4.1	56.4
Interest Costs	1	1	1	1	1	1	2	1	3	4
Other Income	204	189	177	183	188	252	230	240	754	911
PBT bef. Exceptional items	267	-164	-133	1,065	1,379	1,906	2,013	1,920	1,035	7,218
Tax	58	16	-91	205	273	374	418	378	189	1,444
Rate (%)	21.6	-9.9	68.3	19.3	19.8	19.6	20.8	19.7	18.2	20.0
Profit from associate	-13	-10	-11	19	4	4	5	6	-15	19
PAT	197	-191	-54	878	1,109	1,536	1,600	1,548	831	5,794

CDSL

Neutral

CMP INR1,198 | TP: INR1,300 (+9%)
EPS CHANGE (%): FY25|26: -8.0|-11.5|-13.1

- Transaction revenues to be hit by weak cash volumes.
- IPO-linked revenues to be weak due to sluggish primary market.
- KYC revenues to be hit as demat account additions slowed down.
- Lower revenues to translate into weak profitability.

Quarterly Performance

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue from Operations	1,497	2,073	2,145	2,408	2,574	3,223	2,781	2,405	8,122	10,983
Change YoY (%)	6.8	39.2	51.9	93.0	72.0	55.4	29.7	-0.1	46.3	35.2
Employee expenses	226	224	237	276	267	314	323	330	963	1,234
Other Expenses	464	555	593	653	762	910	852	868	2,265	3,392
Total Operating Expenses	690	779	830	929	1,029	1,225	1,175	1,197	3,229	4,626
Change YoY (%)	7	39	48	68	49	57	41	29	39.3	43
EBITDA	807	1,294	1,314	1,479	1,544	1,998	1,606	1,208	4,894	6,357
Other Income	242	228	215	266	295	362	200	182	950	1,039
Depreciation	58	65	69	80	98	119	130	131	272	478
PBT	990	1,457	1,460	1,665	1,741	2,241	1,677	1,259	5,572	6,918
Change YoY (%)	28	33	46	100	76	54	15	-24	50.7	24
Tax Provisions	242	358	375	390	405	627	386	355	1,365	1,773
P&L from associate	-11	-9	-10	20	5	6	7	6	-11	24
Net Profit	737	1,090	1,075	1,294	1,342	1,620	1,298	910	4,197	5,169
Change YoY (%)	28	35	44	105	82	49	21	-30	52.0	23

CAMS

Buy

CMP INR3,670 | TP: INR4,500 (+23%)

EPS CHANGE (%): FY25|26|27: -7.5|-9.0|-12.6

- AUM to dip, led by MTM hit on MFs and weak net flows.
- Non-MF business revenue traction to remain strong
- With high share of fixed costs, profitability to dip QoQ.
- Outlook on non-MF business growth and yields on MF business would be vital.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	2,613	2,751	2,897	3,105	3,314	3,652	3,697	3,345	11,365	14,008
Change YoY (%)	10.4	13.5	18.9	24.6	26.8	32.7	27.6	7.7	16.9	23.3
Employee expenses	950	977	997	1,048	1,130	1,186	1,197	1,214	3,972	4,726
Total Operating Expenses	1,512	1,530	1,603	1,671	1,816	1,950	1,969	1,985	6,316	7,720
Change YoY (%)	9.0	12.2	18.4	19.2	20.1	27.5	22.8	18.8	14.7	22.2
EBITDA	1,101	1,221	1,294	1,433	1,498	1,702	1,728	1,360	5,049	6,289
Other Income	97	96	99	114	117	126	149	165	406	557
Depreciation	165	174	185	181	170	184	195	198	705	746
Finance Cost	20	20	21	21	21	22	21	21	82	85
PBT	1,012	1,124	1,187	1,346	1,424	1,622	1,661	1,307	4,668	6,015
Change YoY (%)	16.4	15.9	21.4	36.6	40.7	44.4	39.9	-2.9	22.8	28.8
Tax Provisions	255	286	302	316	354	414	420	327	1,159	1,516
Net Profit	757	838	885	1,030	1,070	1,208	1,241	980	3,510	4,499
Change YoY (%)	17.1	16.2	20.3	38.5	41.3	44.2	40.2	-4.8	23.3	28.2

Kfintech

Neutral

CMP INR1,033 | TP: INR1,200 (16%)

EPS CHANGE (%): FY25|26|27: -7|-13.2|-11.4

- MF segment revenue to be hit by lower AUM owing to MTM hits
- Issuer solution business to hold strong and offset the impact of MF business
- Margins likely to be under pressure, led by operating deleverage
- Commentary on international business deal wins will be keenly watched

Quarterly Performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from Operations	1,815	2,090	2,187	2,283	2,376	2,805	2,900	2,781	8,375	10,862
Change YoY (%)	7.6	16.0	16.3	24.7	30.9	34.2	32.6	21.8	16.3	29.7
Employee expenses	756	760	831	850	958	1,018	1,040	1,044	3,197	4,060
Operating expenses										
Other Expenses	355	393	377	387	421	522	555	560	1,513	2,057
Total Operating Expenses	1,111	1,153	1,208	1,237	1,379	1,539	1,595	1,604	4,709	6,117
Change YoY (%)	4.6	5.7	12.5	24.6	24.1	33.5	32.0	29.6		
EBITDA	704	937	979	1,046	997	1,265	1,306	1,177	3,666	4,745
Other Income	53	63	64	66	81	105	91	105	247	382
Depreciation	124	126	134	146	148	165	164	170	530	647
Finance Cost	29	32	12	11	12	11	11	12	84	46
PBT	604	842	898	955	918	1,195	1,221	1,100	3,298	4,434
Change YoY (%)	18.0	41.5	25.5	25.5	52.1	41.9	36.0	15.2	27.7	34.4
Tax Provisions	165	223	226	199	237	301	319	259	813	1,117
Net Profit	434	614	668	745	681	893	902	841	2,461	3,316
Change YoY (%)	15.9	28.1	25.2	30.6	56.9	45.5	34.9	12.9	25.7	34.8

HDFC Life

Buy

CMP: INR693 | TP: INR840 (21%)

VNB CHANGE (%): FY25|26|27: -1|-1.4|-1.4

- APE growth to moderate, led by weakness in credit life and benign ULIPs
- VNB growth/VNB margin to improve, led by product mix and full benefits of IRR changes
- Solvency to improve led by INR10b debt raise
- Counter share at HDFC Bank and guidance for FY26 will be key monitorables.

Quarterly Performance

Policy holder's A/c (INR b)	FY24				FY25				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
First year premium	18.5	25.7	26.8	40.1	23.6	32.5	29.7	44.5	111.1	130.3
Growth (%)	8.4%	5.9%	-1.7%	-10.1%	27.4%	26.8%	10.8%	10.8%	-1.9%	17.3%
Renewal premium	58.0	78.4	84.0	114.1	64.1	88.3	93.8	130.9	334.5	377.1
Growth (%)	13.8%	13.5%	16.8%	23.3%	10.5%	12.7%	11.7%	14.8%	17.6%	12.8%
Single premium	40.2	45.4	44.5	55.2	40.4	48.4	49.3	68.7	185.2	206.9
Growth (%)	24.0%	14.7%	-4.6%	-6.6%	0.6%	6.8%	10.8%	24.5%	4.3%	11.7%
Gross premium inc.	116.7	149.4	155.3	209.4	128.1	169.3	172.8	244.1	630.8	714.3
Growth (%)	16.2%	12.5%	6.5%	6.7%	9.7%	13.3%	11.3%	16.6%	9.6%	13.2%
Surplus/(Deficit)	2.1	2.3	0.6	2.7	5.6	5.1	-1.9	1.3	7.8	10.1
Growth (%)	0.9%	-7.2%	-81.4%	-52.3%	165.7%	122.6%	-415.7%	-50.8%	-43%	30.8%
PAT	4.2	3.8	3.7	4.1	4.8	4.3	4.1	5.6	15.7	18.9
Growth (%)	15.4%	15.5%	15.8%	14.6%	15.0%	14.9%	13.7%	36.1%	15.3%	20.2%
Key metrics (INRb)										
New business APE	23.3	30.5	31.9	47.3	28.7	38.6	35.7	51.9	129.6	154.8
Growth (%)	12.8	6.8	-2.1	-8.4	23.1	26.7	11.8	9.7	-1.0%	19.4%
VNB	6.1	8.0	8.6	12.3	7.2	9.4	9.3	13.6	35.0	39.5
Growth (%)	17.8	4.0	-2.2	-18.3	17.7	17.1	8.6	-43.3	-4.7%	12.8%
AUM (INR b)	2,533	2,649	2,797	2,922	3,102	3,249	3,287	3,631	2,922	3,631
Growth (%)	18.7	17.8	19.6	22.4	22.5	22.7	17.5	24.2	22.4%	24.2%
Key Ratios (%)										
VNB Margins (%)	26.2	26.2	26.8	26.1	25.1	24.3	26.1	26.2	26.3	25.5

ICICI Prudential Life

Buy

CMP: INR569 | TP: INR700 (23%)

VNB CHANGE (%): FY25|26|27: -7.4|-7.4|-7.3

- APE likely to be flat in 4QFY25 on a high base of 4QFY24.
- VNB margins likely to be muted owing to high share of ULIPs and lower growth.
- Share of linked products to remain elevated on the back of group savings.
- Future product mix trends and guidance on growth will be vital.

Quarterly Performance

Policy holder's A/c (INR b)	FY24				FY25				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
First year premium	10.2	15.3	15.3	29.5	15.2	20.6	18.2	31.7	70.3	85.7
Growth (%)	-1.5%	5.9%	11.3%	11.9%	48.8%	34.6%	19.0%	7.6%	8.3%	21.9%
Renewal premium	41.6	58.9	60.8	84.3	43.3	69.9	60.9	94.8	245.6	268.9
Growth (%)	6.8%	4.4%	5.7%	16.6%	4.3%	18.6%	0.2%	12.5%	9.0%	9.5%
Single premium	21.9	30.1	26.7	37.8	24.3	30.3	47.5	35.9	116.5	137.9
Growth (%)	-5.9%	7.0%	0.9%	20.7%	10.6%	0.9%	77.6%	-5.0%	6.7%	18.4%
Gross premium income	73.7	104.3	102.8	151.5	82.8	120.8	126.6	162.4	432.4	492.5
Growth (%)	1.5%	5.4%	5.2%	16.6%	12.3%	15.8%	23.1%	7.2%	8.3%	13.9%
PAT	2.1	2.4	2.3	1.7	2.3	2.5	3.2	2.9	8.5	10.9
Growth (%)	32.9%	22.4%	3.1%	-26.0%	8.9%	3.1%	42.8%	67.4%	5.1%	28.2%
Key metrics (INRb)										
New Business APE	14.6	20.6	19.1	36.2	19.6	25.0	24.4	36.5	90.5	105.5
Growth (%)	-3.9%	3.2%	4.7%	9.6%	34.4%	21.4%	27.8%	0.8%	4.7%	16.6%
VNB	4.4	5.8	4.4	7.8	4.7	5.9	5.2	8.0	22.3	23.7
Growth (%)	-7.0%	-7.1%	-29.4%	-26.4%	7.8%	1.6%	18.6%	3.0%	-19.5%	6.6%
AUM	2,664	2,719	2,867	2,942	3,089	3,205	3,104	3,512	2,942	3,512
Growth (%)	15.8%	11.3%	13.8%	17.1%	15.9%	17.9%	8.3%	19.4%	1036.3%	19.4%
Key Ratios (%)										
VNB Margins (%)	30.0	28.0	22.9	21.5	24.0	23.4	21.2	21.9	24.6	22.5

Max Financial

Neutral

CMP: INR1,142 | TP: INR1200 (+5%)

VNB CHANGE (%): FY25|26|27: -1.4|-3.4|-3.4

- Strongest APE growth expected among our coverage names, led by agency channel.
- ULIP share likely to be stable QoQ but higher YoY.
- VNB margins to see benefits of scale as the company does proportionate cost allocation.
- Outlook on reverse merger with Max Fin will be keenly watched.

Quarterly Performance

Policy holder's A/c (INR b)	FY24				FY25				in INRm	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
First year premium	9.9	15.3	17.6	25.4	12.6	20.5	20.4	29.2	68.9	82.7
Growth (%)	8.0%	37.7%	20.7%	5.3%	27.1%	33.6%	16.1%	15.1%	16.8%	20.1%
Renewal premium	30.1	42.0	46.1	66.8	33.2	47.2	52.2	75.3	185.1	208.0
Growth (%)	15.1%	7.5%	14.6%	14.6%	10.3%	12.4%	13.3%	12.7%	13.0%	12.4%
Single premium	8.7	8.9	9.3	15.2	8.2	9.7	9.6	13.7	41.3	41.1
Growth (%)	52.8%	14.2%	15.5%	66.5%	-5.7%	8.4%	3.0%	-9.8%	35.1%	-0.7%
Gross premium income	48.7	66.3	73.0	107.4	54.0	77.4	82.2	118.2	295.3	331.8
Growth (%)	18.7%	14.2%	16.1%	17.3%	10.8%	16.8%	12.7%	10.1%	16.5%	12.4%
PAT	1.0	1.6	1.5	-0.5	1.6	1.4	0.7	1.7	3.6	5.3
Growth (%)	13.2%	196.2%	-34.9%	-186.4%	51.4%	-11.2%	-53.8%	-429.2%	-17.8%	48.2%
Key metrics (INRb)										
New Business APE	11.1	16.5	18.0	28.7	14.5	21.7	21.1	30.4	72.5	87.7
Growth (%)	10.3%	38.8%	18.9%	13.2%	30.5%	31.3%	17.4%	5.8%	16.9%	20.9%
VNB	2.5	4.2	4.9	8.2	2.5	5.1	4.9	7.9	19.7	20.4
Growth (%)	16.0%	11.5%	-17.5%	6.6%	2.8%	23.1%	0.0%	-4.3%	1.2%	3.4%
AUM	1,291.3	1,341.6	1,426.2	1,508.4	1,611.5	1,701.4	1,717.1	1,718.9	1,508.4	1,718.9
Growth (%)	20.5%	18.4%	20.5%	22.8%	24.8%	26.8%	20.4%	14.0%	22.8%	14.0%
Key Ratios (%)										
VNB Margins (%)	22.2	25.2	27.2	28.6	17.5	23.6	23.2	25.8	41.2	23.3

SBI Life

Buy

CMP: INR1,545 | TP: INR1,900 (+23%)

VNB CHANGE (%): FY25|26|27: -2.3|-1.6|-1.6

- APE likely to be flat owing to pressure on credit life business.
- ULIP share likely to decline QoQ owing to weak market sentiment.
- VNB margins likely to improve QoQ due to product mix.
- Outlook on growth in banca channel particularly SBI will be critical.

Quarterly Performance

Policy holder's A/c (INRb)	FY24				FY25				in INRm	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
First year premium	26.4	46.3	56.8	45.3	31.5	49.2	64.5	48.3	174.8	193.5
Growth (%)	3%	33%	12%	11%	19%	6%	14%	7%	15%	11%
Renewal premium	73.5	101.2	127.2	130.0	85.4	117.2	144.7	147.1	431.9	494.4
Growth (%)	28%	11%	17%	9%	16%	16%	14%	13%	14%	14%
Single premium	35.7	54.2	40.6	77.1	38.9	37.8	40.8	57.9	207.6	175.4
Growth (%)	18%	35%	21%	93%	9%	-30%	0%	-25%	44%	-16%
Gross premium income	135.6	201.8	224.6	252.4	155.7	204.1	250.0	253.4	814.3	863.2
Growth (%)	19%	21%	16%	26%	15%	1%	11%	0%	21%	6%
PAT	3.8	3.8	3.2	8.1	5.2	5.3	5.5	8.6	18.9	24.6
Growth (%)	45%	1%	6%	4%	36%	39%	71%	7%	10%	30%
Key metrics (INRb)										
New Business APE	30.3	52.3	61.3	53.3	36.4	53.9	69.4	53.1	197.5	212.8
Growth (%)	4%	33%	13%	17%	20%	3%	13%	0%	17%	8%
VNB	8.7	14.9	16.8	15.1	9.7	14.5	18.7	14.6	55.5	57.5
Growth (%)	-1%	20%	11%	5%	11%	-3%	11%	-4%	9%	4%
AUM	3,283	3,452	3,714	3,889	4,148	4,390	4,417	4,603	3,889	4,603
Growth (%)	25%	22%	24%	27%	26%	27%	19%	18%	27%	18%
Key Ratios (%)										
VNB margins (%)	28.8	28.5	27.4	28.3	26.8	26.9	26.9	27.4	28.1	27.0

LIC Buy

CMP: INR798 | TP: INR1,050 (+32%)
VNB CHANGE (%): FY25|26|27: -4.7|-7.4|-7.4

- APE to see a sharp decline, led by commission alteration for agents since Oct'24.
- Share of non-par to inch up, led by full benefits of non-par product launches in 1HFY25.
- VNB margins to improve on the back of favorable product mix and scale.
- Growth outlook and acquisition of a health insurance company key watch areas.

Quarterly Performance

Policy holder's A/c	FY24				FY25E				FY24	(INRb) FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
First year premium	68	100	84	138	75	112	73	108	390	368
Growth (%)	-8%	9%	-13%	8%	10%	12%	-14%	-22%	0%	-6%
Renewal premium	536	596	624	774	564	619	646	829	2,531	2,658
Growth (%)	7%	6%	4%	2%	5%	4%	3%	7%	4%	5%
Single premium	381	378	464	614	500	469	351	549	1,836	1,870
Growth (%)	-7%	-43%	10%	42%	31%	24%	-24%	-10%	-5%	2%
Net premium income	984	1,074	1,170	1,523	1,138	1,199	1,069	1,483	4,751	4,889
Growth (%)	0%	-19%	5%	16%	16%	12%	-9%	-3%	0%	3%
PAT	95	79	94	138	105	76	111	148	405	439
Growth (%)	NM	NM	49%	2%	10%	-4%	17%	7%	11%	8%
Key metrics (INRb)										
New business APE	95	131	132	212	116	165	100	175	570	555
Growth (%)	-7%	-12%	7%	11%	21%	26%	-24%	-17%	1%	-3%
VNB	13	20	26	36	16	29	19	35	96	100
Growth (%)	-6%	-12%	46%	-2%	23%	47%	-27%	-4%	4%	4%
AUM (INRt)	46	47	50	51	54	55	55	62	51	62
Growth (%)	12%	10%	12%	16%	16%	17%	10%	21%	16%	21%
Key Ratios (%)										
VNB Margins (%)	13.7	15.3	20.0	17.2	13.9	17.9	19.4	20.1	16.8	18.0

ICICI Lombard Buy

CMP INR1,794 | TP: INR2,100 (+17%)
EPS CHANGE (%) FY25|26|27: -2.3|-1.8|-3.2

- NEP growth likely to be moderate, led by 1/n accounting and weak auto sales.
- Market share in auto segment continues to improve.
- Loss ratios expected to improve sequentially, led by seasonal trends.
- Combined ratio to be elevated due to 1/n accounting.

Quarterly Performance

Y/E March	FY24				FY25				FY24	(INR b) FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net earned premium	38.9	43.1	43.0	43.7	45.0	50.3	50.5	45.5	168.7	191.3
Total Income	45.4	50.5	50.0	51.6	53.5	58.5	58.8	54.3	197.5	225.1
Change YoY (%)	14.1	12.2	14.7	-1.8	17.9	15.9	17.6	5.1	9.2	14.0
Incurred claims	28.8	30.5	30.1	30.0	33.3	35.9	33.2	31.3	119.4	133.8
Net commission	5.6	7.4	8.5	9.5	8.0	8.4	11.6	9.6	30.9	37.7
Total Operating Expenses	42.1	44.5	45.9	46.0	48.5	51.9	52.0	48.6	178.5	200.9
Change YoY (%)	14.9	11.6	12.3	15.7	15.3	16.5	13.3	5.6	13.6	12.6
Underwriting profit	-3.2	-1.5	-2.8	-2.3	-3.5	-1.6	-1.5	-3.0	-9.8	-9.6
Rep Net Profit	3.9	5.8	4.3	5.2	5.8	6.9	7.2	5.8	20.5	25.7
Claims ratio	74.1	70.7	70.0	68.6	74.0	71.4	65.8	68.8	70.8	69.9
Commission ratio	12.5	17.4	18.0	19.9	15.0	17.5	22.9	19.2	17.0	18.6
Expense ratio	17.2	15.8	15.5	13.7	13.3	15.6	14.0	15.4	15.5	14.5
Combined ratio	103.8	103.9	103.6	102.2	102.3	104.5	102.7	103.4	103.3	103.1
Solvency	2.53	2.59	2.57	2.62	2.56	2.65	2.36		2.9	2.9

Star Health

Buy

CMP INR345 | TP: INR470 (+36%)

EPS CHANGE (%): FY25|26|27: 0|-14|-26

- GWP impacted by 1/n; NEP growth to be healthy as fresh business momentum picks up
- Market share trajectory is weak as other SAHIs outpace Star
- Loss ratio to improve QoQ owing to seasonal trends but remain high YoY.
- Future guidance on growth and combined ratio will be critical.

Quarterly Performance

Y/E March

(INR b)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net earned premium	30.4	32.1	32.9	34.0	35.2	37.0	38.0	38.2	129.4	148.4
Investment Income	1.5	1.5	1.6	1.8	1.7	2.1	2.0	2.3	6.4	8.1
Total Income	31.9	33.6	34.6	35.8	36.9	39.1	40.0	40.4	135.8	156.5
Change YoY (%)	13.6	15.0	15.9	17.1	15.7	16.6	15.8	13.1	15.4	15.3
Incurred claims	19.9	22.0	22.3	21.8	23.8	27.0	27.1	26.0	86.0	103.9
Total Operating Expenses	29.0	32.8	31.8	34.9	33.8	39.0	38.5	40.3	128.5	151.6
Change YoY (%)	14.5	17.0	16.0	17.1	16.6	18.7	21.1	15.5	-97.9	18.0
Underwriting profit	1.5	-0.8	1.1	-0.9	1.4	-1.9	-0.5	-2.1	0.9	-3.1
Net Profit	2.9	1.3	2.9	1.4	3.2	1.1	2.2	1.2	8.5	7.7
Change YoY (%)	35.0	34.6	37.6	39.8	10.8	-11.2	-25.7	-13.6		
Claims ratio	65.4	68.7	67.7	64.1	67.6	72.8	71.4	68.1	66.5	70.0
Commission ratio	13.1	13.7	11.1	14.3	13.5	13.8	14.1	14.0	13.2	13.9
Expense ratio	19.3	16.8	19.0	14.4	18.1	16.4	17.7	15.2	17.0	16.7
Combined ratio	97.8	99.2	97.8	92.8	99.2	103.0	103.3	97.3	96.7	100.6
Solvency	2.2	2.1	2.2	2.2	2.3	2.2	2.2	-	2.2	2.1

Healthcare

Company

Alembic Pharma.
Alkem Lab.
Ajanta Pharma
Apollo Hospitals
Aurobindo Pharma
Biocon
Zydus Lifesciences.
Cipla
Divi's Lab.
Dr. Reddy's Lab.
Eris Lifesciences
Gland Pharma
Glenmark Pharma.
Global Health
Granules India
GSK Pharma.
IPCA Lab.
Laurus Labs
Lupin
Mankind Pharma
Max Healthcare
Piramal Pharma
Sun Pharma.
Torrent Pharma.

Operational performance slowing

Strong growth in chronic therapies offset by moderate growth in acute/US

We expect aggregate sales growth of 11.2% YoY to INR815b for our pharma coverage universe in 4QFY25. This will be the fourth consecutive quarter of average ~10.5% YoY growth after robust 19% YoY growth in FY24. For FY25, our pharma universe is expected to see a moderation in the overall growth rate YoY. EBITDA is expected to grow at a higher rate than revenue at 16.5% YoY to INR198b on an aggregate basis, led by superior broad-based execution and partly due to the low base of past year. The domestic formulation (DF) segment continues to be driven by higher off-take of chronic medicines, partly offset by weak consumption of medicines in acute therapies. While US growth is likely to be soft in 4Q, the segment is benefited by favorable currency movement. PAT is expected to grow at a lower rate of 10% YoY to INR120b. For hospital companies under our coverage, we expect revenue/EBITDA/PAT to grow 14%/21%/28% YoY on an aggregate basis in 4Q.

DF: Chronic outperformer; unfavorable seasonality dents acute therapy growth

Coverage companies outperforming IPM by 920bp during the quarter

Despite high-single-digit YoY growth in 4QFY24, we expect aggregate sales of the DF segment to grow 11.3% YoY to INR218b for companies under our coverage for the quarter. Persistent weakness in acute therapies is dragging down overall growth for companies on an aggregate basis. Having said this, our coverage companies are expected to deliver a better 4QFY25 than IPM, which grew 7% YoY for the quarter.

Chronic therapies remain key growth driver for our coverage companies

Therapy-wise, strong performance in Cardiac, Urology, Gastro and Neuro therapies has contributed to better growth compared to the IPM for the quarter. However, to some extent, the overall IPM growth was impacted by moderate growth in Respiratory/Anti-infective/Gynae therapies. Chronic therapies (39% of IPM) grew 9% YoY, while acute therapies grew 6% (61% of IPM) for 12M ending Feb'25.

SUNP/TRP/LPC/ZYDUSLIF to deliver robust YoY sales growth in DF

In the large cap space, we expect SUNP/TRP/LPC/ZYDUSLIF to deliver sales growth of 13%/12.7%/11.7%/12% YoY, aided by superior performance in chronic therapies. We estimate ERIS to deliver 38% YoY growth in DF sales, largely due to the integration of acquired brands. We expect GLXO/ALPM to post modest YoY growth of 4.9%/3.8% for 4QFY25.

US generics: Company-specific niche products to drive overall growth YoY

For our coverage companies, we expect 6.7% YoY growth in US sales to USD2.4b for the quarter. With base effects catching up and the lack of potential launches, we expect US sales growth to remain moderate for the second consecutive quarter. Among companies, we expect LPC/ZYDUSLIF to deliver 15.6%/16.1% YoY growth in US sales for the quarter, driven by increased traction in niche products. ARBP is expected to record moderate 5.4% YoY growth in US sales as it gradually scales up

production at Eugua III. However, SUNP/GNP are expected to deliver 2.3%/3.2% YoY contraction in US sales for the quarter due to the lack of potential launches.

Favorable regulatory outcome in 4QFY25

During the quarter, **10 facilities were inspected by the USFDA for our coverage companies. At the industry level, total approvals were stable QoQ at 165.** There were 54 approvals for companies under our coverage, in line with the two-year average of 53 approvals.

Hospitals: Increased number of treatments to drive 4QFY25 performance

For hospital companies under our coverage, we expect 13.3% revenue growth to INR85.5b for 4QFY25. The overall performance is expected to be driven by an increase in the number of operational beds to 15,682 in 4QFY25 from 14,000 in 4QFY24. We expect EBITDA/PAT growth of 21%/28% YoY on an aggregate basis.

The overall occupancy is expected to grow ~200bp YoY. Interestingly, average realization per occupied bed (ARPOB) is expected to contract in mid-single digits on an aggregate basis due to bed additions in Tier II/III areas, where ARPOB is low. However, bed additions across hospitals, improved Healthco profitability for APHS, and better case mix/payor mix should maintain growth momentum in EBITDA/earnings of hospital companies under our coverage.

Hospitals under our coverage are progressing with bed additions through both organic/inorganic routes. MAXHEALT had plans to add ~128 beds at its Lucknow facility in 4QFY25. APHS plans to add 1,740 beds in FY26 after the refurbishment of the acquired hospitals in Pune/Gurgaon. Medanta recently signed an MoU to build a 500-bed hospital in Guwahati, Assam, this quarter.

We expect APHS to deliver 8.7%/20%/38.5% YoY growth in sales/EBITDA/PAT for 4QFY25. MEDANTA is expected to deliver moderate performance with sales/EBITDA/PAT growth of 12.4%/12%/17.8% YoY. MAXHEALT is also expected to deliver stable performance, with sales/EBITDA/PAT growth of 26%/28%/25% YoY.

LPC/SUNP/IPCA/Laurus to outperform in the healthcare pack at operational level

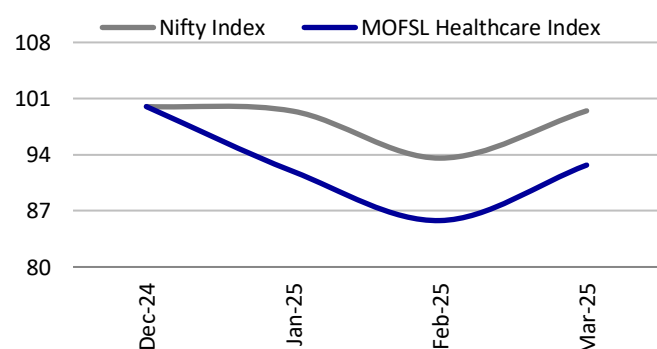
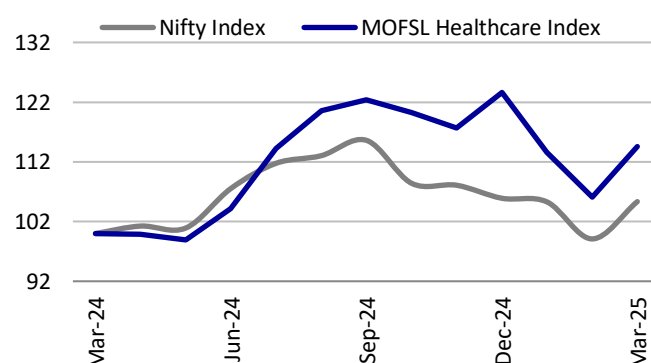
- In 4QFY25, we expect LPC/Laurus to deliver 46%/82% earnings growth YoY, driven by strong traction in the DF/US business (LPC) and strong operating leverage for Laurus. We expect SUNP/IPCA to deliver 23%/26% YoY EBITDA growth for the quarter. However, a higher tax rate and lower other income may reduce earnings growth to 7.6% YoY for SUNP and minority interest is expected to lower earnings growth to 3.3% YoY for IPCA.
- Steady traction in g-Revlimid should drive 33.5%/24% YoY growth in EBITDA for Cipla/DRRD.
- We expect APHS/MAXHEALTH/Dr Agarwal/Medanta to register earnings growth of 39%/25%/23%/18% due to: a) improving profitability of Healthco (APHS), b) scale of acquired assets (MAXHEALTH), c) addition of centers/superior execution (Dr. Agarwal), and d) the revival of Lucknow/scale-up of Patna hospitals (MEDANTA).

- During the quarter, we have lowered our estimates for PIRPHARMA by 7% for FY25 and DRRD by 7% for FY26. We have reduced our earnings estimates by 4%/3%/3% for FY25/FY26/FY27 for GLAND/BIOS.
- **Top Ideas:** Sun Pharma (global specialty/brand focused), Mankind Pharma (differentiated portfolio/superior execution), Max Healthcare (on profitable growth path), and IPCA (recovery in the US and turnaround of Unichem).

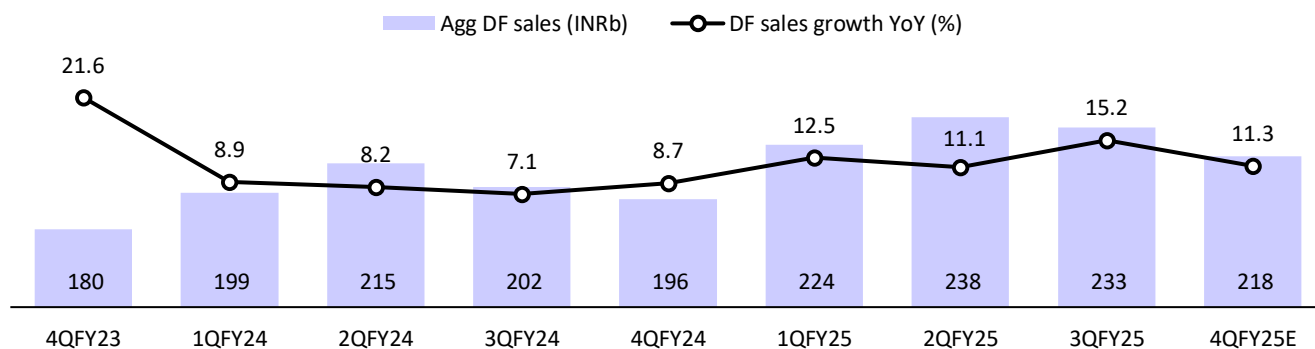
Exhibit 1: Summary of quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Ajanta Pharma	2616	Buy	11,140	5.7	-2.8	2,906	4.4	-9.4	2,000	6.1	-8.9
Alembic Pharma	898	Neutral	16,368	7.9	-3.3	2,313	-11.1	-11.1	1,140	-36.3	-17.7
Alkem Lab	4834	Neutral	31,390	6.9	-7.0	4,581	14.0	-39.7	3,638	19.7	-41.9
Apollo Hospitals	6630	Buy	53,753	8.7	-2.7	7,689	20.0	1.0	3,516	38.5	-5.6
Aurobindo Pharma	1135	Neutral	81,947	8.1	2.7	18,128	7.5	11.4	10,241	1.4	16.7
Biocon	339	Buy	40,793	4.1	6.7	8,479	-7.4	7.9	1,214	-14.7	176.3
Cipla	1445	Neutral	69,078	12.1	-2.3	17,570	33.5	-11.7	11,759	35.3	-13.8
Divis Labs	5549	Neutral	24,529	6.5	5.8	7,704	5.4	3.7	5,242	-2.3	-9.8
Dr Agarwals Health.	453	Buy	4,512	29.3	4.8	1,342	25.4	22.4	475	22.5	153.6
Dr Reddy's Labs	1152	Neutral	82,777	16.9	0.6	21,903	24.0	0.8	11,817	-2.5	-10.4
Eris Lifescience	1391	Neutral	7,613	38.2	4.7	2,735	61.0	9.3	1,121	37.4	34.0
Gland Pharma	1555	Buy	14,709	-4.3	6.3	2,961	-17.5	-17.8	1,875	-2.2	-8.4
Glenmark Pharma	1509	Buy	33,273	8.6	-1.8	5,917	17.3	-1.4	3,503	108.6	0.7
Global Health	1231	Buy	9,091	12.4	-3.6	2,141	12.0	-11.2	1,500	17.8	2.6
Granules India	483	Buy	11,322	-3.7	-0.5	2,523	-1.3	9.6	1,240	-4.4	5.4
GSK Pharma	2793	Neutral	9,719	4.5	2.4	2,790	8.4	-1.4	2,176	13.3	-1.5
IPCA Labs.	1393	Buy	21,798	7.2	-2.9	4,053	25.9	-12.5	2,024	3.3	-18.4
Laurus Labs	598	Buy	15,179	5.4	7.3	3,554	47.2	24.6	1,377	82.1	49.2
Lupin	1956	Neutral	54,671	10.2	-4.0	12,442	24.8	-9.6	7,450	46.6	-12.9
Mankind Pharma	2457	Buy	30,688	25.7	-5.0	8,198	38.7	-8.3	3,649	-22.6	-15.1
Max Healthcare	1084	Buy	22,642	26.4	-0.2	6,223	26.0	0.9	4,140	24.7	4.1
Piramal Pharma	226	Buy	27,569	8.0	25.1	5,557	4.9	64.5	1,864	62.7	4,964.4
Sun Pharma	1697	Buy	1,33,926	13.4	2.6	35,999	23.2	0.7	30,161	7.6	0.4
Torrent Pharma	3182	Neutral	29,343	6.9	4.5	9,692	9.8	6.0	4,993	11.2	-0.7
Zydus Lifesciences	878	Neutral	60,676	9.6	15.2	18,156	11.7	39.7	11,899	1.3	25.3
Healthcare			8,98,508	10.6	1.7	2,15,554	16.8	1.4	1,30,011	10.7	-1.2

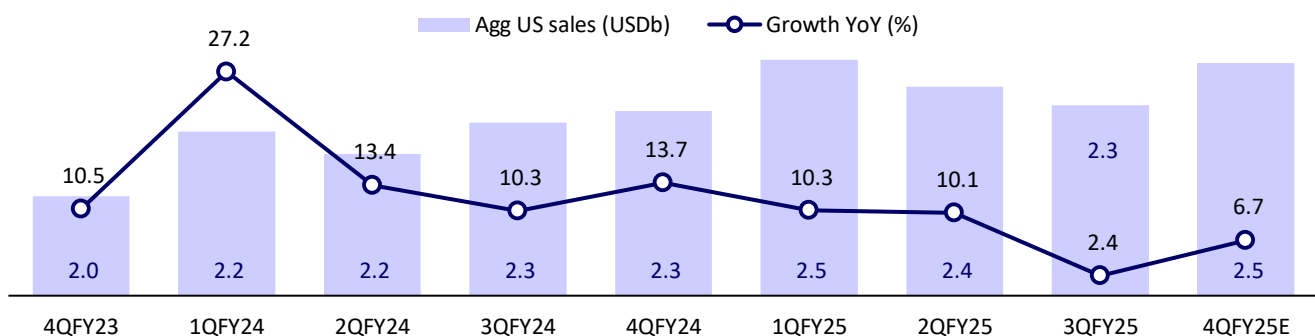
Source: Company, MOFSL

Exhibit 2: Relative performance – three months (%)

Exhibit 3: Relative performance – one year (%)


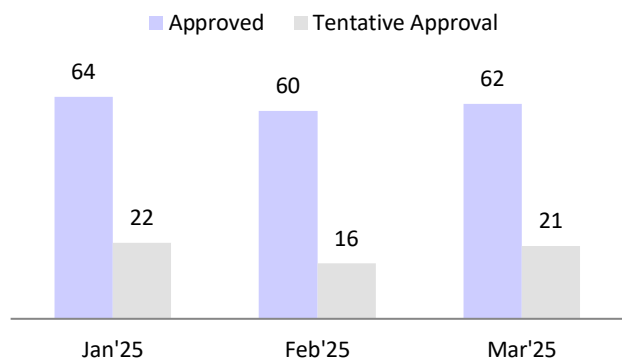
Source: Bloomberg, MOFSL

Exhibit 4: DF sales to witness 11.3% YoY growth in 4QFY25


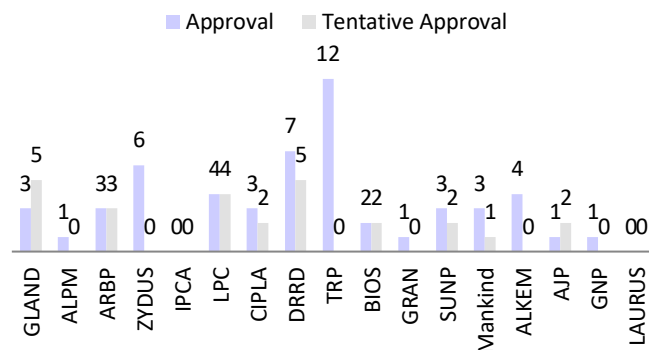
Note: Growth is ex-Mankind, Source: MOFSL, Company

Exhibit 5: US sales to grow 6.7% YoY in 4QFY25


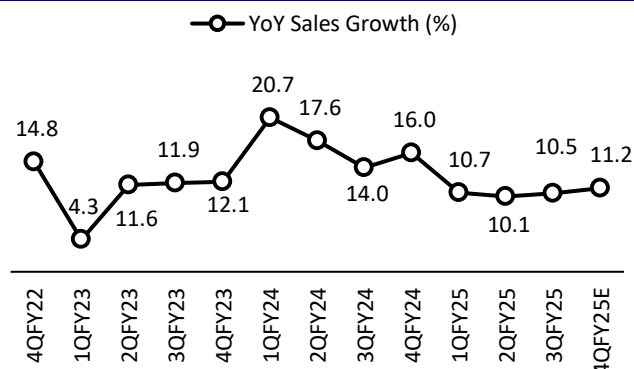
Source: MOFSL, Company

Exhibit 6: 165 approvals in 4QFY25 on an industry-wide basis


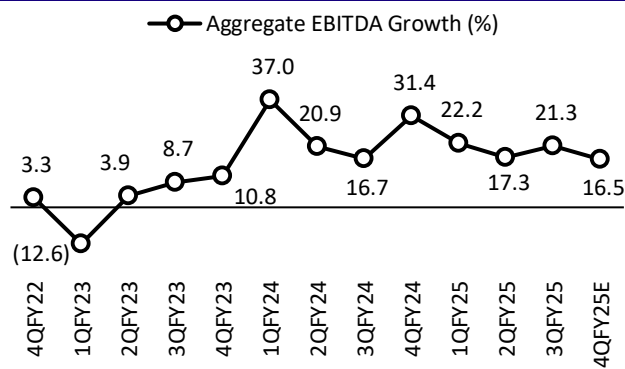
Source: MOFSL, Company

Exhibit 7: 54 ANDAs approved on an aggregate basis for our coverage universe in 4QFY25


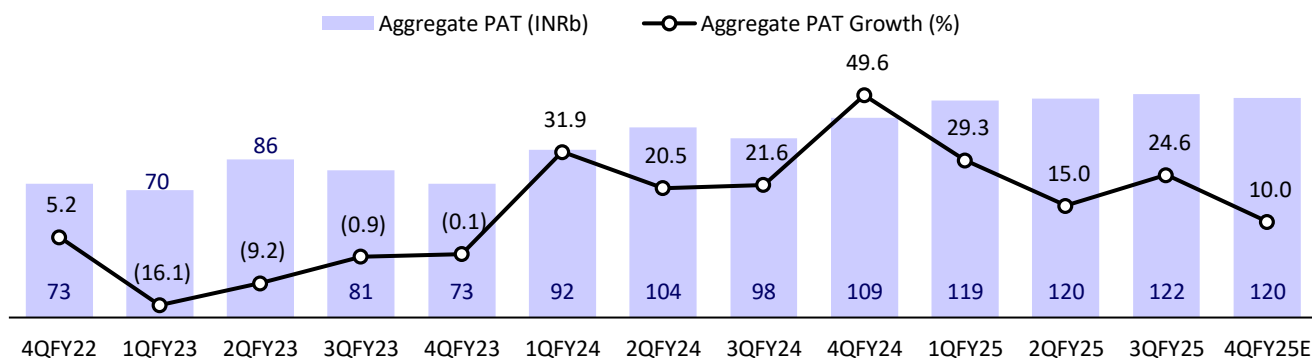
Source: MOFSL, Company

Exhibit 8: Expect sales to grow 11% YoY in 4QFY25E


Source: MOFSL, Company

Exhibit 9: EBITDA to grow 17.9% YoY in 4QFY25E


Source: MOFSL, Company

Exhibit 10: PAT to grow 10.7% YoY in 4QFY25E


Source: MOFSL, Company

Exhibit 11: USFDA inspections of our coverage companies for the quarter

Company	Inspection Date	Inspection Facility	Outcome	Observations
Aurobindo	Mar-25	API - Telangana	EIR	VAI
	Feb-25	Eugia Steriles	Form 483	5
Dr Reddy	Feb-25	API (CTO-2), Hyderabad	EIR	VAI
Zydus Lifesciences	Mar-25	API Unit 1, Ankleshwar, Gujarat	No Form 483	0
	Feb-25	API - Maharashtra	No Form 483	0
	Feb-25	Topical Manufacturing - Ahmedabad	No Form 483	0
Cipla	Feb-25	Somerset, New Jersey	No Form 483	0
	Jan-25	Pithampur Unit 1	EIR	VAI
Alembic	Mar-25	Bioequivalence facility, Vadodara	Form 483	1
Alkem	Mar-25	Bioequivalence facility, Talaja	No Form 483	0

Source: MOFSL, Company

Exhibit 12: Comparative valuation

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Healthcare						36.1	30.5	26.9	5.1	4.5	3.9	14.2	14.6	14.5
Ajanta Pharma	2,616	Buy	72.5	81.6	96.8	36.1	32.1	27.0	7.8	6.6	5.6	23.5	22.3	22.4
Alembic Pharma	898	Neutral	27.0	35.5	44.9	33.3	25.3	20.0	3.4	3.0	2.7	10.4	12.5	14.1
Alkem Lab	4,834	Neutral	186.0	198.7	224.6	26.0	24.3	21.5	4.8	4.2	3.6	19.9	18.3	18.0
Apollo Hospitals	6,630	Buy	99.6	120.3	155.9	66.6	55.1	42.5	11.1	9.3	7.6	18.8	19.0	20.4
Aurobindo Pharma	1,135	Neutral	61.8	68.9	79.1	18.4	16.5	14.4	2.0	1.8	1.6	11.5	11.5	11.8
Biocon	339	Buy	0.3	3.9	9.0	983.7	85.9	37.6	2.0	2.0	1.9	0.2	2.3	5.1
Cipla	1,445	Neutral	62.2	61.2	68.2	23.2	23.6	21.2	3.7	3.3	2.9	16.0	13.8	13.5
Divis Labs	5,549	Neutral	76.3	96.0	118.0	72.7	57.8	47.0	9.8	8.8	7.8	14.2	16.1	17.6
Dr Agarwals Health.	453	Buy	2.9	4.0	5.3	156.0	113.7	86.0	6.7	6.4	5.9	5.3	5.8	7.1
Dr Reddy's Labs	1,152	Neutral	63.0	69.1	65.6	18.3	16.7	17.6	2.9	2.5	2.2	17.2	16.2	13.4
Eris Lifescience	1,391	Neutral	26.9	39.6	54.5	51.6	35.2	25.5	6.6	5.7	4.8	13.6	17.5	20.3
Gland Pharma	1,555	Buy	42.5	55.1	66.4	36.6	28.2	23.4	2.7	2.5	2.2	7.7	9.2	10.1
Glenmark Pharma	1,509	Buy	44.6	60.7	71.1	33.9	24.9	21.2	4.7	3.9	3.3	14.8	17.1	16.9
Global Health	1,231	Buy	19.8	24.9	30.9	62.3	49.4	39.8	10.0	8.6	7.3	17.1	18.7	19.7
Granules India	483	Buy	19.5	26.5	33.4	24.7	18.2	14.5	3.2	2.7	2.3	13.7	16.2	17.3
GSK Pharma	2,793	Neutral	51.3	59.0	69.0	54.5	47.3	40.5	21.7	17.4	13.8	39.8	36.8	34.2
IPCA Labs.	1,393	Buy	34.4	45.5	56.1	40.5	30.6	24.8	5.0	4.4	3.8	13.0	15.3	16.4
Laurus Labs	598	Buy	4.9	10.4	14.6	122.8	57.3	40.9	7.4	6.7	5.9	6.2	12.3	15.3
Lupin	1,956	Neutral	71.9	79.1	85.6	27.2	24.7	22.9	5.1	4.3	3.6	20.7	18.9	17.2
Mankind Pharma	2,457	Buy	49.0	54.3	71.3	50.2	45.2	34.4	7.3	6.5	5.7	17.4	15.2	17.6
Max Healthcare	1,084	Buy	15.4	22.2	26.1	70.5	48.8	41.6	9.8	8.2	6.8	14.9	18.3	17.9
Piramal Pharma	226	Buy	0.7	2.2	4.0	320.0	101.7	56.0	3.4	3.2	3.0	1.2	3.6	6.2
Sun Pharma	1,697	Buy	49.2	59.5	66.6	34.5	28.5	25.5	5.5	4.7	4.0	17.2	17.9	17.1
Torrent Pharma	3,182	Neutral	56.9	74.9	93.8	55.9	42.5	33.9	6.7	5.6	4.6	25.8	28.5	29.7
Zydus Lifesciences	878	Neutral	44.3	48.7	43.0	19.8	18.0	20.4	3.5	3.0	2.7	19.7	17.8	13.8

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Ajanta Pharma

Buy

CMP: INR2616 | TP: INR3,160 (21%)
EPS CHANGE (%): FY25 | 26 | 27: 1.6 | 1.0 | 1.0

- Expect DF sales to grow 9.2% YoY to INR3.6b, led by healthy traction in top therapies and foray into nephro and gynaec.
- US business to expand 14% YoY, led by new launches, market share gains and flu seasonality benefit.
- Asia segment to witness a growth of 8.7% YoY, led by new launches in Philippines and Iraq.
- Africa business to witness a 10.2% YoY decline to INR1.6b, driven by a 68% decline in the institutional business.

Consol. - Quarterly perf.
(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	10,210	10,284	11,052	10,541	11,449	11,866	11,461	11,140	42,087	45,917
YoY Change (%)	7.4	9.6	13.7	19.5	12.1	15.4	3.7	5.7	12.5	9.1
EBITDA	2,813	2,907	3,217	2,783	3,604	3,368	3,208	2,906	11,719	13,086
YoY Change (%)	11.7	40.9	48.7	62.7	28.1	15.9	-0.3	4.4	38.6	11.7
Margins (%)	27.6	28.3	29.1	26.4	31.5	28.4	28.0	26.1	27.8	28.5
Depreciation	332	337	343	343	340	344	360	339	1,354	1,383
EBIT	2,482	2,570	2,874	2,441	3,264	3,024	2,849	2,567	10,365	11,704
Interest	9	23	25	15	7	60	79	62	72	209
Other Income	121	85	95	158	182	195	129	137	459	643
PBT before EO expense	2,594	2,631	2,944	2,584	3,439	3,159	2,898	2,642	10,752	12,138
Extra-Ord expense	97	128	-35	197	-217	-257	176	0	387	-298
PBT	2,691	2,759	2,909	2,780	3,221	2,902	3,074	2,642	11,139	11,840
Tax	609	806	809	753	764	738	745	643	2,978	2,889
Effective Rate (%)	22.6	29.2	27.8	27.1	23.7	25.4	24.2	24.3	26.7	24.4
Reported PAT	2,082	1,953	2,100	2,027	2,458	2,165	2,329	2,000	8,162	8,951
Adj PAT	2,007	1,862	2,125	1,884	2,624	2,356	2,196	2,000	7,878	9,175
YoY Change (%)	13.9	13.9	30.4	57.1	30.8	26.5	3.3	6.1	26.5	16.5
Margins (%)	19.4	18.0	19.1	17.6	22.6	19.5	18.9	17.7	18.5	19.7

E: MOFSL Estimates

Alembic Pharma

Neutral

CMP: INR898 | TP: INR960 (7%)
EPS CHANGE (%): FY25 | 26 | 27: (2.4) | (1.4) | (1.2)

- Expect 27% YoY growth in US sales to USD65m due to improved traction and low base of past year.
- Expect animal health to sustain growth momentum with 30.5% YoY for 4QFY25 due to strong brand recall.
- Expect DF sales to grow moderately at 3.8% YoY to INR5.2b, due to persistent pressure in acute therapies.
- Expect API business to contract 20% YoY owing to low off-take from few customers.

Quarterly perf. (Consol.)
(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	14,862	15,949	16,309	15,170	15,617	16,480	16,927	16,368	62,290	65,395
YoY Change (%)	17.7	8.1	8.1	7.9	5.1	3.3	3.8	7.9	10.2	5.0
EBITDA	1,987	2,083	2,667	2,601	2,368	2,393	2,602	2,313	9,337	9,678
YoY Change (%)	73.3	-10.5	7.2	16.5	19.2	14.9	-2.4	-11.1	14.0	3.7
Margins (%)	13.4	13.1	16.4	17.1	15.2	14.5	15.4	14.1	15.0	14.8
Depreciation	662	676	695	695	690	705	700	714	2,727	2,810
EBIT	1,325	1,407	1,973	1,906	1,678	1,688	1,902	1,599	6,611	6,869
Interest	144	157	152	109	132	188	223	223	562	766
Other Income	117	102	29	36	21	167	95	57	283	340
PBT before EO expense	1,298	1,352	1,850	1,832	1,567	1,667	1,774	1,432	6,332	6,443
Extra-Ord expense	0	0	0	0	0	-129	0	0	0	129
PBT	1,298	1,352	1,850	1,832	1,567	1,796	1,774	1,432	6,332	6,572
Tax	92	-19	41	46	225	273	401	197	160	1,095
Rate (%)	7.0	-1.4	2.2	2.5	14.4	15.2	22.6	13.7	2.5	16.7
MI & P/L of Asso. Cos.	0	-5	-1	-4	-5	-11	-11	96	-10	69
Reported PAT	1,207	1,376	1,809	1,790	1,347	1,534	1,384	1,140	6,182	5,407
Adj PAT	1,207	1,376	1,809	1,790	1,347	1,425	1,384	1,140	6,182	5,298
YoY Change (%)	160.9	-6.7	36.6	73.1	11.6	3.6	-23.5	-36.3	43.9	-14.3
Margins (%)	8.1	8.6	11.1	11.8	8.6	8.6	8.2	7.0	9.9	8.1
EPS	6	7	9	9	7	7	7.0	5.8	31.5	27.0

E: MOFSL Estimates

Alkem Labs

Neutral
CMP: INR4,873 | TP: INR5,240 (8%)
EPS CHANGE (%): FY25|26|27: 1.2|(3.0)|(2.8)

- Expect DF sales to grow 10% YoY, partly on low base of past year and healthy execution in gastro/VMNs segment. Anti-infectives/Pain continue to drag down DF growth.
- Progress on biosimilar portfolio for regulated as well as emerging markets.
- Expect US sales to grow 6% YoY to INR6.6b, led by better traction of rationalized portfolio.
- Outlook on newer investments and associated operational costs to be monitored.

Quarterly Perf.(Consolidated)

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Revenues	29.7	34.4	33.2	29.4	30.3	34.1	33.7	31.4	126.7	129.6
YoY Change (%)	15.2	11.7	9.3	1.1	2.2	-0.7	1.5	6.9	9.2	2.3
EBITDA	3.9	7.5	7.1	4.0	6.1	7.5	7.6	4.6	22.5	25.8
YoY Change (%)	42.4	64.5	18.1	13.8	56.4	0.8	7.3	14.0	33.7	14.9
Margins (%)	13.1	21.7	21.3	13.7	20.1	22.0	22.5	14.6	17.7	19.9
Depreciation	0.7	0.7	0.7	0.8	0.8	0.8	0.9	0.8	3.0	3.3
EBIT	3.2	6.7	6.4	3.2	5.3	6.7	6.7	3.8	19.5	22.5
Interest	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3	1.1	1.3
Other Income	0.7	0.6	0.9	0.9	1.2	1.3	0.9	0.7	3.1	4.2
PBT before EO Exp	3.5	7.1	7.1	3.8	6.2	7.8	7.3	4.2	21.4	25.5
PBT after EO Exp	3.5	6.5	6.5	3.7	6.2	7.8	7.3	4.2	20.2	25.5
Tax	0.7	0.3	0.5	0.6	0.7	0.8	0.9	0.7	2.1	3.1
Rate (%)	18.4	5.1	7.7	17.1	11.2	10.0	12.3	16.3	9.9	12.0
Reported PAT	2.9	6.2	5.9	2.9	5.5	6.9	6.3	3.6	18.0	22.2
Adj Net Profit	2.9	6.8	6.4	3.0	5.5	6.9	6.3	3.6	19.1	22.2
YoY Change (%)	52.3	104.1	41.3	3.4	90.1	2.0	-2.6	19.7	50.5	16.5
EPS	24	56	54	25	46	58	52	30	160	186

Apollo Hospitals

Buy
CMP: INR6630 | TP: INR8,050 (21%)
EPS CHANGE (%): FY25|26|27: (0.8)|(0.5)|(0.6)

- Sales/EBITDA expected to grow 8.7%/20% YoY to INR53.6b/INR7.7, led by an improved case mix/better Healthco performance.
- Progress on store addition/insurance product & concierge service in Apollo 24/7.
- Healthy execution across diagnostics, primary/secondary clinics to drive 7.4% YoY revenue growth in AHLL segment.
- Political issue in Bangladesh to affect international outlook.
- Update on projects at Gurugram, Hyderabad, Kolkata, Pune, and Mysore to be key monitorables.

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	44,178	48,469	48,506	49,439	50,856	55,893	55,269	53,753	1,90,592	2,15,769
YoY Change (%)	16.4	14.0	13.8	14.9	15.1	15.3	13.9	8.7	14.7	13.2
EBITDA	5,090	6,275	6,137	6,405	6,751	8,155	7,615	7,689	23,907	30,208
YoY Change (%)	3.7	11.0	21.4	31.2	32.6	30.0	24.1	20.0	16.6	26.4
Margins (%)	11.5	12.9	12.7	13.0	13.3	14.6	13.8	14.3	12.5	14.0
Depreciation	1,669	1,634	1,670	1,897	1,774	1,845	1,846	1,866	6,870	7,331
Interest	1,062	1,113	1,126	1,193	1,164	1,175	1,098	1,118	4,494	4,555
Other Income	282	222	278	281	372	382	638	442	1,063	1,834
PBT before EO expense	2,641	3,750	3,619	3,596	4,185	5,517	5,309	5,147	13,606	20,158
Extra-Ord expense/(Income)	0	-19	0	0	0	0	0	0	-19	0
PBT	2,641	3,769	3,619	3,596	4,185	5,517	5,309	5,147	13,625	20,158
Tax	966	1,300	1,089	1,098	1,145	1,617	1,568	1,556	4,455	5,886
Rate (%)	36.6	34.5	30.1	30.5	27.4	29.3	29.5	30.2	32.7	29.2
MI & Profit/Loss of Asso. Cos.	9	140	77	-40	-12	112	18	75	186	193
Reported PAT	1,666	2,329	2,453	2,538	3,052	3,788	3,723	3,516	8,984	14,079
Adj PAT	1,666	2,317	2,453	2,538	3,052	3,788	3,723	3,516	8,973	14,079
YoY Change (%)	2.6	3.0	59.8	47.1	83.2	63.5	51.8	38.5	29.6	56.9
Margins (%)	3.8	4.8	5.1	5.1	6.0	6.8	6.7	6.5	4.7	6.5
EPS	11.6	16.1	17.1	17.7	21.2	26.3	25.9	24.5	62.4	99.6

E: MOFSL Estimates

Aurobindo Pharma

Neutral

CMP: INR1135 | TP: INR1,190 (5%)

EPS CHANGE (%): FY25|26|27: 0.9|(1.8)|(4.0)

- Expect US sales to grow 5.4% YoY to USD455m, led by steady traction in base products and new launches.
- Progress on utilization of the Pen-g plant/Eugia Unit III.
- Expect EU sales growth of 24.3% YoY to INR22.8b on wider reach and deeper penetration.
- Outlook on global specialty injectables pipeline.

Quarterly Perf. (Consolidated)

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Net Sales	68.5	72.2	73.5	75.8	75.7	78.0	79.8	81.9	290.0	315.4
YoY Change (%)	9.9	25.8	14.7	17.1	10.5	8.0	8.5	8.1	16.7	8.7
EBITDA	11.5	14.0	16.0	16.9	16.9	15.7	16.3	18.1	58.4	67.0
YoY Change (%)	12.4	33.4	67.8	68.3	47.2	11.6	1.7	7.5	44.9	14.7
Margins (%)	16.8	19.4	21.8	22.3	22.4	20.1	20.4	22.1	20.1	21.3
Depreciation	3.3	4.2	4.2	3.5	4.0	3.8	4.2	4.1	15.2	16.2
EBIT	8.2	9.9	11.8	13.3	12.9	11.8	12.1	14.0	43.2	50.9
Interest	0.6	0.7	0.8	0.9	1.1	1.1	2.6	5.2	54.9	17.7
Other Income	0.8	1.9	1.2	1.4	1.2	1.4	1.2	1.1	2.9	4.5
PBT	8.1	10.7	12.7	12.4	13.3	12.1	12.0	14.3	44.0	51.6
Tax	2.4	3.2	3.2	3.2	4.1	3.9	3.5	4.0	12.1	15.5
Rate (%)	29.7	30.1	25.5	26.0	30.6	32.3	29.6	27.8	27.5	30.0
Reported PAT	5.7	7.6	9.4	9.1	9.2	8.2	8.4	10.2	31.7	36.0
Adj PAT	5.9	7.8	9.0	10.1	9.0	8.2	8.8	10.2	32.8	36.2
YoY Change (%)	0.9	17.2	87.4	96.3	51.9	5.1	-2.8	1.4	46.1	10.2
Margins (%)	8.7	10.8	12.3	13.3	11.9	10.5	11.0	12.5	11.3	11.5
EPS	10.1	13.3	15.4	17.3	15.4	14.0	15.0	17.5	56.0	61.8

Biocon

Buy

CMP: INR339 | TP: INR410 (19%)

EPS CHANGE (%): FY25|26|27: (3.9)|(3.3)|(3.0)

- Expect biologics sales to contract 3.7% YoY to INR22.6b, due to limited contribution from new launches and intense price erosion.
- Expect Syngene sales to grow 21% YoY to INR11.1b due to recovery in biotech funding/low base of past year.
- Expect the generic business to decline 6% due to pricing erosion.
- Progress on launch activities of b-ustekinumab and Adalimumab.
- Update on liraglutide opportunity for regulated market.

Quarterly performance (Consolidated)

(INRb)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	34.2	34.6	36.0	39.2	34.3	35.9	38.2	40.8	144.1	149.2
YoY Change (%)	57.9	49.2	22.5	7.4	0.3	3.7	6.0	4.1	30.0	3.6
EBITDA	7.1	7.4	5.8	9.2	6.2	6.9	7.9	8.5	29.5	29.4
YoY Change (%)	53.5	57.4	-16.3	5.1	-12.9	-7.4	36.2	-7.4	18.1	-0.2
Margins (%)	20.8	21.4	16.0	23.4	18.1	19.1	20.6	20.8	20.5	19.7
Depreciation	3.6	3.9	4.2	4.1	4.1	4.2	4.3	4.2	15.7	16.7
EBIT	3.6	3.5	1.6	5.1	2.2	2.7	3.6	4.3	13.8	12.7
Interest	2.3	2.5	2.7	2.3	2.4	2.3	2.2	2.1	9.8	8.9
Other Income	0.9	1.6	1.1	0.5	0.8	0.3	0.4	0.5	4.1	1.9
Extraordinary Income	0.0	-0.2	8.3	-0.1	10.9	0.3	-0.2	0.0	7.9	11.0
PBT	1.8	2.1	8.1	3.2	11.5	1.0	1.6	2.7	15.2	16.7
Tax	0.4	0.4	0.6	1.0	2.8	0.7	0.8	1.0	2.3	5.3
Rate (%)	19.1	19.6	6.8	30.1	24.8	71.4	47.9	38.9	15.0	32.0
Minority Interest	0.5	0.5	0.9	0.9	2.0	0.4	0.6	0.4	2.8	3.4
PAT	1.0	1.3	6.6	1.4	6.6	-0.1	0.3	1.2	10.2	7.9
Adj PAT	1.0	1.4	-1.7	1.4	-1.6	0.4	0.4	1.2	2.2	0.4
YoY Change (%)	-51.1	-16.2	-176.5	-5.0	NA	-74.7	NA	-14.7	-71.1	-80.9
Margins (%)	2.9	3.6	18.3	3.5	19.2	-0.4	0.7	3.0	7.1	5.3

Cipla

Neutral
CMP: INR1445 | TP: INR1,530 (6%)
EPS CHANGE (%): FY25|26|27: 0.8|0|0

- US sales to remain stable YoY at USD229m in 4QFY25 due to reduced off-take of lanreotide and limited new launches.
- Expect DF sales to grow 10% YoY, driven by stronger growth in cardiac/gastro/urology driving market share gain as well.
- Progress on inhalation/peptide assets for the US generic market and Semaglutide for the Indian market.
- Outlook on SAGA segment in terms of field force expansion and newer introductions.

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Revenues	63.3	66.8	66.0	61.6	66.9	70.5	70.7	69.1	257.7	277.3
YoY Change (%)	17.7	14.6	13.7	7.4	5.8	5.6	7.1	12.1	13.3	7.6
EBITDA	14.9	17.3	17.5	13.2	17.2	18.9	19.9	17.6	62.9	73.5
YoY Change (%)	30.7	24.8	24.2	12.1	14.9	8.8	13.8	33.5	23.0	16.8
Margins (%)	23.6	26.0	26.5	21.4	25.6	26.7	28.1	25.4	24.4	26.5
Depreciation	2.4	2.5	2.3	2.9	2.5	2.7	2.8	2.8	10.1	10.8
EBIT	12.5	14.9	15.1	10.3	14.7	16.1	17.1	14.7	52.8	62.7
Interest	0.2	0.3	0.3	0.2	0.2	0.2	0.1	0.1	0.9	0.6
Other Income	1.4	1.8	1.3	1.8	1.6	1.9	1.5	1.4	6.2	6.5
Profit before Tax	13.7	16.4	16.1	11.9	16.1	17.9	18.5	16.0	58.2	68.5
One-time(expense)/income	0.0	-0.4	-1.4	0.7	0.0	0.0	0.7	0.0	-1.1	0.7
PBT after EO expense	13.7	15.9	14.7	12.6	16.1	17.9	19.2	16.0	57.0	69.2
Tax	3.8	4.4	4.1	3.2	4.4	4.8	3.3	4.3	15.5	16.8
Rate (%)	27.5	26.8	25.1	27.3	27.0	27.0	18.0	26.7	26.6	24.5
Reported PAT	10.0	11.3	10.6	9.4	11.8	13.0	15.7	11.8	41.2	52.3
Adj PAT	10.0	11.7	12.0	8.7	11.8	13.0	13.6	11.8	42.4	50.2
YoY Change (%)	45.1	37.7	49.4	22.7	18.3	10.9	14.0	35.3	39.0	18.5

E: MOFSL Estimates

Dr. Agarwal health care

Buy
CMP: INR453 | TP: INR525 (16%)
EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect 31% YoY growth in revenue, led by healthy increase in cataract surgeries and partly by addition of new centres
- Improved operating leverage to drive better EBITDA growth than revenue growth for the quarter.
- Progress on scale-up of acquired centres.
- Outlook on number of facilities additions over next 12-15M

Quarterly perf. (Consol.)

Y/E March	FY24		FY25E				(INR m)	
	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	3,327	3,489	4,035	4,166	4,307	4,512	13,322	17,020
YoY Change (%)					29.5	35.6	30.9	27.8
Total Expenditure	2,437	2,418	2,998	3,096	3,211	3,170	9,699	12,476
EBITDA	890	1,070	1,037	1,070	1,096	1,342	3,623	4,544
YoY Change (%)					23.2	50.8	34.0	25.4
Margins (%)	26.7	30.7	25.7	25.7	25.4	29.7	27.2	26.7
Depreciation	426	457	555	572	582	600	1,704	2,309
EBIT	464	613	482	498	514	742	1,919	2,235
YoY Change (%)					10.7	59.7	35.1	16.5
Interest	224	274	270	284	284	136	956	973
Other Income	120	202	60	119	127	154	443	460
PBT before EO expense	360	541	272	333	358	760	1,406	1,721
Extra-Ord expense	0	0	0	0	-52	-129	0	52
PBT	360	541	272	333	409	888	1,406	1,773
Tax	134	128	89	119	128	267	455	603
Rate (%)	37.3	23.7	32.6	35.9	31.2	30.1	32.4	34.0
MI & P/L of Asso. Cos.	28	26	62	48	59	56	120	225
Reported PAT	198	387	121	165	223	564	831	945
Adj PAT	198	387	121	165	187	475	831	911
YoY Change (%)					-5.6	139.4	-11.7	9.7
Margins (%)	6.0	11.1	3.0	4.0	4.3	10.5	6.2	5.4
EPS	0.6	1.2	0.4	0.5	0.6	1.5	2.6	2.9

Divis Labs

Neutral

CMP: INR5549 | TP: INR5,980 (6%)

EPS CHANGE (%): FY25|26|: 1.2|0|0

- DIVI is expected to deliver 6.5% YoY growth in sales, led by strong traction in CS. The generics business is expected to remain in check.
- Outlook on peptide-based product pipeline for innovator customers.
- Update on adding new molecules in generic API space.
- Progress on the utilization of phase 1 of the Kakinada project.
- Update on the commercial success for Gadolinium-based products.

Quarterly Performance

Y/E March	FY24				FY25E				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	17,780	19,090	18,550	23,030	21,180	23,380	23,190	24,529	78,450	92,279
YoY Change (%)	-21.1	2.9	8.6	18.1	19.1	22.5	25.0	6.5	1.0	17.6
EBITDA	5,040	4,990	4,890	7,310	6,220	7,160	7,430	7,704	22,230	28,514
YoY Change (%)	-40.5	-19.7	19.8	48.6	23.4	43.5	51.9	5.4	-6.1	28.3
Margins (%)	28.3	26.1	26.4	31.7	29.4	30.6	32.0	31.4	28.3	30.9
Depreciation	930	950	950	950	970	990	990	1,097	3,780	4,047
EBIT	4,110	4,040	3,940	6,360	5,250	6,170	6,440	6,607	18,450	24,467
Interest	0	10	0	20	0	0	0	0	30	0
Other Income	810	750	770	770	780	770	720	775	3,100	3,045
PBT before EO Income	4,920	4,780	4,710	7,110	6,030	6,940	7,160	7,382	21,520	27,512
Forex gain /(Loss)	30	-90	180	20	10	290	100	0	140	400
PBT	4,950	4,690	4,890	7,130	6,040	7,230	7,260	7,382	21,660	27,912
Tax	1,360	1,210	1,310	1,750	1,740	2,120	1,370	2,139	5,630	7,369
Rate (%)	27.5	25.8	26.8	24.5	28.8	29.3	18.9	29.0	26.0	26.4
PAT	3,590	3,480	3,580	5,380	4,300	5,110	5,890	5,243	16,030	20,543
Adj. PAT	3,568	3,547	3,448	5,365	4,293	4,905	5,809	5,242	15,928	20,249
YoY Change (%)	-45.6	-24.4	25.9	65.7	20.3	38.3	68.5	-2.3	-7.5	27.1
Margins (%)	20.2	18.2	19.3	23.4	20.3	21.9	25.4	21.4	20.4	22.3
Adj. EPS	13.4	13.4	13.0	20.2	16.2	18.5	21.9	19.7	60.0	76.3

Dr Reddy's Labs

Neutral

CMP: INR1152 | TP: INR1,200 (+4%)

EPS CHANGE (%): FY25|26|27: (2.5)|(7.1)|(3.8)

- Expect US sales to grow 10.1% YoY to USD433m on a low base of past year and higher volume offtake.
- India revenue to grow 10.5% YoY, led by strong growth in Gastro/Derma/Vaccines and in-licensing opportunities.
- Update on the launch of b-Rituximab and Denosumab in EU.
- Progress on GLP-1 opportunities in Canada/India/EM markets and scale up of NRT business.

Quarterly Performance - IFRS

Y/E March	FY24				FY25E				(INRb)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Sales	67.4	68.8	72.1	70.8	76.7	80.2	82.3	82.8	279.2	322.0
YoY Change (%)	35.2	9.1	6.6	17.4	13.9	16.5	14.1	16.9	15.9	15.3
EBITDA	20.5	20.0	20.3	17.7	21.3	22.0	21.7	21.9	78.4	86.9
YoY Change (%)	97.8	10.7	-1.3	34.0	4.0	10.3	7.1	24.0	26.2	10.9
Margins (%)	30.3	29.0	28.1	24.9	27.7	27.5	26.4	26.5	28.1	27.0
Amortization	3.6	3.8	3.9	3.5	3.8	4.0	4.7	4.9	14.8	17.4
EBIT	16.9	16.1	16.4	14.1	17.5	18.1	17.0	17.0	63.5	69.5
Other Income	1.1	1.6	2.0	1.7	1.4	2.6	0.5	0.7	6.4	5.1
PBT before EO expenses	18.0	17.7	18.4	15.8	18.8	20.7	17.5	17.7	69.9	74.7
One-off income/(expense)	0.5	1.4	-0.1	0.2	0.0	-1.5	1.3	0.0	2.0	-0.2
Profit before Tax	18.5	19.1	18.3	16.0	18.8	19.2	18.7	17.7	71.9	74.5
Tax	4.4	4.3	4.5	2.9	4.9	5.8	4.7	4.0	16.2	19.4
Rate (%)	24.0	22.7	24.5	18.4	26.0	30.0	25.1	22.6	22.5	26.0
PAT	14.0	14.8	13.8	13.1	13.9	13.4	14.0	13.7	55.7	55.1
Adjusted PAT	13.7	13.3	13.8	12.1	13.9	13.6	13.2	11.8	52.8	52.5
YoY Change (%)	66.6	16.5	5.1	50.1	2.0	2.4	-4.3	-2.5	29.6	-0.6
Margins (%)	20.3	19.3	19.1	17.1	18.1	17.0	16.0	14.3	18.9	16.3
EPS	16.4	15.9	16.5	14.5	16.7	16.3	15.8	14.2	63.4	63.0

E: MOFSL Estimates

Eris Lifesciences

Neutral

CMP: INR1391 | TP: INR1,320 (-5%)
EPS CHANGE (%): FY25|26|27: (1.8)|(1.4)|(1.2)

- Expect 38% YoY growth in sales due to the inorganic addition of business.
- Growth prospects of Swiss parenteral business.
- Progress on launch activities related to GLP-1 products.
- Update on traction in products launched over the past 12M.

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Gross Sales	4,666	5,053	4,863	5,509	7,197	7,412	7,275	7,613	20,091	29,497
YoY Change (%)	17.1	9.7	14.9	36.8	54.2	46.7	49.6	38.2	19.2	46.8
EBITDA	1,697	1,811	1,755	1,698	2,500	2,645	2,503	2,735	6,962	10,383
Margins (%)	36.4	35.8	36.1	30.8	34.7	35.7	34.4	35.9	34.7	35.2
Depreciation	409	421	457	539	759	805	812	852	1,830	3,228
Interest	174	163	181	330	604	595	572	579	848	2,349
Other Income	10	35	42	151	16	46	42	191	238	295
PBT before EO expense	1,125	1,262	1,159	980	1,153	1,291	1,162	1,495	4,522	5,101
Extra-Ord expense	0	0	0	214	0	0	0	0	214	0
PBT	1,125	1,262	1,159	766	1,153	1,291	1,162	1,495	4,308	5,101
Tax	188	39	144	-30	259	328	292	371	342	1,250
Rate (%)	16.7	3.1	12.4	-3.9	22.5	25.4	25.2	24.8	7.9	24.5
MI & Profit/Loss of Asso. Cos.	12	11	13	-87	62	48	33	4	-51	147
Reported PAT	948	1,234	1,027	710	832	916	836	1,121	3,916	3,705
Adj PAT	948	1,234	1,027	815	832	916	836	1,121	4,021	3,705
YoY Change (%)	0.3	2.3	1.2	24.6	-12.3	-25.8	-18.6	37.4	5.2	-7.9
Margins (%)	20.3	24.4	21.1	14.8	11.6	12.4	11.5	14.7	20.0	12.6

E: MOFSL Estimates

GSK Pharma

Neutral

CMP: INR2793 | TP: INR3,030 (8%)
EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect mid-single digit YoY growth in 4QFY25 as weak offtake in acute therapies would be more than offset by higher vaccine sales.
- Watch out for measures taken to better growth outlook in acute therapies.
- Update on the launch of ovarian and endometrial cancer drugs.
- Update on the addition of MRs to expand reach/enhance product offerings.

Qtr Perf. (Consol.)

Y/E March	FY24				FY25E				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	7,617	9,570	8,053	9,298	8,147	10,107	9,494	9,719	34,537	37,467
YoY Change (%)	2.2	4.4	0.4	18.1	7.0	5.6	17.9	4.5	6.2	8.5
EBITDA	1,439	2,895	2,181	2,573	2,305	3,216	2,829	2,790	9,087	11,141
YoY Change (%)	-3.4	12.7	-4.7	51.6	60.2	11.1	29.7	8.4	13.0	22.6
Margins (%)	18.9	30.3	27.1	27.7	28.3	31.8	29.8	28.7	26.3	29.7
Depreciation	164	181	171	181	164	169	188	175	697	696
EBIT	1,276	2,714	2,010	2,392	2,141	3,048	2,641	2,615	8,390	10,445
Interest	3	4	3	8	4	3	1	5	18	12
Other Income	364	282	281	298	356	345	351	348	1,226	1,400
PBT before EO Expense	1,637	2,992	2,287	2,682	2,494	3,391	2,991	2,958	9,598	11,833
Tax	487	817	197	761	671	913	782	782	2,262	3,148
Rate (%)	29.8	27.3	8.6	28.4	26.9	26.9	26.2	26.4	22.4	26.6
Adjusted PAT	1,150	2,175	2,090	1,921	1,823	2,477	2,209	2,176	7,336	8,686
YoY Change (%)	-1.1	12.5	18.8	56.1	58.6	13.9	5.7	13.3	20.5	18.4
Margins (%)	15.1	22.7	26.0	20.7	22.4	24.5	23.3	22.4	21.2	23.2
One-off Expense/(Income)	-173	0	1,633	-24	0	-47	-90	0	1,436	-137
Reported PAT	1,323	2,175	457	1,945	1,823	2,524	2,299	2,176	5,900	8,822

E: MOFSL Estimates: Quarterly - Standalone; Full Year - Consolidated

Gland Pharma

Buy

CMP: INR1555 | TP: INR1830 (17%)
EPS CHANGE (%): FY25 | 26 | 27: (4.1) | (3.2) | (3.0)

- Expect sales to decline 4.3% YoY to INR14b due to the high base of last year and lower offtake of base products.
- Outlook on GLP1 opportunities for Gland for regulated/emerging market space.
- Progress on improving the profitability of Cenexi.
- Progress on niche approvals and subsequent growth prospects in core markets.

Consol. - Quarterly perf.

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	12,087	13,734	15,452	15,375	14,017	14,058	13,841	14,709	56,647	56,625
YoY Change (%)	41.1	31.5	64.7	95.9	16.0	2.4	-10.4	-4.3	56.3	0.0
EBITDA	2,940	3,241	3,742	3,587	2,644	2,970	3,600	2,961	13,509	12,174
YoY Change (%)	8.9	5.3	29.2	113.0	-10.1	-8.3	-3.8	-17.5	30.4	-9.9
Margins (%)	24.3	23.6	24.2	23.3	18.9	21.1	26.0	20.1	23.8	21.5
Depreciation	653	813	1,053	926	920	938	963	976	3,446	3,797
Interest	49	60	53	100	56	61	228	101	262	447
Other Income	375	532	374	421	514	597	585	569	1,702	2,265
PBT before EO expense	2,613	2,899	3,009	2,982	2,182	2,567	2,993	2,453	11,503	10,196
One-off income/(expense)	0	0	178	0	0	0	0	0	178	0
PBT	2,613	2,899	2,832	2,982	2,182	2,567	2,993	2,453	11,325	10,196
Tax	672	958	913	1,058	745	932	946	578	3,601	3,201
Rate (%)	25.7	33.0	32.2	35.5	34.1	36.3	31.6	23.6	31.8	31.4
Reported PAT	1,941	1,941	1,919	1,924	1,438	1,635	2,047	1,875	7,724	6,994
Adj PAT	1,941	1,941	2,039	1,918	1,438	1,635	2,047	1,875	7,839	6,994
YoY Change (%)	-15.3	-22.7	-12.1	61.7	-25.9	-15.8	0.4	-2.2	-5.6	-10.8
Margins (%)	16.1	14.1	13.2	12.5	10.3	11.6	14.8	12.7		
EPS	12	12	12	12	9	10	12	11	48	42

E: MOFSL Estimates

Glenmark Pharma

Buy

CMP: INR1515 | TP: INR1,760 (16%)
EPS CHANGE (%): FY25 | 26 | 27: (0.3) | (0.2) | (0.9)

- Expect DF sales to grow 10.7% YoY, led by double-digit growth in cardiac/derma, revival in diabetes and benefits from inventory rationalization done last year.
- Update on the ramp-up of Winlevi in the EU market and Ryaltris at a global level.
- Expect GNP US sales to decline 10.9% YoY to USD87m, partly due to a lack of approvals and ongoing price erosion.
- Outlook on NCE pipeline and any out-licensing opportunities

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				(INRm)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Revenues (Core)	30,361	32,074	25,067	30,630	32,442	34,338	33,876	33,273	1,18,131	1,33,929
YoY Change (%)	9.3	6.3	-19.1	2.1	6.9	7.1	35.1	8.6	2.0	13.4
EBITDA	4,374	5,053	-1,444	5,043	6,102	6,019	6,002	5,917	13,025	24,040
YoY Change (%)	-7.5	-3.2	-130.5	26.7	39.5	19.1	-515.5	17.3	-20.3	84.6
Margins (%)	14.4	15.8	-5.8	16.5	18.8	17.5	17.7	17.8	11.0	17.9
Depreciation	1,420	1,415	1,471	1,513	1,178	1,203	1,227	1,251	5,819	4,859
EBIT	2,953	3,638	-2,915	3,530	4,924	4,816	4,775	4,666	7,206	19,181
Interest	1,116	1,215	1,343	1,486	396	485	523	479	5,160	1,882
Other Income	197	17	454	7,732	315	324	311	299	8,400	1,249
PBT before EO Expense	2,034	2,441	-3,805	9,776	4,843	4,656	4,563	4,486	10,447	18,548
One-off loss/(gain)	520	3,684	1,409	4,468	220	-70	0	1,850	10,082	2,000
PBT after EO Expense	1,514	-1,244	-5,214	5,308	4,623	4,726	4,563	2,636	364	16,548
Tax	1,137	559	-718	17,695	1,221	1,181	1,083	553	18,673	4,038
Rate (%)	75.1	-45.0	13.8	333.3	26.4	25.0	23.7	21.0	5,123.0	24.4
Reported PAT	377	-1,803	-4,496	-12,386	3,402	3,545	3,480	2,083	-18,309	12,511
Minority Interest	232	204	206	40	0	3	1	42	681	45
Reported PAT after Minority Interest	145	-2,007	-4,701	-12,427	3,403	3,542	3,480	2,041	-18,990	12,466
Adj PAT	1,111	1,397	-3,486	1,680	3,565	3,490	3,480	3,503	701	14,037
YoY Change (%)	-34.0	-39.9	-368.6	247.6	220.9	149.8	-199.8	108.6	-81.2	NA
Margins (%)	3.7	4.4	-13.9	5.5	11.0	10.2	10.3	10.5	0.6	10.5
Adj. PAT from discontinued operations	1,355	1,187	1,188	244	0	0	0	-	3,973	-
Overall Adj. PAT	2,465	2,584	(2,299)	1,923	3,565	3,490	3,480	3,503	4674	14,037

E: MOFSL Estimates; Note: The sum of the four quarters for FY23 will not match as 1QFY24 is not restated.

Global Health

Buy

CMP: INR1231 | TP: INR1,410 (15%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect ARPOB to be stable YoY to INR62.4k due to increase in share of lower ARPOB patna facilities.
- Construction progress on Indore/Mumbai/South Delhi projects.
- Expect revenue growth of 12% YoY due to the gradual revival of the Lucknow business and scale-up of the Patna business.
- Progress on commencement of operations of Noida facility.

Quarterly snapshot

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	7,730	8,439	8,365	8,086	8,611	9,566	9,434	9,091	32,751	36,702
YoY Change (%)	25.2	24.3	20.5	14.4	11.4	13.3	12.8	12.4	21.6	12.1
Total Expenditure	5,887	6,255	6,150	6,175	6,699	7,222	7,023	6,950	24,467	27,893
EBITDA	1,843	2,185	2,215	1,911	1,912	2,344	2,412	2,141	8,284	8,808
YoY Change (%)	38.7	38.3	36.1	12.7	3.7	7.3	8.9	12.0	33.7	6.3
Margins (%)	23.8	25.9	26.5	23.6	22.2	24.5	25.6	23.5	25.3	24.0
Depreciation	468	485	495	572	515	494	484	461	2,020	1,954
Interest	179	201	177	182	180	160	163	145	739	647
Other Income	215	208	181	274	219	182	160	172	747	734
PBT before EO expense	1,410	1,707	1,724	1,431	1,437	1,872	1,925	1,708	6,271	6,941
Extra-Ord expense/(Income)	0	0	0	0	0	0	0	-400	0	-400
PBT	1,410	1,707	1,724	1,431	1,437	1,872	1,925	1,308	6,271	6,541
Tax	390	455	488	157	374	503	462	297	1,490	1,635
Rate (%)	27.7	26.6	28.3	11.0	26.0	26.9	24.0	22.7	23.8	25.0
Reported PAT	1,020	1,252	1,235	1,273	1,063	1,369	1,463	1,011	4,781	4,906
Adj PAT	1,020	1,252	1,235	1,273	1,063	1,369	1,463	1,500	4,781	5,395
YoY Change (%)	73.8	46.1	53.3	26.0	4.2	9.4	18.4	17.8	46.6	12.8
Margins (%)	13.2	14.8	14.8	15.7	12.3	14.3	15.5	16.5	14.6	14.7

Granules India

Buy

CMP: INR483 | TP: INR560 (16%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect total sales to decline 3.7% due to production disruption at Gagillapur post the USFDA inspection.
- Progress on resolving the USFDA classification of the Gagillapur FD facility.
- Update on filings/launches in the US and EU markets.
- Update on inventories of key products at the industry level.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	9,855	11,895	11,556	11,758	11,799	9,666	11,377	11,322	45,063	44,163
YoY Change (%)	-3.3	3.4	0.8	-1.6	19.7	-18.7	-1.5	-3.7	-0.1	-2.0
EBITDA	1,579	2,130	2,505	2,557	2,593	2,033	2,303	2,523	8,770	9,451
YoY Change (%)	-25.4	-12.3	8.3	8.3	64.2	-4.5	-8.1	-1.3	-4.9	7.8
Margins (%)	16.0	17.9	21.7	21.7	22.0	21.0	20.2	22.3	19.5	21.4
Depreciation	492	525	524	532	529	525	566	567	2,073	2,187
EBIT	1,086	1,605	1,981	2,025	2,064	1,508	1,737	1,956	6,697	7,264
Interest	225	260	286	288	270	257	266	228	1,058	1,020
Other Income	3	15	7	19	21	32	57	1	44	110
PBT before EO expense	865	1,360	1,701	1,756	1,814	1,284	1,528	1,729	5,683	6,354
Extra-Ord expense	211	0	0	0	0	0	0	0	211	0
PBT	654	1,360	1,701	1,756	1,814	1,284	1,528	1,729	5,472	6,354
Tax	176	339	444	460	468	311	352	489	1,419	1,620
Rate (%)	26.9	24.9	26.1	26.2	25.8	24.3	23.0	28.3	25.9	25.5
Reported PAT	479	1,021	1,257	1,296	1,346	972	1,176	1,240	4,052	4,734
Adjusted PAT	633	1,021	1,257	1,296	1,346	972	1,176	1,240	4,207	4,734
YoY Change (%)	-50.4	-29.6	1.1	3.4	112.7	-4.8	-6.4	-4.4	-19.5	12.5
Margins (%)	6.4	8.6	10.9	11.0	11.4	10.1	10.3	11.0	9.3	10.7
EPS	3	4	5	5	6	4	5	5	17	20

E: MOFSL Estimates

Ipca Laboratories

Buy

CMP: INR1393 | TP: INR1,820 (29%)

EPS CHANGE (%): FY25|26|27: 0.3|(0.6)|(0.7)

- Expect formulations segment/Unichem to drive overall sales growth of 8.3% YoY for the quarter.
- Expect the DF segment to grow 10.5% YoY, led by steady growth in key therapies, adding new divisions, and improving field productivity.
- Expect API sales to decline 1.7% YoY for the quarter as inventory build-up at industry level continues to affect volume off-take.
- Progress on product filing, launches from Unichem and relaunches from own sites.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Revenues (Core)	15,876	20,340	20,529	20,330	20,926	23,549	22,454	21,798	77,074	88,727
YoY Change (%)	0.1	27.0	32.8	34.5	31.8	15.8	9.4	7.2	23.2	15.1
EBITDA	2,941	3,606	3,310	3,219	3,927	4,425	4,631	4,053	13,076	17,036
YoY Change (%)	3.8	32.4	42.7	77.9	33.5	22.7	39.9	25.9	33.3	30.3
Margins (%)	18.5	17.7	16.1	15.8	18.8	18.8	20.6	18.6	17.0	19.2
Depreciation	693	903	995	981	989	1,004	985	990	3,572	3,967
EBIT	2,249	2,702	2,315	2,238	2,938	3,421	3,646	3,062	9,503	13,068
Interest	314	441	334	294	241	226	168	147	1,383	781
Other Income	449	386	225	16	206	263	201	230	1,075	900
PBT before EO Expense	2,383	2,647	2,205	1,960	2,904	3,458	3,679	3,145	9,195	13,187
One-off (gain)/ Expense	-135	393	-684	1,194	0	0	0	0	769	0
PBT after EO Expense	2,518	2,254	2,889	766	2,904	3,458	3,679	3,145	8,426	13,187
Tax	856	879	662	737	914	994	906	878	3,135	3,692
Rate (%)	34.0	39.0	22.9	96.2	31.5	28.7	24.6	27.9	34.1	28.0
Reported PAT	1,662	1,374	2,227	29	1,990	2,464	2,773	2,267	5,292	9,494
Minority Interest	-34	76	-428	-598	-67	-160	-292	-243	-984	-762
Adj PAT after Minority Int	1,539	1,690	1,115	930	1,922	2,305	2,481	2,024	6,304	8,732
YoY Change (%)	0.9	-9.2	-6.1	32.7	24.9	36.4	122.5	3.3	19.5	38.5
Margins (%)	9.7	8.3	5.4	4.6	9.2	9.8	11.1	9.3	8.2	9.8

Laurus Labs

Buy

CMP: INR598 | TP: INR710 (19%)

EPS CHANGE (%): FY25|26|27: (4.2)|(2.4)|(2.0)

- Expect improved traction in the CS segment (partly on the low base of 4QFY24) supported by healthy growth in API/Bio sales.
- Update on the product pipeline in the Non-ARV segment and new product opportunity in the CS segment.
- Expect ARV sales to contract 33% YoY owing to lower API volumes.
- Progress on commercial prospects from animal health CDMO and crop science unit.

Consolidated - Quarterly Earning Model

Y/E Mar (INRb)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	11.8	12.2	11.9	14.4	11.9	12.2	14.2	15.2	50.4	53.5
YoY Change (%)	-23.2	-22.3	-22.6	4.3	1.1	-0.1	18.4	5.4	-16.6	6.2
EBITDA	1.7	1.9	1.8	2.4	1.7	1.8	2.9	3.6	7.8	9.9
YoY Change (%)	-63.3	-58.1	-55.0	-15.4	2.7	-5.1	57.2	47.2	-51.2	27.3
Margins (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.2	23.4	15.4	18.5
Depreciation	0.9	0.9	1.0	1.0	1.1	1.1	1.1	1.1	3.8	4.3
EBIT	0.8	0.9	0.8	1.4	0.7	0.7	1.8	2.4	3.9	5.6
Interest	0.4	0.4	0.5	0.5	0.5	0.5	0.6	0.5	1.8	2.1
Other Income	0.0	0.0	0.0	0.2	0.0	0.0	0.1	0.1	0.3	0.3
PBT	0.4	0.5	0.3	1.1	0.2	0.2	1.3	2.0	2.4	3.7
Tax	0.1	0.1	0.1	0.3	0.1	0.1	0.4	0.5	0.7	1.0
Rate (%)	30.0	27.0	27.3	29.8	33.9	22.3	30.7	26.5	28.8	28.1
Reported PAT	0.3	0.4	0.2	0.8	0.1	0.2	0.9	1.4	1.6	2.6
Adj PAT	0.3	0.4	0.2	0.8	0.1	0.2	0.9	1.4	1.6	2.6
YoY Change (%)	-89.4	-84.2	-88.6	-28.1	-52.7	-46.3	298.9	82.1	-79.6	61.6
Margins (%)	2.3	3.0	1.9	5.3	1.1	1.6	6.5	9.1	3.2	4.9

E: MOFSL Estimates

Lupin

Neutral

CMP: INR1956 | TP: INR2,150 (10%)
EPS CHANGE (%): FY25 | 26 | 27: (0.3) | 1.2 | 1.3

- Expect US sales to grow 16% YoY to USD243m, led by strong traction in niche products, partly offset by competition in g-Suprep and alutrol.
- Update on product pipeline beyond g-Dulera/g-Respiat.
- Progress on launch of niche products like g-tolvaptan.
- DF segment to grow 12% YoY for the quarter due to superior growth in Cardiac/Anti-diabetic therapy and new launches.
- Update on potential approval like glucagon, g-Risperdal.

Quarterly Perf. (Consolidated)

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Net Sales	46,087	50,385	51,974	49,608	56,003	55,427	56,927	54,671	1,98,054	2,23,029
YoY Change (%)	23.1	21.5	20.2	12.0	21.5	10.0	9.5	10.2	19.0	12.6
EBITDA	6,513	9,232	10,220	9,968	13,614	12,368	13,765	12,442	35,932	52,189
YoY Change (%)	297.3	112.6	83.8	65.0	109.0	34.0	34.7	24.8	104.4	45.2
Margins (%)	14.1	18.3	19.7	20.1	24.3	22.3	24.2	22.8	18.1	23.4
Depreciation	2,347	2,479	2,572	2,559	2,477	2,569	2,715	2,495	9,956	10,256
EBIT	4,166	6,754	7,648	7,409	11,137	9,799	11,050	9,947	25,977	41,933
Interest	856	806	740	713	680	709	669	711	3,116	2,769
Other Income	228	404	294	293	678	423	537	462	1,218	2,100
EO Exp/(Inc)	-2,053	54	-160	2,012	1,204	-1,036	956	0	-147	1,124
PBT	5,591	6,298	7,361	4,977	9,930	10,549	9,963	9,698	24,227	40,140
Tax	1,055	1,344	1,174	1,295	1,875	1,954	2,124	2,300	4,867	8,253
Rate (%)	18.9	21.3	15.9	26.0	18.9	18.5	21.3	23.7	20.1	20.6
Minority Interest	-11	-57	-56	-88	-42	-69	-37	51	-211	-97
Reported PAT	4,525	4,898	6,131	3,594	8,013	8,526	7,802	7,450	19,149	31,790
Adj PAT	2,855	4,940	5,997	5,083	8,990	7,682	8,554	7,450	18,875	32,675
YoY Change (%)	LP	319.9	256.1	95.0	214.9	55.5	42.6	46.6	382.1	73.1
Margins (%)	6.2	9.8	11.5	10.2	16.1	13.9	15.0	13.6	9.5	14.7
EPS	10	11	13	8	18	19	19	16	42	72

E: MOFSL estimates

Mankind Pharma

Buy

CMP: INR2457 | TP: INR2,930 (19%)
EPS CHANGE (%): FY25 | 26 | 27: (2.2) | (1.3) | (1.1)

- Expect prescription sales to grow 8.8% YoY to INR22b, led by strong growth in Cardiac/Anti-diabetic, new launches in chronic space, and in-licensing opportunities.
- Export sales to remain stable owing to high base of past year.
- Consumer health segment to grow 21% YoY for the quarter, driven by benefits of the renewed strategy in this segment.
- Update on the integration of BSV.

Quarterly Perf. (Consolidated)

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	25,786	27,081	26,070	24,411	28,934	30,765	32,300	30,688	1,03,348	1,22,687
YoY Change (%)	18.3	11.6	24.7	18.9	12.2	13.6	23.9	25.7	18.1	18.7
EBITDA	6,548	6,827	6,065	5,911	7,238	8,500	8,944	8,198	25,351	32,879
YoY growth %	34.5	9.9	29.7	30.7	10.5	24.5	47.5	38.7	24.9	29.7
Margins (%)	25.4	25.2	23.3	24.2	25.0	27.6	27.7	26.7	24.5	26.8
Depreciation	874	965	1,097	1,047	1,077	1,056	1,923	2,156	3,983	6,213
Interest	63	86	92	94	109	71	2,209	1,796	335	4,185
Other Income	586	600	701	921	1,006	1,094	773	351	2,809	3,224
PBT before EO expense	6,197	6,375	5,577	5,692	7,057	8,468	5,585	4,596	23,842	25,705
Extra-Ord expense	0	0	0	0	420	0	646	0	0	1,066
PBT	6,197	6,375	5,577	5,692	6,637	8,468	4,939	4,596	23,842	24,639
Tax	1,303	1,298	1,025	950	1,246	1,904	1,128	874	4,576	5,152
Rate (%)	21.0	20.4	18.4	16.7	18.8	22.5	22.8	19.0	19.2	20.9
MI & Profit/Loss of Asso. Cos.	25.9	66.8	14.5	29.5	26.7	28.4	8.5	73.0	136.6	136.6
Reported PAT	4,869	5,010	4,538	4,712	5,365	6,535	3,802	3,649	19,129	19,351
Adj PAT	4,869	5,010	4,538	4,712	5,706	6,535	4,301	3,649	19,129	20,201
YoY Change (%)	53.9	12.8	47.3	50.5	17.2	30.4	-5.2	-22.6	38.4	5.6
Margins (%)	18.9	18.5	17.4	19.3	19.7	21.2	13.3	11.9	18.5	16.5
EPS	12.2	12.5	11.3	11.8	14.2	16.3	10.7	9.1	47.8	49.0

Max Healthcare

Buy

CMP: INR1116 | TP: INR1301 (16%)
EPS CHANGE (%): FY25|26|27: 0|2.7|0

- Expect ARPOB to fall 5% YoY to INR73.8K due to the addition of lower-ARPOB hospitals.
- Expect overall sales growth of 26% YoY, supported by robust volume growth.
- Expect 42% YoY growth in Max Labs with EBITDA margin expansion due to superior execution and increasing reach.
- Progress on scaling Lucknow/Nagpur and Jaypee hospitals.

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	16,220	17,190	16,820	17,910	19,310	21,190	22,690	22,642	68,150	85,832
YoY Change (%)	16.7	16.8	14.9	15.6	19.1	23.3	34.9	26.4	16.0	25.9
Total Expenditure	11,930	12,350	12,170	12,970	14,370	15,520	16,520	16,419	49,420	62,829
EBITDA	4,290	4,840	4,650	4,940	4,940	5,670	6,170	6,223	18,730	23,003
Margins (%)	26.4	28.2	27.6	27.6	25.6	26.8	27.2	27.5	27.5	26.8
Depreciation	640	660	700	840	900	970	1,060	1,035	2,840	3,965
Interest	-30	-170	-140	-40	80	50	350	236	-380	716
Other Income	70	130	60	90	40	60	110	90	350	300
PBT before EO expense	3,750	4,480	4,150	4,230	4,000	4,710	4,870	5,042	16,620	18,622
Extra-Ord expense	190	190	40	250	190	270	1,000	0	670	1,460
PBT	3,560	4,290	4,110	3,980	3,810	4,440	3,870	5,042	15,950	17,162
Tax	660	910	730	870	870	950	710	902	3,160	3,432
Rate (%)	18.5	21.2	17.8	21.9	22.8	21.4	18.3	17.9	19.8	20.0
Reported PAT	2,900	3,380	3,380	3,110	2,940	3,490	3,160	4,140	12,790	13,730
Adj PAT	3,055	3,530	3,413	3,319	3,087	3,702	3,977	4,140	13,316	14,889
YoY Change (%)	28.3	24.5	20.3	4.6	1.0	4.9	16.5	24.7	18.6	11.8
Margins (%)	18.8	20.5	20.3	18.5	16.0	17.5	17.5	18.3	19.5	17.3
EPS	3.2	3.6	3.5	3.4	3.2	3.8	4.1	4.3	13.7	15.4

Piramal Pharma

Buy

CMP: INR225 | TP: INR280 (24%)
EPS CHANGE (%): FY25|26|27: (7.9)|0|0

- Expect sales to grow 8% YoY to INR27.6b, led by growth in ICH segments. The CHG and CDMO segments to witness mid-single digit sales growth.
- Progress on CDMO order book particularly in ADC segment.
- Update on timeline/quantum of off-take of products from innovator customers.
- Outlook on the scale-up of manufacturing of Sevoflurane at the Digwal facility.

Quarterly Perf. (Consolidated)

PPL Income statement (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenues	17,489	19,114	19,586	25,524	19,511	22,418	22,042	27,569	81,712	91,597
growth YoY(%)	18.0	11.1	14.1	18.0	11.6	17.3	12.5	8.0	15.4	12.1
CDMO	8,980	10,680	11,340	16,490	10,570	13,240	12,780	17,549	47,490	54,139
CHG	6,170	5,890	5,760	6,770	6,310	6,430	6,540	7,277	24,590	26,557
ICH	2,390	2,560	2,520	2,380	2,640	2,770	2,780	2,744	9,850	10,934
EBITDA*	1,323	2,657	2,684	5,299	2,044	3,416	3,377	5,557	11,963	14,088
margin (%)	7.6	13.9	13.7	20.8	10.5	15.2	15.3	20.2	14.6	15.4
growth YoY(%)	55.5	54.0	124.1	50.9	54.5	28.6	25.8	4.9	64.2	17.8
Depreciation	1,736	1,845	1,863	1,961	1,846	1,922	1,968	1,818	7,406	7,554
EBIT	-413	812	821	3,338	198	1,494	1,409	3,739	4,557	6,534
Other income	383	492	615	264	195	611	121	522	1,754	1,450
Interest expense	1,185	1,099	1,059	1,142	1,070	1,076	1,033	941	4,485	4,120
Share from Asso. Co	144	191	140	120	224	173	171	233	595	800
PBT	-1,071	396	516	2,580	-452	1,201	668	3,553	2,421	4,664
EO Expenses/(gain)	-	-	323	310	-	-	-	-	633	-
Taxes	-85	345	93	1,262	436	975	631	1,689	1,615	3,731
Tax Rate (%)	8.0	87.3	47.8	55.6	-96.4	81.2	94.5	47.5	90.3	80.0
Reported PAT	-986	50	101	1,008	-888	226	37	1,864	173	933
Adj. PAT	-986	50	350	1,146	-888	226	37	1,864	560	933
Change (%)	NA	LP	LP	128.6	NA	348.2	-89.5	62.7	NA	66.5

Sun Pharma

Buy

CMP: INR1890 | TP: INR2000 (18%)
EPS CHANGE (%): FY25|26|27: 0.6 |0.4 |(1.2)

- Expect growth of 20% YoY to USD325m in the specialty segment for 4Q owing to steady execution.
- Factors to drive consistent growth in branded generics in emerging/ROW markets.
- Expect DF sales to grow 13% YoY for the quarter.
- Clarity on the launch of Deuruxolitinib in the US market and watch out for the launch in other global markets.
- Any further progress on products in Amplitude basket.

Quarterly Perf. (Consolidated)

Y/E March	FY24				FY25E				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Revenues	117.9	120.0	121.6	118.1	125.2	132.6	130.6	133.9	477.6	522.4
YoY Change (%)	10.7	11.0	10.5	10.7	6.3	10.5	7.4	13.4	10.8	9.4
EBITDA	31.7	30.2	31.3	29.2	35.3	37.8	35.7	36.0	122.5	144.9
YoY Change (%)	21.1	-1.0	13.2	13.8	11.2	25.1	14.2	23.2	11.3	18.3
Margins (%)	26.9	25.2	25.7	24.7	28.2	28.5	27.4	26.9	25.6	27.7
Depreciation	6.5	6.3	6.2	6.5	6.6	6.3	6.3	6.3	25.6	25.4
EBIT	25.2	23.9	25.1	22.7	28.7	31.6	29.4	29.7	96.9	119.5
Interest	0.8	0.5	0.3	0.7	0.6	0.7	0.5	0.4	2.4	2.2
Net Other Income	3.6	4.8	4.7	7.8	6.6	3.8	7.0	5.8	20.9	23.3
PBT before EO Exp	28.0	28.2	29.5	29.7	34.7	34.7	36.0	35.2	115.5	140.6
Less: EO Exp/(Inc)	3.2	0.3	-0.5	1.6	0.5	-1.3	1.2	0.0	4.6	0.4
PBT	24.8	27.9	30.0	28.2	34.2	36.0	34.8	35.2	110.9	140.1
Tax	4.7	3.9	4.3	1.5	5.5	5.7	5.6	5.0	14.4	21.8
Rate (%)	16.7	13.8	14.7	5.0	15.9	16.3	15.5	14.2	12.5	15.5
PAT (pre Minority Interest)	20.1	24.0	25.7	26.7	28.7	30.3	29.2	30.2	96.5	118.4
Minority Interest	-0.1	0.3	0.4	0.1	0.4	-0.1	0.1	0.0	0.7	0.4
Reported PAT	20.2	23.8	25.2	26.5	28.4	30.4	29.0	30.2	95.8	118.0
Adj Net Profit*	22.8	24.0	24.8	28.0	28.8	29.3	30.0	30.2	99.7	118.3
YoY Change (%)	18.5	-3.4	19.2	32.7	26.1	21.9	21.3	7.6	15.8	18.7
Margins (%)	19.4	20.0	20.4	23.7	23.0	22.1	23.0	22.5	20.1	22.6

Torrent Pharmaceuticals

Neutral

CMP: INR3182 | TP: INR3,390 (6%)
EPS CHANGE (%): FY25|26|27: (2.4)|(1.7)|(1.6)

- Expect US sales to grow 8.1% YoY to USD35m on low base and fewer launches.
- Progress on the OTC portfolio expansion and further investment to aid growth in the India business.
- DF sales to grow 12.7% YoY to INR15.5b due to strong growth in Cardiac, Gastro, and Anti-diabetic.
- Update on the traction of branded generic markets in newer geographies.
- Progress on product pipeline for US market.

Quarterly performance (Consolidated)

Y/E March	FY24				FY25E				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Revenues	25.9	26.6	27.3	27.5	28.6	28.9	28.1	29.3	107.3	114.9
YoY Change (%)	12.2	16.1	9.7	10.2	10.3	8.6	2.8	6.9	12.0	7.1
EBITDA	7.9	8.3	8.7	8.8	9.2	9.4	9.1	9.7	33.7	37.5
YoY Change (%)	17.4	21.5	17.6	19.8	16.8	13.8	5.2	9.8	19.1	11.2
Margins (%)	30.5	31.0	31.8	32.2	32.3	32.5	32.5	33.0	31.4	32.6
Depreciation	1.9	2.0	2.1	2.0	2.0	2.0	2.0	2.1	8.1	8.0
EBIT	6.0	6.2	6.6	6.8	7.3	7.4	7.2	7.6	25.6	29.5
Interest	1.0	0.9	0.8	0.8	0.8	0.6	0.6	0.6	3.5	2.5
Other Income	0.3	0.3	-0.3	0.3	0.2	-0.2	0.3	0.2	0.6	0.7
PBT after EO Expense	5.3	5.6	6.3	6.3	6.6	6.6	6.9	7.3	23.5	27.4
Tax	1.5	1.7	1.9	1.8	2.0	2.1	1.9	2.3	7.0	8.3
Rate (%)	28.8	30.9	34.6	28.8	29.4	31.5	27.2	31.8	30.7	30.0
Reported PAT	3.8	3.9	4.4	4.5	4.6	4.5	5.0	5.0	16.6	19.1
Adj PAT	3.8	3.9	3.8	4.5	4.7	4.5	5.0	5.0	15.9	19.3
YoY Change (%)	15.0	23.7	19.1	51.0	24.6	17.4	31.9	11.2	26.7	20.8
Margins (%)	14.6	14.5	14.0	16.4	16.5	15.7	17.9	17.0	14.9	16.8

E: MOFSL Estimates

ZyduS Lifesciences

Neutral

CMP: INR876 | TP: INR930 (6%)

EPS CHANGE (%): FY25|26|27: (0.2)|(0.1)|(0.1)

- Low base of past year and improved off-take of Mirabegron to offset competition impact on asacol in US market.
- Progress on scaling up the Liqmeds business.
- Expect DF sales to grow 12.5% YoY due to growth in cardiac/anti-infective/antineoplastic.
- Progress of the NCE pipeline development and scale-up of the 505b2 product in the US.

Quarterly Performance (Consolidated)

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Net Revenues	51.4	43.7	45.1	55.3	62.1	52.4	52.7	60.7	195.5	227.8
YoY Change (%)	29.6	9.1	5.8	10.4	20.8	19.9	17.0	9.6	13.4	16.5
EBITDA	15.3	10.6	10.8	16.3	21.1	14.2	13.0	18.2	53.0	66.4
YoY Change (%)	111.5	32.6	20.3	23.7	37.6	33.1	20.2	11.7	41.8	25.2
Margins (%)	29.8	24.4	24.0	29.4	34.0	27.0	24.7	29.9	27.1	29.2
Depreciation	1.8	1.8	1.9	2.1	2.2	2.3	2.3	2.4	7.6	9.2
EBIT	13.5	8.8	8.9	14.2	18.9	11.8	10.7	15.7	45.4	57.2
Interest	0.2	0.1	0.2	0.3	0.3	0.3	0.3	0.3	0.8	1.2
Other Income	0.4	0.5	0.4	1.6	0.6	0.7	0.6	0.6	2.8	2.5
PBT before EO Income	13.7	9.3	9.0	15.4	19.2	12.3	11.0	16.0	47.4	58.5
EO Exp/(Inc)	0.4	-0.8	-0.2	-0.1	0.3	-0.5	-0.9	0.0	-0.7	-1.1
PBT after EO Income	13.3	10.1	9.3	15.5	19.0	12.7	11.8	16.0	48.1	59.5
Tax	2.2	2.3	2.1	3.2	4.4	3.7	1.8	4.1	9.8	14.0
Rate (%)	16.3	22.5	23.1	20.8	23.0	29.4	15.2	25.7	20.3	23.5
Reported PAT	10.9	8.0	7.7	11.8	14.2	9.1	10.2	11.9	38.4	45.4
Adj PAT	11.2	7.4	7.5	11.7	14.4	8.8	9.5	11.9	37.9	44.6
YoY Change (%)	155.4	45.7	29.6	52.1	28.2	19.1	26.3	1.3	65.0	17.7
Margins (%)	21.8	16.9	16.7	21.2	23.2	16.8	18.0	19.6	19.4	19.6
EPS (INR/sh)	7.6	7.3	7.5	8.8	11.7	8.6	9.3	11.8	37.6	44.3

Infrastructure

Company

G R Infraprojects

IRB Infrastructure Developers

KNR Constructions

Order inflows pick up in 4Q after muted awarding activity in 9MFY25; tender pipeline remains robust

Project awarding picks up in 4Q

- Project awarding by NHAI totaled 4,080kms, while construction reached ~5,600km in FY25. Amid general elections in June'24, awarding activity was nil in 1Q, with subdued awarding activity in 2Q as well as 3Q. Awarding picked up in 4QFY25 and is expected to accelerate in FY26. The order pipeline continues to remain robust.
- During 4QY25, NHAI construction stood at ~2,600kms (~3,000kms in 9MFY25). In FY25, NHAI completed ~5,600kms of construction vs 6,644kms completed in FY24.
- Budgetary outlay for roads in the Union Budget 2025 was marginally increased by 2.4% YoY, which is expected to support project awarding going forward. The government's strong focus on infrastructure development and improved credit availability from banks are highly encouraging factors.

FASTag toll collections improve sequentially; asset monetization in focus

- FASTag toll collections (in volume terms) improved ~15% YoY during 4QFY25, while collections in value terms increased ~17% YoY during the same period. Higher toll collections play a crucial role in expediting the monetization of road assets by the Ministry. Additionally, they benefit companies seeking to monetize their existing toll assets.
- NHAI's primary focus is on asset monetization as a means to generate funds beyond budgetary allocations.

Execution to remain muted for our coverage universe on a YoY basis

- For our coverage universe (excl. IRB), we expect revenue to decrease 4% YoY (+45% QoQ). In line with execution, we expect operating profit for our coverage (excl. IRB) to decrease 14% YoY (+39% QoQ).
- IRB is expected to report a 6% decline in sales on a YoY basis due to muted construction and weakness in toll revenues. EBITDA is expected to grow 2% on a YoY basis.

Softening input prices to support margins for contractors

- Both steel and aluminum prices have decreased ~22% since Apr'22. Cement prices have increased ~4% from their lows in Sep'24.
- With higher construction activities and moderating commodity prices, road contractors anticipate some improvement in profitability and margins in 4QFY25 and beyond.

Players with strong order books, balance sheets, and diversified operations well-placed

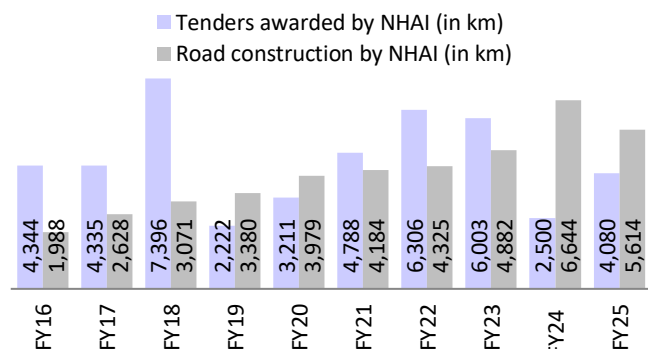
- Despite sluggishness in project awarding, there is a robust pipeline of tenders in place. Entities having substantial order backlogs, strong financial standings, and engagement across various sectors are well-positioned to capitalize on NHAI's proactive approach to project allocation. Players with decent order books, strong balance sheets, and presence in two or more segments are better placed to capitalize on the opportunity.

Alok Deora – Research Analyst (Alok.Deora@MotilalOswal.com)

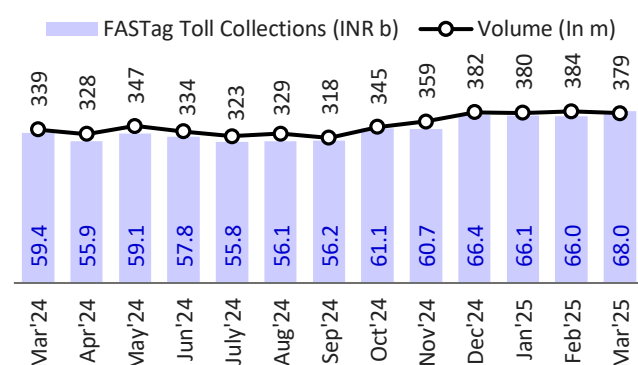
Saurabh Dugar – Research Analyst (Saurabh.Dugar@MotilalOswal.com)

Exhibit 1: Summary of expected quarterly performance

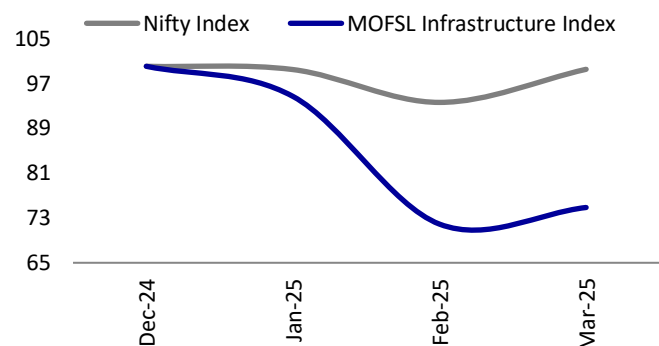
Sector	CMP (INR)	RECO	SALES (INR M)			EBITDA (INR M)			NET PROFIT (INR M)		
			Mar'25	Var % YoY	Var % QoQ	Mar'25	Var % YoY	Var % QoQ	Mar'25	Var % YoY	Var % QoQ
G R Infraproject	1050	Buy	21,298	-1.2	41.9	2,492	-16.7	29.6	2,059	-8.5	22.1
IRB Infra	46	Neutral	19,323	-6.3	-4.6	9,118	2.5	-7.4	1,997	5.7	-10.0
KNR Constructions	229	Buy	10,648	-9.7	50.4	1,814	-10.7	54.7	1,241	-6.5	37.4
Infrastructure			51,268	-5.0	21.1	13,424	-3.6	3.8	5,297	-3.1	10.2

Exhibit 2: Trends in NHAI awarding and construction


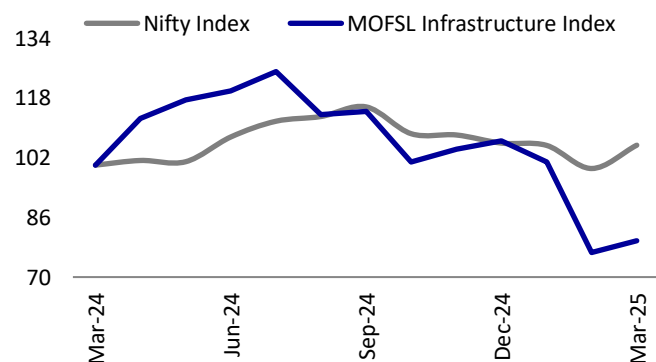
Source: NHAI, MOFSL

Exhibit 3: FASTag toll collections


Source: NPCI, MOFSL

Exhibit 4: Relative performance – three-month (%)


Source: Bloomberg, MOFSL

Exhibit 5: Relative performance – one-year (%)


Source: Bloomberg, MOFSL

Exhibit 6: Comparative valuations

Company	CMP (INR)	RECO	EPS (INR)			P/E (x)			P/B (x)			RoE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Infrastructure						25.2	17.1	14.1	1.4	1.3	1.2	5.5	7.6	8.5
G R Infraproject	1,050	Buy	70.3	76.3	93.3	14.9	13.8	11.2	1.3	1.2	1.1	9.0	9.0	10.0
IRB Infra	46	Neutral	1.1	2.4	2.8	42.0	19.4	16.5	1.4	1.3	1.2	3.9	7.0	7.7
KNR Constructions	229	Buy	14.9	15.2	20.0	15.3	15.0	11.5	1.6	1.5	1.3	11.7	10.3	12.1

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

G R Infraprojects

Buy

CMP: INR1,050 | TP: INR1,330 (+27%)
EPS CHANGE (%): FY26|27: -5|-9

- Expect revenue to remain flattish YoY at INR21.3b in 4QFY25.
- Adjusted PAT to decrease ~8% YoY to INR2b. Profitability will be affected by muted execution.
- Expect EBITDA to remain at ~INR2.5b and EBITDA margin at 11.7%. Muted execution and elevated costs will continue to hurt EBITDA margin.
- Commentaries on execution, order inflows, and monetization of assets through the InvIT route are the key monitorables.

Quarterly Performance (Standalone)

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	21,524	15,738	18,064	21,554	18,965	11,281	15,005	21,298	76,880	66,549
YoY Change (%)	(13.1)	(11.4)	(4.9)	8.0	(11.9)	(28.3)	(16.9)	(1.2)	(5.6)	(13.4)
EBITDA	3,147	1,937	2,280	2,990	2,466	1,171	1,923	2,492	10,354	8,052
Margins (%)	14.6	12.3	12.6	13.9	13.0	10.4	12.8	11.7	13.5	12.1
Depreciation	602	617	610	612	632	631	612	649	2,442	2,525
Interest	266	277	245	250	281	214	207	194	1,038	896
Other Income	511	614	578	550	1,081	1,311	1,222	1,059	2,253	4,673
PBT before EO expense	2,790	1,656	2,003	2,678	2,634	1,637	2,326	2,707	9,127	9,305
Extra-Ord expense	-	-	83	14,720	(494)	356	-	(0)	14,803	(138)
PBT	2,790	1,656	2,086	17,398	2,140	1,993	2,326	2,707	23,930	9,167
Tax	710	423	532	2,490	621	845	640	648	4,155	2,754
Rate (%)	25.4	25.6	25.5	14.3	29.0	42.4	27.5	24.0	17.4	30.0
Reported PAT	2,080	1,233	1,554	14,908	1,520	1,148	1,686	2,059	19,774	6,412
Adj PAT	2,080	1,233	1,492	2,249	1,890	1,161	1,686	2,059	7,054	6,796
YoY Change (%)	(35.2)	(25.0)	(14.4)	17.0	(9.1)	(5.8)	13.0	(8.5)	(17.2)	(3.7)
Margins (%)	9.7	7.8	8.3	10.4	10.0	10.3	11.2	9.7	9.2	10.2

IRB Infrastructure Developers

Neutral

CMP: INR46 | TP: INR50 (+9%)
EPS CHANGE (%): FY26|27: -0|-0

- Expect ~23% YoY decline in construction revenue and growth of 8% YoY in BoT revenue. Fewer number of days in Feb'25 impacted BoT revenue on a QoQ basis.
- Adjusted PAT to remain ~INR2b (+6% YoY); subdued construction to drag PAT.
- Expect operating margin at 47.2% (+300bp YoY). IRB to be cautious in bidding due to aggressive bidding in NHAI projects.
- New order wins in the construction segment are a key monitorable.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	16,342	17,450	19,685	20,612	18,529	15,858	20,254	19,323	74,090	73,965
YoY Change (%)	(15.1)	29.9	30.0	27.2	13.4	(9.1)	2.9	(6.3)	15.7	(0.2)
EBITDA	7,778	7,946	8,695	8,899	8,570	7,667	9,842	9,118	33,318	35,198
Margins (%)	47.6	45.5	44.2	43.2	46.3	48.3	48.6	47.2	45.0	47.6
Depreciation	2,367	2,327	2,513	2,742	2,550	2,312	2,651	2,650	9,949	10,163
Interest	3,815	4,346	4,327	6,145	4,387	4,342	4,614	4,639	18,633	17,982
Other Income	1,112	1,295	1,088	4,433	1,187	1,658	649	721	7,928	4,215
PBT before EO expense	2,709	2,569	2,942	4,443	2,820	2,671	3,227	2,549	12,663	11,268
Extra-Ord expense	-	-	-	-	-	-	58,041	-	-	58,041
PBT	2,709	2,569	2,942	4,443	2,820	2,671	61,268	2,549	12,663	69,309
Tax	836	858	561	1,201	887	835	1,008	552	3,456	3,282
Rate (%)	30.9	33.4	19.1	27.0	31.4	31.3	1.6	21.7	27.3	4.7
Share of profit in Associates	(535)	(753)	(507)	(1,353)	(534)	(837)	-	0	(3,148)	(1,371)
Reported PAT	1,338	958	1,874	1,889	1,400	999	60,261	1,997	6,058	64,656
Adj PAT	1,338	958	1,874	1,889	1,400	999	2,219	1,997	6,058	6,615
YoY Change (%)	(63.2)	12.2	32.6	45.0	4.6	4.3	18.4	5.7	(15.9)	9.2
Margins (%)	8.2	5.5	9.5	9.2	7.6	6.3	11.0	10.3	8.2	8.9

KNR Constructions

Buy

CMP: INR229 | TP: INR290 (+27%)

EPS CHANGE (%): FY26|27: -10|-2

- Expect revenue of INR10.6b (-10% YoY) during the quarter.
- Expect adjusted PAT of INR1.2b (-7% YoY).
- Expect EBITDA of INR1.8b and anticipate operating margin to contract marginally by 20bp YoY.
- New order wins and updates on irrigation receivables are the key monitorables.

Quarterly performance -Standalone

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	9,296	9,415	9,054	11,793	8,193	8,561	7,079	10,648	39,558	34,481
YoY Change (%)	4.4	11.1	9.1	0.3	-11.9	-9.1	-21.8	-9.7	5.7	-12.8
EBITDA	1,733	1,663	1,473	2,033	1,356	1,380	1,173	1,814	6,902	5,724
Margins (%)	18.6	17.7	16.3	17.2	16.6	16.1	16.6	17.0	17.4	16.6
Depreciation	283	311	325	326	225	226	229	232	1,245	912
Interest	50	58	72	113	41	20	31	29	293	121
Other Income	71	50	60	147	51	575	130	106	328	862
PBT before EO expense	1,470	1,344	1,136	1,741	1,141	1,709	1,044	1,659	5,692	5,553
Extra-Ord expense	0	0	0	654	531	1,867	919	0	654	3,317
Tax	367	346	281	414	334	344	253	418	1,407	1,349
Rate (%)	25.0	25.7	24.7	23.8	29.2	20.1	24.3	25.2	24.7	24.3
Reported PAT	1,103	999	855	1,982	1,339	3,344	1,822	1,241	4,938	7,745
Adj PAT	1,103	999	855	1,328	807	1,477	903	1,241	4,284	4,428
YoY Change (%)	9.4	-7.2	10.1	3.2	-26.8	47.9	5.6	-6.5	3.3	3.4
Margins (%)	11.9	10.6	9.4	11.3	9.9	17.3	12.8	11.7	10.8	12.8

Logistics

Company

Adani Ports & SEZ

Blue Dart Express

Container Corporation of India

JSW Infrastructure

Mahindra Logistics

TCI Express

Transport Corporation of India

VRL Logistics

Logistics activity shows marginal expansion in 4QFY25

Margins to expand YoY and QoQ

Daily average e-way bill generation rises; port volumes grow YoY

- Logistics activity improved sequentially post the festive season. Macro indicators, such as e-way bill data, GST collections, and FASTag toll collection, also indicate marginal expansion in the logistics activity. However, high operating expenses, such as elevated fuel prices and increased toll charges, continue to impact transportation costs.
- Freight carried by Indian Railways stood at 1,465 MT (-8% YoY) in 11 months of FY25. Daily average e-way bill generation increased ~21% YoY during Jan-Feb'25. Fleet utilization stood at 80-85%. Daily average FASTag toll collections rose ~19% YoY during 4Q FY25.
- Port volumes increased ~7% YoY to 149 MT during Jan-Feb'24.

Freight rates stable amid high cost of operations

- Consistently high operational expenses and increased retail fuel costs have kept freight rates elevated. Fleet operators continue to face rising costs from diesel, truck expenses, and compliance such as GST and e-way bills.
- With a slight increase in volumes and stable diesel prices, organized players are likely to experience slight margin expansion sequentially.

Road logistics activity picks up in 4Q; ports activity improves YoY and QoQ

- We expect our coverage universe (excluding APSEZ and JSWINFRA) to report sales growth of 16% YoY (+6% QoQ), EBITDA growth of 28% YoY (+11% QoQ), and PAT growth of 30% YoY (+12% QoQ) in 4QFY25.
- APSEZ reported volume growth of 8% YoY in 4QFY25, and JSWINFRA is expected to post volume growth of 13% YoY. In-line with our expectation, APSEZ has reported volume of 450MMT for FY25 (marginally lower than the guidance of 460MMT). JSWIFRA is expected to report volume growth of ~10% in FY25.
- Container Corporation of India Ltd (CONCOR) is expected to report ~9% volume growth, driven by 8% YoY growth in domestic volumes, while EXIM volumes are expected to grow 9% YoY in 4Q FY25. Margins are also expected to expand 130bp YoY.
- With economic activity picking up, as indicated by macro factors such as GST and e-way bill data, TRPC's freight/supply chain/seaways businesses are expected to report revenue growth of ~8%/11%/10% YoY. The Seaways division is expected to lead margin expansion for the company.

Organized and integrated service providers likely to gain market share

- The industry trend is shifting towards integrated supply chain services and sophisticated solutions (such as inventory optimization and data analytics) from standalone offerings like transportation and warehousing.
- The logistics sector remains robust, propelled by government-driven reforms, changing industry preferences, and the rise of new business sectors such as e-commerce and network services.

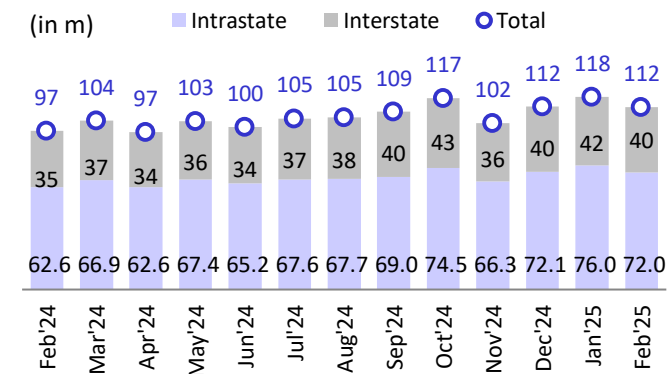
Alok Deora – Research Analyst (Alok.Deora@MotilalOswal.com)

Saurabh Dugar – Research Analyst (Saurabh.Dugar@MotilalOswal.com)

Exhibit 1: Summary of expected quarterly performance

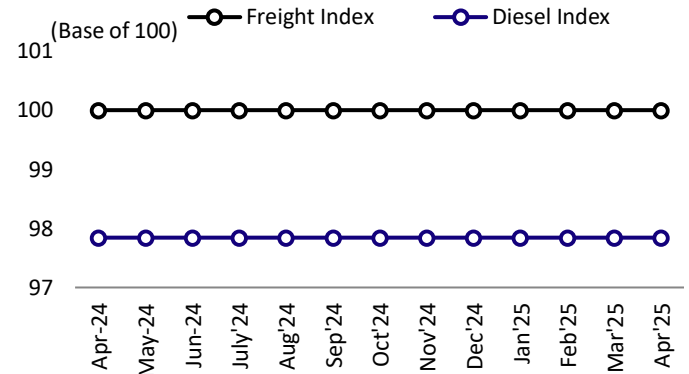
Sector	CMP (INR)	RECO	Sales (INR M)			EBITDA (INR M)			Net profit (INR M)		
			Mar'25	Var % YoY	Var % QoQ	Mar'25	Var % YoY	Var % QoQ	Mar'25	Var % YoY	Var % QoQ
Adani Ports	1174	Buy	83,819	21.5	5.3	53,303	31.8	11.0	30,926	34.9	15.6
Blue Dart Express	6211	Buy	15,022	13.6	-0.6	1,513	8.6	3.5	827	8.8	4.6
Concor	700	Buy	25,154	8.5	14.2	5,646	15.5	23.2	3,828	30.0	11.5
JSW Infra	317	Buy	13,367	21.9	13.1	6,714	15.5	14.6	3,980	6.4	-9.7
Mahindra Logistics	267	Neutral	16,464	13.5	3.3	772	36.3	4.7	29	LP	LP
TCI Express	640	Neutral	3,099	-2.3	4.5	313	-30.2	8.2	206	-34.9	7.2
Transport Corp.	1120	Buy	11,717	8.6	2.1	1,269	16.0	7.1	1,127	7.9	11.7
VRL Logistics	477	Buy	8,299	8.0	0.6	1,519	44.2	-8.7	527	144.5	-11.3
Logistics			1,76,941	16.0	5.8	71,048	27.6	11.4	41,450	30.3	11.8

Exhibit 2: E-way bill generation



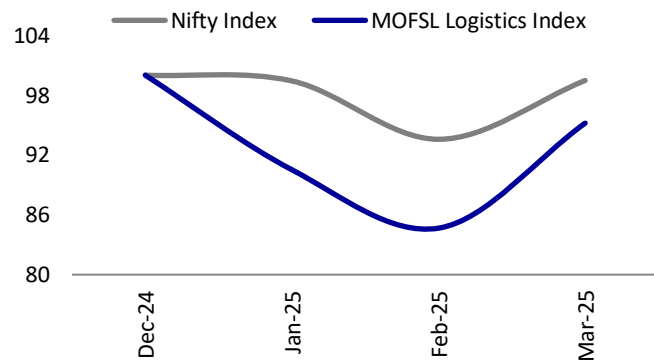
Source: GSTN, MOFSL

Exhibit 3: Movement in freight rates vs. diesel prices



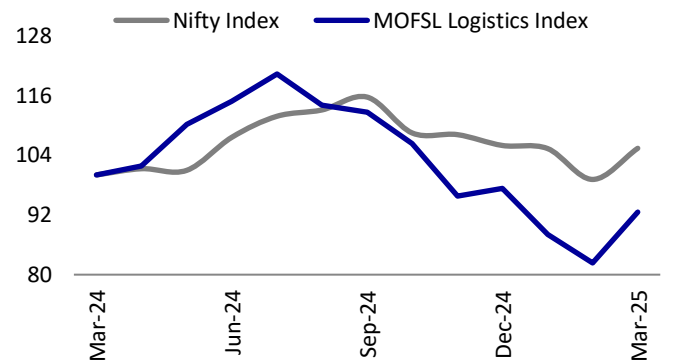
Source: IFTRT, MOFSL

Exhibit 4: Relative performance – three-month (%)



Source: Bloomberg, MOFSL

Exhibit 5: Relative performance – one-year (%)



Source: Bloomberg, MOFSL

Exhibit 6: Comparative valuations

Company	CMP (INR)	Rating	EPS (INR)			P/E (x)			P/B (x)			RoE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Logistics						27.1	22.3	18.3	4.4	3.8	3.2	16.1	16.9	17.7
Adani Ports	1,174	Buy	50.3	60.5	73.0	23.3	19.4	16.1	4.1	3.4	2.9	18.8	19.2	19.6
Blue Dart Express	6,211	Buy	115.5	181.4	234.1	53.8	34.2	26.5	9.4	7.9	6.5	18.2	25.1	26.9
Concor	700	Buy	22.6	28.1	33.4	30.9	24.9	21.0	3.4	3.2	2.9	11.3	13.1	14.4
JSW Infra	317	Buy	6.7	7.7	9.8	47.5	41.0	32.4	7.3	6.5	5.6	16.4	16.8	18.6
Mahindra Logistics	267	Neutral	-3.7	15.1	28.6	-72.7	17.7	9.3	4.3	3.5	2.6	-5.4	21.4	31.8
TCI Express	640	Neutral	22.8	29.9	34.2	28.1	21.4	18.7	3.2	2.9	2.6	11.9	14.3	14.6
Transport Corp.	1,120	Buy	53.3	63.1	73.9	21.0	17.8	15.2	3.6	3.0	2.5	18.4	18.3	18.1
VRL Logistics	477	Buy	18.5	20.5	25.0	25.9	23.3	19.1	4.1	3.8	3.5	16.4	17.0	19.2

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Adani Ports & SEZ

Buy

CMP: INR1,174 | TP: INR1,560 (+33%)
EPS CHANGE (%): FY26|27: +3|+4

- Expect revenue to jump ~22% YoY to INR84b, driven by an 8% YoY growth in ports volumes.
- Expect adjusted PAT to remain at INR31b (+35% YoY).
- Expect EBITDA at INR53b; EBITDA margin likely to expand 500bp YoY on the back of higher container volumes in the overall cargo mix.
- Improvement in utilization at existing and recently acquired ports and growth in the logistics business to remain the key monitorables.

Quarterly Snapshot - Consolidated

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	62,476	66,464	69,201	68,965	69,563	70,670	79,636	83,819	2,67,106	3,03,688
YoY Change (%)	23.5	27.6	44.6	19.0	11.3	6.3	15.1	21.5	28.1	13.7
EBITDA	37,537	38,805	41,860	40,439	42,445	43,689	48,021	53,303	1,58,639	1,87,457
Margins (%)	60.1	58.4	60.5	58.6	61.0	61.8	60.3	63.6	59.4	61.7
Depreciation	9,496	9,745	9,853	9,791	10,119	10,766	11,058	11,546	38,885	43,488
Interest	7,061	7,153	6,864	6,766	6,554	6,886	7,587	7,488	27,844	28,515
Other Income	3,837	3,055	5,069	3,034	4,946	3,054	2,234	3,262	14,994	13,495
PBT before EO expense	24,816	24,962	30,211	26,916	30,718	29,091	31,610	37,531	1,06,905	1,28,949
Extra-Ord expense	-844	213	1,822	3,159	-5,980	225	1,925	0	4,351	-3,831
PBT	25,660	24,749	28,389	23,757	36,698	28,866	29,685	37,531	1,02,554	1,32,780
Tax	3,714	7,591	5,331	3,262	4,854	4,726	5,015	6,650	19,897	21,245
Rate (%)	14.5	30.7	18.8	13.7	13.2	16.4	16.9	17.7	19.4	16.0
MI and Associates	799	-320	973	99	716	-310	-532	-45	1,550	-171
Reported PAT	21,147	17,479	22,084	20,397	31,128	24,450	25,203	30,926	81,106	1,11,707
Adj PAT	20,472	22,200	23,542	22,924	26,344	24,629	26,742	30,926	89,138	1,08,642
YoY Change (%)	-2.6	15.2	51.0	11.0	28.7	10.9	13.6	34.9	16.5	21.9

Blue Dart Express

Buy

CMP: INR6,211 | TP: INR7,500 (+21%)
EPS CHANGE (%): FY26|27: -13|-10

- Expect revenue to increase ~14% YoY to INR15b in 4QFY25.
- Expect adjusted PAT to grow ~9% YoY to INR827m.
- Expect EBITDA to be ~INR1.5b. EBITDA margin is likely to contract 40bp YoY due to muted volumes.
- Volume growth in the air and surface express segments and movement in ATF prices are the key monitorables.

Quarterly snapshot - Standalone

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	12,376	13,245	13,829	13,229	13,427	14,485	15,117	15,022	52,678	58,051
YoY Change (%)	-4.3	-0.1	3.4	8.7	8.5	9.4	9.3	13.6	1.8	10.2
EBITDA	1,133	1,305	1,343	1,394	1,094	1,219	1,462	1,513	5,175	5,288
Margins (%)	9.2	9.9	9.7	10.5	8.1	8.4	9.7	10.1	9.8	9.1
YoY Change (%)	-40.6	-19.8	-10.8	8.7	-3.4	-6.6	8.9	8.6	-18.2	2.2
Depreciation	444	456	473	500	523	519	522	528	1,873	2,092
Interest	45	48	47	53	70	70	73	72	193	285
Other Income	157	151	228	183	191	190	196	193	718	770
PBT before EO expense	801	952	1,050	1,024	693	819	1,064	1,106	3,828	3,682
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	801	952	1,050	1,024	693	819	1,064	1,106	3,828	3,682
Tax	204	240	235	263	178	212	273	278	942	940
Rate (%)	25.4	25.2	22.4	25.7	25.7	25.9	25.6	25.2	24.6	25.5
Reported PAT	598	713	816	761	515	608	791	827	2,886	2,742
Adj PAT	598	713	816	761	515	608	791	827	2,886	2,742
YoY Change (%)	-49.0	-22.5	-6.2	8.1	-13.8	-14.8	-3.0	8.8	-21.2	-5.0
Margins (%)	4.8	5.4	5.9	5.7	3.8	4.2	5.2	5.5	5.5	4.7

Container Corp. of India (CONCOR)

Buy

CMP: INR700 | TP: INR840 (+20%)

EPS CHANGE (%): FY26|27: -3|-4

- Expect volumes to rise ~9% YoY.
- EBITDA margin to expand 130bp YoY to 22.4%
- Adj. PAT to increase to ~INR3.8b (+30% YoY).
- Expect EXIM/domestic volumes to grow ~9%/8% YoY.
- Growth in EXIM trade, progress on the commissioning of DFC, and divestment of stake by the government are the key monitorables.

Standalone quarterly snapshot

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	19,193	21,904	22,051	23,176	20,971	22,830	22,019	25,154	86,325	90,974
YoY Change (%)	-3.0	11.1	10.9	7.0	9.3	4.2	-0.1	8.5	6.5	5.4
EBITDA	3,916	5,373	5,117	4,890	4,319	5,750	4,583	5,646	19,296	20,297
Margins (%)	20.4	24.5	23.2	21.1	20.6	25.2	20.8	22.4	22.4	22.3
YoY Change (%)	-17.1	7.7	20.0	10.0	10.3	7.0	-10.4	15.5	4.8	5.2
Depreciation	1,378	1,486	1,543	1,603	1,649	1,617	810	1,292	6,009	5,369
Interest	141	147	175	190	181	177	171	171	653	700
Other Income	815	1,025	1,007	937	924	1,301	995	933	3,783	4,153
PBT before EO expense	3,212	4,764	4,406	4,034	3,413	5,257	4,596	5,116	16,416	18,381
Extra-Ord expense	0	0	0	71	0	333	0	0	-71	-333
PBT	3,212	4,764	4,406	3,963	3,413	4,923	4,596	5,116	16,345	18,048
Tax	771	1,187	1,062	1,017	859	1,213	1,162	1,287	4,037	4,521
Rate (%)	24.0	24.9	24.1	25.7	25.2	24.6	25.3	25.2	24.7	25.1
Reported PAT	2,441	3,577	3,344	2,945	2,554	3,711	3,434	3,828	12,308	13,527
Adj PAT	2,441	3,577	3,344	2,945	2,554	3,960	3,434	3,828	12,237	13,777
YoY Change (%)	-16.2	18.1	12.8	5.8	4.6	10.7	2.7	30.0	4.6	12.6
Margins (%)	12.7	16.3	15.2	12.7	12.2	17.3	15.6	15.2	14.2	15.1

JSW Infrastructure

Buy

CMP: INR317 | TP: INR380 (+20%)

EPS CHANGE (%): FY26|27: -|-

- Expect revenue to increase ~22% YoY to INR13.4b, driven by volume growth at new ports/terminals.
- Expect adjusted PAT to remain at ~INR4b (+6% YoY).
- Expect EBITDA at INR6.7b; EBITDA margin likely to expand 60bp QoQ, driven by better utilization and improved volumes.
- Improvement in utilization at existing and recently acquired ports to remain the key monitorables.

Quarterly snapshot

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	8,781	8,483	9,401	10,964	10,098	10,014	11,818	13,367	37,629	45,297
YoY Change (%)	7.1	28.1	17.8	19.8	15.0	18.0	25.7	21.9	17.8	20.4
EBITDA	4,513	4,522	4,799	5,812	5,146	5,205	5,861	6,714	19,646	22,926
Margins (%)	51.4	53.3	51.0	53.0	51.0	52.0	49.6	50.2	52.2	50.6
YoY Change (%)	4.7	32.6	27.5	23.2	14.0	15.1	22.1	15.5	21.3	16.7
Depreciation	947	1,005	1,076	1,337	1,346	1,339	1,376	1,391	4,365	5,452
Interest	714	752	672	754	740	747	974	787	2,892	3,248
Other Income	401	472	782	1,039	939	868	835	833	2,694	3,475
PBT before EO expense	3,253	3,237	3,834	4,760	3,999	3,988	4,346	5,369	15,083	17,702
Extra-Ord expense	-872	-45	763	587	83	-1,551	1,586	0	433	118
PBT	4,125	3,282	3,071	4,174	3,916	5,539	2,759	5,369	14,650	17,584
Tax	903	723	535	883	951	1,802	-597	1,361	3,043	3,517
Rate (%)	21.9	22.0	17.4	21.2	24.3	32.5	-21.6	25.3	20.8	20.0
Minority Interest	-13.1	-14.7	-29.1	9.3	-41.1	-22.2	-58.6	-28.1	-47.8	-150.0
Profit/Loss of Asso. Cos	0	0	0	0	0	0	0	0	0	0
Reported PAT	3,209	2,544	2,507	3,300	2,924	3,715	3,298	3,980	11,559	13,917
Adj PAT	2,555	2,510	3,079	3,740	2,983	2,629	4,408	3,980	11,884	14,000
YoY Change (%)	5.7	52.3	40.6	6.9	16.7	4.7	43.2	6.4	21.8	17.8

Mahindra Logistics

Neutral
CMP: INR267 | TP: INR290 (+8%)
EPS CHANGE (%): FY26|27: +2|+6

- Expect revenue to rise ~14% YoY to INR16.5b.
- Expect EBITDA to remain at INR772m (+36% YoY) and margin expansion of 80bp YoY.
- Expect Adj. PAT of INR29m as B2B express volumes (Rivigo) continue to remain muted.
- Operating profitability in the Rivigo business and the outlook on MM's auto segment sales are expected to be the key monitorables.

Quarterly snapshot

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	12,932	13,648	13,972	14,508	14,200	15,211	15,942	16,464	55,060	61,818
YoY Change (%)	7.8	2.9	5.1	14.0	9.8	11.5	14.1	13.5	7.4	12.3
EBITDA	666	536	522	566	663	664	737	772	2,290	2,835
Margins (%)	5.2	3.9	3.7	3.9	4.7	4.4	4.6	4.7	4.2	4.6
YoY Change (%)	1.4	-20.7	-16.8	-11.2	-0.5	23.9	41.1	36.3	-11.8	23.8
Depreciation	545	518	515	513	550	540	590	571	2,090	2,250
Interest	178	165	164	174	195	191	221	198	682	805
Other Income	62	66	23	29	57	17	63	57	179	193
PBT before EO Items	6	-82	-134	-92	-25	-50	-11	59	-302	-27
Extra-Ord expense	0	0	-38	0	0	0	0	0	38	0
PBT	6	-82	-96	-92	-25	-50	-11	59	-340	-27
Tax	89	73	68	27	53	46	61	15	257	176
Rate (%)	1,556.1	-89.2	-71.4	-29.2	-213.6	-93.4	NA	25.0	NA	NA
PAT before MI, Associates	-83	-155	-164	-119	-78	-96	-72	44	-597	-202
Share of associates/ Minority Interest	-3	-5	-10	-9	-15	-11	-18	-16	-27	-60
Reported PAT	-86	-159	-174	-128	-93	-107	-90	29	-624	-262
Adj PAT	-86	-159	-212	-128	-93	-107	-90	29	-586	-262
YoY Change (%)	NA	PL	PL	NA	NA	NA	NA	LP	NA	NA
Margins (%)	-0.7	-1.2	-1.5	-0.9	-0.7	-0.7	-0.6	0.2	-1.1	-0.4

Transport Corporation of India

Buy
CMP: INR1,120 | TP: INR1,330 (+19%)
EPS CHANGE (%): FY26|27: -|-

- Expect revenue to improve ~9% YoY to INR11.7b, propelled by an 11% YoY growth in the supply chain segment and 10% YoY growth in the Seaways segment.
- Expect EBITDA at INR1.3b (+16% YoY) and EBITDA margin at 10.8% (+70bp YoY) due to an improvement in the Seaways business.
- Expect adjusted PAT to remain at INR1.1b (+8% YoY) in 4QFY25.
- Volume growth in the Freight business and margin in the Seaways business are the key monitorables.

Quarterly snapshot

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	9,498	9,935	10,020	10,789	10,451	11,208	11,471	11,717	40,242	44,847
YoY Change (%)	5.2	6.6	3.7	10.2	10.0	12.8	14.5	8.6	6.4	11.4
EBITDA	1,008	1,004	999	1,094	1,038	1,171	1,185	1,269	4,105	4,663
Margins (%)	10.6	10.1	10.0	10.1	9.9	10.4	10.3	10.8	10.2	10.4
YoY Change (%)	-3.1	4.6	-12.7	1.2	3.0	16.6	18.6	16.0	-3.2	13.6
Depreciation	308	311	331	334	290	291	305	303	1,284	1,189
Interest	23	34	35	41	42	46	59	48	133	195
Other Income	85	113	95	165	109	106	68	97	458	380
PBT before EO expense	762	772	728	884	815	940	889	1,015	3,146	3,659
Extra-Ord expense	0	0	0	24	0	0	0	0	24	0
PBT	762	772	728	860	815	940	889	1,015	3,122	3,659
Tax	104	96	108	28	110	109	93	112	336	424
Rate (%)	13.6	12.4	14.8	3.3	13.5	11.6	10.5	11.1	10.8	11.6
Minority Interest	-9.0	-8.0	-8.0	-12.0	-6.0	-9.0	-12.0	-3.0	-37.0	-30.0
Profit/Loss of Asso. Cos	174	202	182	201	211	242	225	228	759	906
Reported PAT	823	870	794	1,021	910	1,064	1,009	1,127	3,508	4,110
Adj PAT	823	870	794	1,045	910	1,064	1,009	1,127	3,532	4,110
YoY Change (%)	5.8	20.3	-7.4	23.2	10.6	22.3	27.1	7.9	10.1	16.4
Margins (%)	8.7	8.8	7.9	9.7	8.7	9.5	8.8	9.6	8.8	9.2

TCI Express

Neutral
CMP: INR640 | TP: INR680 (+6%)
EPS CHANGE (%): FY26|27: -6|-11

- Expect revenue to decline ~2% YoY to ~INR3.1b.
- Expect Adj. PAT to decrease to INR206m (-35% YoY), primarily due to weak volumes and higher operating expenses.
- Expect EBITDA at INR313m; margin likely to contract 400bp YoY due to weak volume growth.
- Outlook on the B2B express segment and competitive scenario are the key monitorables.

Quarterly snapshot

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	3,049	3,200	3,119	3,171	2,930	3,115	2,965	3,099	12,538	12,109
YoY Change (%)	5.0	3.3	-0.8	-2.8	-3.9	-2.6	-4.9	-2.3	1.0	-3.4
EBITDA	464	505	456	448	327	368	289	313	1,872	1,297
Margins (%)	15.2	15.8	14.6	14.1	11.2	11.8	9.8	10.1	14.9	10.7
YoY Change (%)	8.4	-2.0	-1.1	-17.2	-29.4	-27.1	-36.6	-30.2	-3.7	-30.7
Depreciation	46	47	48	49	51	51	53	58	190	213
Interest	4	4	3	4	3	3	3	3	15	12
Other Income	15	18	20	19	23	25	26	23	72	97
PBT before EO expense	429	472	424	415	297	338	259	275	1,740	1,169
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	429	472	424	415	297	338	259	275	1,740	1,169
Tax	105	116	103	99	74	87	67	69	423	297
Rate (%)	24.6	24.5	24.2	23.9	24.8	25.6	26.0	25.2	24.3	25.4
Reported PAT	323	356	322	316	223	252	192	206	1,317	872
Adj PAT	323	356	322	316	223	252	192	206	1,317	872
YoY Change (%)	4.3	-5.8	0.5	-17.8	-31.0	-29.3	-40.4	-34.9	-5.4	-33.8
Margins (%)	10.6	11.1	10.3	10.0	7.6	8.1	6.5	6.6	10.5	7.2

VRL Logistics

Buy
CMP: INR477 | TP: INR600 (+26%)
EPS CHANGE (%): FY26|27: -9|-3

- Expect revenue to increase 8% YoY to INR8.3b, driven by an 11% YoY growth in realization following a price hike, while volumes are expected to decline marginally on a YoY basis.
- Expect adjusted PAT to remain at INR527m (+144% YoY) due to the lower base of 4QFY24.
- Expect EBITDA to remain at ~INR1.5b; EBITDA margin to expand 460bp YoY due to higher realizations and higher sourcing of refinery fuel.
- Addition of fleet, branch expansion, and volume growth are the key monitorables.

Quarterly performance

Y/E March (INR m)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	6,742	7,093	7,367	7,684	7,272	7,995	8,252	8,299	28,886	31,818
YoY Change (%)	9.7	8.4	8.1	10.1	7.9	12.7	12.0	8.0	9.1	10.2
EBITDA	1,019	918	944	1,053	869	1,331	1,664	1,519	3,935	5,382
Margins (%)	15.1	12.9	12.8	13.7	11.9	16.6	20.2	18.3	13.6	16.9
YoY Change (%)	11.7	-1.3	-8.6	-7.7	-14.7	44.9	76.3	44.2	-2.0	36.8
Depreciation	489	522	568	583	615	638	646	665	2,162	2,563
Interest	163	185	213	218	226	224	241	237	779	928
Other Income	89	60	24	38	148	25	57	87	211	316
PBT before EO expense	456	271	187	291	176	493	835	704	1,205	2,208
Extra-Ord expense	0	-3	0	0	0	0	0	0	-3	0
PBT	456	274	187	291	176	493	835	704	1,208	2,208
Tax	117	77	50	76	42	135	240	177	319	594
Rate (%)	25.6	28.0	26.9	26.0	23.6	27.3	28.8	25.2	26.4	26.9
Reported PAT	339	197	137	215	134	358	594	527	889	1,614
Adj PAT	339	194	137	215	134	358	594	527	886	1,614
YoY Change (%)	-7.5	-36.7	-63.7	-64.7	-60.4	84.4	333.9	144.5	-46.7	82.2
Margins (%)	5.0	2.7	1.9	2.8	1.8	4.5	7.2	6.3	3.1	5.1

Metals

Company

Coal India

Hindalco Industries

Hindustan Zinc

Jindal Steel & Power

JSW Steel

NMDC

National Aluminum Co.

Steel Authority of India

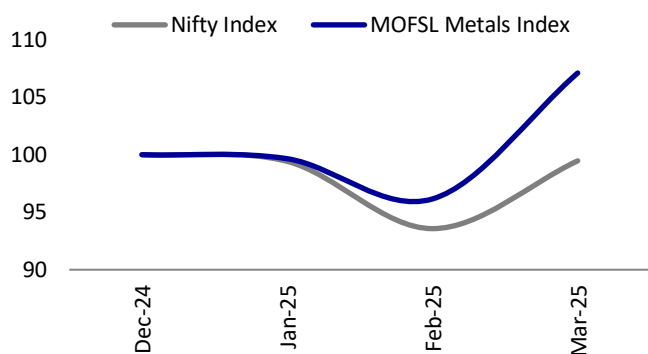
Tata Steel

Vedanta

Higher volumes with improved prices to drive performance; lower costs to support earnings

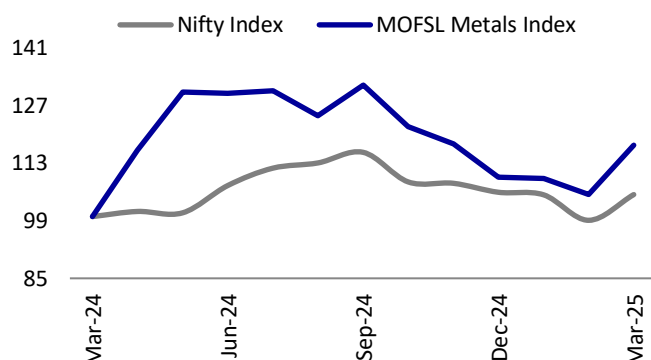
- Domestic HRC prices surged to INR52,000/t in Mar'25 from INR46,500/t in mid-Jan'25, primarily led by 12% provisional safeguard duty announcement. As a result, average domestic HRC prices for 4QFY25 improved by INR650/t QoQ, while average primary rebar prices moderated by INR400/t QoQ. Global prices remained under pressure due to the oversupply from China because of weak domestic consumption. While the US tariff tension has become a potential headwind for the industry, the safeguard duty in India is providing support to domestic prices.
- Coking coal (premium HCC) continued its downward trajectory, with average premium HCC coking coal prices declining by USD20/t QoQ to USD200/t in 4QFY25. Ferrous companies have guided for a coking coal benefit of USD10-15/t in 4QFY25. We expect the margins to improve primarily due to muted costs, as rising NSR will start reflecting from 1QFY26 onward. Also, iron ore prices have largely remained stable QoQ.
- Volumes for non-ferrous players are expected to be marginally better QoQ in 4QFY25. While aluminum and copper prices were resilient during the quarter, Alumina (-15%), Zinc (-7%) and Lead (-3%) saw price moderation QoQ. As a result, we believe the earnings performance for non-ferrous players could remain muted QoQ.
- **We have a BUY rating on JSTL, JSP, HNDL and COAL.**
- **Ferrous:** We expect ferrous companies to report revenue growth of 8% QoQ (decline 2% YoY), mainly driven by better volumes with marginally improved prices. The softened coking coal by USD10-15/t will primarily drive the margin in 4QFY25. Overall, we believe EBITDA may increase by 7% QoQ and YoY for our ferrous coverage universe. The EBITDA loss for TATA Steel Europe could remain flat QoQ in 4QFY25.
- **Non-ferrous:** Non-ferrous companies under our coverage are expected to post a better performance YoY compared to ferrous companies. Aggregate revenue, EBITDA and adj. PAT for non-ferrous companies are expected to grow in double digits YoY, led by elevated pricing and muted CoP. However, QoQ earnings growth could be flat, with modest volume growth. Novelis performance, however, is expected to stabilize after the sharp drop in earnings in 3QFY25.
- **Mining:** Volume for Coal India stood at 200mt, up 3% QoQ, but declined 1% YoY in 4QFY25. This is expected to drive revenue/EBITDA/PAT growth of 7%/7%/2% QoQ. Similarly, for NMDC, sales volumes were up 6% YoY and 1% QoQ at 12.7mt, while prices fell marginally by INR100/t during 4QFY25. As a result, we expect NMDC's revenue/EBITDA/PAT to grow 4%/3%/4% QoQ in 4QFY25.

Exhibit 1: Relative performance – three months (%)



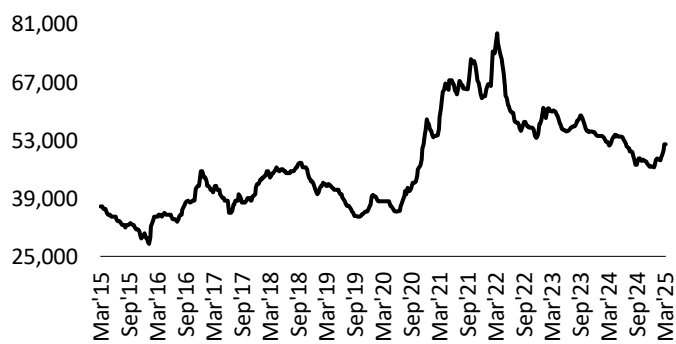
Sources: MOFSL, Bloomberg

Exhibit 2: Relative performance – one year (%)



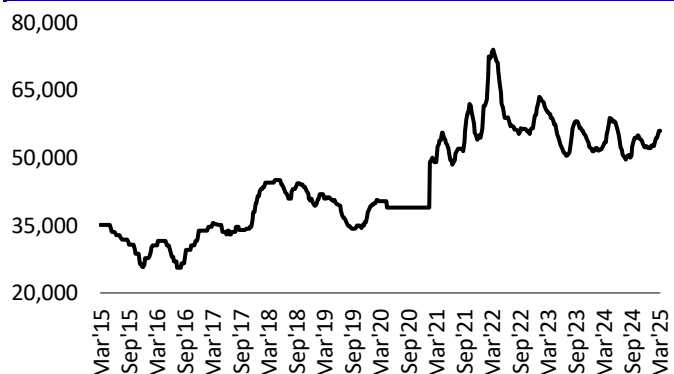
Sources: MOFSL, Bloomberg

Exhibit 3: Domestic HRC prices rebound to INR52,000/t



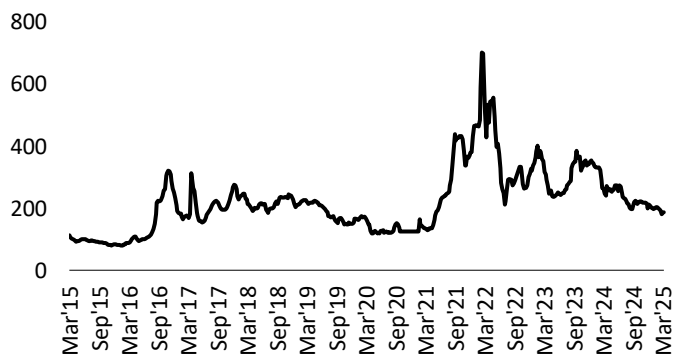
Source: MOFSL, Steelmint

Exhibit 4: Primary rebar prices trades at INR56,000/t



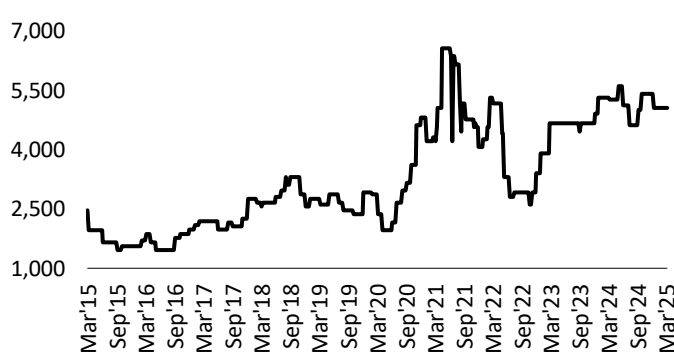
Source: MOFSL, Steelmint

Exhibit 5: Coking coal prices slipped below ~USD190/t



Source: MOFSL, Steelmint

Exhibit 6: NMDC prices remained flat QoQ



Source: MOFSL, Steelmint

Exhibit 7: Key assumptions (all amounts in INR b except for volumes and per ton numbers)

JSW Steel	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Sales - mt	5.7	6.3	6.0	6.7	6.1	6.1	6.7	7.2	7.1	6.8
Realization/t	73,928	70,322	69,900	68,750	70,168	64,737	61,666	62,187	0.8	-9.5
EBITDA/t	12,340	12,438	11,967	9,100	9,003	8,869	8,314	9,158	10.1	0.6
Consol Revenue	422	446	419	463	429	397	414	447	8.0	-3.4
Consol EBITDA	70	79	72	61	55	54	56	66	18.0	7.5
Consol PAT	23	31	23	13	8	6	8	17	121.1	32.6
Tata Steel	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Standalone										
Sales - mt	4.8	4.8	4.9	5.4	4.9	5.1	5.3	5.6	6.3	3.8
Realization/t	74,083	70,924	71,069	67,592	66,720	63,404	61,929	62,404	0.8	-7.7
EBITDA/t	13,924	14,248	16,905	14,846	13,711	12,935	14,179	12,372	-12.7	-16.7
Revenue	355	342	347	366	330	324	328	351	7.1	-4.2
EBITDA	67	69	82	80	68	66	75	70	-7.2	-13.5
PAT	46	45	46	47	36	36	40	36	-11.0	-23.7
Consolidated										
Sales - mt	7.2	7.1	7.2	8.0	7.4	7.5	7.7	8.1	4.7	1.3
Realization/t	82,625	78,758	77,359	73,543	74,116	71,682	69,493	69,321	-0.2	-5.7
EBITDA/t	7,186	6,037	8,031	8,271	9,059	7,343	9,268	7,962	-14.1	-3.7
Consol Revenue	595	557	553	587	548	539	536	560	4.5	-4.5
Consol EBITDA	52	43	57	66	67	55	72	64	-10.0	-2.5
Consol PAT	6	7	4	12	13	5	7	6	-12.3	-46.2
TSE										
Sales - mt	2.0	2.0	1.9	2.1	2.2	2.1	2.1	2.1	1.0	0.0
Revenue	213	202	192	207	210	206	195	185	-5.2	-10.6
EBITDA	-16	-25	-29	-7	-5	-13	-7	-8	NA	NA
EBITDA/t (USD)	-98	-155	-175	-38	-28	-76	-42	-45	NA	NA
SAIL	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Sales - mt	3.9	4.8	3.8	4.6	4.0	4.1	4.4	5.3	20.0	16.5
Realization/t	62,781	58,256	61,444	57,554	59,845	56,191	55,282	54,978	-0.5	-4.5
EBITDA/t	4,250	4,429	5,638	3,879	5,536	3,111	4,582	5,423	18.4	39.8
Consol Revenue	244	280	233	262	240	230	245	292	19.3	11.3
Consol EBITDA	16	21	21	18	22	13	20	29	42.0	62.9
Consol PAT	2	3	4	2	3	-4	1	8	598.8	338.7
JSP	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Sales (mt)	1.8	2.0	1.8	2.0	2.1	1.9	1.9	2.0	2.8	-2.8
Realization/t	68,415	60,946	64,648	67,099	65,157	60,612	61,846	61,810	-0.1	-7.9
EBITDA/t	14,283	11,372	15,705	12,162	13,585	11,893	11,494	11,599	0.9	-4.6
Consol Revenue	126	123	117	135	136	112	118	121	2.7	-10.5
Consol EBITDA	26	23	28	24	28	22	22	23	3.7	-7.3
Consol PAT	17	14	19	9	13	9	10	10	0.8	2.4
NMDC	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Sales - mt	11.0	9.6	11.4	12.5	10.1	9.9	11.9	12.7	6.1	1.0
Realization/t	4,915	4,194	4,748	5,174	5,375	4,948	5,503	5,409	-1.7	4.5
EBITDA/t	1,816	1,244	1,762	1,676	2,323	1,394	1,987	1,931	-2.9	15.2
Revenue	54	40	54	65	54	49	66	69	4.3	5.6
EBITDA	20	12	20	21	23	14	24	24	3.1	16.4
PAT	17	10	17	14	20	12	19	20	4.1	38.0

HNDL	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Aluminum sales - kt	341	334	333	337	329	328	338	345	2.1	2.4
Copper sales - kt	118	134	119	135	119	117	120	124	3.3	-8.1
Novelis vol- kt	879	933	910	951	951	945	904	930	2.9	-2.2
Novelis adj EBITDA (USD m)	421	484	454	514	500	462	367	443	20.6	-13.9
Consol Revenue	530	542	528	560	570	582	584	588	0.8	5.1
Consol EBITDA	57	56	59	67	75	79	76	78	2.6	16.4
Consol PAT	25	22	23	32	33	43	38	43	13.7	34.8
HZL	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Zinc vol (India) - kt	208	185	203	221	211	198	201	209	3.8	-5.6
Lead vol (India) - kt	50	57	56	53	51	63	55	54	-2.3	1.4
Silver vol- t	179	181	197	179	167	184	160	165	3.4	-7.4
Consol Revenue	73	68	73	75	81	83	86	85	-0.8	13.2
Consol EBITDA	33	31	35	36	39	41	45	44	-1.3	21.6
Consol PAT	20	17	20	20	23	23	27	26	-3.5	26.7
VED	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Consol Revenue	337	342	355	355	358	376	391	389	-0.5	9.6
Consol EBITDA	64	67	85	88	99	98	111	108	-2.9	23.0
Consol PAT	9	5	20	16	36	30	35	34	-4.6	115.5
NACL	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Consol Revenue	32	30	33	36	29	40	47	44	-6.4	22.0
Consol EBITDA	6	4	8	11	9	15	23	19	-17.8	72.8
Consol PAT	3	2	5	7	6	10	16	13	-18.6	88.5
COAL	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
Sales - mt	187	174	191	202	199	168	194	200	2.9	-1.1
NSR - FSA INR/t	1,536	1,542	1,532	1,536	1,524	1,462	1,514	1,577	4.1	2.7
E-auction premium	144	83	117	66	58	69	76	76	-0.4	15.8
EBITDA/t	597	512	624	488	581	426	536	556	3.8	14.0
Consol Revenue	360	328	362	374	365	307	358	383	7.0	2.4
Consol Adj EBITDA	112	89	119	98	115	72	104	111	6.8	12.9
Consol PAT	105	80	103	87	110	63	85	87	2.2	0.1

Exhibit 8: Ferrous companies to witness healthy volume growth

Sales Volume	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
JSW Steel	5.7	6.3	6.0	6.7	6.1	6.1	6.7	7.2	7.1	6.8
Tata Steel	7.2	7.1	7.2	8.0	7.4	7.5	7.7	8.1	4.7	1.3
SAIL	3.9	4.8	3.8	4.6	4.0	4.1	4.4	5.3	20.0	16.5
JSPL	1.8	2.0	1.8	2.0	2.1	1.9	1.9	2.0	2.8	-2.8

Sources: MOFSL, Company

Exhibit 9: ASP for JSW/SAIL could see marginal improvement

ASP	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
JSW Steel	73,928	70,322	69,900	68,750	70,168	64,737	61,666	62,187	0.8	-9.5
Tata Steel	82,625	78,758	77,359	73,543	74,116	71,682	69,493	69,321	-0.2	-5.7
SAIL	62,781	58,256	61,444	57,554	59,845	56,191	55,282	54,978	-0.5	-4.5
JSPL	68,415	60,946	64,648	67,099	65,157	60,612	61,846	61,810	-0.1	-7.9

Sources: MOFSL, Company

Exhibit 10: EBITDA/t to increase QoQ led by improved pricing and lower costs

EBITDA/t	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	% QoQ	% YoY
JSW Steel	12,340	12,438	11,967	9,100	9,003	8,869	8,314	9,158	10.1	0.6
Tata Steel	7,186	6,037	8,031	8,271	9,059	7,343	9,268	7,962	-14.1	-3.7
SAIL	4,250	4,429	5,638	3,879	5,536	3,111	4,582	5,423	18.4	39.8
JSPL	14,283	11,372	15,705	12,162	13,585	11,893	11,494	11,599	0.9	-4.6

Sources: MOFSL, Company

Exhibit 11: Key commodity prices – Quarterly movement

Non-ferrous Metal Price	UoM	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	% QoQ	% YoY
Copper-LME	USD/t	8,356	8,169	8,445	9,745	9,209	9,239	9,330	1%	10%
Aluminum-LME	USD/t	2,154	2,192	2,203	2,517	2,385	2,579	2,626	2%	19%
Zinc-LME	USD/t	2,427	2,500	2,453	2,830	2,780	3,054	2,840	-7%	16%
Nickel-LME	USD/t	20,396	17,257	16,608	18,454	16,256	16,087	15,571	-3%	-6%
Lead-LME	USD/t	2,170	2,121	2,075	2,164	2,045	2,011	1,969	-2%	-5%
Alumina-Spot	USD/t	461	481	508	542	576	608	517	-15%	2%
Brent	USD/bbl	87	84	83	85	80	75	76	1%	-9%
China Steel Prices										
China TMT	RMB/t	3,822	4,023	4,066	3,828	3,532	3,654	3,527	-3%	-13%
China HRC	RMB/t	3,937	3,946	3,991	3,793	3,373	3,558	3,419	-4%	-14%
China Wire Rod	RMB/t	4,189	4,331	4,299	4,101	3,786	3,911	3,746	-4%	-13%
India Domestic Prices										
HRC India FoB	USD/t	572	580	593	561	560	543	511	-6%	-14%
HRC Dom Mum	INR/t	56,675	56,350	53,594	53,630	50,331	47,765	48,431	1%	-10%
Billet Raigarh	INR/t	42,348	40,676	39,084	42,896	38,363	39,099	39,158	0%	0%
Wire Rod - Dom	INR/t	51,669	54,393	50,163	54,453	54,070	55,220	54,640	-1%	9%
TMT Primary Mum	INR/t	53,114	55,812	51,912	56,957	51,238	53,762	53,277	-1%	3%
TMT Secondary Mum	INR/t	49,264	49,560	48,722	51,129	45,887	47,539	48,120	1%	-1%
Pig Iron SG Durgapur	INR/t	40,665	38,076	38,308	40,760	37,035	36,055	34,082	-5%	-11%
CRC Mum	INR/t	60,975	62,946	61,641	60,869	57,796	54,927	54,881	0%	-11%
Galvanized Plain	INR/t	67,983	69,092	65,854	64,550	61,208	57,592	58,846	2%	-11%
Color Coated	INR/t	79,021	78,925	75,931	73,829	69,862	66,723	67,546	1%	-11%
Coking Coal/Coke										
HCC China	USD/t	213	263	242	233	197	184	151	-18%	-37%
HCC Prem India CNF	USD/t	276	349	329	260	227	217	199	-9%	-40%
HCC Mid Vols India CNF	USD/t	236	285	277	225	203	182	160	-12%	-42%
PCI Coal CNF India	USD/t	182	204	182	181	191	171	155	-10%	-15%
Iron Ore										
62% CNF China - Aus	USD/t	114	128	124	112	100	103	104	0%	-17%
Odisha Fines - 62%	INR/t	4,700	4,989	5,417	5,057	4,392	5,315	5,031	-5%	-7%
K'taka Fines Fe 60%	INR/t	2,770	3,640	4,167	3,917	3,333	3,633	3,400	-6%	-18%
NMDC 64 %Fines (C'garh)	INR/t	3,939	4,540	5,116	5,327	4,610	5,210	5,060	-3%	-1%
NMDC 65%-Lumps	INR/t	4,484	5,253	5,845	6,180	5,520	6,053	6,000	-1%	3%
Domestic Pellet	INR/t	8,447	8,512	8,561	8,504	7,248	8,177	8,229	1%	-4%
Sponge Iron- Raigarh	INR/t	27,930	27,029	25,790	27,868	24,576	25,327	24,451	-3%	-5%
Chrome Ore										
China Chrome Ore (40-42%)	USD/t	291	286	290	309	308	253	235	-7%	-19%
Odisha Chrome Ore (E-Auction)	INR/t	26,577	30,110	30,574	28,948	32,831	29,816	23,212	-22%	-24%
Global Mn Ore 38%	USD/dmtu	3.75	3.71	3.95	5.65	4.37	3.96	4.44	12%	12%
Mn Ore India Mn 44% Fe 5%	USD/dmtu	4.58	4.38	4.40	6.93	7.26	4.19	4.78	14%	9%
Balaghat Mn 37.5%, Fe 7%	INR/t	11,871	12,084	12,947	18,157	16,170	13,578	15,506	14%	20%
Silico manganese	INR/t	68,067	64,202	66,167	82,190	68,780	67,044	71,893	7%	9%
Ferro Manganese	INR/t	69,132	64,738	66,548	85,507	75,242	68,514	74,904	9%	13%

Sources: MOFSL, Bloomberg, Steelmint

Exhibit 12: Currency movement

Currency	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	% QoQ	% YoY
EUR/USD	1.09	1.08	1.09	1.08	1.10	1.07	1.05	-2	-3
USD/CNY	7.25	7.22	7.19	7.24	7.17	7.18	7.27	1	1
USD/GBP	0.79	0.81	0.79	0.79	0.77	0.78	0.79	2	1
USD/INR	82.68	83.26	83.05	83.41	83.77	84.40	86.61	3	4
GBP/INR	104.63	103.37	105.32	105.28	108.86	108.37	109.11	1	4
EUR/INR	89.95	89.63	90.18	89.81	92.02	90.27	91.17	1	1

Sources: MOFSL

Exhibit 13: Summary of expected quarterly performance

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Sector	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Coal India	398	Buy	3,82,934	2.4	7.0	1,11,102	12.9	6.8	86,902	0.1	2.2
Hindalco	664	Buy	5,88,388	5.1	0.8	77,769	16.4	2.6	42,791	34.8	13.7
Hindustan Zinc	454	Neutral	85,465	13.2	-0.8	44,386	21.6	-1.3	25,830	26.7	-3.5
JSPL	901	Buy	1,20,702	-10.5	2.7	22,651	-7.3	3.7	9,580	2.4	0.8
JSW Steel	1056	Buy	4,46,954	-3.4	8.0	65,823	7.5	18.0	17,220	32.6	121.1
Nalco	175	Neutral	43,649	22.0	-6.4	19,135	72.8	-17.8	12,757	88.5	-18.6
NMDC	70	Buy	68,533	5.6	4.3	24,461	16.4	3.1	19,751	38.0	4.1
SAIL	117	Neutral	2,55,021	-2.8	4.1	22,420	26.8	10.5	3,234	79.1	185.3
Tata Steel	153	Neutral	5,60,384	-4.5	4.5	64,366	-2.5	-10.0	6,487	-46.2	-12.3
Vedanta	457	Neutral	3,89,061	9.6	-0.5	1,07,864	23.0	-2.9	33,839	115.5	-4.6
Metals			29,41,091	1.0	3.4	5,59,977	14.1	1.4	2,58,391	21.9	5.3

Source: MOFSL

Exhibit 14: Valuation summary

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Metals						14.9	11.2	9.2	2.5	2.2	1.9	16.4	19.3	20.4
Coal India	398	Buy	55.9	63.3	70.5	7.1	6.3	5.6	2.5	2.1	1.8	34.6	32.9	31.1
Hindalco	664	Buy	70.3	65.8	70.7	9.4	10.1	9.4	1.6	1.4	1.2	18.0	14.6	13.8
Hindustan Zinc	454	Neutral	23.7	31.1	32.0	19.1	14.6	14.2	15.3	9.3	6.6	72.2	79.3	54.4
JSPL	901	Buy	40.0	63.5	96.6	22.5	14.2	9.3	1.9	1.7	1.5	8.7	12.6	16.8
JSW Steel	1,056	Buy	16.4	54.0	82.9	64.6	19.5	12.7	3.2	2.8	2.3	5.0	15.2	19.7
Nalco	175	Neutral	24.4	14.0	16.5	7.2	12.5	10.6	1.8	1.6	1.4	27.5	13.4	14.2
NMDC	70	Buy	8.0	8.5	9.3	8.7	8.3	7.5	2.0	1.7	1.5	24.8	22.2	21.0
SAIL	117	Neutral	0.9	6.4	13.5	124.4	18.2	8.7	0.8	0.8	0.8	0.7	4.5	9.0
Tata Steel	153	Neutral	2.5	10.7	15.5	60.5	14.4	9.9	2.3	2.2	2.0	3.7	15.6	20.9
Vedanta	457	Neutral	34.5	41.9	48.4	13.3	10.9	9.4	5.6	4.5	3.5	42.0	45.6	41.9

Source: MOFSL

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Coal India

Buy

CMP: INR 398 | TP: INR 480 (+21%)

- Coal production remained flat YoY in FY25.
- Better e-auction volume and premium to drive healthy performance.
- Management guidance on FY25/FY26 volume and e-auction premium will be the key monitorables.

Quarterly Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Sales	359.8	327.8	361.5	374.1	364.6	306.7	357.8	382.9	1,423.2	1,412.1
Change YoY (%)	2.5	9.8	2.8	(1.9)	1.3	(6.4)	(1.0)	2.4	2.9	(0.8)
Change QoQ (%)	(5.7)	(8.9)	10.3	3.5	(2.5)	(15.9)	16.6	7.0		
Adj. EBITDA	111.6	88.9	119.4	98.4	115.4	71.5	104.0	111.1	418.3	402.1
Change YoY (%)	(12.4)	10.9	6.2	14.0	3.4	(19.6)	(12.8)	12.9	3.0	(3.9)
Change QoQ (%)	29.3	(20.3)	34.2	(17.5)	17.3	(38.0)	45.4	6.8		
EBITDA per tonne	596.9	511.9	624.3	488.1	581.5	425.6	535.9	556.3	555.2	528.8
Depreciation	15.3	15.9	17.2	19.9	19.5	19.0	25.1	26.3	67.4	90.0
OBR	(24.2)	(11.4)	(10.3)	(14.9)	(28.0)	(14.6)	(19.1)	(15.3)	(61.4)	(77.0)
Interest	1.8	1.8	2.3	2.3	2.1	2.1	2.3	2.6	8.2	9.0
Other Income	15.4	19.8	22.0	22.4	18.8	15.1	21.4	20.2	79.7	75.5
EO Inc/(Exp)	-	-	-	-	-	-	-	-	-	-
PBT after EO	134.1	102.5	132.2	113.6	140.6	80.2	117.2	117.6	483.9	455.6
Tax	28.9	22.9	32.2	27.9	32.0	18.8	33.0	32.4	114.4	116.2
Tax Rate (%)	21.5	22.3	24.3	24.6	22.8	23.4	28.2	27.5	23.7	25.5
PAT before MI & Asso.	105.2	79.6	100.1	85.7	108.6	61.4	84.2	85.3	369.4	339.4
PAT After MI & Asso.	105.3	80.5	102.5	86.8	109.6	62.9	85.1	86.9	374.0	344.4
Adjusted PAT	105.3	80.5	102.5	86.8	109.6	62.9	85.1	86.9	374.0	344.4
Change YoY (%)	19.2	33.2	32.2	26.3	4.1	(21.9)	(17.0)	0.1	17.8	(7.9)
Change QoQ (%)	53.1	(23.6)	27.4	(15.3)	26.2	(42.6)	35.2	2.2		

Hindalco

Buy

CMP: INR 664 | TP: INR 770 (+16%)

- Novelis' volumes/margin should improve QoQ.
- India operations could report healthy performance, led by better volume and prices.
- The timeline for commissioning multiple capex is crucial.
- Novelis' demand outlook and EBITDA/t guidance will be the key monitorables.

Consolidated performance

Y/E March	FY24				FY25				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	529.9	541.7	528.1	559.9	570.1	582.0	583.9	588.4	2,159.6	2,324.4
Change (YoY %)	(8.7)	(3.6)	(0.6)	0.2	7.6	7.4	10.6	5.1	(3.2)	7.6
Change (QoQ %)	(5.1)	2.2	(2.5)	6.0	1.8	2.1	0.3	0.8	-	-
Total Expenditure	472.8	485.6	469.4	493.1	495.1	503.2	508.1	510.6	1,920.9	2,017.0
EBITDA	57.1	56.1	58.7	66.8	75.0	78.8	75.8	77.8	238.7	307.5
Change (YoY %)	(32.2)	4.7	65.3	25.4	31.3	40.5	29.3	16.4	5.3	28.8
Change (QoQ %)	7.3	(1.8)	4.5	13.9	12.3	5.1	(3.8)	2.6	-	-
As % of Net Sales	10.8	10.4	11.1	11.9	13.2	13.5	13.0	13.2	11.1	13.2
Interest	9.9	10.3	9.4	8.9	8.6	8.7	8.2	7.9	38.6	33.4
Depreciation	17.9	18.4	18.7	20.2	18.9	19.3	19.4	19.3	75.2	76.9
Other Income	3.9	4.6	2.8	3.6	4.2	10.8	5.1	5.9	15.0	26.0
PBT (before EO item)	33.3	32.0	33.3	41.4	51.8	61.6	53.4	56.5	139.9	223.1
Extra-ordinary Income	(0.1)	0.3	-	-	(3.3)	(5.1)	(0.4)	-	0.2	(8.9)
PBT (after EO item)	33.2	32.3	33.3	41.4	48.5	56.4	53.0	56.5	140.1	214.3
Total Tax	8.6	10.4	10.0	9.6	17.7	17.3	15.6	13.7	38.6	64.4
% Tax	26.0	32.0	30.0	23.3	36.6	30.7	29.5	24.2	27.5	30.0
PAT before MI and Associate	24.5	22.0	23.3	31.8	30.7	39.1	37.3	42.8	101.5	149.9
Adjusted PAT	24.7	21.6	23.3	31.7	33.1	42.7	37.6	42.8	101.3	156.2
Change (YoY %)	(39.5)	(1.9)	71.1	31.6	34.0	97.3	61.5	34.8	-	-
Change (QoQ %)	2.3	(12.3)	7.7	36.2	4.1	29.2	(11.8)	13.7		

Hindustan Zinc

Neutral

CMP: INR 454 | TP: INR 460 (+1%)

- Guidance on CoP, volumes, and realizations will be critical.
- Guidance on future dividend payout is important.
- We await further insights on any other update related to the change in the corporate structure, if any.

Quarterly Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Mine prodn. (kt)	257	252	271	299	263	256	265	311	1,079	1,095
Sales										
Zinc refined (kt)	208	185	203	221	211	198	201	209	817	819
Lead refined (kt)	50	57	56	53	51	63	55	54	216	223
Silver (tonnes)	179	181	197	179	167	184	160	165	736	676
Net Sales	72.8	67.9	73.1	75.5	81.3	82.5	86.1	85.5	289.3	335.4
Change (YoY %)	(22.4)	(18.5)	(7.1)	(11.3)	11.6	21.5	17.8	13.2	(15.2)	15.9
Change (QoQ %)	(14.4)	(6.7)	7.6	3.3	7.7	1.5	4.4	(0.8)		
EBITDA	33.5	31.4	35.2	36.5	39.5	41.2	45.0	44.4	136.6	170.1
Change (YoY %)	(34.8)	(28.8)	(5.0)	(14.2)	17.9	31.3	27.8	21.6	(22.0)	24.5
Change (QoQ %)	(21.3)	(6.2)	12.2	3.6	8.1	4.5	9.1	(1.3)		
Finance cost	2.2	2.3	2.4	2.6	2.6	3.0	2.9	3.2	9.6	11.7
DD&A	8.0	8.3	9.1	9.4	8.4	8.8	9.1	9.5	34.7	35.8
Other Income	2.8	2.2	3.0	2.7	2.7	2.7	2.2	2.8	10.7	10.4
PBT	26.1	23.1	26.7	27.2	31.1	33.0	35.3	34.5	103.1	133.8
Total Tax	6.5	5.8	6.4	6.9	7.7	8.0	8.5	8.6	25.5	32.9
% Tax	24.8	25.0	24.0	25.2	24.7	24.4	24.1	25.1	24.7	24.5
Reported PAT	19.6	17.3	20.3	20.4	23.5	24.9	26.8	25.8	77.6	101.0
Adjusted PAT	19.6	17.3	20.3	20.4	23.5	24.1	26.8	25.8	77.6	100.2
Change (YoY %)	(36.5)	(35.5)	(5.9)	(21.1)	19.4	34.6	32.1	26.7	(26.2)	28.0
Change (QoQ %)	(24.0)	(12.0)	17.3	0.5	15.1	(0.8)	15.1	(3.5)		

Jindal Steel & Power

Buy

CMP: INR 901 | TP: INR 1130 (+25%)

- Better NSR likely to improve earnings.
- Management commentary on the change in ASP and coal cost is critical.
- Guidance on captive mines and raw material is important.
- Management commentary on the capex timelines.

Consolidated performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Sales (kt)	1,840	2,010	1,810	2,010	2,090	1,850	1,900	1,953	7,670	7,793
Change (YoY %)	5.7	-	(4.7)	(1.0)	13.6	(8.0)	5.0	(2.8)	(0.1)	1.6
ASP	68,415	60,946	64,648	67,099	65,157	60,612	61,846	61,810	65,224	62,432
Net Sales	125.9	122.5	117.0	134.9	136.2	112.1	117.5	120.7	500.3	486.5
Change (YoY %)	(3.5)	(9.4)	(6.0)	(1.5)	8.2	(8.5)	0.4	(10.5)	(5.1)	(2.7)
Change (QoQ %)	(8.1)	(2.7)	(4.5)	15.3	1.0	(17.7)	4.8	2.7		
EBITDA	26.3	22.9	28.4	24.4	28.4	22.0	21.8	22.7	102.1	94.9
Change (YoY %)	(23.6)	18.3	19.6	11.8	8.0	(3.7)	(23.2)	(7.3)	2.7	(7.0)
Change (QoQ %)	20.2	(13.0)	24.4	(14.0)	16.2	(22.5)	(0.7)	3.7		
EBITDA/t	14,283	11,372	15,705	12,162	13,585	11,893	11,494	11,599	13,306	12,176
Interest	3.3	3.3	3.2	3.2	3.3	3.3	3.1	3.5	12.9	13.2
Depreciation	5.9	6.0	6.4	9.9	6.8	7.0	7.0	7.1	28.2	27.8
Other Income	0.6	0.3	0.4	0.3	0.3	0.3	0.3	0.3	1.6	1.3
PBT (before EO item)	17.7	13.8	19.3	11.6	18.6	12.1	12.0	12.4	62.5	55.1
PBT (after EO item)	17.7	13.8	19.3	11.6	18.6	12.1	12.0	12.4	62.5	55.1
Total Tax	0.7	(0.1)	(0.0)	2.3	5.2	3.5	2.5	2.8	3.0	14.1
% Tax	4.2	(0.4)	(0.1)	19.8	28.0	29.1	20.7	22.8	4.8	25.5
PAT (after MI and Sh. of Asso.)	16.9	13.9	19.3	9.4	13.4	8.6	9.5	9.6	59.4	41.1
Adjusted PAT	16.9	13.9	19.3	9.4	13.4	8.6	9.5	9.6	59.4	41.1
Change (YoY %)	15.3	102.2	114.9	51.8	(20.7)	(38.0)	(50.7)	2.4	62.3	(30.9)
Change (QoQ %)	173.8	(17.7)	38.9	(51.5)	43.0	(35.7)	10.4	0.8		

JSW Steel

Buy

CMP: INR 1056 | TP: INR 1220 (+16%)

- Better ASP to support earnings QoQ, along with muted coal costs.
- Pricing outlook for the domestic market will be a key monitorable.
- Performance of domestic and overseas subsidiaries will be crucial.
- Management commentaries on capex/timelines.

Consolidated Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	422.1	445.8	419.4	462.7	429.4	396.8	413.8	447.0	1,750.1	1,687.0
Change (YoY %)	10.8	6.7	7.2	(1.5)	1.7	(11.0)	(1.3)	(3.4)	5.5	(3.6)
Change (QoQ %)	(10.1)	5.6	(5.9)	10.3	(7.2)	(7.6)	4.3	8.0		
EBITDA	70.5	78.9	71.8	61.2	55.1	54.4	55.8	65.8	282.4	231.1
Change (YoY %)	63.5	350.1	57.9	(22.9)	(21.8)	(31.1)	(22.3)	7.5	52.2	(18.2)
Change (QoQ %)	(11.2)	11.9	(9.0)	(14.7)	(10.0)	(1.3)	2.6	18.0		
EBITDA (INR per ton)	12,340	12,438	11,967	9,100	9,003	8,869	8,314	9,158	11,395	8,838
Interest	19.6	20.8	20.0	20.6	20.7	21.3	21.2	20.3	81.1	83.5
Depreciation	19.0	20.2	20.6	21.9	22.1	22.7	23.4	21.1	81.7	89.2
Other Income	3.3	2.4	1.9	2.4	1.6	1.5	1.5	2.4	10.0	7.1
PBT (before EO Item)	35.1	40.2	33.2	21.1	13.9	11.9	12.8	26.9	129.6	65.5
Share of P/(L) of Ass.	(0.3)	(0.2)	(0.2)	(1.0)	(0.1)	(0.6)	0.1	-	(1.7)	(0.7)
EO Items	-	(5.9)	-	-	-	3.4	1.0	-	(5.9)	4.5
PBT (after EO Item)	34.8	45.9	33.0	20.1	13.8	7.9	11.8	26.9	133.8	60.4
Total Tax	10.5	18.1	8.5	6.9	5.1	3.9	4.6	9.7	44.1	23.2
% Tax	30.2	39.5	25.8	34.3	37.2	48.8	39.0	36.0	32.9	38.5
PAT before MI and Asso.	24.3	27.7	24.5	13.2	8.7	4.0	7.2	17.2	89.7	37.1
MI (Profit)/Loss	0.9	0.1	0.4	0.2	0.2	(0.4)	0.0	-	1.6	(0.1)
Reported PAT after MI and Asso.	23.4	27.6	24.2	13.0	8.5	4.4	7.2	17.2	88.1	37.2
Adj. PAT (after MI & Asso)	23.4	30.7	22.8	13.0	8.5	6.4	7.8	17.2	89.8	39.9
Change (YoY %)	179.0	NA	365.3	(64.5)	(63.9)	(79.0)	(65.8)	32.6	152.8	(55.6)
Change (QoQ %)	(36.2)	31.1	(25.6)	(43.0)	(34.9)	(23.8)	20.9	121.1		

NMDC

Buy

CMP: INR 70 | TP: INR 80 (+15%)

- Muted performance led by weak volume with flat ASP.
- Management commentary on Karnataka royalty bill.
- NMDC prices remained flat in 4Q.
- Plans to expand its current capacity are underway and guidance on timeline will be key.

Consolidated Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	53.9	40.1	54.1	64.9	54.1	49.2	65.7	68.5	213.1	237.5
Change (YoY %)	13.2	20.6	45.4	10.9	0.4	22.5	21.4	5.6	20.6	11.5
Change (QoQ %)	-7.8	-25.6	34.8	20.0	-16.6	-9.1	33.5	4.3		
EBITDA	19.9	11.9	20.1	21.0	23.4	13.9	23.7	24.5	72.9	85.4
Change (YoY %)	5.0	39.9	76.0	-2.8	17.4	16.4	18.2	16.4	20.5	17.2
Change (QoQ %)	-7.8	-40.3	68.6	4.7	11.3	-40.8	71.2	3.1		
EBITDA per ton (INR/t)	1,816	1,244	1,762	1,676	2,323	1,394	1,987	1,931	1,640	1,915
Interest	0.1	0.2	0.3	0.2	0.2	0.3	0.6	0.3	0.8	1.4
Depreciation	0.7	0.9	0.8	1.1	0.7	1.0	1.0	1.0	3.5	3.8
Other Income	2.9	3.2	3.4	4.2	3.6	3.6	3.8	3.8	13.7	14.8
PBT (before EO Item)	22.1	14.0	22.3	23.9	26.1	16.1	25.8	27.0	82.3	95.0
Extra-ordinary item	0.0	0.0	-2.5	-0.3	0.0	0.0	0.0	0.0	-2.8	0.0
PBT (after EO Item)	22.1	14.0	19.8	23.6	26.1	16.1	25.8	27.0	79.5	95.0
Total Tax	5.5	3.8	5.1	9.4	6.4	4.2	6.9	7.2	23.8	24.7
% Tax	24.9	27.0	25.7	40.0	24.7	25.9	26.6	26.7	29.9	26.0
PAT after MI and Sh. of Asso.	16.5	10.3	14.8	14.1	19.6	12.0	19.0	19.8	55.8	70.3
Adjusted PAT	16.5	10.3	16.8	14.3	19.6	12.0	19.0	19.8	57.8	70.3
Change (YoY %)	14.3	5.6	83.6	-9.0	18.8	16.5	13.2	38.0	18.0	21.6
Change (QoQ %)	5.1	-37.9	63.2	-14.6	37.2	-39.1	58.6	4.1		

Nalco

Neutral

CMP: INR 175 | TP: INR 185 (+6%)

- Softening prices to weigh on QoQ performance; strong YoY.
- Rising CoP production would moderate the margin.
- We await management guidance on domestic demand and capex outlook.

Quarterly performance

Y/E March	FY24				FY25				INR m	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	31,784	30,434	33,469	35,791	28,561	40,015	46,622	43,649	1,31,477	1,58,847
Change (YoY %)	-16.0	-12.8	1.7	-2.5	-10.1	31.5	39.3	22.0	-7.6	20.8
Change (QoQ %)	-13.4	-4.2	10.0	6.9	-20.2	40.1	16.5	-6.4		
Total Expenditure	25,840	26,469	25,738	24,715	19,219	24,525	23,347	24,514	1,02,762	91,605
EBITDA	5,943	3,965	7,731	11,075	9,342	15,490	23,275	19,135	28,715	67,243
Change (YoY %)	-31.6	18.6	68.2	44.5	57.2	290.7	201.1	72.8	18.2	134.2
Change (QoQ %)	-22.5	-33.3	95.0	43.3	-15.6	65.8	50.3	-17.8		
Interest	23	40	21	89	34	44	191	113	172	382
Depreciation	1,697	1,862	1,538	2,400	1,743	1,798	2,857	2,080	7,497	8,477
Other Income	485	686	510	840	605	718	991	736	2,521	3,050
PBT (after EO)	4,709	2,750	6,682	13,695	8,170	14,366	21,219	17,679	27,836	61,433
Total Tax	1,215	687	1,797	3,537	2,158	3,744	5,390	4,743	7,236	16,034
% Tax	25.8	25.0	26.9	25.8	26.4	26.1	25.4	26.8	30.7	26.1
PAT before MI and Asso.	3,494	2,063	4,885	10,158	6,012	10,622	15,829	12,936	20,600	45,399
Sh. of Associate	-156	-189	-179	-191	-128	-162	-166	-179	-715	-635
Reported PAT after MI and Asso.	3,338	1,874	4,706	9,967	5,884	10,460	15,663	12,757	19,885	44,764
Adjusted PAT	3,338	1,874	4,706	6,766	5,884	10,460	15,663	12,757	16,684	44,764
Change (YoY %)	-40.2	49.4	83.6	36.7	76.3	458.3	232.8	88.5	16.3	125.1
Change (QoQ %)	-32.6	-43.9	151.2	43.8	-13.0	77.8	49.7	-18.6		

SAIL

Neutral

CMP: INR 117 | TP: INR 125 (+7%)

- Volume to see healthy growth; better NSR with softened coal cost to drive the performance in 4Q.
- Management guidance on debt reduction roadmap.
- Guidance on domestic and international steel prices and capex will be critical.

Quarterly Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	243.6	279.6	233.5	262.4	240.0	230.4	244.9	292.2	1,019.2	1,007.4
Change (YoY %)	1.4	6.5	(6.8)	(9.9)	(1.5)	(17.6)	4.9	11.3	(2.4)	(1.2)
Change (QoQ %)	(16.4)	14.8	(16.5)	12.4	(8.6)	(4.0)	6.3	19.3		
Total Expenditure	227.1	258.4	212.1	244.8	217.8	217.6	224.6	263.3	942.3	923.4
EBITDA	16.5	21.3	21.4	17.7	22.2	12.8	20.3	28.8	76.9	84.1
Change (YoY %)	(28.4)	189.2	3.1	(39.5)	34.6	(40.0)	(5.3)	62.9	(4.4)	9.4
Change (QoQ %)	(43.6)	28.9	0.8	(17.4)	25.5	(42.5)	59.1	42.0		
EBITDA per ton (INR)	4,250	4,429	5,638	3,879	5,536	3,111	4,582	5,423	4,511	4,709
Interest	6.1	6.1	6.1	6.4	6.9	7.6	6.8	7.5	24.7	28.8
Depreciation	12.8	13.3	13.2	13.6	14.0	13.0	14.2	14.4	52.8	55.7
Other Income	4.6	1.5	1.4	3.1	1.8	1.7	2.3	2.5	10.7	8.3
Share of Asso/JV/investments	0.6	1.0	1.3	1.5	1.1	1.6	1.3	1.6	4.4	5.5
PBT (before EO Inc.)	2.9	4.4	4.9	2.3	4.1	(4.6)	2.9	11.0	14.4	13.4
EO Income(exp)	-	13.3	0.8	12.1	(3.1)	16.4	0.3	-	26.2	13.5
PBT (after EO Inc.)	2.9	17.7	5.6	14.4	1.0	11.7	3.2	11.0	40.6	26.9
Total Tax	0.8	4.6	1.4	3.2	0.2	2.8	1.8	3.1	10.0	7.8
% Tax	26.3	26.2	24.8	21.9	16.6	23.5	56.1	28.0	24.5	29.0
Reported PAT	2.1	13.1	4.2	11.3	0.8	9.0	1.4	7.9	30.7	19.1
Adjusted PAT	2.1	3.2	3.7	1.8	3.2	(3.8)	1.1	7.9	10.8	8.6
Change (YoY %)	(73.6)	LP	50.3	(84.9)	52.9	(219.3)	(69.1)	338.7	(43.8)	(20.5)
Change (QoQ %)	(82.3)	49.7	15.1	(50.7)	80.0	(216.9)	(129.9)	598.8		

Tata Steel

Neutral

CMP: INR 153 | TP: INR 160 (+5%)

- Better ASP to support margins and strong volumes to drive performance in India business.
- Weak global prices will keep Europe earnings muted.
- Commentary on Europe operations is critical.
- Management guidance on ASP

Consolidated Performance

Y/E March	FY24				FY25				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Sales (k tons)	7,200	7,070	7,150	7,980	7,390	7,520	7,720	8,084	29,400	30,714
Change (YoY %)	8.6	-2.2		2.6	2.6	6.4	8.0	1.3	2.1	4.5
Avg Realization (INR/t)	82,625	78,758	77,359	73,543	74,116	71,682	69,493	69,321	77,949	71,096
Net Sales	594.9	556.8	553.1	586.9	547.7	539.0	536.5	560.4	2,291.7	2,183.6
Change (YoY %)	-6.2	-7.0	-3.1	-6.8	-7.9	-3.2	-3.0	-4.5	-5.8	-4.7
Change (QoQ %)	-5.5	-6.4	-0.7	6.1	-6.7	-1.6	-0.5	4.5		
EBITDA	51.7	42.7	57.4	66.0	66.9	55.2	71.5	64.4	223.1	258.1
Change (YoY %)	-65.4	-29.6	41.9	-8.6	29.4	29.4	24.6	-2.5	-30.9	15.7
Change (QoQ %)	-28.3	-17.5	34.5	15.0	1.4	-17.5	29.6	-10.0		
EBITDA (INR/t)	7,186	6,037	8,031	8,271	9,059	7,343	9,268	7,962	7,587	8,403
Interest	18.3	19.6	18.8	18.4	17.8	19.7	18.0	19.8	75.1	75.3
Depreciation	24.1	24.8	24.2	25.7	25.4	26.0	25.7	26.2	98.8	103.2
Other Income	11.8	2.3	2.3	1.8	2.6	6.0	2.2	2.5	18.1	13.3
PBT (before EO Inc.)	21.1	0.6	16.7	23.7	26.4	15.5	30.0	20.9	67.3	92.9
EO Income(exp)	0.1	-69.0	1.9	-5.9	-3.6	6.4	-13.8		-78.1	-11.0
PBT (after EO Inc.)	21.3	-68.4	18.5	17.7	22.8	21.9	16.3	20.9	-10.9	81.9
Total Tax	13.3	-2.3	14.1	12.5	14.6	14.1	13.8	14.8	37.6	57.2
% Tax	63.0	NA	84.3	53.0	55.2	90.5	45.8	70.8	55.9	61.6
PAT before MI and Sh. of associate	8.0	-66.1	4.5	5.2	8.3	7.8	2.5	6.1	-48.5	24.7
Adj. PAT (after MI & asso)	6.2	7.0	4.4	12.1	13.2	4.5	7.4	6.5	33.8	31.6
Change (YoY %)	-92.0	-54.2	LP	-28.8	112.3	-35.8	68.8	-46.2	-61.0	-6.5
Change (QoQ %)	-63.4	13.2	-37.6	175.1	9.3	-65.8	64.1	-12.3		

Vedanta

Neutral

CMP: INR 457 | TP: INR 500 (+9%)

- Management comments on the demerger status and its guidance on volumes and CoP across verticals.
- Management's update on the parent debt situation is crucial.
- Management's guidance on future dividend payout.

Quarterly Performance

Y/E March	FY24				FY25E				INR b	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	337.3	341.8	355.4	355.1	357.6	376.3	391.2	389.1	1,389.7	1,514.2
Change (YoY %)	(12.7)	(6.7)	4.2	(6.4)	6.0	10.1	10.1	9.6	(5.7)	9.0
Change (QoQ %)	(11.1)	1.3	4.0	(0.1)	0.7	5.2	3.9	(0.5)		
EBITDA	64.2	67.2	85.3	87.7	99.5	98.3	111.0	107.9	304.4	416.6
Change (YoY %)	(37.0)	(12.7)	20.7	(7.3)	54.9	46.3	30.2	23.0	(11.6)	36.9
Change (QoQ %)	(32.1)	4.6	27.0	2.8	13.4	(1.2)	13.0	(2.9)		
Finance cost	21.1	25.2	24.2	24.2	22.2	26.7	24.4	25.6	94.7	98.9
DD&A	25.5	26.4	27.9	27.4	27.3	27.0	26.8	27.4	107.2	108.5
Other Income	5.5	6.4	7.8	5.8	9.3	13.0	6.8	7.4	25.5	36.5
PBT (before EO item)	23.1	21.9	41.1	41.9	59.3	57.7	66.6	62.2	128.0	245.8
EO exp. (income)	(17.8)	(59.8)	-	2.0	-	(18.7)	-	-	(75.6)	(18.7)
PBT (after EO item)	40.9	81.8	41.1	39.9	59.3	76.3	66.6	62.2	203.6	264.4
Total Tax	7.8	90.9	12.4	17.2	8.3	20.3	17.9	16.3	128.3	62.8
% Tax	19.0	111.2	30.1	43.1	14.0	26.6	26.8	26.3	63.0	23.8
PAT before MI and Asso.	33.1	(9.2)	28.7	22.7	51.0	56.0	48.8	45.9	75.3	201.6
Profit from Asso.	-	-	-	0.0	-	-	-	-	0.0	-
Minority interest	6.7	8.7	8.6	9.1	14.9	12.5	13.3	12.0	33.0	52.7
PAT after MI and Asso.	26.4	(17.8)	20.1	13.7	36.1	43.5	35.5	33.8	42.4	148.9
APAT	8.6	4.9	20.1	15.7	36.1	29.5	35.5	33.8	49.3	134.9
Change (YoY %)	(80.5)	(65.7)	29.0	(49.6)	319.5	504.8	76.2	115.5	(53.1)	173.6
Change (QoQ %)	(72.4)	(43.3)	312.5	(22.0)	129.8	(18.2)	20.2	(4.6)		

Oil & Gas

Company name

Aegis Logistics

BPCL

Castrol India

GAIL

Gujarat Gas

Gujarat State Petronet

HPCL

Indraprastha Gas

IOCL

Mahanagar Gas

MRPL

Oil India

ONGC

Petronet LNG

Reliance Industries

OMC profitability to decline QoQ; CGD margins bottoming out

- **We expect our coverage universe to report:** a) sales down 5% YoY (flat YoY excluding OMCs), b) EBITDA down 11% YoY (flat YoY excluding OMCs), and c) a 25% decline in PAT YoY (down 13% YoY excluding OMCs) in 4QFY25.
- **RIL:** Consol. EBITDA is expected to remain flat YoY at INR435b. We estimate EBITDA of INR152b (down 24% YoY) for the standalone business, INR161b (up 18% YoY) for RJio, and INR62b (up 11% YoY) for the Retail business. Production meant for sale is expected to stand at 17.9mmt (flat YoY), with standalone PAT at INR86b (down 23% YoY).
- **OMCs:** Standalone EBITDA for HPCL/BPCL/IOCL is estimated to decline sharply QoQ, driven by a decline in marketing margins and refining margins on a QoQ basis. SG GRM averaged USD3.2/bbl in 4Q (vs. USD5/bbl in 3Q).
- **CGDs:** We estimate YoY volume growth of 10%/6% for MAHGL/IGL and a volume decline of 5% for GUJGA. After the APM reallocation, EBITDA/scm margins for CGDs are expected to recover marginally QoQ. However, spot LNG prices remain elevated, averaging ~USD14 per mmbtu in 4Q.
- **Upstream:** For ONGC/OINL, we expect both oil and gas sales volume to decline by ~4% to 8% QoQ, driven by lower production in 4Q.

Lower Brent crude price assumption to USD65/bbl in FY26/FY27

- We have reduced our Brent price assumption by 7% for FY26/FY27 to USD65/bbl (vs. USD70/bbl earlier). This adjustment is driven by:
 - The gradual unwinding of OPEC+ voluntary cuts (2.2mb/d) from Apr'25.
 - The International Energy Agency (IEA) expects a 1.5mb/d rise in global oil supply from non-OPEC+ in CY25. Additionally, IEA projected that even if OPEC+ cuts remain in place, global supply could exceed demand by more than 1mb/d in CY25. With the unwinding of voluntary cuts from Apr'25, the gap will widen further.

SG GRM assumption decreases to USD5/bbl for FY26/FY27

- The refining GRM outlook remains subdued, with global refining capacity additions outpacing the global rise in demand for refined products. IEA expects ~3.3mb/d cumulative net refining capacity to be added by CY30 vs. only ~2.2mb/d cumulative demand growth. Further, ~85% of the net capacity additions are expected to commence operations by CY26. Hence, we cut our FY26/FY27 SG GRM assumption to USD5/bbl from USD5.5/bbl.
- SG GRM was down 36% QoQ/56% YoY in 4QFY25, driven by a decline in all product cracks, except fuel oil.
- Marketing margins remained robust in 4Q, though down QoQ, with MS/HSD marketing margins averaging INR10.6/INR7.6 per lit. Blended marketing margins for IOCL/BPCL/HPCL are expected at INR4.7/INR4.8/INR4.6 per liter in 4QFY25.
- BPCL's throughput may rise 8% QoQ, on account of lower throughput due to refinery shutdown in 3Q, while HPCL/IOCL/MRPL may see a flat throughput QoQ.

Petchem margin weakness persists in 4Q

- Petchem prices were flat QoQ/YoY on average in 4QFY25. LDPE prices were up 9% YoY in 4Q, while HDPE prices declined 5% and PP prices remained flat YoY.
- PX spread over naphtha declined 54% YoY, while PP spread over naphtha was up 7% YoY.

CGD margins set to improve; GUJGA volumes decline amid Morbi slowdown

- 4QFY25 will be the first quarter in which the entire impact of net APM deallocation will reflect on margins, though we believe that 1) recent CNG price hikes, 2) allocation of New Well gas to CGDs, and 3) increase in CNG APM allocation from ~37% to ~51% in Jan'25 may lead to marginally better EBITDA margin QoQ for CGDs. We build in INR5/INR5/INR10 per scm EBITDA margin for GUJGA/IGL/MAHGL.
- Volumes of IGL/MAHGL are expected to grow by 6%/10% YoY, driven by robust CNG volume growth. GUJGA volumes might decline by 5% YoY as Morbi volumes contract amid weakness in ceramic exports.
- In the CGD sector, Mahanagar Gas remains our preferred pick given its cheaper valuation compared to Indraprastha Gas, despite having a better growth profile and higher margins. We also highlight GAIL as a beneficiary of rising volume growth in transmission/marketing/petchem, the potential tariff hike in 1HFY26, and the long-term value unlocking opportunity from the monetization of GAIL Gas. CGD volumes will remain a key focus, particularly for GUJGA, which is pushing for industrial gas usage in Thane rural, Ahmedabad rural, and new areas in Rajasthan.

Valuation and view

- **Marketing margin outlook remains robust; OMC profitability likely to remain strong:** Street earnings estimates are building in only INR3-4/lit marketing margin (current margins are above INR7.5/lit). **HPCL** remains our preferred pick among the three OMCs. We believe that the combination of stable crude oil prices and refining GRMs presents the potential for OMCs to achieve supernormal profits, which are not currently reflected in street estimates. We model a marketing margin of INR3.3/lit for both MS and HSD in FY26-27, while gross marketing margins have averaged INR10.6/lit for MS and INR7.6/lit for HSD in 4QFY25. We see the following as major catalysts for the stock: 1) demerger and potential listing of the lubricant business, 2) commissioning of its bottom upgrade unit in 1QFY26 (leading to ~USD2/bbl higher GRMs), and 3) start of its Rajasthan refinery during end-1QFY26.
- **Upstream: OINL's** production growth guidance remains robust, with drilling activity and development wells in old areas contributing to this growth. OINL is also implementing new technologies to increase production. Capacity expansion for NRL (from 3mmt to 9mmt) is expected to be completed by Dec'25-end, which will drive further growth.
- **GAIL:** During FY24-27E, we estimate a 10% CAGR in PAT, driven by: 1) an increase in natural gas transmission volumes to 150mmscmd in FY27 from 120mmscmd in FY24; 2) substantial improvement in the petchem segment's profitability over FY27 as the new petchem capacity becomes operational and spreads start to bottom out; 3) the trading segment's healthy profitability with a guided EBIT of at least INR45b, accompanied by volume growth.

Exhibit 1: Oil & gas product prices, cracks, and margins (USD/bbl)

(USD/bbl)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY (%)	QoQ (%)
Oil										
WTI	73.8	82.5	78.4	77.1	80.7	75.2	70.4	71.5	-7	2
Brent	78.4	86.7	83.8	83.0	84.6	79.8	74.6	75.8	-9	2
Dubai	77.8	86.7	83.5	81.3	85.3	78.4	73.6	76.8	-5	4
Arab Light-Heavy	1.8	2.1	2.1	1.8	1.5	1.3	1.9	1.9	6	0
Gas										
Henry Hub (USD/mmBtu)	2.2	2.6	2.7	2.2	2.1	2.1	2.5	4.1	93	69
LNG Spot	11.1	12.6	15.8	9.4	11.2	13.0	13.9	14.0	49	1
Exchange Rate (INR/USD)	82.2	82.7	83.3	83.0	83.4	83.8	84.5	86.6		
Product Cracks (v/s Dubai)										
LPG	-33.8	-29.5	-26.0	-27.2	-33.9	-22.8	-20.1	-24.0	-12	19
Gasoline	16.6	18.8	11.7	18.2	17.3	10.8	11.5	8.3	-54	-28
Diesel	7.7	21.4	16.1	18.0	11.2	7.2	8.8	8.7	-52	-1
Jet/Kero	14.0	27.0	23.0	22.8	15.7	12.8	15.0	13.3	-42	-11
Naphtha	-13.0	-16.1	-11.7	-5.4	-9.1	-5.5	-2.8	-4.9	-10	75
Fuel Oil	-8.4	-4.7	-10.9	-9.5	-8.3	-5.3	-1.8	-1.4	-85	-22
Singapore GRM	4.0	9.5	5.5	7.3	3.5	3.6	5.0	3.2	-56	-36

Source: Company, MOFSL

Exhibit 2: Summary of 4QFY25 earnings estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Aegis Logistics	783	Neutral	17,056	-7.2	-0.1	2,652	-13.5	13.9	1,361	-30.7	9.5
BPCL	285	Neutral	9,57,339	-17.9	-15.4	53,478	-42.3	-29.5	26,545	-52.3	-42.9
Castrol India	207	Buy	13,578	2.5	0.3	3,151	7.3	-16.2	2,344	8.4	-13.6
GAIL	186	Buy	3,21,436	-0.6	-8.0	28,986	-18.5	2.1	19,830	-8.9	38.9
Gujarat Gas	410	Buy	39,565	-4.3	-4.7	4,152	-29.8	9.1	2,313	-37.2	4.4
Gujarat State Petronet	294	Neutral	2,301	-49.4	-2.6	1,793	-52.6	-6.9	1,332	-49.0	-1.7
HPCL	362	Buy	9,39,588	-18.0	-15.0	35,753	-26.5	-44.6	15,650	-44.9	-48.2
Indraprastha Gas	201	Neutral	36,969	2.8	-1.7	4,141	-20.7	13.9	2,955	-22.8	3.4
IOC	131	Buy	20,15,563	1.8	3.9	64,754	-39.4	-29.4	12,108	-75.0	-44.8
Mahanagar Gas	1384	Buy	18,285	16.7	4.0	3,754	-4.7	19.4	2,582	-2.6	14.5
MRPL	135	Sell	2,21,366	-12.6	1.2	8,385	-64.2	-29.7	1,791	-84.3	-41.1
Oil India	385	Buy	51,734	-10.1	-1.3	19,977	-14.5	-6.3	13,704	-32.5	12.2
ONGC	248	Buy	3,28,110	-5.3	-2.7	1,80,230	3.5	-5.0	82,480	-16.4	0.1
Petronet LNG	297	Neutral	1,34,717	-2.3	10.2	12,496	13.2	0.2	8,632	17.0	-0.4
Reliance Inds.	1252	Buy	24,07,829	1.8	0.3	4,34,978	2.3	-0.7	1,79,755	-5.1	-3.0
Oil & Gas			75,05,436	-5.0	-3.6	8,58,678	-11.1	-9.8	3,73,383	-25.1	-10.5
Oil Ex OMCs			35,92,947	-0.6	-0.5	7,04,694	-1.8	-2.2	3,19,079	-12.8	0.1

Brent up 2% QoQ; SG GRM down 36% QoQ

Exhibit 1: Brent crude price down 9% YoY, up 2% QoQ

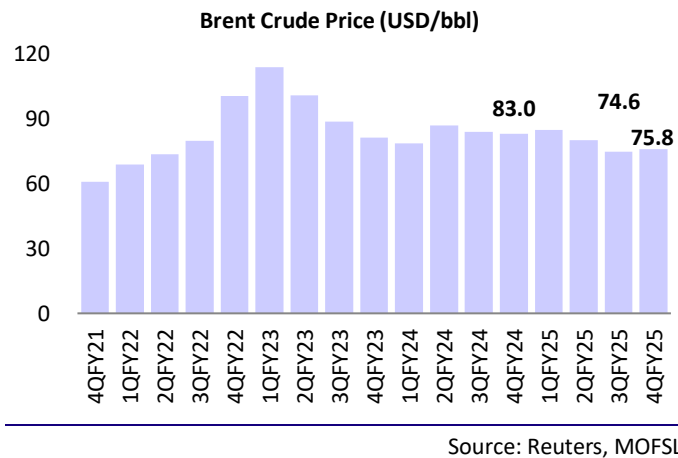


Exhibit 2: Brent premium to WTI at USD4.3/bbl

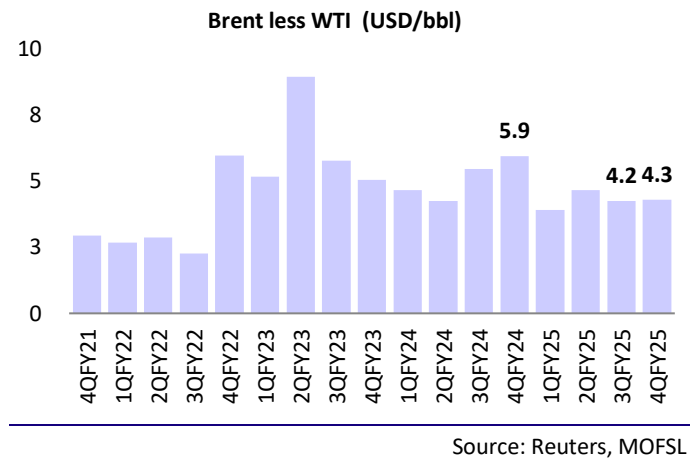


Exhibit 3: Reuters SG GRM down 36% QoQ at USD3.2/bbl

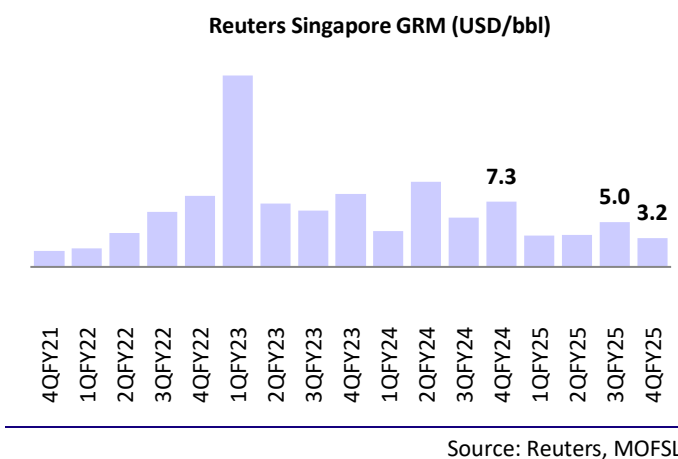


Exhibit 4: All product cracks, except fuel oil, down QoQ (USD/bbl)

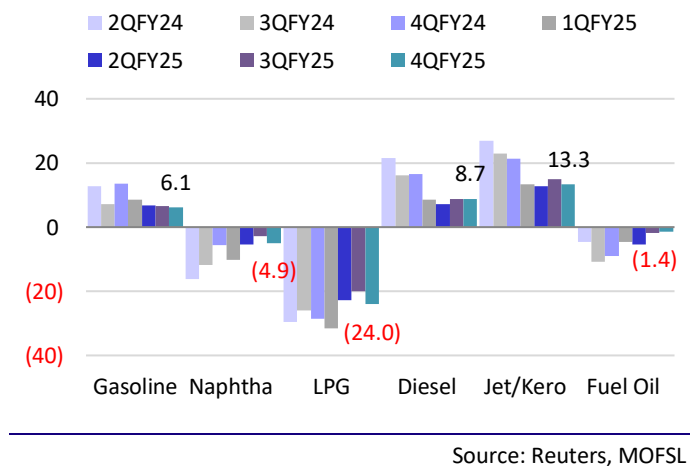


Exhibit 5: Crude differential stood at USD1.8/bbl for Arab L-H and decreased QoQ for Brent-Dubai at USD1 /bbl

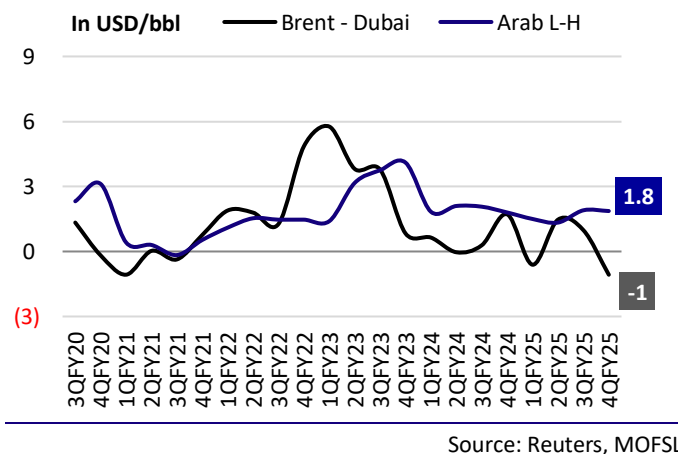


Exhibit 6: Spreads over Naphtha for PE, PP, and PVC

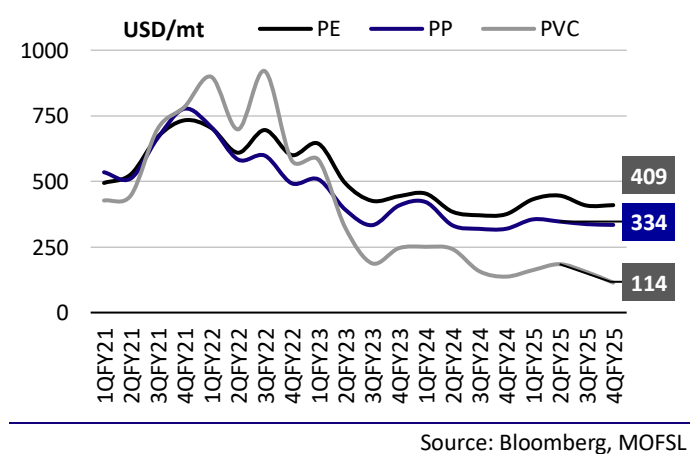
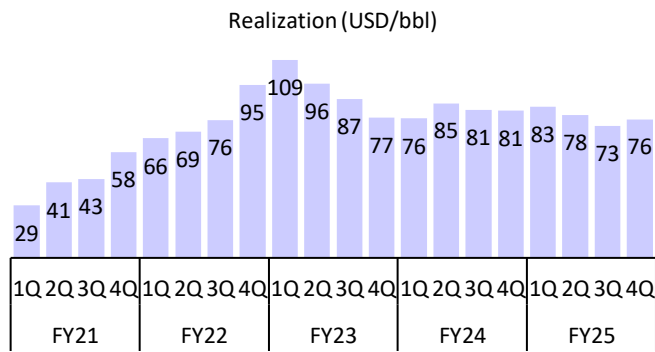
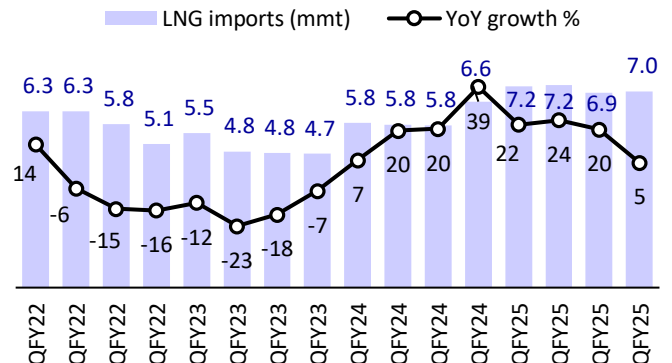


Exhibit 3: Expect realization of USD76/bbl for ONGC in 4Q



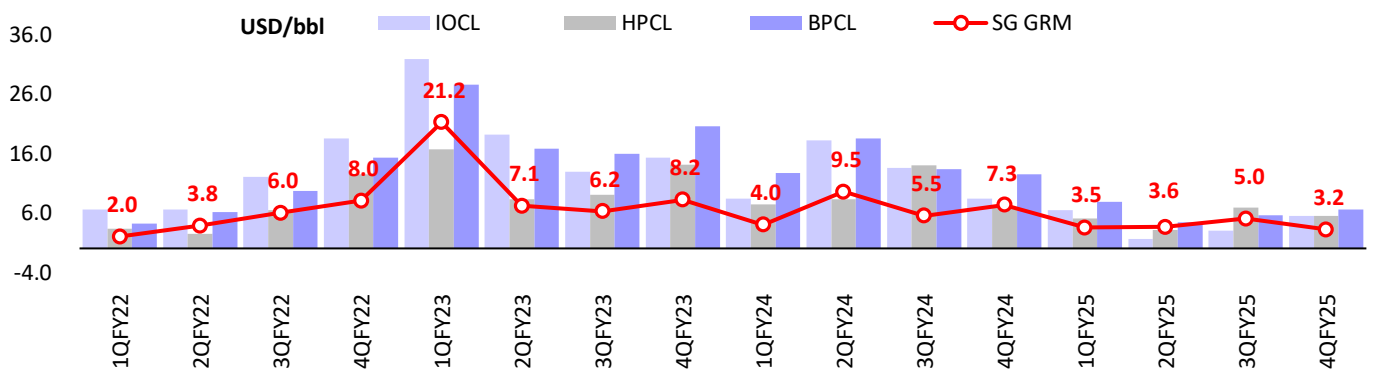
Source: Company, MOFSL

Exhibit 4: Expect LNG imports to increase 5% YoY in 4Q



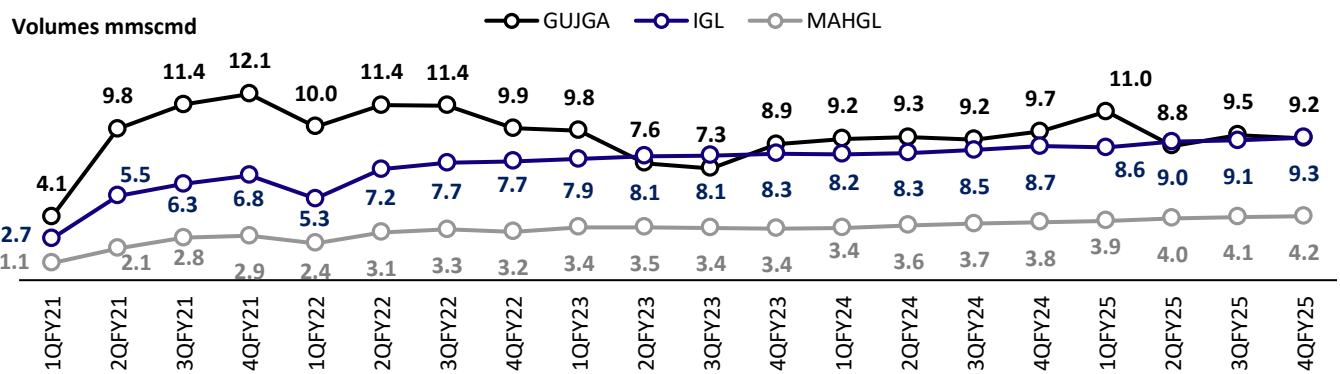
Jan'25 and Feb'25 data extrapolated for 4QFY25 Source: PPAC, MOFSL

Exhibit 5: GRM snapshot for OMCs (USD/bbl)



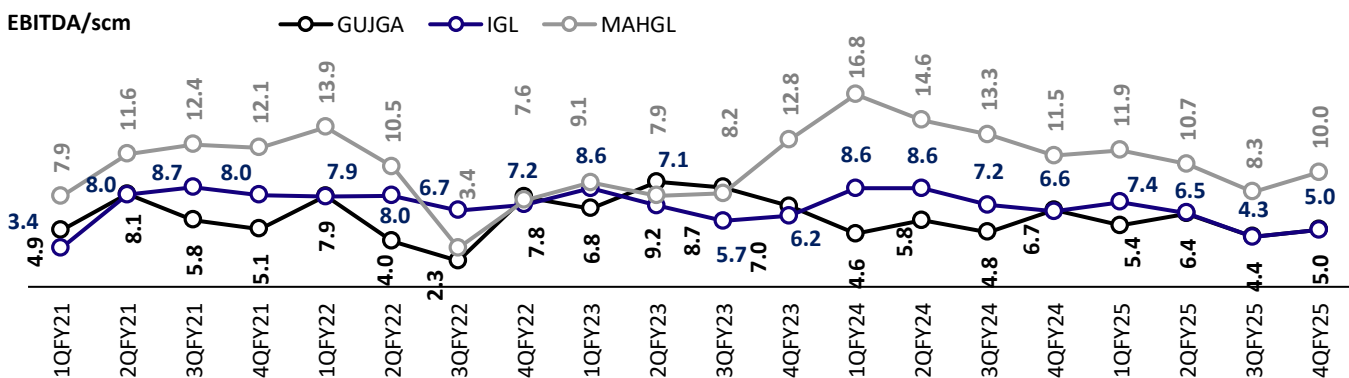
Source: Company, MOFSL

Exhibit 6: Volume snapshot of CGDs (mmscmd)



Source: Company, MOFSL

Exhibit 7: Margin snapshot of CGDs (INR/scm)

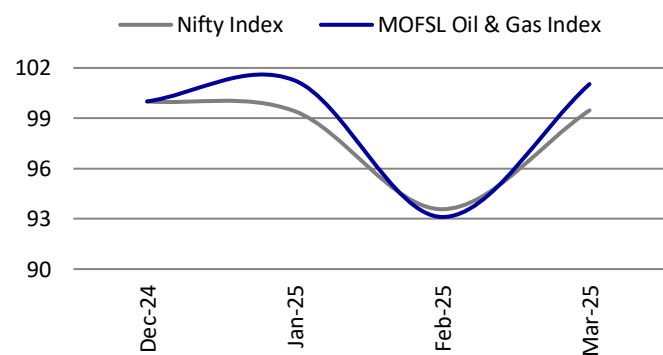


Source: Company, MOFSL

Exhibit 8: Valuation summary

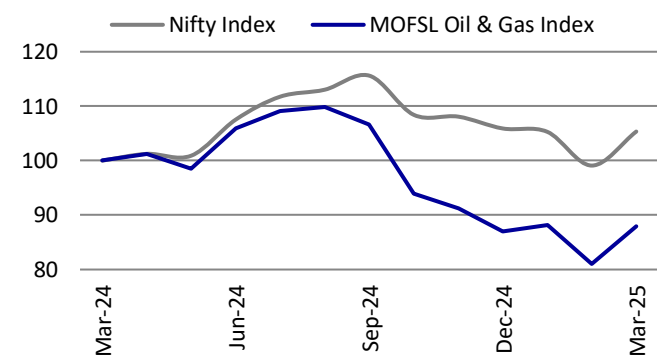
Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Oil & Gas						16.9	14.3	13.2	1.6	1.5	1.4	9.5	10.3	10.3
Aegis Logistics	783	Neutral	14.8	20.0	20.4	53.1	39.2	38.4	6.5	5.9	5.3	12.7	15.7	14.5
BPCL	285	Neutral	28.7	26.0	26.2	9.9	11.0	10.9	1.5	1.4	1.3	15.6	13.1	12.4
Castrol India	207	Buy	9.4	9.5	10.1	22.1	21.7	20.5	9.0	8.3	7.7	42.1	39.8	39.0
GAIL	186	Buy	13.4	16.9	18.3	13.9	11.0	10.2	1.6	1.5	1.4	16.5	14.8	14.7
Gujarat Gas	410	Buy	15.8	17.2	19.0	25.9	23.8	21.6	3.4	3.1	2.8	13.5	13.5	13.6
Gujarat State Petronet	294	Neutral	15.5	10.3	10.3	18.9	28.4	28.6	1.5	1.5	1.4	8.3	5.3	5.0
HPCL	362	Buy	31.7	45.4	46.9	11.4	8.0	7.7	1.5	1.3	1.2	13.7	17.4	15.8
Indraprastha Gas	201	Neutral	10.1	11.9	13.1	19.9	17.0	15.4	3.0	2.6	2.4	15.6	16.4	16.1
IOC	131	Buy	6.3	10.2	10.1	20.8	12.9	13.0	1.0	0.9	0.9	4.6	7.2	6.8
Mahanagar Gas	1,384	Buy	106.4	110.4	117.7	13.0	12.5	11.8	2.4	2.1	1.9	19.3	17.9	17.2
MRPL	135	Sell	-0.8	10.4	12.2	-176.9	13.0	11.1	1.8	1.6	1.5	-1.0	13.1	13.8
Oil India	385	Buy	36.2	42.7	47.2	10.6	9.0	8.2	1.3	1.2	1.1	12.8	13.7	13.8
ONGC	248	Buy	35.8	37.4	39.7	6.9	6.6	6.2	0.9	0.8	0.7	12.8	12.2	12.0
Petronet LNG	297	Neutral	24.2	29.3	31.3	12.3	10.2	9.5	2.4	2.1	1.9	20.3	21.8	20.9
Reliance Inds.	1,252	Buy	50.4	60.6	67.9	24.8	20.7	18.4	2.0	1.8	1.7	8.3	9.2	9.5

Exhibit 7: Relative performance – three months (%)



Sources: Bloomberg, MOFSL

Exhibit 8: Relative performance – one year (%)



Sources: Bloomberg, MOFSL

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Aegis Logistics

Neutral

CMP: INR783 | TP: INR715 (-9%)
EPS CHANGE (%): FY25|26|27: -12|-5|-13

- Expect EBITDA of INR2.7b due to an increase in India's LPG imports.
- Watch out for commentary on the listing of Aegis Vopak Terminals.
- Recovery in sourcing volume will be a key monitorable.
- Watch out for updates on the Ammonia terminal and LPG terminal capacity in Mangalore, and the liquid capacity expansion in Kochi.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	21,005	12,349	18,734	18,372	16,013	17,504	17,070	17,056	70,459	67,644
YoY Change (%)	-6.0	-42.6	-10.2	-14.7	-23.8	41.8	-8.9	-7.2	-18.3	-4.0
EBITDA	1,959	2,083	2,118	3,068	2,323	2,239	2,329	2,652	9,227	9,544
Margin (%)	9.3	16.9	11.3	16.7	14.5	12.8	13.6	15.6	13.1	14.1
Depreciation	333	341	345	334	368	374	373	388	1,353	1,503
Interest	298	266	302	292	313	300	514	502	1,158	1,630
Other Income	374	444	446	632	435	395	600	329	1,896	1,759
PBT	1,702	1,920	1,918	3,073	2,077	1,960	2,041	2,092	8,613	8,170
Tax	375	420	396	700	496	440	446	497	1,891	1,879
Rate (%)	22.0	21.9	20.6	22.8	23.9	22.4	21.8	23.8	22.0	23.0
MI & P/L of Asso. Cos.	169	230	221	410	266	261	353	233	1,030	1,112
Reported PAT	1,158	1,270	1,301	1,963	1,315	1,260	1,243	1,361	5,692	5,178
YoY Change (%)	-24.9	36.0	3.8	39.4	13.5	-0.8	-4.5	-30.7	10.8	2.8
Margin (%)	5.5	10.3	6.9	10.7	8.2	7.2	7.3	8.0	8.1	8.6

BPCL

Neutral

CMP: INR285 | TP: INR257 (-10%)
EPS CHANGE (%): FY25|26|27: 7|-2|-2

- Expect refinery throughput at 10.3mmt.
- Expect marketing sales (excluding exports) volumes of 13.7mmt (+4% YoY, +2%QoQ) during the quarter.
- Expect reported GRM at USD6.5/bbl, with blended gross marketing margin at INR4.8/lit.
- Watch out for updates on the expansion of Bina refinery and the construction of Andhra Refinery and Petrochemical complex.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	1,129.8	1,029.9	1,154.9	1,165.6	1,131.0	1,027.6	1,131.4	957.3	4,480.1	4,247.2
YoY Change (%)	-6.7	-10.3	-3.1	-1.3	0.1	-0.2	-2.0	-17.9	-5.3	-5.2
EBITDA	158.1	130.1	62.8	92.7	56.5	45.1	75.8	53.5	443.7	230.9
Margins (%)	14.0	12.6	5.4	7.9	5.0	4.4	6.7	5.6	9.9	5.4
Forex loss	-0.2	1.0	0.5	0.5	-0.2	0.4	2.7	0.0	1.8	2.9
Depreciation	16.1	16.0	18.2	17.2	16.8	17.7	18.0	18.7	67.5	71.3
Interest	6.8	7.7	5.0	5.2	4.4	4.7	4.3	4.6	24.7	18.1
Other Income	4.7	7.7	6.8	4.7	4.8	9.6	11.0	5.4	23.9	30.8
PBT before EO expense	140.1	113.1	45.8	74.4	40.3	31.9	61.8	35.5	373.5	169.5
Extra-Ord expense	0.0	0.0	0.0	18.0	0.0	0.0	0.0	0.0	18.0	0.0
PBT	140.1	113.1	45.8	56.4	40.3	31.9	61.8	35.5	355.5	169.5
Tax Rate (%)	24.7	24.8	25.8	25.1	25.2	24.9	24.7	25.2	25.0	25.0
Reported PAT	105.5	85.0	34.0	42.2	30.1	24.0	46.5	26.5	266.7	127.2
Adj PAT	105.5	85.0	34.0	55.7	30.1	24.0	46.5	26.5	280.2	127.2
YoY Change (%)	LP	LP	73.4	-26.4	-71.4	-71.8	36.9	-52.3	848.1	-54.6
Margins (%)	9.3	8.3	2.9	4.8	2.7	2.3	4.1	2.8	6.3	3.0

Castrol (India)

Buy

CMP: INR207 | TP: INR260 (+26%)

EPS CHANGE (%): CY24|25|26: 0|0|0

- Forecast volumes at 60.9m liters (up 5%/3% YoY/QoQ) during the quarter.
- Expect EBITDA margin to contract 4.7% YoY.
- Expect realization of ~INR223/lit during the quarter (vs. INR228.5 in 1QCY24).
- Raw material volatility, product launches, and OEM tie-ups to remain key monitorables.

Quarterly Performance

(INR m)

Y/E December	CY24				CY25				CY24	CY25
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Volume (m litres)	58.0	61.0	55.0	59.0	60.9	64.7	57.8	63.7	233.0	247.0
Realization	228	229	234	229	223	223	223	223	230	223
Net Sales	13,252	13,975	12,882	13,539	13,578	14,416	12,876	14,196	53,649	55,065
YoY Change (%)	2.4	4.8	8.9	7.1	2.5	3.2	0.0	4.8	5.7	2.6
EBITDA	2,937	3,224	2,861	3,759	3,151	3,396	2,945	3,332	12,782	12,824
YoY Change (%)	-0.4	4.1	6.5	14.2	7.3	5.3	2.9	-11.4	6.3	0.3
Margin (%)	22.2	23.1	22.2	27.8	23.2	23.6	22.9	23.5	23.8	23.3
Depreciation	237	261	245	254	242	267	251	260	998	1,020
Interest	21	26	20	27	22	27	21	28	94	98
Other Income	241	204	209	232	248	209	214	238	886	909
PBT before EO expense	2,921	3,142	2,805	3,709	3,134	3,312	2,888	3,281	12,576	12,615
PBT	2,921	3,142	2,805	3,709	3,134	3,312	2,888	3,281	12,576	12,615
Tax	758	820	730	995	790	835	728	827	3,304	3,179
Rate (%)	26.0	26.1	26.0	26.8	25.2	25.2	25.2	25.2	26.3	25.2
PAT	2,162	2,322	2,074	2,714	2,344	2,477	2,160	2,454	9,272	9,436
YoY Change (%)	6.8	3.1	6.7	12.2	8.4	6.7	4.1	-9.6	7.3	1.8

GAIL

Buy

CMP: INR186 | TP: INR214 (+15%)

EPS CHANGE (%): FY25|26|27: -2|+4|+1

- Expect robust transmission volumes and rise in trading EBIT QoQ.
- Expect petchem volumes of 222.4kmt, with segmental EBIT remaining profitable.
- Potential gas price-related tariff hikes remain a key monitorable, increasing the company's FY26E PAT by ~1.3% for every INR1/mmbtu increase in tariff.
- Updates on the progress of ongoing pipeline projects remain the key monitorable.

Standalone quarterly performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	324.1	318.2	342.5	323.3	336.7	329.1	349.4	321.4	1,308.2	1,336.7
Change (%)	-13.7	-17.3	-3.2	-1.6	3.9	3.4	2.0	-0.6	-9.3	2.2
EBITDA	26.1	34.9	38.2	35.6	45.3	37.4	28.4	29.0	134.8	140.1
% of Net Sales	8.1	11.0	11.2	11.0	13.4	11.4	8.1	9.0	10.3	10.5
Depreciation	6.4	7.5	7.8	11.6	10.5	8.2	8.3	9.0	33.3	36.0
Interest	1.8	1.7	1.6	1.9	2.1	1.9	1.7	2.0	7.0	7.7
Other Income	2.7	5.6	8.1	6.4	3.7	7.1	7.5	7.9	22.8	26.2
Extraordinary item	0.0	0.0	0.0	0.0	0.0	0.0	24.4	0.0	0.0	24.4
PBT	20.7	31.3	36.9	28.4	36.4	34.5	50.3	25.8	117.3	147.0
Rate (%)	23.0	23.2	23.0	23.4	25.2	22.6	23.1	23.1	23.2	23.5
PAT	15.9	24.0	28.4	21.8	27.2	26.7	38.7	19.8	90.2	112.5
Change (%)	-45.4	56.5	1,056.8	260.7	71.1	11.1	36.0	-8.9	70.1	24.7
Extraord.: Tax Prov. Write Back	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adj PAT	15.9	24.0	28.4	21.8	27.2	26.7	14.3	19.8	90.2	88.1
Change (%)	-45.4	56.5	1,056.8	260.7	71.1	11.1	-49.8	-8.9	70.1	-2.3

Gujarat Gas

Buy

CMP: INR410 | TP: INR475 (+16%)

EPS CHANGE (%): FY25|26|27: +4|0|0

- Expect volumes at 9.2mmscmd (down 5% YoY/2% QoQ) due to prevailed weakness in ceramic exports.
- Expect EBITDA/scm to rise 14% QoQ to INR5.
- Pickup in volumes at Morbi to be the key monitorable.
- A push for industrial gas usage in Thane rural, Ahmedabad rural, and new areas in Rajasthan would be key factors for growth.

Standalone - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	37,815	38,454	39,291	41,342	44,503	37,818	41,529	39,565	156,902	163,415
YoY Change (%)	-26.9	-3.3	6.6	5.2	17.7	-1.7	5.7	-4.3	-6.4	4.2
EBITDA	3,880	4,966	4,007	5,911	5,356	5,142	3,805	4,152	18,764	18,454
Margin (%)	10.3	12.9	10.2	14.3	12.0	13.6	9.2	10.5	12.0	11.3
Depreciation	1,151	1,179	1,201	1,212	1,231	1,295	1,294	1,274	4,743	5,094
Interest	74	78	72	69	78	80	93	82	293	332
Other Income	239	298	230	311	386	386	585	331	1,078	1,687
PBT before EO expense	2,894	4,007	2,964	4,940	4,433	4,152	3,002	3,127	14,805	14,715
Extra-Ord expense	0	0	0	-557	0	0	0	0	-557	0
PBT	2,894	4,007	2,964	5,497	4,433	4,152	3,002	3,127	15,362	14,715
Tax	743	1,029	761	1,402	1,135	1,083	786	814	3,934	3,818
Rate (%)	25.7	25.7	25.7	25.5	25.6	26.1	26.2	26.0	25.6	26.0
Reported PAT	2,151	2,978	2,203	4,095	3,298	3,069	2,216	2,313	11,428	10,896
Adj. PAT	2,151	2,978	2,203	3,681	3,298	3,069	2,216	2,313	11,013	10,896
YoY Change (%)	-43.6	-26.3	-40.7	-0.3	53.3	3.1	0.6	-37.2	-27.8	-1.1

Gujarat State Petronet

Neutral

CMP: INR294 | TP: INR315 (+7%)

EPS CHANGE (%): FY25|26|27: 0|-1|-2

- Expect transmission volumes of 28.9mmscmd (-13% YoY/ flat QoQ).
- EBITDA expected to decline 53% YoY due to the full impact of tariff cuts continuing in 4QFY25.
- Commissioning of Phase-II Mehsana-Bhatinda pipeline and further expansion/debottlenecking of three pipelines connecting three LNG terminals remain key monitorables.
- Tariff-related updates remain the key monitorable.

Standalone - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	3,937	4,533	4,555	4,547	3,354	2,379	2,361	2,301	17,572	10,446
YoY Change (%)	-6.3	17.7	30.7	21.6	-14.8	-47.5	-48.2	-49.4	15.0	-40.6
EBITDA	3,364	4,103	3,795	3,780	3,010	1,929	1,925	1,793	15,041	8,708
YoY Change (%)	-6.6	22.9	40.6	28.2	-10.5	-53.0	-49.3	-52.6	19.5	-42.1
Margin (%)	85.5	90.5	83.3	83.1	89.7	81.1	81.5	77.9	85.6	83.4
Depreciation	468	477	488	486	490	511	512	500	1,920	2,013
Interest	10	10	11	19	13	11	9	11	50	44
Other Income	180	2,663	211	296	328	2,939	412	500	3,351	4,178
PBT before EO expense	3,066	6,278	3,506	3,571	2,835	4,346	1,816	1,781	16,422	10,830
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	3,066	6,278	3,506	3,571	2,835	4,346	1,816	1,781	16,422	10,830
Tax	773	958	884	960	715	453	460	449	3,576	2,080
Rate (%)	25.2	15.3	25.2	26.9	25.2	10.4	25.3	25.2	21.8	19.2
Reported PAT	2,293	5,320	2,622	2,611	2,120	3,893	1,356	1,332	12,846	8,749
YoY Change (%)	-2.6	69.3	53.4	16.4	-7.5	-26.8	-48.3	-49.0	35.9	-31.9
Margin (%)	58.2	117.4	57.6	57.4	63.2	163.6	57.4	57.9	73.1	83.8

HPCL

Buy

CMP: INR362 | TP: INR455 (+26%)

EPS CHANGE (%): FY25 | 26 | 27: +3 | 0 | +1

- Expect refining throughput at 6.6mmt (+14% YoY).
- Expect reported GRM at USD5.5/bbl, with gross marketing margin at INR4.6/lit.
- Expect marketing sales volumes at 12.5mmt (+1% YoY).
- Watch out for the commissioning of the bottom upgrade project and the new Rajasthan refinery.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	1,119.6	957.0	1,113.1	1,145.6	1,138.0	999.3	1,105.1	939.6	4,335.2	4,181.9
YoY Change (%)	-2.2	-11.7	1.6	6.1	1.6	4.4	-0.7	-18.0	-1.6	-3.5
Total Expenditure	1,024.4	871.2	1,091.8	1,096.9	1,117.3	971.6	1,040.5	903.8	4,084.3	4,033.2
EBITDA	95.2	85.8	21.3	48.7	20.8	27.7	64.5	35.8	251.0	148.7
Margins (%)	8.5	9.0	1.9	4.2	1.8	2.8	5.8	3.8	5.8	3.6
Depreciation	13.6	12.4	13.4	16.1	14.8	15.2	15.1	15.5	55.5	60.6
Forex loss	-1.3	3.6	-0.4	0.6	-0.3	0.4	4.8	0.0	2.6	5.0
Interest	5.9	5.8	6.1	7.3	7.3	9.4	9.3	8.4	25.2	34.4
Other Income	6.3	3.4	5.6	8.5	5.7	5.7	4.8	9.1	23.8	25.3
PBT	83.3	67.4	7.7	33.1	4.7	8.4	40.1	20.9	191.5	74.1
Rate (%)	25.5	24.1	31.1	14.2	24.5	24.4	24.6	25.2	23.3	24.7
MI & Profit/Loss of Asso. Cos.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reported PAT	62.0	51.2	5.3	28.4	3.6	6.3	30.2	15.7	146.9	55.7
YoY Change (%)	LP	LP	206.8	-11.8	-94.3	-87.7	471.4	-44.9	LP	-62.1

Indraprastha Gas

Neutral

CMP: INR201 | TP: INR228 (+14%)

EPS CHANGE (%): FY25 | 26 | 27: 0 | +2 | +1

- Expect total volumes at 9.3mmscmd (up 6% YoY/2% QoQ).
- An increase in sales volumes from GAs – both existing and newly awarded ones – will be a key monitorable.
- Expect EBITDA/scm at INR5, up 14% QoQ, while Spot LNG remained flat QoQ.
- Slowing D-PNG growth and increasing competition from alternate fuels in the I/C segment will be the key risk to long-term volume growth prospects.

Standalone Quarterly performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	34,070	34,585	35,504	35,968	35,206	36,973	37,591	36,969	140,000	146,738
YoY change (%)	6.7	-2.7	-4.3	-2.3	3.3	6.9	5.9	2.8	-1.0	4.8
EBITDA	6,424	6,569	5,582	5,225	5,819	5,359	3,636	4,141	23,669	18,955
EBITDA (INR/scm)	8.6	8.6	7.2	6.6	7.4	6.5	4.3	5.0	7.7	5.8
YoY change (%)	4.0	24.5	30.3	13.4	-9.4	-18.4	-34.9	-20.7	16.3	-19.9
Depreciation	989	1,022	1,018	1,108	1,143	1,184	1,216	1,177	4,138	4,720
Interest	24	25	18	26	22	23	21	23	92	90
Other Income	457	1,340	610	1,094	727	1,493	1,288	1,012	3,632	4,520
PBT before EO	5,867	6,862	5,155	5,187	5,380	5,645	3,687	3,953	23,072	18,665
Tax	1,483	1,514	1,235	1,359	1,366	1,334	829	997	5,591	4,526
Rate (%)	25.3	22.1	23.9	26.2	25.4	23.6	22.5	25.2	24.2	24.3
PAT	4,384	5,348	3,921	3,828	4,015	4,311	2,858	2,955	17,481	14,139
PAT (INR/scm)	5.9	7.0	5.0	4.8	5.1	5.2	3.4	3.5	5.7	4.0
YoY change (%)	4.2	28.5	40.9	16.1	-8.4	-19.4	-27.1	-22.8	21.0	-19.1

IOC

Buy

CMP: INR131 | TP: INR152 (+16%)

EPS CHANGE (%): FY25|26|27: +5|-2|+12

- Expect refinery throughput of 18.3mmt (flat YoY).
- Expect reported GRM at USD5.4/bbl, with gross marketing margin at INR4.7/lit.
- Petchem cracks have remained subdued, which should have a bearing on the company's petchem division.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25E				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	1975.3	1797.4	1991.0	1979.8	1932.4	1738.5	1939.0	2015.6	7743.5	7625.4
YoY Change (%)	-11.9	-13.4	-2.8	-2.5	-2.2	-3.3	-2.6	1.8	-7.8	-1.5
EBITDA	221.5	221.6	155.9	106.9	86.3	41.9	91.7	64.8	705.8	284.7
Margin (%)	11.2	12.3	7.8	5.4	4.5	2.4	4.7	3.2	9.1	3.7
Depreciation	31.5	32.8	43.4	37.4	37.6	37.2	39.0	38.8	145.1	152.5
Forex loss	-0.2	8.4	1.0	2.5	0.0	4.2	20.5	0.0	11.8	24.7
Interest	16.3	18.5	18.3	20.2	19.6	24.1	23.1	23.7	73.3	90.6
Other Income	6.9	9.8	14.5	16.6	5.3	13.7	18.8	13.9	47.8	51.8
PBT	180.7	171.7	107.7	63.3	34.5	1.7	34.7	16.2	523.4	87.1
Rate (%)	23.9	24.5	25.1	23.6	23.4	-4.2	17.2	25.2	24.3	20.7
Adj PAT	137.5	129.7	80.6	48.4	26.4	-9.8	21.9	12.1	396.2	50.7
YoY Change (%)	LP	LP	1699.8	-51.9	-80.8	-107.5	-72.8	-75.0	380.7	-87.2
Margin (%)	7.0	7.2	4.0	2.4	1.4	-0.6	1.1	0.6	5.1	0.7

Mahanagar Gas

Buy

CMP: INR1,384 | TP: INR1,750 (+26%)

EPS CHANGE (%): FY25|26|27: +2|0|0

- Expect volume growth of 10% YoY to 4.2mmscmd, with CNG volumes up 11% YoY.
- EBITDA margin expected at INR10/scm.
- Watch out for incentives for CNG vehicles to pick up demand in the segment.
- Updates on volumes at UEPL to be a key monitorable.

Standalone - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	15,378	15,709	15,688	15,671	15,896	17,116	17,576	18,285	62,445	68,873
YoY Change (%)	5.7	0.5	-6.1	-2.7	3.4	9.0	12.0	16.7	-0.9	10.3
EBITDA	5,213	4,789	4,487	3,938	4,185	3,985	3,144	3,754	18,426	15,068
EBITDA/SCM	16.8	14.6	13.3	11.5	11.9	10.7	8.3	10.0	13.9	10.2
Margins (%)	33.9	30.5	28.6	25.1	26.3	23.3	17.9	20.5	29.5	21.9
Depreciation	620	658	683	775	719	735	791	775	2,736	3,019
Interest	25	25	27	38	31	31	34	29	115	124
Other Income	390	437	481	446	402	512	463	490	1,753	1,866
PBT	4,957	4,543	4,258	3,570	3,837	3,731	2,782	3,440	17,328	13,791
Tax	1,273	1,158	1,086	920	992	903	529	859	4,437	3,282
Rate (%)	25.7	25.5	25.5	25.8	25.8	24.2	19.0	25.0	25.6	23.8
Reported PAT	3,684	3,385	3,172	2,650	2,845	2,828	2,254	2,582	12,891	10,509
YoY Change (%)	98.9	106.4	84.3	-1.4	-22.8	-16.5	-28.9	-2.6	63.2	-18.5
Margins (%)	24.0	21.5	20.2	16.9	17.9	16.5	12.8	14.1	20.6	15.3

MRPL

Sell

CMP: INR135 | TP: INR115 (-15%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- Expect refinery throughput of 4.6mmt (flat YoY).
- Expect reported GRM at USD5.3/bbl, factoring in inventory loss.
- Persistently high valuations remain a concern, given the current highly volatile macro environment.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	211.7	192.3	246.7	253.3	232.5	249.7	218.7	221.4	904.0	922.2
YoY Change (%)	-40.4	-21.9	-7.1	-0.1	20.9	29.8	-11.3	-12.6	-16.9	2.0
EBITDA	20.6	22.4	11.8	23.4	6.2	-4.3	11.9	8.4	78.3	22.1
Margin (%)	11.7	11.7	4.8	9.2	2.7	-1.7	5.5	3.8	8.7	2.4
Depreciation	2.9	3.0	3.3	3.3	3.4	3.4	3.3	3.4	12.6	13.5
Forex loss	-0.1	1.0	0.2	0.1	0.1	0.4	1.6	0.0	1.3	2.1
Interest	2.7	3.1	2.7	2.6	2.1	2.8	2.6	2.6	11.1	10.2
Other Income	0.5	0.7	0.4	0.4	0.4	0.6	0.3	0.3	2.1	1.7
PBT before EO expense	15.6	16.1	5.9	17.7	1.0	-10.4	4.7	2.7	55.3	-2.0
PBT	15.6	16.1	5.9	17.7	1.0	-10.4	4.7	2.7	55.2	-2.0
Tax	5.5	5.5	2.0	6.3	0.4	-3.6	1.7	0.9	19.3	-0.7
Rate (%)	35.0	34.0	34.5	35.6	34.8	34.5	35.2	34.0	34.9	33.2
Reported PAT	10.1	10.6	3.9	11.4	0.7	-6.8	3.0	1.8	36.0	-1.3
YoY Change (%)	-62.6	LP	LP	-40.1	-93.8	PL	-21.4	-84.3	36.6	PL
Margin (%)	4.8	5.5	1.6	4.5	0.3	-2.7	1.4	0.8	4.0	-0.1

Oil India

Buy

CMP: INR385 | TP: INR485 (+26%)

EPS CHANGE (%): FY25|26|27: -2|-7|-5

- Update on the progress of the NRL capacity expansion and IGGL phase I to remain the key monitorable.
- An increase in production at the Baghjan field is a key monitorable for the medium term.
- Expect oil sales at 0.79mmt (-6% YoY) and gas sales at 0.65bcm (flat YoY).

Quarterly Performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	46.4	59.1	58.2	57.6	58.4	55.2	52.4	51.7	221.3	217.7
Change (%)	-22.1	2.4	-1.1	2.0	25.7	-6.7	-9.9	-10.1	-4.9	-1.6
EBITDA	23.3	24.9	21.1	23.4	24.7	21.8	21.3	20.0	92.6	87.8
% of Net Sales	50.1	42.1	36.2	40.6	42.2	39.6	40.7	38.6	41.8	40.3
Change (%)	-11.5	34.6	-26.2	-0.5	5.9	-12.3	1.3	-14.5	-4.4	-5.2
D,D&A	4.0	4.2	5.0	4.6	4.6	5.0	5.3	5.1	17.8	20.0
Interest	1.7	2.2	1.8	1.9	2.0	2.3	2.4	2.2	7.6	9.0
OI (incl. Oper. other inc)	3.3	7.1	5.1	8.3	1.6	8.6	1.9	5.8	23.8	17.8
PBT before exceptional	21.0	25.5	19.3	25.2	19.7	23.1	15.5	18.4	91.1	76.7
Exceptional item	0.0	23.6	0.0	0.0	0.0	0.0	0.0	0.0	23.6	0.0
PBT after exceptional	21.0	1.9	19.3	25.2	19.7	23.1	15.5	18.4	67.5	76.7
Tax	4.9	-1.4	3.5	5.0	5.1	4.7	3.3	4.7	11.9	17.7
Rate (%)	23.2	-5.4	18.0	19.6	25.7	20.4	21.2	25.4	13.1	23.1
PAT	16.1	3.3	15.8	20.3	14.7	18.3	12.2	13.7	55.5	58.9
Change (%)	3.7	-81.1	-9.3	13.5	-9.1	463.8	-22.9	-32.5	-18.5	6.1
Adj. PAT	16.1	19.1	15.8	20.3	14.7	18.3	12.2	13.7	71.4	58.9

ONGC

Buy

CMP: INR248 | TP: INR290 (+17%)

EPS CHANGE (%): FY25|26|27: -4|-11|-7

- Expect both oil and gas volumes to be flat YoY. VAP sales to increase 12% YoY.
- Update on the ramp-up of gas production remains the key monitorable.
- Delay in peak oil production from KG Basin and decline in oil prices below USD70/bbl are the key downside risks.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	338.1	351.6	347.9	346.4	352.7	338.8	337.2	328.1	1,384.0	1,356.8
YoY Change (%)	-20.1	-8.2	-9.8	-4.6	4.3	0.2	-4.1	-5.7	-11.0	-2.0
EBITDA	194.5	183.6	171.6	174.1	186.2	182.4	189.7	180.2	723.8	739.9
Margin (%)	57.5	52.2	49.3	50.3	52.8	53.8	56.3	54.9	52.3	54.5
Depreciation	67.0	59.6	69.3	71.9	75.4	68.1	87.0	82.8	260.6	313.3
Interest	10.1	10.2	10.2	10.3	11.8	11.6	10.7	11.9	40.8	46.0
Other Income	16.1	20.9	34.0	36.8	20.6	47.7	18.1	24.7	107.8	111.0
PBT	133.6	134.7	126.1	128.6	119.6	150.4	110.0	110.2	530.2	491.6
Tax	33.5	32.6	27.2	29.9	30.2	30.5	27.6	27.7	124.9	116.0
Rate (%)	25.0	24.2	21.6	23.3	25.2	20.3	25.1	25.2	23.6	23.6
Reported PAT	100.2	102.2	98.9	98.7	89.4	119.8	82.4	82.5	405.3	375.6

Petronet LNG

Neutral

CMP: INR297 | TP: INR330 (11%)

EPS CHANGE (%): FY25|26|27: 0|0|0

- We model in Dahej/Kochi utilization at 94%/24%.
- LNG imports remain strong given the robust power demand and moderate LNG prices overall.
- Progress on ongoing projects is a key monitorable.
- Expect total PLNG volumes to decrease 5% YoY.

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	116.6	125.3	147.5	137.9	134.2	130.2	122.3	134.7	527.3	521.4
YoY Change (%)	-18.3	-21.6	-6.5	-0.6	15.1	3.9	-17.1	-2.3	-12.0	-1.1
EBITDA	11.8	12.1	17.1	11.0	15.6	12.0	12.5	12.5	52.1	52.6
Margin (%)	10.1	9.7	11.6	8.0	11.7	9.2	10.2	9.3	9.9	10.1
Depreciation	1.9	1.9	2.0	1.9	1.9	2.0	2.1	2.1	7.8	8.1
Interest	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	2.9	2.6
Other Income	1.5	1.6	1.6	1.6	2.2	2.0	2.0	1.7	6.2	7.9
PBT	10.6	11.0	16.0	10.0	15.2	11.4	11.7	11.5	47.6	49.7
Tax	2.7	2.8	4.1	2.6	3.8	2.9	3.0	2.8	12.2	12.6
Rate (%)	25.6	25.8	25.5	25.9	24.9	25.7	25.8	24.6	25.7	25.2
Reported PAT	7.9	8.2	11.9	7.4	11.4	8.5	8.7	8.6	35.4	37.2
Adj PAT	7.9	8.2	11.9	7.4	11.4	8.5	8.7	8.6	35.4	37.2
YoY Change (%)	12.7	9.9	0.9	20.1	44.5	3.6	-27.2	17.0	9.1	5.2
Margin (%)	6.8	6.5	8.1	5.3	8.5	6.5	7.1	6.4	6.7	7.1

Reliance Industries

Buy

CMP: INR1244 | TP: INR1510 (+21%)

EPS CHANGE (%): FY25|26|27: 0|-1|0

- Expect consolidated EBITDA to remain flat YoY at INR435b.
- Expect standalone EBITDA at INR152.1b (down 24% YoY).
- Expect production meant for sale at 17.9mmt (flat YoY).
- Further clarity on INR750b announcements in the new energy business, growth in Retail store additions, and any pricing action in Telecom are the key monitorables.

Consolidated - Quarterly earnings summary

(INR b)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	2,076	2,319	2,251	2,365	2,318	2,315	2,400	2,408	9,011	9,441
YoY Change (%)	-5.4	0.8	3.6	11.1	11.7	-0.2	6.6	1.8	2.5	4.8
EBITDA	381	410	407	425	388	391	438	435	1,622	1,651
Margins (%)	18.4	17.7	18.1	18.0	16.7	16.9	18.2	18.1	18.0	17.5
Depreciation	118	126	129	136	136	129	132	139	508	536
Interest	58	57	58	58	59	60	62	67	231	248
Other Income	38	38	39	45	40	49	42	49	161	180
PBT before EO expense	243	265	258	277	232	250	286	278	1,043	1,047
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	243	265	258	277	232	250	286	278	1,043	1,047
Rate (%)	25.2	25.2	24.6	23.7	24.9	23.7	23.9	23.8	24.6	24.1
Minority Interest & Profit/Loss of Asso. Cos.	21.7	24.3	22.2	21.9	23.1	25.4	32.6	32.2	90.1	113.3
Reported PAT	160	174	173	190	151	166	185	180	696	682
Adj PAT	160	174	173	190	151	166	185	180	696	682
YoY Change (%)	-12.0	27.0	9.2	-1.8	-5.5	-4.8	7.4	-5.1	2.5	-2.0
Margins (%)	7.7	7.5	7.7	8.0	6.5	7.2	7.7	7.5	7.7	7.2

Real Estate

Company

Anant Raj

Brigade Enterprises

DLF

Godrej Properties

Kolte Patil

Macrotech Developers

Mahindra Lifespace

Oberoi Realty

Phoenix Mills

Prestige Estates

Signature Global

Sobha

Sunteck Realty

Robust sales driven by sustained demand

- Our coverage universe is expected to report pre-sales of INR355b, up 11% YoY/1% QoQ, in 4QFY25. Volumes are expected at 33msf, up 28%/70% YoY/QoQ.
- Among all companies, BRGD/KPDL/LODHA/SOBHA are expected to report 13-40% YoY growth in bookings. Additionally, DLF is expected to clock INR27b (84% YoY) in pre-sales, guided by the sustenance sales from existing projects. Additionally, Prestige is expected to clock INR101b (114% YoY) in pre-sales guided by new launches.
- Collections for our coverage companies are likely to increase 28% YoY to INR267b, implying a collection efficiency of ~75% guided by strong execution.
- Revenue recognition for our coverage is expected to stand at INR204b (up 19% YoY), with an EBITDA of INR53b (up 8% YoY).

Strong pre-sales and expansion plans propel 4QFY25 growth

- **DLF:** After the stellar execution of 'The Dahlias' in 3QFY25, performance in 4QFY25 is expected to be driven by inventory from existing projects, with bookings projected at INR27b, up 84% YoY. While the company typically launches 2-3 projects per year, it is now well-equipped to handle 4-5 residential and 2-3 rental/commercial project launches annually starting from FY26.
- **OBER:** OBER is expected to post pre-sales of INR17b, primarily driven by sustenance sales. Its office space, Commerz, is set to be fully occupied. It has also opened a new Sky City Mall at Borivali East, which is expected to make a significant contribution to FY26 rentals.
- **GPL:** GPL is expected to record strong pre-sales, guided by a mix of launches and sustenance sales from ongoing projects. The company is expected to achieve bookings of INR77b, thereby meeting its FY25 guidance of INR270b.
- **PEPL:** The company has guided for launches worth INR300b in 4QFY25. Supported by these launches and sustenance sales, we expect PEPL to clock pre-sales of INR101b in 4QFY25, reflecting a 2x YoY growth.
- **BRGD:** With premium launches of Eternia and Orchards in Bangalore and one ultra-luxury launch of Altius in Chennai, the company is expected to clock pre-sales of INR31b, up 40% YoY.
- **SOBHA:** While we estimate additional 4.3msf of launches in 4QFY25 from Townpark and another project, the company has ~INR121b of unsold stock across ongoing projects. We expect SOBHA to report pre-sales of INR17b, reflecting an increase of 13% YoY.
- **SIGNATUR:** The company is expected to achieve pre-sales of INR14b from new launches and sustenance sales. While maintaining its focus on middle-income housing, the company foresees consumption trends to be steady with sustained supply.
- **SUNTECK:** The company is likely to report sales of INR6b with a 9% YoY decline due to higher base, absence of new launches, and slower sales across all key projects.
- **KOLTE PATIL:** Steady sales, coupled with a few small launches, are expected to drive bookings to INR9b, marking a 23% YoY increase.
- **LODHA:** The company expects to achieve bookings of INR49b in 4QFY25, up 17% YoY. Collections for the quarter are also projected to inch up 5% YoY to INR INR37b.

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- **MLDL:** MLDL expects to clock pre-sales of INR7b, reflecting a 36% YoY decline, primarily due to a weak response to ongoing projects.

Top picks: PEPL, SIGNATUR, and BRGD

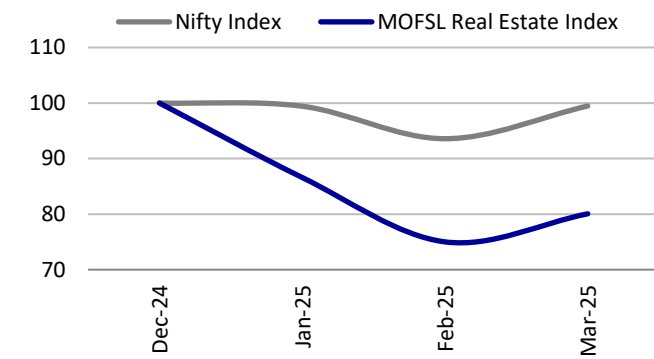
- India's housing market is expected to decline in 4QFY25, with sales in the top nine cities dropping 23% and new supply falling 34%, according to PropEquity. This downturn is viewed as a market correction after years of rapid growth, driven by rising prices and growing investor caution. However, the stable absorption-to-supply ratio suggests sustained demand, indicating that the market may stabilize as developers adjust to economic shifts.
- With strong demand, a stable inventory position, healthy pricing power, and market consolidation opportunities, we anticipate sustained growth in the real estate sector for at least the next two years. Therefore, we maintain a positive outlook on the sector.
- We have a BUY rating on ARCP, BRGD, DLFU, GPL, KPDL, LODHA, PEPL, SIGNATUR, SOBHA, and SRIN, while a Neutral rating on MLDL, PHNX, and OBER. **BRGD, PEPL, and SIGNATUR** are our top picks.

Exhibit 1: Expected financial performance summary

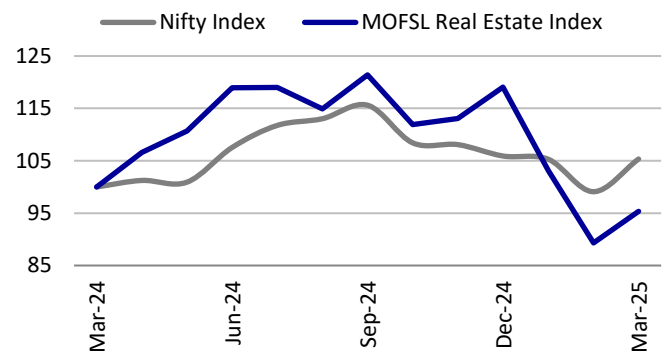
Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Anant Raj	477	Buy	4,462	0.8	-16.5	2,227	113.4	66.8	1,410	64.2	27.7
Brigade Enterpr.	959	Buy	13,530	-20.5	-7.6	5,800	34.0	40.2	3,334	61.8	41.1
DLF	662	Buy	19,625	-8.1	28.4	4,876	-35.3	21.9	2,604	-71.7	-75.4
Godrej Properties	2043	Buy	6,730	-52.8	-30.5	2,808	128.8	919.3	4,151	-13.2	162.4
Kolte Patil Dev.	325	Buy	10,344	96.5	195.8	1,900	LP	643.8	732	LP	189.4
Macrotech Developers	1158	Buy	42,775	6.4	4.8	8,984	-14.2	-31.2	3,319	-50.2	-64.7
Mahindra Lifespace	302	Neutral	369	158.1	-78.0	-654	Loss	Loss	1,085	51.8	LP
Oberoi Realty	1574	Neutral	10,807	-17.8	-23.4	5,680	-28.0	-33.7	4,316	-45.2	-30.2
Phoenix Mills	1601	Neutral	12,084	-7.5	23.9	7,680	22.5	38.9	3,610	10.5	36.3
Prestige Estates	1138	Buy	45,968	112.4	177.8	7,743	-6.5	31.2	3,703	164.5	1,991.8
SignatureGlobal	1076	Buy	17,477	151.7	111.2	3,213	1,462.3	2,279.5	2,276	445	681
Sobha	1199	Buy	14,011	83.7	14.5	937	50.9	39.3	633	800.9	192.1
Sunteck Realty	397	Buy	4,647	8.8	187.3	1,372	-10.6	183.6	830	-18.1	95.2
Real Estate			2,02,829	19.8	32.1	52,565	7.7	19.2	32,001	-15.9	-8.6

Exhibit 2: Expected operational performance summary

Sector	Pre-Sales (INR b)			Volume (MSF)			Collections (INR b)		
	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Brigade Enterprise	31	40	26	4.1	50	86	29	58	63
DLF	27	84	-78	0.4	-16	-78	26	17	-17
Godrej Properties	77	-19	41	8.7	6	114	73	37	111
Kolte Patil	9	23	34	0.9	-8	17	6	2	7
Macrotech Developers	49	17	10	3.5	6	5	37	5	-14
Mahindra Lifespaces	7	-36	107	0.6	-33	27	7	69	90
Oberoi Realty	17	-7	-14	0.6	30	-12	17	55	20
Prestige Estates	101	114	234	11.0	167	392	23	-31	-26
Signature Global	14	-66	-49	1.2	-62	-52	30	196	177
SOBHA	17	13	22	1.9	43	88	15	14	15
Sunteck Realty	6	-9	-3	0.5	-9	-3	4	50	32
Real Estate	355	11	1	33	28	70	267	28	28

Exhibit 3: Relative performance – three months (%)


Source: Bloomberg, MOFSL

Exhibit 4: Relative performance – one year (%)


Source: Bloomberg, MOFSL

Exhibit 5: Real estate coverage – operational snapshot

	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25E	YoY (%)	QoQ (%)
Sales (INR b)										
Brigade Enterprise	10	12	15	22	11	18	25	31	40	26
DLF	20	22	90	15	64	7	121	27	85	-78
Godrej Properties	23	50	57	95	86	52	54	77	-19	41
Kolte Patil	7	6	7	7	7	8	7	9	24	34
Macrotech	34	35	34	42	40	43	45	49	18	10
Mahindra Lifespaces	4	5	5	11	10	4	3	7	-36	107
Oberoi Realty	5	10	8	18	11	14	19	17	-7	-14
Prestige Estates	39	71	53	47	30	40	30	101	114	234
Signature Global	9	10	13	41	31	28	28	14	-66	-49
SOBHA	15	17	20	15	19	12	14	17	13	22
Sunteck Realty	4	4	5	7	5	5	6	6	-9	-3
Aggregate Sales (INR b)	168	243	307	320	315	231	353	355	10.9	0.7
Volume (msf)										
Brigade Enterprise	1.5	1.7	1.7	2.7	1.2	1.8	2.2	4.1	50	86
DLF	0.9	1.3	5.0	0.5	3.8	1.0	1.9	0.4	-16	-78
Godrej Properties	2.3	5.2	4.3	8.2	9.0	5.1	4.1	8.7	6	114
Kolte Patil	0.9	1.0	1.0	1.0	1.0	1.0	0.8	0.9	-8	17
Macrotech	2.8	2.6	2.6	3.3	2.4	3.2	3.3	3.5	6	5
Mahindra Lifespaces	0.4	0.7	0.5	0.9	1.2	0.7	0.5	0.6	-33	27
Oberoi Realty	0.1	0.2	0.3	0.4	0.2	0.2	0.7	0.6	30	-12
Prestige Estates	3.8	6.8	5.5	4.1	2.9	5.0	2.2	11.0	167	392
Signature Global	0.9	1.0	1.1	3.1	2.0	2.4	2.5	1.2	-62	-52
SOBHA	1.4	1.7	1.7	1.3	1.2	1.8	1.0	1.9	43	88
Sunteck Realty				0.5	0.4	0.4	0.5	0.5	-9	-3
Aggregate Volume (msf)	15.0	22.2	23.7	26.1	25.1	22.6	19.6	33.3	28	70
Collections (INR b)										
Brigade Enterprise	12	14	14	18	16	19	18	29	58	63
DLF	16	24	25	22	30	24	31	26	17	-17
Godrej Properties	20	24	24	53	34	43	35	73	37	111
Kolte Patil	5	5	5	6	6	6	6	6	2	7
Macrotech	24	28	26	35	27	31	43	37	5	-14
Mahindra Lifespaces	3	3	4	4	5	5	4	7	69	90
Oberoi Realty	11	11	9	11	10	12	14	17	55	20
Prestige Estates	25	24	29	33	27	26	31	23	-31	-26
Signature Global	6	7	8	10	12	9	11	30	196	177
SOBHA	11	13	13	13	14	13	13	15	14	15
Sunteck Realty	3	2	4	3	3	3	3	4	50	32
Aggregate Collections (INR b)	136.0	154.0	160.6	209.1	185.2	189.5	207.6	266.7	27.6	28.5

Source: Company, MOFSL

Exhibit 6: Valuation summary

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Real Estate						46.9	31.7	28.7	4.1	3.6	3.3	8.7	11.5	11.4
Anant Raj	477	Buy	13.1	17.5	18.6	36.4	27.3	25.7	4.0	3.5	3.1	11.0	12.8	12.0
Brigade Enterpr.	959	Buy	37.8	44.1	63.1	25.4	21.8	15.2	3.3	2.9	2.5	16.2	14.3	17.5
DLF	662	Buy	11.1	17.5	13.0	59.8	37.8	50.7	2.8	2.6	2.4	6.7	9.8	6.8
Godrej Properties	2,043	Buy	51.3	64.4	64.8	39.8	31.7	31.5	3.3	3.0	2.7	10.4	9.8	9.0
Kolte Patil Dev.	325	Buy	15.1	41.5	36.4	21.5	7.8	9.0	3.0	2.2	1.8	14.8	32.7	22.5
Macrotech Developers	1,158	Buy	22.6	34.1	36.8	51.2	34.0	31.4	5.7	4.9	4.3	11.7	15.5	14.6
Mahindra Lifespace	302	Neutral	5.5	6.0	17.8	55.4	50.4	17.0	2.4	2.4	2.1	4.5	4.8	13.1
Oberoi Realty	1,574	Neutral	61.2	82.7	100.7	25.7	19.0	15.6	3.6	3.1	2.6	15.0	17.5	18.1
Phoenix Mills	1,601	Neutral	30.1	41.3	55.7	53.2	38.8	28.7	5.5	4.8	4.1	10.8	13.3	15.5
Prestige Estates	1,138	Buy	21.7	22.2	26.5	52.5	51.3	42.9	2.5	2.4	2.3	5.7	4.8	5.4
SignatureGlobal	1,076	Buy	19.1	58.6	120.5	56.4	18.4	8.9	16.9	8.8	4.4	35.2	63.0	66.0
Sobha	1,199	Buy	11.6	48.9	81.2	103.3	24.6	14.8	3.4	3.0	2.5	3.8	12.9	18.4
Sunteck Realty	397	Buy	12.5	32.2	10.1	31.8	12.3	39.1	1.8	1.6	1.5	5.7	13.4	3.9

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL Coverage Universe.

Anant Raj

Buy

CMP: INR477 | TP: INR1,085 (127%)
EPS CHANGE (%): FY25 | 26: 0 | 0

- The company's revenue is expected to remain flat YoY at INR4.5b, primarily due to the lower ticket size for projects affecting revenue recognition.
- Birla Navya Phase 4 is expected to be launched in 4QFY25 (plans approved in 3QFY25).

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	3,162	3,323	3,923	4,426	4,718	5,129	5,346	4,462	14,833	19,655
YoY Change (%)	98.4	32.1	47.6	58.0	49.2	54.3	36.3	0.8	55.0	32.5
Total Expenditure	2,566	2,524	3,022	3,382	3,689	4,001	4,011	2,235	11,495	13,935
EBITDA	595	799	901	1,044	1,030	1,128	1,336	2,227	3,338	5,720
Margins (%)	18.8	24.0	23.0	23.6	21.8	22.0	25.0	49.9	22.5	29.1
Depreciation	42	42	48	48	55	81	82	377	181	594
Interest	75	80	77	114	36	15	29	100	346	180
Other Income	96	86	88	105	98	109	93	149	374	450
PBT before EO expense	575	762	863	987	1,037	1,141	1,318	1,899	3,186	5,395
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	575	762	863	987	1,037	1,141	1,318	1,899	3,186	5,395
Tax	92	174	165	109	142	97	223	453	540	915
Rate (%)	16.0	22.9	19.1	11.0	13.7	8.5	16.9	23.9	17.0	17.0
MI & Profit/Loss of Asso. Cos.	24	14	21	-19	15	11	10	-36	14	0
Reported PAT	483	587	698	878	895	1,044	1,094	1,446	2,645	4,480
Adj PAT	507	601	718	858	910	1,056	1,104	1,410	2,659	4,480
YoY Change (%)	105.4	79.2	57.4	73.8	79.7	75.7	53.7	64.2	76.0	68.5
Margins (%)	16.0	18.1	18.3	19.4	19.3	20.6	20.7	31.6	17.9	22.8

Brigade Enterprise

Buy

CMP: INR959 | TP: INR1,415 (48%)
EPS CHANGE (%): FY25 | 26: 0 | 0

- We expect revenue at INR13.5b, down 21% YoY.
- New bookings for the quarter are likely to reach INR31b, up 40% YoY.
- EBITDA is likely to reach INR5.8b, with a margin of 43%.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	6,540	13,666	11,738	17,024	10,777	10,722	14,639	13,530	48,967	49,668
YoY Change (%)	-27.5	55.4	43.1	102.0	64.8	-21.5	24.7	-20.5	42.1	1.4
Total Expenditure	4,792	10,418	9,117	12,696	7,851	7,802	10,502	7,731	37,023	33,887
EBITDA	1,748	3,248	2,620	4,327	2,926	2,919	4,137	5,800	11,944	15,782
Margins (%)	26.7	23.8	22.3	25.4	27.1	27.2	28.3	42.9	24.4	31.8
Depreciation	681	757	821	762	679	689	763	880	3,021	3,011
Interest	1,081	1,100	1,349	1,380	1,519	1,226	1,143	802	4,910	4,690
Other Income	315	413	344	603	357	660	657	84	1,674	1,758
PBT before EO expense	300	1,803	795	2,788	1,084	1,664	2,888	4,202	5,687	9,839
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	300	1,803	795	2,788	1,084	1,664	2,888	4,202	5,687	9,839
Tax	82	679	237	680	279	513	533	1,151	1,676	2,476
Rate (%)	27.1	37.6	29.8	24.4	25.7	30.8	18.5	27.4	29.5	19.0
MI & Profit/Loss of Asso. Cos.	-166	-210	-177	48	-32	-39	-7	-283	-506	-361
Reported PAT	385	1,335	735	2,061	837	1,190	2,362	3,334	4,516	7,723
Adj PAT	385	1,335	735	2,061	837	1,190	2,362	3,334	4,516	7,723
YoY Change (%)	-52.0	103.0	29.2	289.1	117.3	-10.9	221.5	61.8	79.6	71.0
Margins (%)	5.9	9.8	6.3	12.1	7.8	11.1	16.1	24.6	9.2	15.5

DLF

Buy

CMP: INR662 | TP: INR960 (45%)
EPS CHANGE (%): FY25 | 26: 0 | 0

- We expect revenue to decline 8% YoY to INR19.6b.
- DLF is expected to report EBITDA of INR4.9b, with a 25% margin.
- New bookings are expected to increase 84% YoY to INR27b.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	14,232	13,477	15,213	21,348	13,624	19,750	15,287	19,625	64,270	68,286
YoY Change (%)	-1.3	3.5	1.8	46.6	-4.3	46.5	0.5	-8.1	12.9	6.2
Total Expenditure	10,271	8,853	10,103	13,807	11,337	14,730	11,287	14,750	43,034	52,104
EBITDA	3,962	4,624	5,110	7,541	2,286	5,020	4,000	4,876	21,236	16,182
Margins (%)	27.8	34.3	33.6	35.3	16.8	25.4	26.2	24.8	33.0	23.7
Depreciation	364	370	380	367	373	377	387	586	1,480	1,724
Interest	849	902	837	977	1,012	935	939	1,142	3,565	4,028
Other Income	985	1,287	1,223	1,819	3,675	2,058	2,088	2,422	5,313	10,243
PBT before EO expense	3,734	4,639	5,115	8,016	4,576	5,766	4,761	5,570	21,505	20,673
Extra-Ord expense	0	0	0	0	0	0	3,024	5,976	0	9,000
PBT	3,734	4,639	5,115	8,016	4,576	5,766	1,737	-406	21,505	11,673
Tax	1,014	1,122	1,350	1,715	1,183	-4,668	-8,396	2,271	5,201	-9,609
Rate (%)	27.2	24.2	26.4	21.4	25.9	-81.0	-483.3	-559.0	24.2	-82.3
MI & Profit/Loss of Asso. Cos.	2,541	2,701	2,792	2,897	3,054	3,378	6,183	5,281	10,931	17,897
Reported PAT	5,261	6,219	6,557	9,198	6,447	13,812	16,316	2,604	27,235	39,179
Adj PAT	5,261	6,219	6,557	9,198	6,447	7,754	10,587	2,604	27,235	27,392
YoY Change (%)	12.1	30.3	26.4	61.5	22.5	24.7	61.5	-71.7	33.9	0.6
Margins (%)	37.0	46.1	43.1	43.1	47.3	39.3	69.3	13.3	42.4	40.1

Source: Company, MOFSL

Godrej Properties

Buy

CMP: INR2,043 | TP: INR2,475 (21%)
EPS CHANGE (%): FY25 | 26: 0 | 101

- We expect revenue to decline 53% YoY to INR6.7b.
- EBITDA is expected to increase 2.3x YoY to INR2.8b.
- GPL's PAT is expected to decline 13% YoY to INR4.2b.
- Pre-sales are expected to decline 19% YoY to INR77b.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	9,360	3,430	3,304	14,261	7,390	10,932	9,689	6,730	30,356	34,741
YoY Change (%)	282.6	107.8	68.4	-13.4	-21.0	218.7	193.2	-52.81	34.8	14.4
Total Expenditure	10,853	4,047	3,720	13,033	8,641	10,613	9,413	3,921	31,653	32,589
EBITDA	-1,493	-617	-416	1,228	-1,251	319	276	2,808	-1,297	2,152
Margins (%)	-15.9	-18.0	-12.6	8.6	-16.9	2.9	2.8	41.7	-4.3	6.2
Depreciation	69	74	142	161	166	183	177	174	446	700
Interest	297	480	430	315	408	446	424	1,927	1,521	3,204
Other Income	3,299	2,621	2,179	4,887	9,605	2,533	2,711	4,583	12,986	19,432
PBT before EO expense	1,440	1,451	1,192	5,639	7,780	2,224	2,385	5,290	9,723	17,680
PBT	1,440	1,451	1,192	5,639	7,780	2,224	2,385	5,290	9,723	17,680
Tax	592	388	319	1,230	1,974	-1,145	621	2,971	2,529	4,420
Rate (%)	41.1	26.7	26.8	21.8	25.4	-51.5	26.0	56.2	26.0	25.0
MI & Profit/Loss of Asso. Cos.	488	-336	-245	371	-618	-32	-183	1,832	277	999
Reported PAT	1,336	726	627	4,780	5,188	3,338	1,582	4,151	7,471	14,259
Adj PAT	1,336	726	627	4,780	5,188	3,338	1,582	4,151	7,471	14,259
YoY Change (%)	208.5	8.4	11.2	5.2	288.3	359.5	152.2	-13.2	20.3	90.9
Margins (%)	14.3	21.2	19.0	33.5	70.2	30.5	16.3	61.7	24.6	41.0

Source: Company, MOFSL

Kolte Patil Developers

Buy

CMP: INR325 | TP: INR394 (21%)

EPS CHANGE (%): FY25|26: 0|-6

- We expect revenue to grow ~2x YoY to INR10.3b.
- We expect EBITDA of INR1.9b with a gradual margin expansion of 18%.
- Steady sales from ongoing projects will drive bookings to INR9.1b, up 23% YoY.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	5,712	1,982	758	5,264	3,408	3,083	3,497	10,344	13,715	20,332
YoY Change (%)	185	61	-79	-34	-40	56	361	97	-7.9	48.2
Total Expenditure	4,800	1,947	1,124	5,332	3,130	2,921	3,241	8,444	13,204	17,736
EBITDA	912	35	-367	-68	278	162	256	1,900	511	2,595
Margins (%)	16.0	1.8	-48.4	-1.3	8.2	5.2	7.3	18.4	3.7	12.8
Depreciation	31	31	42	39	42	24	34	70	142	170
Interest	366	94	308	210	187	107	61	623	979	978
Other Income	74	67	79	13	95	127	196	22	233	440
PBT before EO expense	588	-24	-637	-303	144	157	357	1,229	-377	1,887
Extra-Ord expense	0	124	0	111	0	0	0	0	-235	0
PBT	588	-147	-637	-414	144	157	357	1,229	-611	1,887
Tax	100	93	-42	-185	104	69	96	357	-34	626
Rate (%)	17.0	-63.0	6.6	44.6	72.2	44.0	26.8	29.0	0.1	0.3
MI & Profit/Loss of Asso. Cos.	29	13	34	41	-22	-10	8	140	116	116
Reported PAT	460	-253	-629	-270	62	97	253	732	-694	1,145
Adj PAT	460	-253	-629	-270	62	97	253	732	-693	1,145
YoY Change (%)	116	188	134	-123	-86	-138	-140	-371	-167.6	-265.3
Margins (%)	8.0	-12.8	-83.0	-5.1	1.8	3.2	7.2	7.1	-5.0	5.6

Macrotech Developers

Buy

CMP: INR1,158 | TP: INR1,530 (+32%)

EPS CHANGE (%): FY25|26: 0|0

- We expect revenue to increase 6% YoY to INR43b.
- EBITDA is expected to decline 14% YoY to INR9b, while margin will stand at 21%.
- The company is expected to report bookings of INR49.5b, up 17% YoY.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	16,174	17,496	29,306	40,185	28,465	26,257	40,830	42,775	1,03,161	1,38,327
YoY Change (%)	-40	-1	65	23	76	50	39	6	8.9	34.1
Total Expenditure	12,874	13,335	20,479	29,716	20,897	19,211	27,771	33,791	76,404	1,01,670
EBITDA	3,300	4,161	8,827	10,469	7,568	7,046	13,059	8,984	26,757	36,657
Margins (%)	20.4	23.8	30.1	26.1	26.6	26.8	32.0	21.0	25.9	26.5
Adj. EBITDA (as per co.)	4,600	5,500	10,800	13,400	9,600	7,046	15,900	8,984	75,830	41,530
Margins (%)	28.4	31.4	36.9	33.3	33.7	26.8	38.9	21.0	73.5	30.0
Depreciation	240	293	333	1,173	604	665	672	465	2,039	2,406
Interest	1,241	1,231	1,168	1,158	1,172	1,365	1,441	1,060	4,798	5,038
Other Income	544	55	281	654	718	589	636	184	1,534	2,127
PBT before EO expense	2,363	2,692	7,607	8,792	6,510	5,605	11,582	7,642	21,454	31,339
Extra-Ord expense	0	0	1,049	0	0	0	0	0	-1,049	0
PBT	2,363	2,692	6,558	8,792	6,510	5,605	11,582	7,642	20,405	31,339
Tax	556	624	1,439	2,115	1,747	1,368	2,137	4,150	4,734	9,402
Rate (%)	23.5	23.2	21.9	24.1	26.8	24.4	18.5	54.3	0.2	0.3
MI & Profit/Loss of Asso. Cos.	15	40	67	7	4	6	-3	173	180	180
Reported PAT	1,792	2,028	5,052	6,670	4,759	4,231	9,448	3,319	15,491	21,757
Adj PAT (as per co.)	1,700	2,100	5,700	6,670	4,800	4,231	9,400	3,319	16,170	21,750
YoY Change (%)	42	-43	90	-11	182	101	65	-50	5.2	34.5
Margins (%)	10.5	12.0	19.4	16.6	16.9	16.1	23.0	7.8	15.7	15.7

Source: Company, MOFSL

Mahindra Lifespaces

Neutral

CMP: INR302 | TP: INR345 (14%)

EPS CHANGE (%): FY25|26: 0|0

- Revenue is expected to increase 2.6x YoY to INR369m.
- We expect MLDL to report quarterly bookings of INR7b, declining 36% YoY.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Income from Operations	980	178	820	143	1,881	76	1,673	369	2,121	3,999
YoY Change (%)	3.7	-74.5	-56.1	-94.4	91.9	-57.2	104.0	158.1	-65.0	88.6
Total Expenditure	1,412	527	1,210	684	2,297	554	1,927	1,023	3,832	5,800
EBITDA	-431	-349	-390	-541	-416	-478	-254	-654	-1,711	-1,801
Margins (%)	-44.0	-196.5	-47.6	-378.6	-22.1	-627.5	-15.2	-177.3	-80.7	-45.0
Depreciation	30	31	38	38	43	40	40	37	137	160
Interest	42	2	3	26	60	70	42	116	74	288
Other Income	120	79	68	403	186	84	185	146	670	600
PBT before EO expense	-383	-303	-364	-202	-334	-504	-151	-661	-1,252	-1,650
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	-383	-303	-364	-202	-334	-504	-151	-661	-1,252	-1,650
Tax	-94	-108	-109	-129	-97	0	173	-489	-440	-412
Rate (%)	24.4	35.7	30.1	63.8	28.9	0.0	-114.6	74.0	35.2	25.0
MI & Profit/Loss of Asso. Cos.	247	6	754	788	365	364	99	1,256	1,790	2,084
Reported PAT	-43	-189	500	715	127	-141	-225	1,085	979	847
Adj PAT	-43	-189	500	715	127	-141	-225	1,085	983	847
YoY Change (%)	NM	NM	NM	NM	NM	NM	NM	51.8	NM	-13.8
Margins (%)	-4.4	-106.5	61.0	500.2	6.8	-184.6	-13.4	294.2	46.3	21.2

Oberoi Realty

Neutral

CMP: INR1574 | TP: INR1,809 (15%)

EPS CHANGE (%): FY25|26: -8|0

- We expect revenue to decline 18% YoY to INR11b.
- New bookings are expected to decline to INR17b, down 7% YoY, due to muted launches.
- OBER's EBITDA is expected to reach INR5.7b, with margin levels at 59%.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	9,100	12,174	10,536	13,148	14,052	13,199	14,111	10,807	44,958	52,168
YoY Change (%)	-0.3	76.8	-35.3	36.8	54.4	8.4	33.9	-17.8	7.2	16.0
Total Expenditure	4,362	5,792	5,443	5,262	5,901	5,061	5,549	5,127	20,859	21,638
EBITDA	4,737	6,382	5,094	7,886	8,151	8,138	8,561	5,680	24,099	30,530
Margins (%)	52.1	52.4	48.3	60.0	58.0	61.7	60.7	52.6	53.6	58.5
Depreciation	113	113	114	135	202	208	233	395	475	1,037
Interest	615	565	501	504	589	517	745	368	2,184	2,219
Other Income	236	264	292	2,438	368	387	492	57	3,230	1,304
PBT before EO expense	4,245	5,968	4,771	9,685	7,728	7,800	8,076	4,974	24,669	28,578
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	4,245	5,968	4,771	9,685	7,728	7,800	8,076	4,974	24,669	28,578
Tax	1,046	1,421	1,192	1,833	1,905	1,930	1,919	607	5,491	6,361
Rate (%)	24.6	23.8	25.0	18.9	24.7	24.7	23.8	12.2	22.3	22.3
MI & Profit/Loss of Asso. Cos.	17	21	22	28	23	25	27	-52	89	23
Reported PAT	3,216	4,568	3,602	7,880	5,845	5,894	6,184	4,316	19,266	22,239
Adj PAT	3,216	4,568	3,602	7,880	5,845	5,894	6,184	4,316	19,266	22,239
YoY Change (%)	-20.2	43.4	-48.7	64.1	81.7	29.0	71.7	-45.2	1.2	15.4
Margins (%)	35.3	37.5	34.2	59.9	41.6	44.7	43.8	39.9	42.9	42.6

Source: Company, MOFSL

Phoenix Mills

Neutral
CMP: INR1,601 | TP: INR1,693 (6%)
EPS CHANGE (%): FY25|26: 0|0

- We expect revenue to decline 7% YoY to INR12.1b.
- EBITDA is likely to increase 23% YoY to INR7.7b, with margin reaching 64%

Consolidated quarterly earnings model (INR m)

	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	8,106	8,750	9,861	13,059	9,041	9,180	9,751	12,084	39,777	40,057
YoY Change (%)	41.1	34.4	44.2	79.1	11.5	4.9	-1.1	-7.5	50.8	0.7
Total Expenditure	3,183	3,691	4,343	6,792	3,731	4,003	4,223	4,405	18,009	16,362
EBITDA	4,923	5,060	5,518	6,267	5,310	5,177	5,528	7,680	21,768	23,695
Margins (%)	60.7	57.8	56.0	48.0	58.7	56.4	56.7	63.5	54.7	59.2
Depreciation	630	659	656	757	775	775	813	1,330	2,702	3,692
Interest	957	965	1,042	995	1,031	1,031	1,029	1,048	3,959	4,139
Other Income	290	316	343	372	383	371	304	474	1,322	1,532
PBT before EO expense	3,627	3,752	4,163	4,886	3,887	3,741	3,991	5,776	16,429	17,395
Extra-Ord expense	0	0	0	0	-5	0	160	0	0	155
PBT	3,627	3,752	4,163	4,886	3,882	3,741	4,151	5,776	16,429	17,550
Tax	730	714	724	998	747	835	641	2,185	3,166	4,409
Rate (%)	20.1	19.0	17.4	20.4	19.3	22.3	15.4	37.8	19.3	25.1
MI & P/L of Asso. Cos.	492	512	646	621	809	725	862	-18	2,270	2,378
Reported PAT	2,405	2,526	2,793	3,267	2,326	2,181	2,648	3,610	10,993	10,764
Adj PAT	2,405	2,526	2,793	3,267	2,326	2,181	2,648	3,610	10,993	10,764
YoY Change (%)	48.5	35.9	58.3	58.9	-3.3	-13.7	-5.2	10.5	50.6	-2.1
Margins (%)	29.7	28.9	28.3	25.0	25.7	23.8	27.2	29.9	27.6	26.9

Prestige Estates

Buy
CMP: INR1,138 | TP: INR1,725 (52%)
EPS CHANGE (%): FY25|26: 0|0

- We expect revenue to grow 2.1x YoY to INR46b in 4QFY25.
- PEPL is likely to report bookings of INR101b, up 2.1x YoY.
- PEPL is expected to report an EBITDA of INR7.7b, with a 17% margin.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	16,809	22,364	17,958	21,640	18,621	23,044	16,545	45,968	78,771	1,04,178
YoY Change (%)	-13.3	56.6	-22.5	-17.8	10.8	3.0	-7.9	112.4	-5.3	32.3
Total Expenditure	11,542	16,439	12,443	13,363	10,658	16,731	10,644	38,225	53,787	76,258
EBITDA	5,267	5,925	5,515	8,277	7,963	6,313	5,901	7,743	24,984	27,920
Margins (%)	31.3	26.5	30.7	38.2	42.8	27.4	35.7	16.8	31.7	26.8
Depreciation	1,655	1,741	1,797	1,972	1,905	2,004	2,047	2,103	7,165	8,059
Interest	2,382	2,639	2,932	4,238	3,461	3,565	3,451	2,407	12,191	12,884
Other Income	2,854	1,684	1,747	685	1,624	1,194	434	2,478	6,970	5,730
PBT before EO expense	4,084	3,229	2,533	2,752	4,221	1,938	837	5,711	12,598	12,707
Extra-Ord expense	0	8,512	0	0	0	0	0	0	8,512	0
PBT	4,084	11,741	2,533	2,752	4,221	1,938	837	5,711	21,110	12,707
Tax	863	2,564	723	786	1,023	-519	445	957	4,936	1,906
Rate (%)	21.1	21.8	28.5	28.6	24.2	-26.8	53.2	16.8	23.4	15.0
MI & Profit/Loss of Asso. Cos.	552	668	647	566	872	535	215	1,051	2,433	2,673
Reported PAT	2,669	8,509	1,163	1,400	2,326	1,922	177	3,703	13,741	8,128
Adj PAT	2,669	1,856	1,163	1,400	2,326	1,922	177	3,703	7,088	8,128
YoY Change (%)	174.0	397.2	-9.0	-69.5	-12.9	3.6	-84.8	164.5	-1.7	14.7
Margins (%)	15.9	8.3	6.5	6.5	12.5	8.3	1.1	8.1	9.0	7.8

SOBHA

Buy

CMP: INR1,199 | TP: INR1,714 (43%)

EPS CHANGE (%): FY25|26: -62|-27

- We expect revenue to increase 84% YoY to INR14b in 4QFY25.
- EBITDA is likely to increase 51% YoY to INR937m with a margin of 6.7%.
- SOBHA is likely to report bookings of INR17b, marking a 13% YoY growth.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	9,079	7,412	6,849	7,629	6,404	9,336	12,241	14,011	30,969	41,991
YoY Change (%)	60.8	11.1	-21.1	-36.9	-29.5	25.9	78.7	83.7		
Total Expenditure	8,425	6,658	6,108	7,008	5,845	8,565	11,569	13,074	28,199	39,052
EBITDA	654	754	741	621	559	771	672	937	2,770	2,939
Margins (%)	7.2	10.2	10.8	8.1	8.7	8.3	5.5	6.7	8.9	7.0
Depreciation	183	193	201	205	204	232	233	198	782	867
Interest	611	639	614	590	539	494	473	436	2,455	1,942
Other Income	313	324	288	284	295	317	328	700	1,209	1,640
PBT before EO expense	173	247	214	109	111	362	295	1,003	742	1,771
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	173	247	214	109	111	362	295	1,003	742	1,771
Tax	52	97	63	39	50	101	78	370	251	599
Rate (%)	30.2	39.4	29.4	35.5	45.4	28.0	26.4	36.8	33.8	33.8
MI & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	121	149	151	70	61	261	217	633	491	1,172
Adj PAT	121	149	151	70	61	261	217	633	491	1,172
YoY Change (%)	168.3	-22.2	-52.6	-85.5	-49.8	74.6	43.8	800.9	-52.9	138.6
Margins (%)	1.3	2.0	2.2	0.9	0.9	2.8	1.8	4.5	1.6	2.8

Sunteck

Buy

CMP: INR397 | TP: INR535 (35%)

EPS CHANGE (%): FY25|26: 0|0

- Sunteck will reflect revenue growth of 9% YoY to INR4.6b
- Slower sales in ongoing projects is expected to lead to a 9% YoY decline in bookings to INR6b.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	706	250	424	4,269	3,163	1,690	1,618	4,647	5,648	11,118
YoY Change (%)	-50.8	-69.1	-52.5	773.4	348.2	577.3	281.1	8.8		
Total Expenditure	780	391	573	2,735	2,849	1,317	1,134	3,275	4,476	8,574
EBITDA	-75	-141	-148	1,534	314	374	484	1,372	1,173	2,544
Margins (%)	-10.6	-56.5	-34.9	35.9	9.9	22.1	29.9	29.5	20.8	22.9
Depreciation	18	22	24	31	34	36	31	169	95	270
Interest	173	158	171	182	103	99	87	114	684	403
Other Income	178	113	185	81	117	130	130	188	555	566
PBT before EO expense	-87	-208	-158	1,402	295	368	495	1,278	949	2,436
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	-87	-208	-158	1,402	295	368	495	1,278	949	2,436
Tax	-27	-64	-55	386	70	22	69	448	240	609
Rate (%)	31.0	30.5	34.9	27.5	23.9	5.9	13.9	35.1	25.3	25.0
MI & Profit/Loss of Asso. Cos.	7	-6	-6	3	-3	1	1	0	-1	-1
Reported PAT	-67	-139	-97	1,013	228	346	425	830	710	1,828
Adj PAT	-67	-139	-97	1,013	228	346	425	830	710	1,828
YoY Change (%)	-127.0	-693.3	-569.3	-463.1	-438.0	-349.6	-537.1	-18.1	NA	157.7
Margins (%)	-9.6	-55.6	-22.9	23.7	7.2	20.5	26.3	17.9	12.6	16.4

Signature Global

Buy

CMP: INR1,076 | TP: INR1,815 (69%)

EPS CHANGE (%): FY25 | 26: 0|0

- The company's revenue is expected to grow 2.5x to INR17.5b, driven by strong deliveries.
- EBITDA is likely to post INR3.2b, with an EBITDA margin of 18.4%.
- Bookings are expected to reach INR14b, down 66% YoY.

Consolidated quarterly earnings model (INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	1,659	985	2,818	6,944	4,006	7,493	8,277	17,477	12,406	37,253
YoY Change (%)	-69.4	-20.3	53.9	-1.5	141.5	660.5	193.7	151.7	-20.1	200.3
Total Expenditure	1,757	1,282	2,887	6,738	4,019	7,609	8,142	14,264	12,664	34,033
EBITDA	-98	-297	-69	206	-13	-116	135	3,213	-259	3,220
Margins (%)	-5.9	-30.1	-2.5	3.0	-0.3	-1.5	1.6	18.4	-2.1	8.6
Depreciation	48	51	55	61	52	68	75	54	216	249
Interest	63	107	53	78	75	169	142	148	302	533
Other Income	130	226	199	284	274	281	345	234	840	1,134
PBT before EO expense	-80	-229	22	350	135	-71	263	3,246	63	3,572
Extra-Ord expense	5	8	1	4	2	0	0	0	0	-2
PBT	-85	-237	20	346	133	-72	263	3,246	63	3,570
Tax	-13	-38	-1	-67	65	-113	-29	970	-119	892
Rate (%)	15.4	15.8	-6.3	-19.3	48.8	157.9	-11.0	29.9	-187.2	-1.1
MI & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	-1	-1
Reported PAT	-72	-199	21	412	68	41	291	2,276	183	2,678
Adj PAT	-68	-192	22	417	69	41	291	2,276	165	2,678
YoY Change (%)	-115.2	-33.4	-106.4	331.7	-201.1	-121.2	1,195.7	445.2	NA	1,521.1
Margins (%)	-4.1	-19.5	0.8	6.0	1.7	0.5	3.5	13.0	1.3	7.2

Retail

Company

Aditya Birla Fashion

Avenue Supermarts

Bata India

Campus Activewear

Metro Brands

Relaxo Footwear

Shoppers Stop

Trent

V-Mart Retail

Vedant Fashions

Raymond Lifestyle

Demand remains weak; 'Value' continues to outperform

Value retailers continue to outperform premium retailers

- The demand environment in 4QFY25 remained subdued and along similar lines as 3QFY25, with value retail being the only segment that has been performing well. We believe that value retailers will sustain their outperformance over premium retailers in 4Q, with Trent, VMart, and DMart the only retailers in our coverage to report double-digit revenue growth. In contrast, premium retailers such as ABFRL and SHOP are expected to deliver flat-to-low single-digit SSSG.
- In the ethnic wear segment, Manyavar (Vedant) and Raymond Lifestyle (RLL) continue to face headwinds. Meanwhile, footwear retailers are expected to deliver mid-to-high single-digit sales growth.
- We expect a slight improvement in trends for Reliance Retail (RR) with ~10% YoY gross revenue growth (vs. 9% YoY in 3Q) and ~11% YoY operating EBITDA growth (vs. 9% YoY in 3Q).

Expect 12%/10% revenue/EBITDA growth for our coverage universe

- For our retail coverage universe (11 stocks excl. Reliance Retail), we anticipate the aggregate revenue to grow ~12% YoY (vs. 15% YoY in 3Q), primarily driven by robust growth for heavyweights such as Trent (though significant moderation vs. its recent track record) and DMart.
- Value retailers are likely to continue their outperformance, while growth remains lackluster for footwear and premium apparel retailers.
- We expect ~9% YoY growth in aggregate gross profit (vs. +12% in 3Q), as the aggregate gross margin is likely to contract ~90bp YoY.
- We expect ~10% YoY growth in aggregate EBITDA as the margin is likely to contract ~30bp YoY, largely due to a drag from Trent, DMart, Vedant Fashions, and RLL.

Retail: Demand trends similar to 3Q

- The aggregate revenue for apparel stocks under our coverage is likely to grow 9% YoY in 4Q, significantly lower than the 14% YoY growth recorded in 3Q. The moderation is primarily due to weaker growth for Trent and also premium players experiencing subdued revenue growth (low to mid-single digits). Value retailers are anticipated to sustain strong double-digit revenue growth.
- Trent is once again expected to lead with ~28% YoY revenue growth, followed by VMart at 17%. In contrast, Vedant Fashion, ABFRL, and SHOP are likely to see low to mid-single-digit revenue growth, while RLL is expected to report a sharp decline due to lost sales on account of the cyber-attack.
- Including DMart, the aggregate revenue for departmental retailers under our coverage is expected to grow ~13% YoY in 4QFY25 (vs. 16% YoY in 3Q).
- Gross profit is likely to rise by ~10% YoY (vs. 14% YoY in 3Q) with ~75bp YoY margin contraction. We expect gross margins to contract YoY for V-Mart and RLL.
- We anticipate EBITDA growth of ~11% YoY (vs. 12% in 3QFY25), driven by strong performances from Trent (+24% YoY), ABFRL (+44% YoY), and VMart (+66% YoY), while RLL is likely to see a significant dip in EBITDA due to operating deleverage.
- For DMart, we expect ~15% YoY EBITDA growth with margin moderating ~10bp YoY due to the continued higher cost of retailing.

Footwear: Another subdued quarter

- We expect ~4% YoY revenue growth for the four footwear stocks in our coverage. Campus (+9% YoY) and Metro (+7% YoY) are likely to outperform Bata and Relaxo, though YoY growth is likely to moderate from 3QFY25 and historical levels.
- Gross profits are projected to rise ~4% YoY, with a stable gross margin YoY.
- We anticipate ~5% YoY growth in combined EBITDA (vs. 12% YoY in 3Q), with Metro leading the charge (with 13% YoY growth), while other players are expected to report low single-digit growth.

Store rationalization broadly complete

- We expect strong store expansion to continue for value retailers, while store additions for premium and branded apparel retailers are likely to remain muted. However, we believe the store rationalizations are likely coming to an end and should see growth from FY26.
- VMART/DMART, in their pre-quarter updates, posted 9/28 net store additions in 4QFY25, while Zudio's store count surged to 765 (+130 stores QoQ). We note that the bulk of DMART and Trent's store openings were back-ended, which should only contribute meaningfully from 1QFY26.

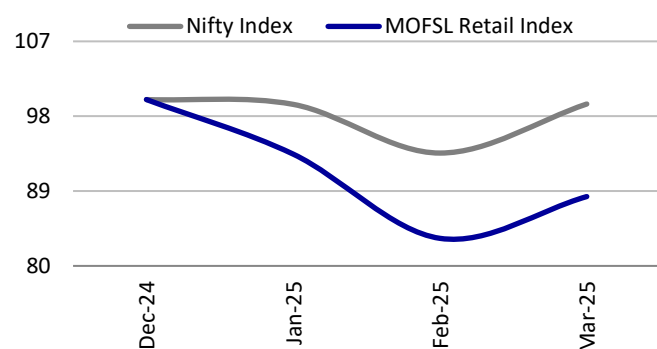
Valuation and view

Given the continued weakness in the discretionary demand environment, earnings downgrades continue for our retail coverage. We cut FY25-27 earnings further by 4-7%, with RLL, Trent, and Metro witnessing significant earnings cuts. Overall, TRENT and DMART remain our preferred picks in the retail space, given their healthy balance sheets, operational discipline, and robust growth momentum. We remain optimistic about VMART, given a strong SSSG print and continued decline in LimeRoad losses. In the footwear space, we prefer METRO, given its industry-leading store economics and significant growth opportunity in the Sports & Athleisure category through FILA and Foot Locker licenses, albeit delayed due to challenges posed by BIS implementation.

Exhibit 1: Summary of our quarterly estimates

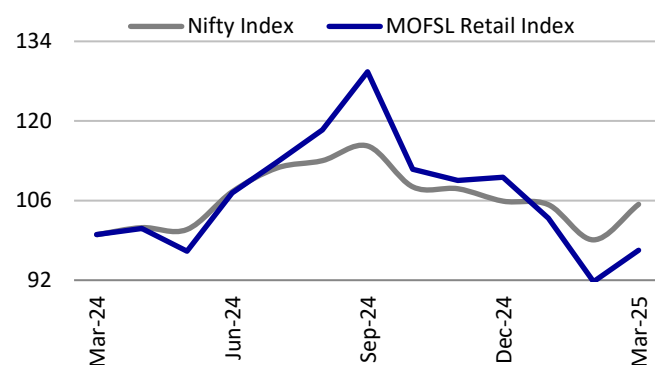
Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Aditya Birla Fashion	258	Neutral	35,151	3.2	-18.3	4,075	43.7	-35.8	-999	Loss	Loss
Avenue Supermarts	4004	Buy	1,48,735	16.9	-6.9	10,749	13.9	-11.7	6,069	7.8	-16.1
Barbeque Nation	287	Neutral	3,023	1.4	-8.1	545	-0.5	-11.4	-9	Loss	PL
Bata India	1230	Neutral	8,304	4.1	-9.6	1,877	3.0	-5.9	620	-2.5	-7.2
Campus Activewear	233	Buy	3,951	8.6	-23.3	669	4.7	-18.6	368	12.4	-20.8
Devyani Intl.	150	Buy	12,158	16.1	-6.1	1,949	12.1	-11.1	-42	PL	Loss
Jubilant Foodworks	661	Neutral	15,377	15.5	-4.6	2,843	11.8	-9.1	346	0.1	-42.0
Kalyan Jewellers	458	Buy	61,876	36.4	-15.1	4,022	31.3	-18.5	2,077	51.0	-20.0
Metro Brands	1042	Buy	6,250	7.2	-11.1	1,792	13.0	-20.4	860	-0.7	-28.4
P N Gadgil Jewellers	516	Buy	16,588	9.7	-31.9	887	-0.3	-27.7	532	-3.1	-38.1
Raymond Lifestyle	1029	Buy	14,443	-14.3	-17.7	772	-68.7	-57.1	-118	PL	PL
Relaxo Footwear	415	Sell	7,452	-0.3	11.7	1,191	-1.1	42.8	581	-5.4	76.0
Sapphire Foods	294	Buy	7,082	12.1	-6.4	1,073	4.2	-23.3	139	580.1	8.9
Senco Gold	286	Neutral	13,483	18.6	-35.9	1,000	14.0	-7.0	438	36.2	-19.1
Shoppers Stop	533	Neutral	10,447	4.5	-20.3	1,689	2.9	-29.6	-86	PL	PL
Titan Company	2987	Buy	1,42,078	13.7	-19.9	14,083	18.2	-26.9	9,172	19.0	-26.4
Trent	5578	Buy	40,863	28.2	-9.9	5,916	23.9	-29.4	2,677	8.1	-43.0
V-Mart Retail	2951	Neutral	7,800	16.7	-24.0	666	65.6	-61.1	-434	Loss	PL
Vedant Fashions	766	Neutral	3,844	5.9	-24.8	1,813	3.6	-25.1	1,135	-1.9	-28.1
Westlife Foodworld	699	Neutral	6,112	8.7	-6.5	721	-6.4	-21.1	-58	PL	PL
Retail			5,65,018	15.1	-14.9	58,332	12.3	-23.1	23,269	14.3	-33.3

Exhibit 2: Relative performance – three months (%)



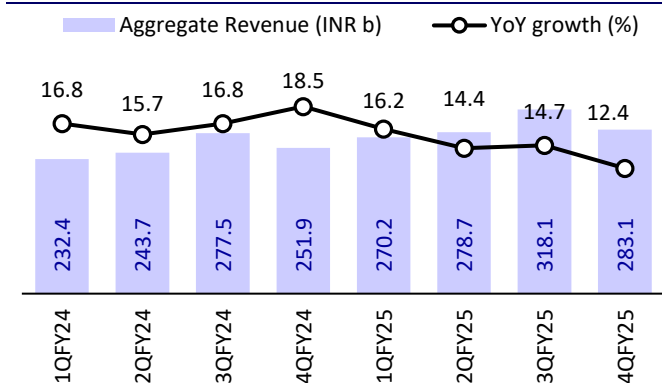
Source: Bloomberg, MOFSL

Exhibit 3: Relative performance – one year (%)



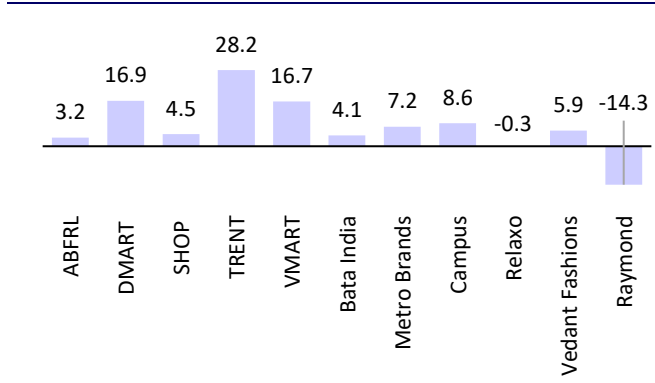
Source: Bloomberg, MOFSL

Exhibit 4: Aggregate revenue growth for our retail universe (excl. RR) to moderate to ~12% YoY (vs. 15% in 3Q)



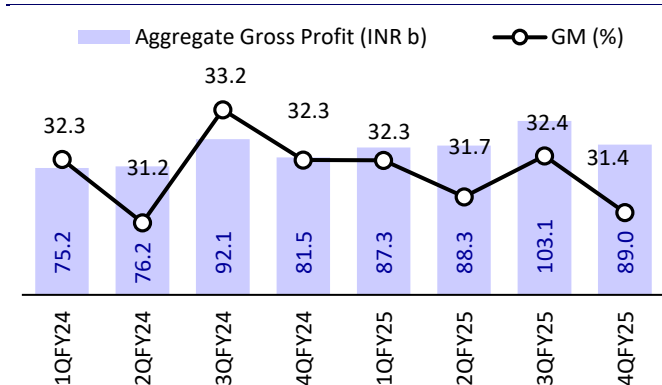
Source: Company, MOFSL

Exhibit 5: Revenue growth to remain muted for most of the retailers except Trent, DMART, and V-Mart



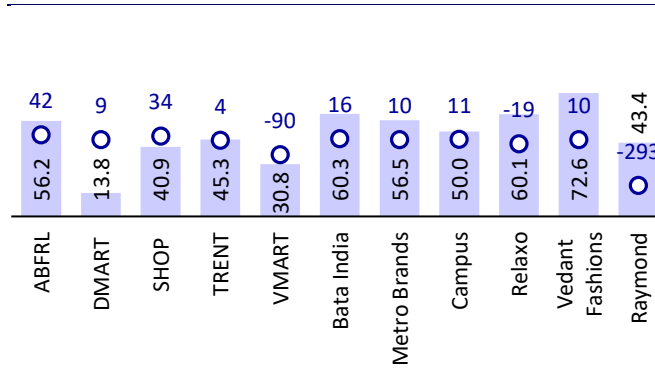
Source: Company, MOFSL

Exhibit 6: Aggregate gross profit to grow ~9% YoY, as aggregate gross margin is expected to contract ~90bp YoY



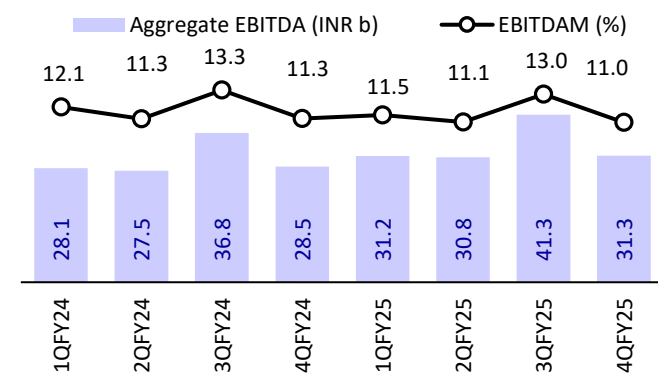
Source: Company, MOFSL

Exhibit 7: V-Mart and RLL likely to witness YoY gross margin contraction in 4QFY25



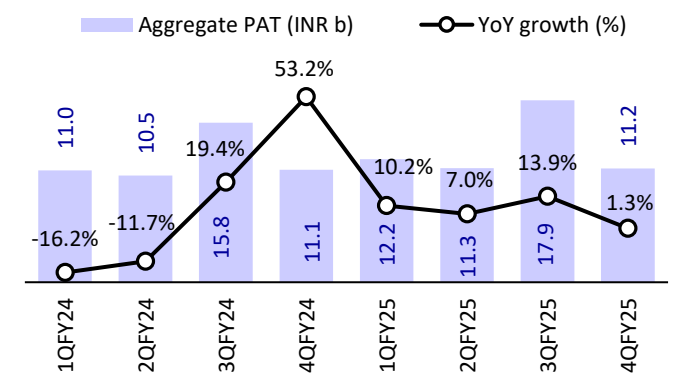
Source: Company, MOFSL

Exhibit 8: Aggregate EBITDA to grow ~10% YoY, while aggregate EBITDA margin is likely to contract ~30bp YoY



Source: Company, MOFSL

Exhibit 9: Aggregate PAT to inch up 1% YoY



Source: Company, MOFSL

Exhibit 10: Retail store footprint and net store additions

Total store count	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Madura EBOs	2,650	2,643	2,660	2,696	2,679	2,636	2,569	2,533	2,529
Pantaloons	431	434	439	446	417	417	417	412	410
DMart	324	327	336	341	365	371	377	387	415
Shoppers Stop	98	98	102	105	112	114	112	109	113
Westside	214	221	223	227	232	228	226	238	248
Zudio	352	388	411	460	545	559	577	635	765
V-Mart	423	431	437	454	444	448	467	488	497
Vedant Fashions	649	662	669	673	676	662	650	666	675
Metro Brands	764	789	817	840	839	854	873	895	919
Store additions (net)									
Madura EBOs	49	-7	17	36	-17	-43	-67	-36	-4
Pantaloons	25	3	5	7	-29	0	0	-5	-2
DMart	18	3	9	5	24	6	6	10	28
Shoppers Stop	2	0	4	3	7	2	-2	-3	4
Westside	3	7	2	4	5	-4	-2	12	10
Zudio	26	36	23	49	85	14	18	58	130
V-Mart	9	8	6	17	-10	4	19	21	9
Vedant Fashions	9	13	7	4	3	-14	-12	16	9
Metro Brands	19	25	28	23	-1	15	19	22	24

Source: Company, MOFSL

Exhibit 11: Comparative valuations

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Retail						94.7	70.2	57.7	12.4	10.9	9.5	13.1	15.5	16.4
Aditya Birla Fashion	258	Neutral	-4.7	-0.6	-0.6	-54.4	-412.5	-446.4	3.1	3.1	3.2	-8.8	-0.9	-0.8
Avenue Supermarts	4,004	Buy	42.5	50.2	59.5	94.3	79.8	67.3	12.1	10.5	9.1	13.8	14.1	14.5
Barbeque Nation	287	Neutral	-2.3	-1.0	0.4	-126	-295	717.3	2.9	3.0	2.9	-2.3	-1.0	0.4
Bata India	1,230	Neutral	20.7	24.4	29.6	59.5	50.3	41.5	9.1	8.3	7.6	16.3	17.3	19.1
Campus Activewear	233	Buy	4.0	5.3	6.6	58.1	44.4	35.3	9.2	7.6	6.3	15.9	17.2	17.8
Devyani Intl.	150	Buy	0.2	1.5	2.1	886.9	98.6	70.8	29.6	35.6	40.5	2.4	32.8	53.5
Jubilant Foodworks	661	Neutral	4.3	6.6	8.5	153.7	100.0	77.4	19.9	19.8	19.1	13.0	19.8	24.7
Kalyan Jewellers	458	Buy	8.0	10.4	12.6	57.0	44.0	36.2	10.0	8.7	7.5	18.6	21.2	22.2
Metro Brands	1,042	Buy	13.6	16.3	20.8	76.5	63.9	50.0	12.9	11.0	9.3	18.5	19.1	20.7
P N Gadgil Jewellers	516	Buy	16.8	21.9	27.9	30.8	23.6	18.5	4.3	3.7	3.1	21.2	16.9	18.0
Raymond Lifestyle	1,029	Buy	21.6	56.0	73.1	47.6	18.4	14.1	0.6	0.6	0.6	2.9	7.2	8.7
Relaxo Footwear	415	Sell	6.9	7.8	9.1	60.0	53.4	45.4	4.8	4.5	4.2	8.3	8.8	9.6
Sapphire Foods	294	Buy	1.3	3.2	4.9	234.5	92.6	60.6	6.9	6.4	5.8	3.0	7.1	10.0
Senco Gold	286	Neutral	11.2	14.0	17.1	25.4	20.4	16.7	2.4	2.2	2.0	11.1	11.3	12.4
Shoppers Stop	533	Neutral	-0.2	-2.0	-3.8	-2,567	-265	-141.9	13.8	14.9	17.2	-0.7	-7.1	-14.8
Titan Company	2,987	Buy	42.8	53.1	63.2	69.8	56.2	47.2	22.0	17.3	13.8	35.5	34.5	32.5
Trent	5,578	Buy	42.2	55.0	66.8	132	101	83.6	33.3	24.6	18.7	31.2	29.9	27.2
V-Mart Retail	2,951	Neutral	-8.2	23.7	58.6	-359	125	50.4	7.3	6.9	6.0	NM	6.2	13.9
Vedant Fashions	766	Neutral	16.5	19.0	21.4	46	40	35.9	10.6	9.4	8.4	23.6	22.7	22.6
Westlife Foodworld	699	Neutral	0.3	4.3	8.0	2,243	162.8	86.9	14.9	15.8	13.3	0.7	9.4	16.6

The tables below provide a snapshot of the actual and estimated numbers for companies under the MOFSL Coverage Universe. Highlighted columns indicate the quarter/financial year under review.

Aditya Birla Fashion

Neutral
CMP: INR258 | TP: INR285 (+11%)
EPS CHANGE (%): FY26|27: -3|-3

- Expect 3% YoY overall revenue growth, with ABLBL growth at ~2%, and demerged ABFRL growth at ~3.5%.
- Consol. EBITDA margin (post-Ind-AS) is expected to improve +325bp YoY to 11.6%, driven by improved profitability in Pantaloons and Ethnic portfolio

Consolidated - Quarterly Summary

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Revenue	31,961	32,264	41,667	34,067	34,278	36,439	43,047	35,151	1,39,959	1,48,885
YoY Change (%)	11.2	4.9	16.1	18.3	7.3	12.9	3.3	3.2	12.7	6.4
Total Expenditure	29,037	29,031	36,134	31,230	30,694	32,825	36,698	31,076	1,25,433	1,31,224
EBITDA	2,923	3,233	5,533	2,837	3,584	3,613	6,349	4,075	14,526	17,661
Change, YoY (%)	-37.6	-18.5	27.0	47.1	22.6	11.8	14.8	43.7	-2.7	21.6
Depreciation	3,670	3,888	4,441	4,554	4,359	4,610	4,723	4,944	16,552	18,636
Interest	1,873	2,084	2,454	2,355	2,195	2,500	2,470	1,303	8,766	8,469
Other Income	603	457	441	875	478	516	571	895	2,376	2,459
PBT before EO expense	-2,017	-2,281	-922	-3,197	-2,493	-2,982	-273	-1,278	-8,417	-6,985
Extra-Ord expense	0	0	0	0	0	-231	0	0	0	-231
Share in JV	4	-5	73	56	-3	-32	-89	-5	128	-130
PBT	-2,017	-2,281	-922	-3,197	-2,493	-2,750	-273	-1,278	-8,417	-6,754
Tax	-397	-282	227	-478	-346	-636	61	-284	-930	-1,205
Rate (%)	19.7	12.4	-24.6	14.9	13.9	23.1	-22.2	22.2	11.0	17.8
Reported PAT	-1,616	-2,003	-1,076	-2,664	-2,149	-2,147	-424	-999	-7,359	-5,679
Adj PAT	-1,616	-2,003	-1,076	-2,664	-2,149	-1,957	-424	-999	-7,359	-5,489
YoY Change (%)	-272.3	-765.4	-1,713.2	35.3	33.0	-2.3	-60.6	-62.5	1,009.8	-25.4

E: MOFSL Estimates

Avenue Supermarts

Buy
CMP: INR4,004 | TP: INR4,650 (+16%)
EPS CHANGE (%): FY25|26: 0|-0.6

- Consolidated revenue to grow ~17% YoY, led by store additions (+14%) and mid-to-high single-digit SSSG.
- DMart added 28 stores QoQ, taking its total store count to 415 (50 net store additions in FY25)
- Expect EBITDA margin to contract ~20bp YoY to 7.2% due to the continued higher cost of retailing
- Expect PAT to grow 8% YoY.

Consolidated - Quarterly summary

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue	118.7	126.2	135.7	127.3	140.7	144.4	159.7	148.7	507.9	593.6
YoY Change (%)	18.2	18.7	17.3	20.1	18.6	14.4	17.7	16.9	18.6	16.9
Total Expenditure	108.3	116.2	124.5	117.8	128.5	133.5	147.6	138.0	466.9	547.5
EBITDA	10.4	10.0	11.2	9.4	12.2	10.9	12.2	10.7	41.0	46.1
EBITDA margin (%)	8.7	8.0	8.3	7.4	8.7	7.6	7.6	7.2	8.1	7.8
Change YoY (%)	2.7	12.7	16.0	22.3	18.0	8.8	8.7	13.9	12.8	12.3
Depreciation	1.6	1.7	1.9	2.0	1.9	2.1	2.3	2.5	7.3	8.8
Interest	0.1	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.6	0.7
Other Income	0.4	0.4	0.3	0.4	0.4	0.3	0.2	0.3	1.5	1.3
PBT	9.0	8.5	9.5	7.6	10.5	9.0	10.0	8.3	34.6	37.9
Tax	2.4	2.3	2.6	2.0	2.8	2.4	2.7	2.3	9.3	10.2
Rate (%)	26.6	26.8	27.2	26.2	26.6	27.0	27.3	27.2	26.7	27.0
Reported PAT	6.6	6.2	6.9	5.6	7.7	6.6	7.2	6.1	25.4	27.6
Adj PAT	6.6	6.2	6.9	5.6	7.7	6.6	7.2	6.1	25.4	27.6
YoY Change (%)	2.5	14.4	17.2	22.4	17.5	5.8	4.7	7.8	13.3	9.0

E: MOFSL Estimates

Bata India

Neutral

CMP: INR1,1230 | TP: INR1,185 (-4%)

EPS CHANGE (%): FY26|27: -2|-3

- Expect revenue to grow 4% YoY driven by volume growth
- Expect PAT to decline 3% YoY led by a slight moderation in other income and muted EBITDA growth.
- EBITDA margin to dip ~25bp YoY

Consolidated - Quarterly summary

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	9,581	8,191	9,035	7,979	9,446	8,371	9,188	8,304	34,786	35,310
YoY Change (%)	1.6	-1.3	0.4	2.5	-1.4	2.2	1.7	4.1	0.8	1.5
Gross Profit	5,246	4,755	5,065	4,798	5,182	4,740	5,163	5,007	19,864	20,091
Gross margin%	54.7	58.1	56.1	60.1	54.9	56.6	56.2	60.3	57.1	56.9
Total Expenditure	7,186	6,375	7,210	6,156	7,597	6,625	7,193	6,427	26,927	27,842
EBITDA	2,395	1,817	1,824	1,823	1,849	1,746	1,995	1,877	7,859	7,468
EBITDA margin	25.0	22.2	20.2	22.8	19.6	20.9	21.7	22.6	22.6	21.2
Change YoY (%)	-2.1	12.9	-11.5	0.2	-22.8	-3.9	9.4	3.0	-1.0	-5.0
Depreciation	811	817	860	903	872	902	902	946	3,391	3,622
Interest	281	284	295	310	308	318	311	318	1,170	1,255
Other Income	133	155	111	219	162	172	99	215	617	648
PBT before EO expense	1,436	870	780	829	832	698	881	829	3,915	3,239
Extra-Ord expense	0	409	0	0	-1,340	0	108	0	409	-1,232
PBT	1,436	461	780	829	2,171	698	773	829	3,506	4,471
Tax	367	121	201	193	431	178	186	209	881	1,003
Rate (%)	25.5	26.3	25.7	23.2	19.8	25.5	24.1	25.2	25.1	22.4
MI & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0		
Reported PAT	1,069	340	580	636	1,741	520	587	620	2,625	3,468
Adj PAT	1,069	641	580	636	849	520	669	620	2,927	2,658
YoY Change (%)	-10	17	-30	-3	-21	-19	15	-3	-9	-9
Margins (%)	11%	8%	6%	8%	9%	6%	7%	7%	8%	8%

E: MOFSL Estimates

Campus Activewear

Buy

CMP: INR233 | TP: INR300 (+29%)

EPS CHANGE (%): FY26|27: 0|0

- Expect 9% YoY revenue growth driven by 5% growth in volume and 4% increase in ASP
- Expect EBITDA margin to contract ~65bp YoY due to higher employee and other expenses.

Consolidated - Quarterly summary

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	3,538	2,587	4,720	3,639	3,392	3,333	5,148	3,951	14,483	15,823
YoY Change (%)	4.8	-22.4	1.4	4.6	-4.1	28.9	9.1	8.6	-2.4	9.3
Gross Profit	1,888	1,406	2,420	1,815	1,797	1,745	2,617	1,974	7,528	8,133
Gross margin	53.4	54.3	51.3	49.9	53.0	52.4	50.8	50.0	52.0	51.4
Total Expenditure	2,876	2,342	4,158	3,000	2,874	2,951	4,326	3,282	12,375	13,434
EBITDA	662	245	563	639	517	382	822	669	2,108	2,389
EBITDA margins (%)	18.7	9.5	11.9	17.6	15.3	11.5	16.0	16.9	14.6	15.1
Depreciation	171	181	184	186	162	176	189	185	721	713
Interest	69	65	58	40	37	45	43	36	232	160
Other Income	2	4	14	25	23	34	37	33	45	127
PBT	424	4	335	438	341	196	626	480	1,200	1,643
Tax	109	1	86	110	87	53	162	112	306	414
Rate (%)	25.8	13.5	25.6	25.2	25.6	27.0	25.8	23.3	25.5	25.2
Reported PAT	315	3	249	328	254	143	465	368	894	1,229
Adj PAT	314	3	249	328	254	143	465	368	894	1,229
YoY Change (%)	1	-98	-48	43	-19	4,369	87	12	-23.6	37.5

E: MOFSL Estimates

Metro Brands

Buy

CMP: INR1,042 | TP: INR1,350 (+30%)

EPS CHANGE (%): FY26|27: -5|-4

- Revenue is expected to grow 7.2% YoY, led primarily by footprint additions.
- Expect 24 net store additions, taking the total store count to 919.
- Expect EBITDA margin to improve ~145bp YoY due to lower drag from FILA inventory liquidation.

Consolidated - Quarterly summary

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	5,825	5,557	6,355	5,830	5,761	5,855	7,031	6,250	23,567	24,896
YoY Change (%)	14.7	16.7	6.1	7.1	-1.1	5.4	10.6	7.2	10.8	5.6
Total Expenditure	3,959	4,003	4,365	4,244	3,957	4,306	4,781	4,458	16,571	17,502
EBITDA	1,866	1,554	1,990	1,586	1,804	1,548	2,250	1,792	6,996	7,394
EBITDA Margin (%)	32.0	28.0	31.3	27.2	31.3	26.4	32.0	28.7	29.7	29.7
Depreciation	543	572	586	591	600	624	655	659	2,291	2,538
Interest	185	197	204	203	208	218	235	243	789	903
Other Income	144	162	160	244	234	234	232	259	708	958
PBT	1,282	946	1,359	1,036	1,230	939	1,593	1,149	4,624	4,911
Tax	353	275	379	-508	309	225	649	289	499	1,472
Rate (%)	27.5	29.1	27.9	-49.0	25.1	23.9	40.7	25.2	10.8	30.0
MI & Profit/Loss of Asso. Cos.	6	5	7	12	2	3	7	0	1	12
PAT before MI	929	671	981	1,544	921	715	944	860	4,124	3,439
Adj PAT post MI	935	676	988	866	923	718	1,201	860	3,465	3,701
YoY Change (%)	-12	-13	-13	26	-1	6	22	-1	-5.2	6.8

E: MOFSL Estimates

Raymond Lifestyle

Buy

CMP: INR1,029 | TP: INR1,600 (55%)

EPS CHANGE (%): FY26|27: -8|-4

- Expect a 14% YoY decline in revenue due to lost sales on account of cyber-attack.
- Expect EBITDA margin to contract sharply on a YoY basis due to operating deleverage across all its segments.

Consolidated - Quarterly summary

Y/E March	FY24				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	13,212	18,034	17,263	16,846	12,201	17,083	17,542	14,443	65,354	61,269
YoY Change (%)					-8%	-5%	2%	-14%		-6%
Total Expenditure	11,745	15,431	14,429	14,383	11,604	14,935	15,745	13,671	55,988	55,955
EBITDA	1,467	2,602	2,834	2,462	597	2,148	1,797	772	9,366	5,313
EBITDA Margin	11.1%	14.4%	16.4%	14.6%	4.9%	12.6%	10.2%	5.3%	14.3%	8.7%
Change YoY (%)					-59%	-17%	-37%	-69%		-43%
Depreciation	568	598	595	702	746	763	794	773	2,463	3,076
Interest	617	428	438	473	463	532	544	562	1,957	2,102
Other Income	327	458	329	430	294	270	413	405	1,544	1,382
PBT	517	2,035	2,129	1,717	-323	528	867	-159	6,398	915
Tax	34	641	505	423	-91	106	226	-40	1,603	201
Rate (%)	6.6%	31.5%	23.7%	24.6%	28.1%	20.1%	26.0%	25.5%	25.1%	22.0%
Reported PAT	483	1,393	1,624	1,294	-232	422	642	-118	4,795	713
Adj PAT	575	1,393	1,624	1,294	-227	1,016	645	-118	4,887	1,316
YoY Change (%)					-139.5%	-27.1%	-60.3%	-109%		-73.1%

Relaxo Footwear

Sell

CMP: INR415 | TP: INR370 (-11%)

EPS CHANGE (%): FY26|27: -2|-3

- Expect revenue growth to remain flat YoY.
- Expect a 7% YoY decline in volume to be offset by an 8% YoY improvement in realization.
- Expect EBITDA margin to dip ~15bp YoY.

Consolidated - Quarterly summary

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	7,388	7,153	7,127	7,472	7,482	6,794	6,669	7,452	29,141	28,397
YoY Change (%)	10.7	6.8	4.7	-2.3	1.3	-5.0	-6.4	-0.3	4.7	-2.6
Total RM Cost	3,151	3,013	3,065	2,968	2,847	2,648	2,861	2,975	12,197.0	11,330
Gross Profit	4,237	4,140	4,062	4,504	4,635	4,146	3,808	4,478	16,944	17,066
Margins (%)	57.4	57.9	57.0	60.3	62.0	61.0	57.1	60.1	58.1	60.1
Total Expenditure	6,313	6,238	6,255	6,269	6,493	5,917	5,835	6,261	25,075	24,506
EBITDA	1,076	915	872	1,204	989	877	834	1,191	4,066	3,890
Margins (%)	14.6	12.8	12.2	16.1	13.2	12.9	12.5	16.0	14.0	13.7
Depreciation	346	369	375	385	391	398	402	424	1,475	1,615
Interest	45	47	48	47	49	50	54	54	187	207
Other Income	73	105	60	51	54	66	68	65	289	253
PBT before EO expense	758	604	508	823	603	496	446	777	2,693	2,322
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	758	604	508	823	603	496	446	777	2,693	2,322
Tax	195	162	123	209	160	128	116	196	688	600
Rate (%)	25.7	26.8	24.1	25.4	26.5	25.9	26.0	25.3	25.6	25.9
Reported PAT	563	442	386	614	444	367	330	581	2,005	1,722
Adj PAT	563	442	386	614	444	367	330	581	2,005	1,722
YoY Change (%)	45.6	97.0	28.3	-3.0	-21.2	-16.9	-14.4	-5.4	29.8	-14.1
Margins (%)	7.6	6.2	5.4	8.2	5.9	5.4	4.9	7.8	6.9	6.1

E: MOFSL Estimates

Shoppers Stop

Neutral

CMP: INR533 | TP: INR600 (+13%)

EPS CHANGE (%): FY26|27: NA|NA

- Expect revenue growth of 4.5% YoY, mainly driven by INTUNE ramp-up and a low-single-digit SSSG.
- Expect 14 store additions for INTUNE QoQ.
- Expect four net additions in departmental stores with five store additions and one closure.
- Expect the reported EBITDA margin to dip 25bp YoY.

Standalone - Quarterly summary

(INR m)

Y/E March	FY24E				FY25E				FY24	FY25E
	1Q	2Q	3Q	4QE	1Q	2Q	3Q	4QE		
Total Revenue from Operations	9,816	10,252	12,068	9,997	10,337	10,681	13,115	10,447	42,132	44,580
YoY Change (%)	4.2	1.7	6.6	9.1	5.3	4.2	8.7	4.5	5.4	5.8
Total Expenditure	8,093	8,654	9,914	8,356	8,916	9,213	10,715	8,759	35,016	37,603
EBITDA	1,723	1,598	2,154	1,641	1,421	1,468	2,399	1,689	7,116	6,977
EBITDA Margin (%)	17.6	15.6	17.8	16.4	13.7	13.7	18.3	16.2	16.9	15.6
Depreciation	1,050	1,081	1,112	1,118	1,167	1,214	1,293	1,303	4,361	4,977
Interest	541	548	579	568	604	638	647	635	2,236	2,523
Other Income	73	105	33	346	35	97	223	135	557	491
PBT before EO expense	204	74	496	301	-314	-286	682	-115	1,076	-33
Extra-Ord expense	0	-49	0	-16	0	-21	0	0	-65	0
PBT	204	25	496	285	-314	-307	682	-115	1,011	-33
Tax	55	8	141	69	-89	-87	195	-29	272	-11
Rate (%)	26.9	29.9	28.3	24.2	28.4	28.3	28.5	25.2	26.9	31.7
Reported PAT	149	18	356	216	-225	-220	488	-86	739	-23
Adj PAT	149	52	356	48	-225	-199	488	-86	605	-23
YoY Change (%)	-34.4	-74.1	-42.7	-70.5	-250.7	-482.6	37.2	-279.5	-50.1	-103.8

E: MOFSL Estimates

Trent

Buy

CMP: INR5,578 | TP: INR6,800 (+22%)
EPS CHANGE (%): FY26|27: -10|-15

- Expect revenue growth to moderate to 28% YoY due to further moderation in SSSG (from high single digit in 3Q).
- Expect Westside/Zudio to add 10/130 net stores QoQ.
- EBITDA margin is expected to dip ~50bp YoY to 14.5% led by operating deleverage.
- Adj. PAT is expected to report a modest ~8% YoY growth.

Standalone - Quarterly summary

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue	25,364	28,907	33,125	31,869	39,917	40,356	45,347	40,863	1,19,266	1,66,483
YoY Change (%)	53.5	59.4	52.5	53.4	57.4	39.6	36.9	28.2	54.6	39.6
Total Expenditure	21,708	24,299	26,893	27,097	33,812	33,949	36,971	34,947	99,996	1,39,679
EBITDA	3,657	4,609	6,232	4,773	6,106	6,407	8,376	5,916	19,269	26,804
EBITDA Margin (%)	14.4	15.9	18.8	15.0	15.3	15.9	18.5	14.5	16.2	16.1
Depreciation	1,335	1,448	1,575	2,027	1,759	1,915	2,393	2,481	6,385	8,549
Interest	891	923	957	322	312	324	363	471	3,094	1,469
Other Income	498	1,511	768	733	461	1,387	564	614	3,509	3,025
PBT before EO expense	1,928	3,748	4,467	3,157	4,496	5,554	6,184	3,577	13,300	19,811
Extra-Ord expense	0	0	0	5,434	0	0	0	0	5,434	0
PBT	1,928	3,748	4,467	8,591	4,496	5,554	6,184	3,577	18,733	19,811
Tax	445	851	1,031	2,048	1,074	1,320	1,490	900	4,375	4,785
Reported PAT	1,483	2,897	3,436	6,543	3,422	4,234	4,693	2,677	14,358	15,026
Adj PAT	1,483	2,897	3,436	2,477	3,422	4,234	4,693	2,677	10,292	15,026
YoY Change (%)	44.5	55.9	113.5	135.6	130.8	46.2	36.6	8.1	85.6	46.0

E: MOFSL Estimates

V-Mart Retail

Neutral

CMP: INR2,951 | TP: INR3,350 (+14%)
EPS CHANGE (%): FY26|27: -12|-4

- Consolidated revenue grew 17% YoY, led by robust SSSG (+8%) and store additions (+12% YoY).
- Excluding revenue from LimeRoad (INR80m), the company's revenue grew 18% YoY.
- VMart added a net of nine stores, taking the total store count to 497.
- Expect EBITDA margin to expand ~250bp YoY.

Consolidated - Quarterly summary

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue	6,785	5,494	8,891	6,686	7,861	6,610	10,267	7,800	27,856	32,537
YoY Change (%)	15.4	8.5	14.4	12.6	15.9	20.3	15.5	16.7	13.0	16.8
Total Expenditure	6,261	5,488	7,694	6,284	6,871	6,224	8,554	7,134	25,725	28,782
EBITDA	525	7	1,197	402	990	386	1,714	666	2,131	3,755
EBITDA Margin (%)	7.7	0.1	13.5	6.0	12.6	5.8	16.7	8.5	7.6	11.5
Depreciation	499	532	583	607	568	592	626	658	2,221	2,444
Interest	330	359	376	359	375	391	424	390	1,424	1,580
Other Income	15	20	130	44	46	18	34	42	210	140
PBT	-290	-864	369	-520	93	-580	697	-339	-1,305	-130
Tax	-70	-223	87	-131	-28	-15	-19	95	-337	33
Rate (%)	24.2	25.8	23.5	25.1	-30.3	2.6	-2.7	-27.9	25.9	-25.2
Reported PAT	-219	-641	282	-389	121	-565	716	-434	-968	-162
Adj PAT	-219	-641	282	-389	121	-565	716	-434	-968	-161
YoY Change (%)	-207.3	466.8	41.3	5.3	-155.3	-11.9	153.7	11.5	1,132.9	-83.3

E: MOFSL Estimates

Vedant Fashions

Neutral

CMP: INR766 | TP: INR850 (+11%)

EPS CHANGE (%): FY26 | 27: -5 | -10

- Expect ~6% YoY revenue growth, driven largely by retail area additions.
- EBITDA margin is expected to dip 100bp YoY to 47.2% on account of operating deleverage.
- Expect PAT to decline 2% YoY.

Quarterly summary

Y/E March	FY24E				FY25E				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	3,116	2,183	4,745	3,632	2,398	2,679	5,113	3,844	13,675	14,034
YoY Change (%)	-4.1	-11.6	7.5	6.3	-23.0	22.7	7.8	5.9	0.9	2.6
Total Expenditure	1,635	1,255	2,324	1,881	1,271	1,460	2,691	2,031	7,094	7,452
EBITDA	1,482	928	2,420	1,751	1,127	1,220	2,422	1,813	6,581	6,582
EBITDA margins (%)	47.5	42.5	51.0	48.2	47.0	45.5	47.4	47.2	48.1	46.9
Change YoY (%)	-9.1	-19.6	7.8	4.3	-23.9	31.4	0.1	3.6	96.0	67.2
Depreciation	299	325	344	381	372	373	391	380	1,349	1,516
Interest	94	107	112	132	139	137	139	133	445	549
Other Income	150	151	155	241	215	192	224	219	697	850
PBT before EO expense	1,238	648	2,119	1,479	831	902	2,115	1,519	5,484	5,367
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
Tax	319	161	542	321	206	233	535	384	1,342	1,358
Rate (%)	25.7	24.8	25.6	21.7	24.8	25.8	25.3	25.3	24.5	25.3
Reported PAT	919	487	1,577	1,158	625	669	1,580	1,135	4,142	4,009
Adj PAT	919	487	1,577	1,158	625	669	1,580	1,135	4,142	4,009
YoY Change (%)	-9	-29	5	6	-32	37	0	-2	-3	-3

E: MOFSL Estimates

Technology

Tempered expectations

We expect cautious FY26E guidance amid an uncertain backdrop

- As we argued in our previous report ([Recovery stuck in second gear](#) dated 11th Mar'25), the discretionary spending recovery that we saw picking up in 1HFY25 has been stuck in the second gear; and clients are likely to be in wait-and-watch mode as they take stock of the trade war, a slower Fed rate cut cycle, and other macro-economic risks. The net result of this will be a stop-start recovery in discretionary spending, pegging FY26E revenue growth for most large-caps in the range of 2-5% in constant currency (CC). There are three key questions that we would like to address: 1) Is there an upside risk to FY26 growth estimates? 2) Is feeble large-cap growth already in the price? and 3) Is further de-rating possible if the trade war escalates and US/Europe macro worsens?
- **Is there upside risk to growth estimates?** As shown in Exhibit 6, deal TCV for FY25E for most large-caps could be down 15-25% vs FY24 (Infosys at -32% and TechM at +34% stand out). This most likely entails an inferior 1HFY26 vs. 1HFY25, and unless deal activity meaningfully accelerates in 1HCY25, the upside risk to FY26 estimates is limited.
- **Is the lower growth already priced in?** We believe the growth deceleration is largely priced in, but we note that the NSE IT Index currently trades at a 28% premium to the Nifty (5/10-year avg of 29%/14%), and any re-rating is contingent on earnings beat.
- **Is further de-rating possible?** We believe most large-caps are trading at 5-year average PE multiples, and further de-rating is unlikely.
- **All eyes now will be on FY26 guidance;** we expect Infosys to guide for 2.5%-5% CC growth for FY26; and expect HCLT's top end to be in a similar range.
- For 4Q, we expect aggregate revenue for our coverage universe to grow by 7.8% YoY, while EBIT and PAT are likely to grow at 7.1% and 5.7% YoY (all in INR terms).
- **Cross-currency impact for 4Q:** On an average, we expect ~50-80bp cross-currency headwinds for our coverage on a sequential basis.
- We expect revenue growth of **Tier-I companies to be in the range of -1.0% to flat QoQ CC. Revenue of Tier-II players is expected to grow to the tune of -0.5% to ~5% QoQ in CC terms.**

Growth expectations across our coverage

- We expect INFO and TCS to report a revenue decline of 1.0% and 0.5% QoQ cc, respectively, whereas HCLT is anticipated to clock a 0.6% decline in 4QFY25, driven by tapering of deal ramp-ups in telecom and seasonal weakness in the P&P segment. Meanwhile, TECHM is likely to post a 0.8% QoQ revenue decline and Wipro may report flat revenue QoQ. LTIM could deliver 0.2% QoQ cc growth despite productivity pass-back in a key account spilling into 4Q.
- Among mid-tier firms, we expect LTTS to lead the pack with ~15% cc QoQ revenue growth (organic growth of 7%), driven by broad-based growth and inorganic contribution from Intelliswift. Persistent/Coforge are also likely to deliver 4.0%/3.0% cc QoQ growth, while Mphasis could post 3.0% cc QoQ growth.

- We expect Cyient DET to report yet another weak quarter, with flat QoQ revenue. The company may fall short of its revised FY25 guidance of ~2.7% YoY cc decline due to challenges in its key vertical. We are factoring in a modest cross-currency headwind for most companies (~50-80bp impact).

Margins to remain range-bound this quarter

- We expect TCS EBIT margins to remain flat QoQ despite BSNL ramp-down owing to headwinds from talent investments. HCLT's margins may decline ~190bp, led by wage hikes (50-60bp), slower growth, and decline in the high-margin P&P segment. Infosys may see a 70bp dip due to wage hikes and visa costs, partially offset by cost optimizations and lower third-party spend.
- LTIM margins are likely to stay flat at 13.8%. Wipro margins should remain around 17.0-17.5%, with no major headwinds.
- The net headcount addition would be lower across the board, owing to a muted demand recovery.
- Among mid-caps, Coforge margins may rise to 12.9%, supported by lower merger costs and operational gains. Cyient DET margins are likely to be ~13.5%, revised down from 16% due to delayed revenue realization. LTTs may see a 90bp QoQ margin dip, driven by Intelliswift consolidation (150bp impact) and SG&A investments.

TECHM and COFORGE remain our top picks

- We prioritize correct positioning over predictability, favoring bottom-up transformation and margin-driven stories over top-down discretionary names.
- Among Tier-I players, we prefer **TECHM**, driven by early signs of transformation under new leadership and improving execution in BFSI. Margin expectations are now more reasonable, and niche offerings are resonating well. We believe TechM's transformation remains relatively decoupled from discretionary spends. With further scope for telecom recovery and operational efficiency, we see room for sustained margin improvement going forward. **We continue to like HCLT for its all-weather portfolio, and believe TCS offered a fair risk-reward balance.**
- Among Tier-II players, our top pick is **COFORGE**. Its strong offerings in BFS and insurance should enable it to participate in a demand recovery, and a strong TCV also indicates a robust near-term growth outlook. We believe COFORGE's organic business is in great shape and early cross-selling initiatives between COFORGE and Cigniti indicate that COFORGE could engineer a growth turnaround at Cigniti earlier than expected.

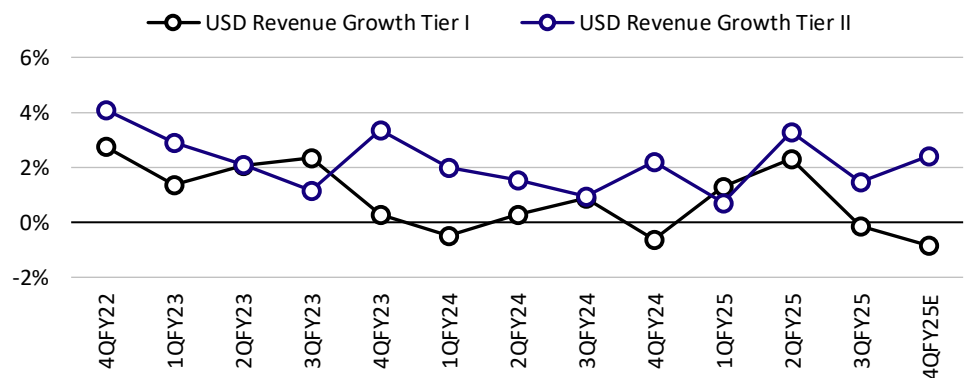
Exhibit 1: Expect Tier-I companies' revenue (USD) to decline by 1.0%

Company	Revenue (USD m)					Revenue (INR b)				
	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)
TCS	7,477	7,539	-0.8%	7,363	1.5%	648	640	1.3%	612	5.9%
INFO	4,869	4,939	-1.4%	4,564	6.7%	422	418	1.1%	379	11.3%
HCLT	3,502	3,533	-0.9%	3,430	2.1%	304	299	1.6%	285	6.5%
WPRO	2,608	2,629	-0.8%	2,657	-1.8%	227	223	1.7%	222	2.2%
TECHM	1,544	1,567	-1.5%	1,548	-0.3%	134	133	0.8%	129	4.0%
LTIM	1,136	1,139	-0.2%	1,069	6.2%	99	97	2.0%	89	10.8%
Tier I aggregate	21,136	21,346	-1.0%	20,632	2.4%	1,833	1,809	1.4%	1,716	6.8%
Company	EBIT margin (%)					Adjusted PAT (INR b)				
	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)
TCS	24.5	24.5	-	26.0	-150.0	125.6	124.4	0.9%	125.0	0.4%
INFO	20.6	21.3	-70.0	20.1	50.0	66.7	68.2	-2.2%	60.8	9.7%
HCLT	17.6	19.5	-190.0	17.6	-	42.8	45.9	-6.9%	40.0	7.0%
WPRO	17.5	17.5	10.0	15.9	160.0	32.9	33.7	-2.1%	28.6	15.3%
TECHM	10.3	10.2	10.0	7.4	290.0	10.0	9.8	1.3%	9.7	3.0%
LTIM	13.8	13.8	-	14.7	-90.0	11.5	10.9	6.1%	11.0	4.7%
Tier I aggregate	20.0	20.4	-50.0	20.0	-	289	293	-1.2%	275	5.2%

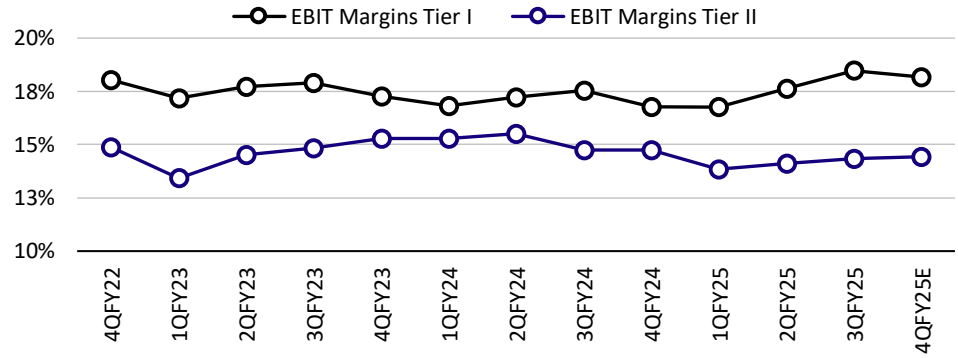
Exhibit 2: Expect Tier-II companies' revenue (USD) to be up 4.2% QoQ

Company	Revenue (USD m)					Revenue (INR b)				
	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)
LTTS	357	312	14.6%	305	17.2%	31.0	26.5	16.8%	25.4	22.1%
MPHL	430	419	2.7%	411	4.7%	37.3	35.6	4.9%	34.2	9.2%
COFORGE	406	397	2.2%	287	41.5%	35.2	33.2	6.0%	23.6	49.2%
PSYS	374	360	3.8%	311	20.3%	32.4	30.6	5.9%	25.9	25.2%
ZENT	156	157	-0.5%	148	5.5%	13.6	13.3	2.2%	12.3	10.2%
CYL	174	175	-1.0%	179	-3.2%	15.0	14.8	1.6%	14.9	1.0%
Tier II aggregate	1,897	1,820	4.2%	1,641	15.6%	164.5	154.0	6.8%	136.2	20.8%
Company	EBIT margin (%)					Adjusted PAT (INR b)				
	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)	4QFY25	3QFY25	QoQ (%)	4QFY24	YoY (%)
LTTS	15.0	15.9	-90.0	16.9	-190.0	3.8	3.2	20.9%	3.4	12.3%
MPHL	15.4	15.3	10.0	14.9	50.0	4.5	4.3	5.7%	3.9	15.1%
COFORGE	12.9	11.8	110.0	14.5	-160.0	3.0	2.2	39.7%	2.3	31.2%
PSYS	14.8	14.9	-10.0	14.5	40.0	3.9	3.7	4.7%	3.2	23.9%
ZENT	14.0	13.8	20.0	14.6	-60.0	1.7	1.6	4.0%	1.7	-4.2%
CYL	13.5	13.5	-	16.0	-250.0	1.8	1.3	36.9%	1.9	-7.3%
Tier II aggregate	14.4	14.3	10.0	15.2	-80.0	18.7	16.2	15.3%	16.4	13.8%

Source: Company, MOFSL

Exhibit 3: Tier II companies may outperform Tier I companies


Source: MOFSL, Company

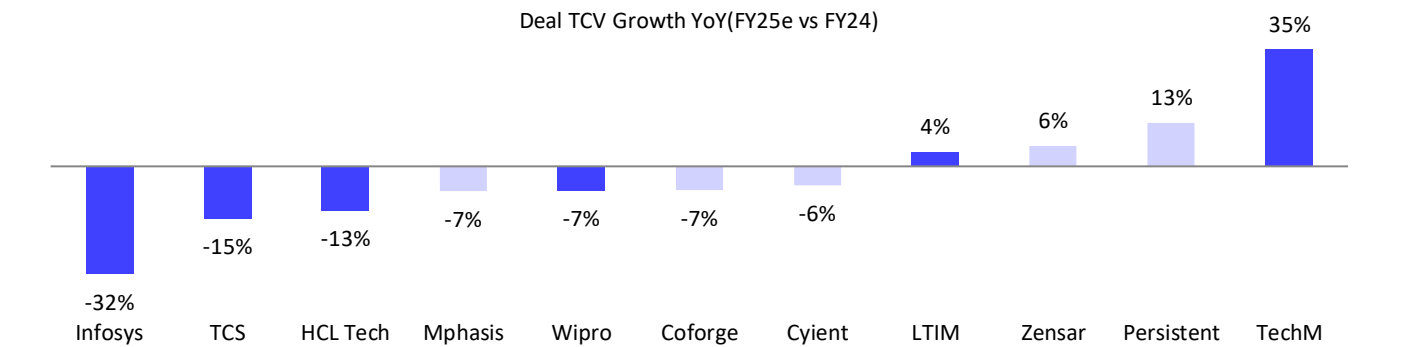
Exhibit 4: Margins largely remain range-bound for most Tier-I and Tier-II companies


Source: MOFSL, Company

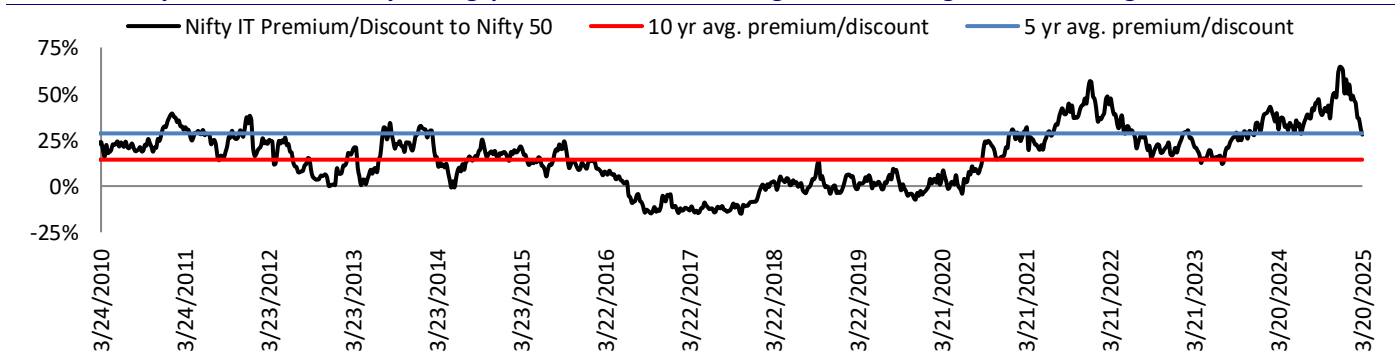
Exhibit 5: Cross-currency impact on 4Q USD growth

	CC USD growth QoQ (%)	USD growth QoQ (%)	Cross-currency impact (bp)
TCS	-0.5%	-0.8%	-30
INFO	-1.0%	-1.4%	-40
HCLT	-0.6%	-0.9%	-30
WPRO	0.0%	-0.8%	-80
TECHM	-0.8%	-1.5%	-70
LTIM	0.2%	-0.2%	-40
LTTS	15.0%	14.6%	-40
MPHL	3.0%	2.7%	-30
COFORGE	3.0%	2.2%	-80
PSYS	4.0%	3.8%	-20
ZENT	-0.5%	-0.5%	-
CYL (DET)	0.0%	-1.0%	-100

Source: Company, MOFSL

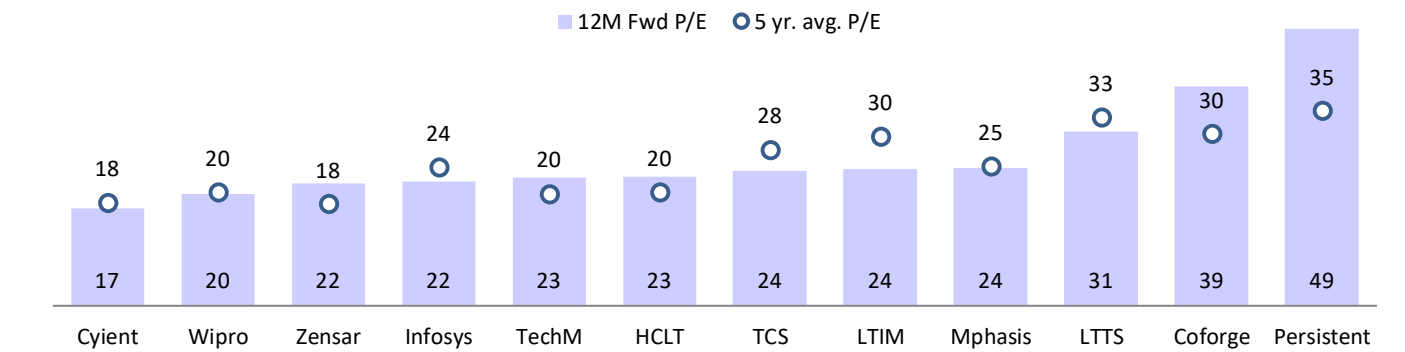
Exhibit 6: We expect deal TCV growth to remain subdued, except for a few companies, as the demand environment appears indecisive


Source: Company, MOFSL

Exhibit 7: Nifty IT P/E reverts to 5-year avg. premium of 29%; re-rating from here hinges on an earnings beat


Source: Company, MOFSL

Exhibit 8: Large-caps trade ~5% below, while mid-caps trade ~12% above their 5-yr avg P/E; further large-cap de-rating appears unlikely



Source: Company, MOFSL

Exhibit 9: Summary of quarterly performance estimates

Companies	CMP		Sales (INR b)			EBIT (INR b)			Adjusted net profit (INR b)		
	(INR)	Rating	Mar'25E	Variance YoY (%)	Variance QoQ (%)	Mar'25E	Variance YoY (%)	Variance QoQ (%)	Mar'25E	Variance YoY (%)	Variance QoQ (%)
TCS	3,606	Buy	648.3	5.9%	1.3%	158.8	-0.2%	1.4%	125.6	0.4%	0.9%
INFO	1,571	Neutral	422.1	11.3%	1.1%	87.0	14.1%	-2.4%	66.7	9.7%	-2.2%
HCLT	1,593	Buy	303.6	6.5%	1.6%	53.4	6.4%	-8.3%	42.8	7.0%	-6.9%
WPRO	262	Sell	227.1	2.2%	1.7%	39.8	12.5%	2.1%	32.9	15.3%	-2.1%
TECHM	1,418	Buy	133.9	4.0%	0.8%	13.8	45.7%	2.1%	10.0	3.0%	1.3%
LTIM	4,491	Buy	98.5	10.8%	2.0%	13.6	3.9%	2.3%	11.5	4.7%	6.1%
MPHL	2,500	Neutral	37.3	9.2%	4.9%	4.6	8.6%	10.2%	3.8	12.3%	20.9%
LTTS	4,502	Neutral	31.0	22.1%	16.8%	5.8	13.2%	5.4%	4.5	15.1%	5.7%
PSYS	5,514	Buy	32.4	25.2%	5.9%	4.5	33.0%	15.7%	3.0	31.2%	39.7%
COFORGE	8,109	Buy	35.2	49.2%	6.0%	4.8	28.3%	5.5%	3.9	23.9%	4.7%
CYL	1,265	Sell	15.0	1.0%	1.6%	1.9	5.8%	3.6%	1.7	-4.2%	4.0%
ZENT	701	Neutral	13.6	10.2%	2.2%	2.0	-14.9%	1.8%	1.8	-7.3%	36.9%
Sector aggregate (INR b)			1,998	7.8%	1.8%	390	7.1%	-0.4%	308	5.7%	-0.3%

Source: Company, MOFSL

Exhibit 10: Comparative valuations

Company	CMP (INR)	M-cap (INR b)	Target Price	Upside/Downside	EPS (INR)			EPS CAGR (%)	P/E (x)		
					FY25E	FY26E	FY27E		FY25E	FY26E	FY27E
TCS	3,606	13,047	4,050	12%	134.9	148.5	159.9	8.2	26.7	24.3	22.5
INFO	1,571	6,523	1,650	5%	63.5	68.6	74.0	8.2	24.7	22.9	21.2
HCLT	1,593	4,322	1,800	13%	63.7	69.0	75.8	9.4	25.0	23.1	21.0
WPRO	262	2,746	240	-8%	12.2	12.7	13.1	8.8	21.6	20.7	20.0
TECHM	1,418	1,389	1,950	37%	46.1	61.2	75.3	22.6	30.8	23.2	18.8
LTIM	4,491	1,331	6,250	39%	156.1	175.5	204.2	9.7	28.8	25.6	22.0
MPHL	2,500	475	2,550	2%	89.5	100.0	109.6	10.3	27.9	25.0	22.8
LTTS	4,502	477	4,700	4%	126.4	150.8	172.2	11.9	35.6	29.9	26.1
PSYS	5,514	859	6,250	13%	90.9	113.7	138.1	22.5	60.7	48.5	39.9
COFORGE	8,109	542	11,000	36%	127.9	233.8	282.1	29.9	63.4	34.7	28.7
CYL	1,265	140	1,200	-5%	54.4	74.2	83.0	10.1	23.2	17.0	15.2
ZENT	701	159	770	10%	28.0	32.0	36.1	7.5	25.1	21.9	19.4

Source: Company, MOFSL

The tables below provide a snapshot of actual and estimated numbers for IT companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Coforge

Buy

CMP INR8,109 | TP: INR11,000 (+36%)

EPS CHANGE (%): FY25|26|27: -0.2|-0.3|-4.3

- Revenue growth is expected to be ~3.0% QoQ CC, supported by robust organic growth and reversal of furloughs impact.
- We expect 80bp expansion in reported EBITDA margin. EBIT margin should rise to 12.9% due to lower merger expenses, though ESOP costs in 4Q will weigh on margins.
- Deal momentum is expected to stay robust, supported by a healthy pipeline in both BFS and Insurance verticals.
- Key things to watch out for:** further benefits from Cigniti's cross-selling and deal TCV in BFS and Insurance (~48.5% of revenue).

Quarterly Performance (IND-AS)

Y/E March	FY24				FY25E				FY24	FY25E
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Rev. (USD m)	272	278	282	287	291	369	397	406	1,119	1,464
QoQ (%)	2.8	2.3	1.4	1.7	1.6	26.8	7.5	2.2	11.7	30.8
Revenue (INR m)	22,210	22,762	23,233	23,585	24,008	30,623	33,182	35,184	91,790	1,22,997
YoY (%)	21.4	16.2	13.0	8.7	8.1	34.5	42.8	49.2	14.5	34.0
GPM (%)	30.7	32.5	33.1	34.1	33.0	32.4	33.2	33.6	32.6	33.1
SGA (%)	14.7	14.9	15.1	15.1	15.1	15.9	15.4	15.3	15.0	15.4
EBITDA (INRm)	3,329	3,473	4,012	4,259	4,099	4,840	5,190	5,805	15,074	19,934
EBITDA Margin (%)	15.0	15.3	17.3	18.1	17.1	15.8	15.6	16.5	16.4	16.2
EBIT (INRm)	2,572	2,701	3,201	3,413	3,284	3,597	3,922	4,539	11,888	15,341
EBIT Margin (%)	11.6	11.9	13.8	14.5	13.7	11.7	11.8	12.9	13.0	12.5
Other income	-152	-295	-257	-452	-272	-173	-327	-35	-1,156	-807
ETR (%)	21.5	21.9	17.5	18.0	31.8	25.5	25.5	24.5	19.5	26.1
Minority Interest	-104.0	-69.0	-48.0	-55.0	-61.0	-314.0	-404.0	-390.2	-276.0	-1,169.2
Reported PAT	1,666	1,809	2,380	2,294	1,344	2,021	2,155	3,010	8,150	8,530
QoQ (%)	-28.4	8.6	31.6	-3.6	-41.4	50.4	6.6	39.7		
YoY (%)	11.0	-10.3	4.3	-1.4	-19.4	11.7	-9.4	31.2	0.3	4.7
Extra-ordinary items	165	0	0	96	953	290	162	0	261	1,405
Adj. PAT	1,831	1,809	2,380	2,390	2,297	2,311	2,317	3,010	8,411	9,935
EPS (INR)	29.2	29.0	38.1	36.2	20.8	30.1	31.9	44.6	128.6	127.9

Cyient

Sell

CMP INR1,265 | TP: INR1,200 (-5%)

EPS CHANGE (%): FY25|26|27: 0.2|0.4|-2.2

- Expect flat QoQ CC growth for DET in 4QFY25, with FY25 revenue now seen declining ~2.7% YoY (vs. earlier flat guidance) due to ramp-up delays.
- Sustainability remains weak on project delays, while the Connectivity vertical has seen robust execution and ramp-ups in North American deals.
- 4QFY25-exit EBIT margin is expected to be around 13.5% for DET business (vs. earlier forecast of 16%), due to delayed revenue realization within the year.
- We expect initial FY26 DET revenue growth guidance to be muted.

DET Quarterly Performance

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	177	178	179	179	170	173	175	174	714	691
QoQ (%)	0.5	0.7	0.4	0.1	-5.4	2.0	1.3	-1.0	12.9	-3.2
Revenue (INR m)	14,546	14,762	14,914	14,892	14,144	14,496	14,799	15,043	59,114	58,482
YoY (%)	37.2	22.5	8.1	2.8	-2.8	-1.8	-0.8	1.0	16.1	-1.1
GPM (%)	39.8	40.2	40.0	39.8	39.5	39.7	38.9	38.9	39.9	39.2
SGA (%)	19.5	19.7	20.0	19.7	21.9	21.5	21.6	21.5	19.7	21.6
EBITDA	2,956	3,036	2,981	2,987	2,487	2,642	2,562	2,617	11,960	10,308
EBITDA Margin (%)	20.3	20.6	20.0	20.1	17.6	18.2	17.3	17.4	20.2	17.6
EBIT	2,336	2,439	2,385	2,385	1,903	2,058	1,995	2,031	9,545	7,987
EBIT Margin (%)	16.1	16.5	16.0	16.0	13.5	14.2	13.5	13.5	16.1	13.7
Other income	-122	-180	-139	-107	-54	282	-338	75	-548	-35
ETR (%)	23.1	23.5	23.1	23.8	23.5	24.5	25.3	25.0	23.4	24.6
Adj. PAT	1,703	1,728	1,727	1,735	1,414	1,766	1,238	1,579	6,893	5,997
QoQ (%)	6.1	1.5	-0.1	0.5	-18.5	24.9	-29.9	27.5		
YoY (%)	56.4	60.4	17.3	8.1	-17.0	2.2	-28.3	-9.0	31.5	-13.0
EPS (INR)	15	16	16	16	13	16	11	14	63	55

HCL Technologies

Buy

CMP INR1,593 | TP: INR1,800 (+13%)

EPS CHANGE (%): FY25|26|27: 0.1|0.0|0.2

- HCL is expected to report 0.6% QoQ CC decline due to planned megadeal reductions, tapering of deals in telecom, and seasonal weakness in the P&P segment (-12% QoQ).
- ER&D and manufacturing softness may weigh on 4Q performance, while BFSI stays stable, and Hi-tech shows early signs of revival.
- Margins are expected to decline by 190bp QoQ in 4Q, driven by a 50-60bp impact from wage hikes and high-margin P&P business de-growth.
- We expect the company to provide initial FY26 revenue growth guidance of ~3-5%, with stable EBIT margin. Commentary on deal TCV and the demand trends around BFSI, Hi-tech & ERD space would be watched out for.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	3,200	3,225	3,415	3,430	3,364	3,445	3,533	3,502	13,270	13,844
QoQ (%)	-1.1	0.8	5.9	0.4	-1.9	2.4	2.5	-0.9	5.4	4.3
Revenue (INR b)	263	267	284	285	281	289	299	304	1,099	1,172
YoY (%)	12.1	8.0	6.5	7.1	6.7	8.2	5.1	6.5	8.3	6.6
GPM (%)	35.6	36.2	36.7	35.0	34.5	34.9	35.6	34.0	35.9	34.8
SGA (%)	13.6	12.4	11.5	12.0	12.4	11.5	11.3	11.5	12.4	11.7
EBITDA	55	59	67	61	58	64	69	64	242	254
EBITDA Margin (%)	20.8	22.3	23.5	21.4	20.6	22.1	23.0	21.1	22.0	21.7
EBIT	45	49	56	50	48	54	58	53	200	213
EBIT Margin (%)	17.0	18.5	19.7	17.6	17.1	18.6	19.5	17.6	18.2	18.2
Other income	2	2	3	3	9	3	3	4	9	19
ETR (%)	24.8	25.3	25.9	24.2	25.4	25.5	25.1	25.0	25.1	25.2
Adjusted PAT	35	38	44	40	43	42	46	43	157	174
QoQ (%)	-11.2	8.4	13.5	-8.4	6.8	-0.5	8.4	-6.9		
YoY (%)	7.6	9.8	6.2	0.1	20.5	10.5	5.5	7.2	5.7	10.5
EPS	13.0	14.1	16.0	14.7	15.7	15.6	16.9	15.8	57.9	63.7

Infosys

Neutral

CMP INR1,571 | TP: INR1,650 (+5%)

EPS CHANGE (%): FY25|26|27: 0.2|-0.5|-1.0

- INFO is likely to clock 1.0% QoQ CC decline for 4Q at the top end of guidance.
- While the deal pipeline is healthy, closures are facing delays due to slower decision-making. Clients remain focused on cost take-outs over discretionary spending, with tariff wars adding pressure.
- Operating margin is expected to dip by 70bp due to wage hike and visa cost impact, though cost optimizations and lower third-party expenses may partially offset the impact.
- We expect the company to provide initial FY26 revenue growth guidance band of 2.5-5%.

Quarterly Performance (IFRS)

(INR Bn)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	4,617	4,718	4,663	4,564	4,714	4,894	4,939	4,869	18,562	19,416
QoQ (%)	1.4	2.2	-1.2	-2.1	3.3	3.8	0.9	-1.4	1.9	4.6
Revenue (INR b)	379	390	388	379	393	410	418	422	1,537	1,643
YoY (%)	10.0	6.7	1.3	1.3	3.6	5.1	7.6	11.3	4.7	6.9
GPM (%)	30.5	30.7	29.8	29.5	30.9	30.5	30.3	29.5	30.1	30.3
SGA (%)	9.6	9.5	9.3	9.4	9.8	9.4	8.9	8.9	9.4	9.3
EBITDA	90	95	91	88	93	98	100	98	364	390
EBITDA Margin (%)	23.8	24.3	23.6	23.1	23.8	23.8	24.0	23.3	23.7	23.7
EBIT	79	83	80	76	83	86	89	87	317	345
EBIT Margin (%)	20.8	21.2	20.5	20.1	21.1	21.1	21.3	20.6	20.7	21.0
Other income	5	5	7	7	7	6	8	6	23	27
ETR (%)	28.9	29.1	29.1	26.8	29.3	29.6	29.5	28.5	28.5	29.2
PAT	59	62	61	61	64	65	68	67	243	264
QoQ (%)	-3.0	4.5	-1.7	-0.5	4.8	2.2	4.6	-2.0		
YoY (%)	10.9	3.2	-7.3	-0.9	7.1	4.7	11.5	9.8	1.0	8.3
EPS (INR)	14.4	15.0	14.7	14.7	15.4	15.7	16.4	16.1	58.4	63.5

LTIMindtree

Buy

CMP INR4,491 | TP: INR6,250 (+39%)

EPS CHANGE (%): FY25|26| 27: -1.6|-1.4|-1.4

- LTIM is expected to report flat CC growth in 4Q, impacted by slower discretionary spending and deal ramp-down. Further, Hi-tech is expected to decline, impacted by a productivity pass-back in a key account spilling into 4Q.
- Margins are expected to remain flat at 13.8%, supported by gradual improvement in utilization.
- BFSI is holding up well with some softness in insurance; manufacturing is stable; CPG and retail remain steady, while travel is seeing some pressure.
- We expect the initial commentary on FY26 growth to remain muted, though margin guidance should be maintained or even increased, as most major margin headwinds appear to be behind.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	1,059	1,076	1,084	1,069	1,096	1,127	1,139	1,136	4,287	4,498
QoQ (%)	0.1	1.6	0.8	-1.3	2.5	2.8	1.1	-0.2	4.4	4.9
Revenue (INR b)	87	89	90	89	91	94	97	99	355	381
YoY (%)	13.8	8.2	4.6	2.3	5.1	5.9	7.1	10.8	7.0	7.2
GPM (%)	31.6	31.4	29.9	29.8	30.3	30.8	28.8	29.0	30.7	29.7
SGA (%)	12.8	13.1	12.3	12.5	12.7	12.8	12.3	12.5	12.7	12.6
EBITDA	16	16	16	15	16	17	16	16	64	65
EBITDA Margin (%)	18.8	18.3	17.6	17.3	17.6	18.0	16.5	16.5	18.0	17.1
EBIT	15	14	14	13	14	15	13	14	56	55
EBIT Margin (%)	16.7	16.0	15.4	14.7	15.0	15.5	13.8	13.8	15.7	14.5
Other income	0.9	1.0	1.6	1.4	1.5	2.3	1.4	1.8	5	7
ETR (%)	25.0	23.5	24.3	24.0	25.6	25.8	26.2	25.0	24.2	25.6
Adj PAT	12	12	12	11	11	13	11	12	46	46
QoQ (%)	3.4	0.9	0.6	-5.9	3.1	10.3	-13.2	6.1		
YoY (%)	4.1	-2.2	8.2	-1.2	-1.5	7.7	-7.1	4.7	2.1	0.9
EPS (INR)	38.9	39.2	39.4	37.1	38.2	42.2	36.6	38.9	154.5	155.9

LTTS

Neutral

CMP INR4,502 | TP: INR4,700 (+4%)

EPS CHANGE (%): FY25|26| 27: 0.8|2.0|1.7

- LTTS guided for 10% YoY CC growth in FY25, with ~8% organic contribution; looks attainable backed by broad-based strength in 4Q. We estimate 15% QoQ CC growth.
- We model EBIT margins at 15% for 4QFY25, down 90bp QoQ due to Intelliswift consolidation (150bp impact) and SG&A investments. Margins shall improve in 1HFY26 on account of tailwinds such as pyramid optimization and operational efficiencies.
- The demand outlook is steadily improving. All verticals shall grow in 4Q. The inorganic contribution from Intelliswift shall help LTTS in achieving its guidance.
- We anticipate FY26 to be better than FY25. We anticipate LTTS to provide growth guidance of 13-15% YoY CC for FY26.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Revenue (USD m)	280	288	291	305	295	307	312	357	1,164	1,271
QoQ (%)	9.8	2.9	0.9	5.0	-3.2	3.9	1.7	14.6	17.6	9.2
Revenue (INR m)	23,014	23,865	24,218	25,375	24,619	25,729	26,530	30,993	96,472	1,07,871
YoY (%)	22.8	19.6	18.2	21.1	7.0	7.8	9.5	22.1	20.4	11.8
GPM (%)	30.0	28.0	29.2	28.9	29.3	29.3	29.0	28.8	29.0	29.1
SGA (%)	10.4	8.1	9.1	9.1	10.8	11.2	10.3	11.0	9.1	10.8
EBITDA	4,528	4,756	4,877	5,028	4,562	4,660	4,947	5,517	19,189	19,686
EBITDA Margin (%)	19.7	19.9	20.1	19.8	18.5	18.1	18.6	17.8	19.9	18.2
EBIT	3,954	4,075	4,162	4,282	3,836	3,877	4,219	4,649	16,473	16,581
EBIT Margin (%)	17.2	17.1	17.2	16.9	15.6	15.1	15.9	15.0	17.1	15.4
Other income	357	286	493	428	491	531	180	558	1,564	1,760
ETR (%)	27.6	27.6	27.6	27.5	27.5	27.4	27.4	26.5	27.6	27.2
Adj. PAT	3,111	3,154	3,362	3,409	3,136	3,196	3,166	3,827	13,036	13,325
QoQ (%)	0.5	1.4	6.6	1.4	-8.0	1.9	-0.9	20.9		
YoY (%)	13.5	11.7	10.7	10.1	0.8	1.3	-5.8	12.3	11.4	2.2
EPS (INR)	29.4	29.8	31.7	32.2	29.6	29.8	30.4	36.7	123.0	126.4

Mphasis

Neutral

CMP INR2,500 | TP: INR2,550 (+2%)
EPS CHANGE (%): FY25|26| 27: -0.5|-0.7|-1.1

- 4Q is expected to be the best quarter QoQ in the past three years as guided by the company in the previous quarter. We expect 3% QoQ CC growth as the reversal of furloughs will play out in 4Q.
- BFS and Insurance shall grow in 4Q as a gradual recovery is being observed in mortgage business. We anticipate the company can also close good deal wins in 4Q.
- We expect a gradual margin increment of 10bp in 4Q, due to workforce optimization and stable amortization. We anticipate continued investment in leadership for large deal cohorts.
- While logistics and TMT may remain dull, commentary around sub-verticals in logistics such as Airlines will be worth tracking.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	398	398	402	411	410	421	419	430	1,609	1,680
QoQ (%)	-3.4	0.1	1.0	2.1	-0.2	2.7	-0.5	2.7	-6.3	4.4
Revenue (INR m)	32,520	32,765	33,380	34,120	34,225	35,362	35,613	37,343	1,32,785	1,42,543
YoY (%)	-4.7	-6.9	-4.8	1.5	5.2	7.9	6.7	9.4	-3.8	7.3
GPM (%)	29.1	28.9	31.3	31.2	30.8	31.3	31.7	31.8	30.1	31.4
SGA (%)	11.1	10.7	13.3	12.5	12.7	12.9	12.7	12.9	11.9	12.8
EBITDA	5,869	5,956	6,007	6,388	6,185	6,480	6,781	7,058	24,220	26,504
EBITDA Margin (%)	18.0	18.2	18.0	18.7	18.1	18.3	19.0	18.9	18.2	18.6
EBIT	4,995	5,067	4,972	5,080	5,135	5,444	5,458	5,751	20,114	21,788
EBIT Margin (%)	15.4	15.5	14.9	14.9	15.0	15.4	15.3	15.4	15.1	15.3
Other income	263	150	14	143	238	182	235	261	570	916
ETR (%)	24.7	24.9	25.1	24.7	24.7	24.7	24.8	24.8	24.8	24.8
PAT	3,961	3,920	3,736	3,932	4,045	4,234	4,279	4,524	15,549	17,082
QoQ (%)	-2.3	-1.0	-4.7	5.2	2.9	4.7	1.1	5.7		
YoY (%)	-1.5	-6.3	-9.4	-3.0	2.1	8.0	14.5	15.1	-5.1	9.9
EPS (INR)	20.9	20.6	19.6	20.7	21.3	22.2	22.4	23.7	81.8	89.5

Persistent Systems

Buy

CMP INR5,514 | TP: INR6,250 (+13%)
EPS CHANGE (%): FY25|26| 27: 0.2|0.1|0.1

- We expect 4.0% QoQ CC revenue growth. We anticipate growth across key verticals to converge in FY26.
- Margins are expected to remain flat QoQ, supported by steady utilization (83-85%), controlled SG&A investments, absence of wage hikes, and pricing growth.
- Commentaries on the demand environment, Healthcare vertical and recovery in Hi-tech vertical are the key things to monitor.
- Deal wins should be healthy in 4Q. We believe a recovery in Hi-Tech and BFSI verticals could strengthen its portfolio in FY26.

Quarterly Performance (IFRS)

Y/E March	FY24				FY25E				FY24	FY25E
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	282.9	291.7	300.6	310.9	328.2	345.5	360.2	374.0	1,186	1,408
QoQ (%)	3.0	3.1	3.0	3.4	5.6	5.3	4.3	3.8	14.5	18.7
Revenue (INR m)	23,212	24,117	24,982	25,905	27,372	28,972	30,623	32,429	98,216	1,19,395
QoQ (%)	3.0	3.9	3.6	3.7	5.7	5.8	5.7	5.9		
YoY (%)	23.6	17.7	15.2	14.9	17.9	20.1	22.6	25.2	17.6	21.6
GPM (%)	34.2	33.1	33.8	33.3	33.0	33.4	34.7	34.0	33.6	33.8
SGA (%)	16.0	16.3	16.1	15.7	16.4	16.8	17.1	16.5	16.0	16.7
EBITDA	4,229	4,052	4,418	4,544	4,552	4,807	5,378	5,675	17,243	20,412
EBITDA Margin (%)	18.2	16.8	17.7	17.5	16.6	16.6	17.6	17.5	17.6	17.1
EBIT	3,466	3,308	3,631	3,744	3,840	4,062	4,557	4,805	14,149	17,264
EBIT Margin (%)	14.9	13.7	14.5	14.5	14.0	14.0	14.9	14.8	14.4	14.5
Other income	90	250	262	210	165	283	263	259	813	971
ETR (%)	22.0	26.0	26.5	20.3	23.5	25.2	22.6	22.9	23.7	23.5
Adj. PAT	2,774	2,633	2,861	3,153	3,064	3,250	3,729	3,906	11,421	13,949
QoQ (%)	10.3	-5.1	8.7	10.2	-2.8	6.1	14.7	4.7		
YoY (%)	31.1	19.7	6.9	25.4	10.5	23.4	30.3	23.9	20.1	22.1
Reported EPS (INR)	15.0	17.3	18.8	20.7	19.9	21.2	24.3	25.5	71.9	90.9

TCS

Buy

CMP INR3,606 | TP: INR4,050 (+12%)

EPS CHANGE (%): FY25|26| 27: -2.3|-1.3|-1.2

- TCS is expected to post a revenue decline of 0.5% QoQ CC as BSNL ramp-down starts taking shape. Expect BFSI to remain strong, but manufacturing to be slightly weak.
- The deal pipeline should remain healthy. Excl. BSNL, FY26 should be better than FY25 for major countries and core-verticals.
- EBIT margin may remain flat QoQ, aided by operational efficiencies, despite headwinds from talent investments. 4Q margin should be aided by BSNL tapering, and pyramid benefits from early hiring in 1Q/2Q.
- Outlook on near-term demand & pricing environment, BFSI, and deal wins are key monitorables.

Quarterly Performance (IFRS)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
IT Services Revenue (USD m)	7,226	7,210	7,281	7,363	7,505	7,670	7,539	7,477	29,080	30,191
QoQ (%)	0.4	-0.2	1.0	1.1	1.9	2.2	-1.7	-0.8	4.1	3.8
Overall Revenue (INR b)	594	597	606	612	626	643	640	648	2,409	2,557
QoQ (%)	0.4	0.5	1.5	1.1	2.2	2.6	-0.4	1.3		
YoY (%)	12.6	7.9	4.0	3.5	5.4	7.7	5.6	5.9	6.8	6.1
GPM (%)	39.5	40.1	40.8	41.1	42.6	38.2	38.8	39.3	40.4	39.7
SGA (%)	16.4	15.8	15.8	15.1	18.0	14.1	14.3	14.8	15.7	15.3
EBITDA	150	157	164	172	167	168	170	172	643	677
EBITDA Margin (%)	25.2	26.3	27.1	28.1	26.7	26.1	26.5	26.6	26.7	26.5
EBIT	138	145	152	159	154	155	157	159	594	624
EBIT Margin (%)	23.2	24.3	25.0	26.0	24.7	24.1	24.5	24.5	24.7	24.4
Other income	12	8	7	9	8	6	10	10	37	33
PBT	150	153	159	168	162	160	167	169	632	658
ETR (%)	25.8	25.8	25.8	25.8	25.4	25.4	25.3	25.5	25.7	25.4
Adj. PAT	111	114	118	125	121	120	124	126	469	491
Exceptional items	0	0	-7	0	0	0	0	0	-7	0
Reported PAT	111	114	111	125	121	120	124	126	462	491
QoQ (%)	-2.8	2.3	-2.5	12.7	-3.2	-1.2	4.1	0.9		
YoY (%)	16.8	8.7	2.0	9.3	8.9	5.1	12.1	0.4	9.3	6.1
EPS (INR)	30.3	31.0	30.3	34.4	33.3	32.9	34.2	34.5	126.3	134.9

Tech Mahindra

Buy

CMP INR 1,418 | TP: INR1,950 (+37%)

EPS CHANGE (%): FY25|26| 27: 0.6|-1.3|0.1

- Revenue growth may decline 0.8% QoQ CC in 4Q due to muted recovery in Telecom and Manufacturing (~50% of revenue). While the communications vertical has stabilized, recovery may take time.
- Margins are expected to rise 10bp despite wage hikes as Project Fortius continues to deliver.
- Rate of deal wins saw improvement in 3Q in key verticals such as Telecom and Hi-Tech. We anticipate the company can deliver good deal TCV in 4Q.
- The outlook on segments such as CME, especially in US, and manufacturing verticals, will be the key monitorable.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	1,601	1,555	1,573	1,548	1,559	1,589	1,567	1,544	6,277	6,259
QoQ (%)	-4.0	-2.8	1.1	-1.6	0.7	1.9	-1.4	-1.5	-5.0	-0.3
Revenue (INR b)	132	129	131	129	130	133	133	134	520	530
YoY (%)	3.5	-2.0	-4.6	-6.2	-1.2	3.5	1.4	4.0	-2.4	1.9
GPM (%)	25.7	22.5	23.9	27.0	26.5	27.9	28.8	27.8	24.8	27.8
SGA (%)	13.5	11.5	13.6	16.1	14.5	14.8	15.2	14.2	13.7	14.7
EBITDA	16	14	14	14	16	18	18	18	58	69
EBITDA Margin (%)	12.2	10.9	10.3	10.9	12.0	13.1	13.6	13.6	11.1	13.1
EBIT	12	9	9	9	11	13	14	14	40	51
EBIT Margin (%)	8.8	7.3	7.0	7.4	8.5	9.6	10.2	10.3	7.6	9.6
Other income	1	2	0	3	1	4	-1	-1	5	4
ETR (%)	21.8	9.9	17.6	23.4	26.7	26.6	23.9	24.5	18.5	25.5
Adj. PAT	10	10	7	10	9	13	10	10	36	41
QoQ (%)	-28.2	2.3	-26.5	34.9	-12.2	46.8	-21.4	1.8		
YoY (%)	-15.5	-25.3	-44.6	-27.1	-10.9	27.8	36.8	3.3	-28.5	12.8
Extra-Ordinary Item	-2.6	-4.8	-2.1	-3.1	0.0	0.0	0.0	0.0	-12.6	0.0
Reported PAT	7	5	5	7	9	13	10	10	24	41
EPS (INR)	10.8	11.0	8.1	11.0	9.6	14.1	11.1	11.3	40.9	46.1

Wipro

Sell

CMP INR 262 | TP: INR 240 (-8%)

EPS CHANGE (%): FY25|26| 27: 1.0|2.3|1.1

- WPRO is likely to report flat revenue in 4Q (midpoint of its 4Q guidance) as softness may persist in Energy, Manufacturing and Resources, along with Europe and APMEA regions.
- BFSI may perform better sequentially due to uptick in budgets and Capco business. Healthcare will also grow, but slower than in past.
- For 4QFY25, margins are expected to remain in a narrow band, with no significant headwinds anticipated. Wage hikes are behind and fully absorbed in 3Q.
- Key monitorable: Commentary on recovery in Europe region also Energy, Manufacturing and resources verticals.

Quarterly Performance (IFRS)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
IT Services Revenue (USD m)	2,779	2,713	2,656	2,657	2,626	2,660	2,629	2,608	10,805	10,523
QoQ (%)	-2.1	-2.3	-2.1	0.0	-1.2	1.3	-1.2	-0.8	-3.8	-2.6
Overall Revenue (INR b)	228	225	222	222	220	223	223	227	896	893
QoQ (%)	-1.5	-1.4	-1.4	0.0	-1.1	1.5	0.1	1.7		
YoY (%)	6.0	-0.1	-4.4	-4.2	-3.8	-1.0	0.5	2.2	-0.9	-0.4
GPM (%)	29.4	29.3	30.7	29.2	30.2	30.5	31.0	30.6	29.6	30.6
SGA (%)	14.2	14.6	16.0	13.2	13.7	13.6	13.8	13.0	14.5	13.5
EBITDA	42	42	42	44	44	46	47	48	170	186
EBITDA Margin (%)	18.4	18.8	19.0	19.7	20.2	20.5	21.3	21.3	19.0	20.8
IT Serv. EBIT (%)	16.0	16.1	16.0	16.4	16.5	16.8	16.0	17.6	16.4	17.0
EBIT Margin (%)	15.1	14.8	14.8	15.9	16.4	16.7	17.5	17.5	15.2	17.0
Other income	3	2	3	3	4	6	6	4	11	19
ETR (%)	24.0	24.0	24.0	26.0	24.5	24.6	24.4	24.6	24.5	24.5
PAT	29	26	27	28	30	32	34	33	110	128
QoQ (%)	-6.6	-7.8	1.8	5.2	5.9	6.8	4.5	-2.3		
YoY (%)	12.0	-0.5	-11.7	-7.8	4.6	21.3	24.5	15.6	-2.9	16.5
EPS (INR)	2.6	2.5	2.6	2.7	5.7	3.1	3.2	3.1	10.2	12.2

Zensar Technologies

Neutral

CMP INR 701 | TP: INR 770 (+10%)

EPS CHANGE (%): FY25|26| 27: -1.5|-1.5|-1.2

- We expect a decline of 0.5% QoQ CC in 4QFY25.
- The demand environment in healthcare and life sciences segment remains soft. A significant portion of order book can be concentrated in BFSI and Europe.
- We anticipate EBITDA margins to improve by 20bp QoQ to 15.7%. The company is likely to exit FY25 in its guided range of mid-teen EBITDA margins.
- Commentary on the deal pipeline, discretionary spending, and client pyramid—given the company's focus on farming efforts—will be key to monitor.

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (USD m)	149	150	145	148	154	156	157	156	592	624
QoQ (%)	1.2	0.6	-3.7	2.3	4.3	1.2	0.5	-0.5	-2.0	5.3
Revenue (INR m)	12,272	12,408	12,041	12,297	12,881	13,080	13,256	13,550	49,018	52,767
YoY (%)	2.0	0.5	0.5	1.4	5.0	5.4	10.1	10.2	1.1	7.6
GPM (%)	33.6	31.8	31.1	30.6	30.4	28.1	30.1	30.5	31.8	29.8
SGA (%)	14.9	13.2	13.9	14.1	15.2	12.7	14.5	14.8	14.0	14.3
EBITDA	2,301	2,308	2,076	2,030	1,961	2,011	2,069	2,127	8,715	8,169
EBITDA Margin (%)	18.8	18.6	17.2	16.5	15.2	15.4	15.6	15.7	17.8	15.5
EBIT	1,878	1,942	1,764	1,793	1,714	1,714	1,832	1,897	7,377	7,157
EBIT Margin (%)	15.3	15.7	14.6	14.6	13.3	13.1	13.8	14.0	15.0	13.6
Other income	224	306	356	493	383	366	270	304	1,379	1,323
ETR (%)	25.7	22.7	23.8	24.2	24.7	25.1	24.0	24.5	24.1	24.6
Adj. PAT	1,562	1,738	1,616	1,733	1,579	1,558	1,597	1,661	6,649	6,395
QoQ (%)	30.9	11.3	-7.0	7.2	-8.9	-1.3	2.5	4.0		
YoY (%)	108.0	206.0	111.2	45.3	1.1	-10.4	-1.2	-4.2	102.9	-3.8
EPS (INR)	6.8	7.6	7.1	7.6	6.9	6.8	7.0	7.3	29.1	28.0

Telecom

Company

Bharti Airtel

Bharti Hexacom

Indus Towers

RJio

Tata Communications

Vodafone Idea

Muted quarter with tariff hike benefits in the base

Overall muted quarter for telcos; modest growth recovery likely for TCOM

We expect 1-2% sequential growth in wireless revenue/EBITDA for the three telcos in 4QFY25, as ARPU growth would be impacted by two fewer days QoQ. We build in ~1% QoQ ARPU uptick for the three private telcos in 4QFY25. Subscriber net adds are likely to remain muted with modest ~3m net adds, with Vi's continued subscriber losses. We expect modest growth recovery for TCOM and steady quarter for Indus Towers (Indus). Commentary on potential next round of tariff hikes, RJio's IPO plans, Bharti's dividend policy, Indus' dividend reinstatement and recent StarLink tie-ups will be the key things to watch out for 4QFY25.

Two fewer days QoQ to impact wireless ARPU/revenue growth trajectory

The flow-through of the Jul'24 tariff hike has seen divergent trends across telcos, with Bharti registering 17% wireless revenue growth in the past two quarters (vs. 1QFY25), followed by ~9% for RJio and modest 7% for Vi. Given two fewer days QoQ in 4QFY25, we expect modest sequential ARPU uptick, with RJio likely to lead with 2% QoQ ARPU growth (INR208), followed by Bharti with ~1% QoQ growth to INR247 and Vi with likely flat ARPU at INR163. Wireless net adds are likely to remain muted for private telcos, with RJio (+3m) and Bharti (+3.5m) continuing to gain market share at Vi's (-3.5m) expense. Overall, we expect ~2% QoQ growth in wireless revenue for Bharti and RJio, while Vi's wireless revenue could decline ~2% QoQ. Among Bharti's other businesses, we expect growth to accelerate in Homes (+7% QoQ), driven by FWA ramp-up, while Enterprise revenue is expected to decline ~5% QoQ on the rationalization of low-margin businesses. We expect Bharti's reported consolidated revenue to rise ~9% QoQ, driven by full-quarter consolidation of Indus (though modest ~2% QoQ on like-for-like basis).

Margin expansion to take a pause; RJio likely to be the biggest gainer

With the bulk of the tariff hike benefits in the base, we expect incremental margins to revert to ~60-70% range in 4QFY25. We expect RJio to be the biggest gainer in 4Q with ~4% QoQ EBITDA growth, followed by ~2% QoQ for Bharti Airtel and Hexacom. Given the commencement of Vi's network rollouts and continued subscriber losses, we expect ~5% QoQ dip in Vi's reported EBITDA, with pre Ind-AS EBITDA moderating to ~INR22.2b (from INR24.5b QoQ). Bharti's reported consolidated EBITDA is likely to improve ~13% QoQ on full-quarter consolidation of Indus but decline ~7% QoQ on a like-for-like basis due to lower prior-period provision reversals for Indus.

Steady growth for Indus; slight growth recovery likely for TCOM

We expect Indus' recurring EBITDA (ex-provisions and one-offs) to rise ~2% QoQ, driven by robust tenancy additions from Vi's ongoing rollout and sequentially lower energy under-recoveries. Indus' reported EBITDA is likely to be boosted again by prior-period provision reversals, and we build in a reversal of INR5.2b (vs. INR30.2b QoQ). Given robust FCF generation, the focus would be on dividend payout for FY25.

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We expect ~9% YoY growth (3% QoQ) in data revenue for TCOM, driven by continued momentum in the digital portfolio (14% YoY) and INR depreciation. Consolidated EBITDA margin is expected to improve ~50bp QoQ to ~20.5%.

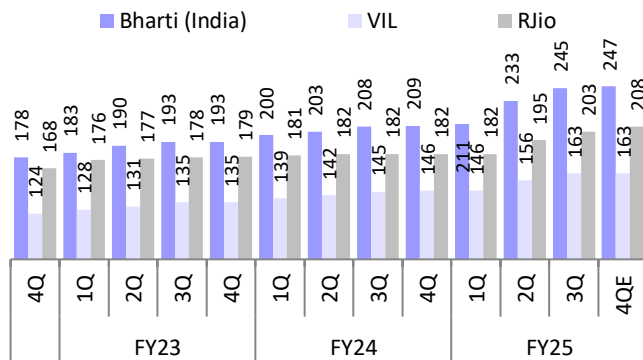
Bharti and RIL are our preferred picks

Given the consolidated market structure in the Indian telecom industry, higher data consumption, lower ARPU, and inadequate returns generated by telcos, we expect tariff hikes to be more frequent. We build in a ~15% tariff hike (or INR50/month on base plan) in Dec'25. With Vi's large capex plans, we believe the pace of market share gain may slow down, but Rjio and Bharti are still likely to continue gaining market share at Vi's expense. We continue to prefer Bharti (improved FCF, deleveraging) and RIL (market share gains, potential listing of consumer businesses) as key beneficiaries of more frequent telecom tariff hikes. Gol's recent equity conversions have provided another lifeline for Vi, though we remain concerned about Vi's long-term competitiveness, given its continued subscriber losses.

Exhibit 1: Expected quarterly performance summary

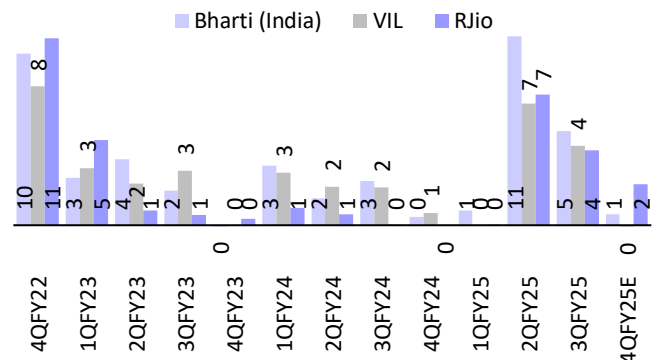
Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
Bharti Airtel	1724	Buy	4,76,109	26.6	5.5	2,69,011	38.9	9.4	58,794	99.2	6.6
Bharti Hexacom	1472	Buy	23,034	23.3	2.3	11,732	33.6	1.9	3,517	57.9	-4.1
Indus Towers	353	Neutral	75,799	5.4	0.4	45,490	11.7	-34.6	15,419	-2.6	-11.4
Tata Comm	1580	Neutral	59,739	5.0	3.5	12,241	15.9	6.2	3,160	-15.3	42.1
Vodafone Idea	8	Sell	1,09,025	2.8	-1.9	44,955	3.7	-4.6	-73,701	Loss	Loss
Telecom			7,43,706	18.1	3.6	3,83,429	29.1	-0.6	7,189	LP	-41.7

Exhibit 2: Player-wise QoQ ARPU trends (INR)



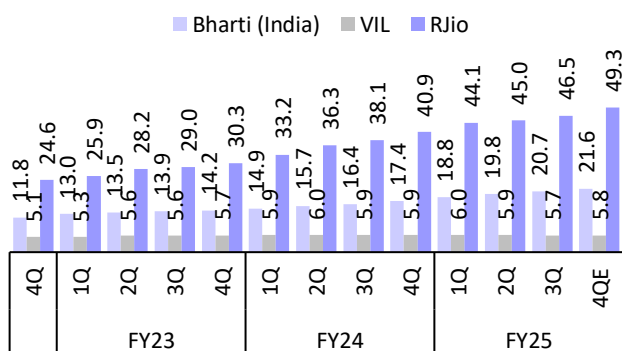
Sources: Company, MOFSL

Exhibit 3: Player-wise QoQ ARPU growth trends (%)



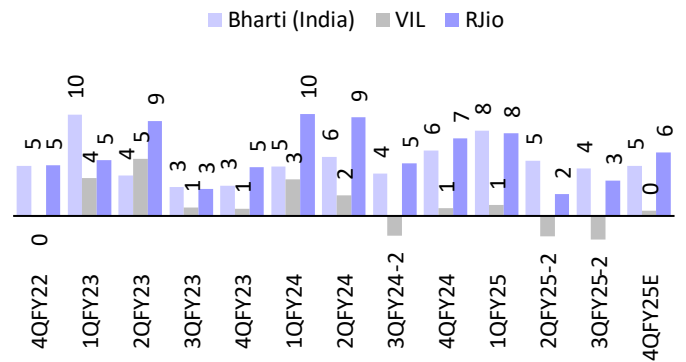
Sources: Company, MOFSL

Exhibit 4: Player-wise QoQ data traffic trends (b GB)

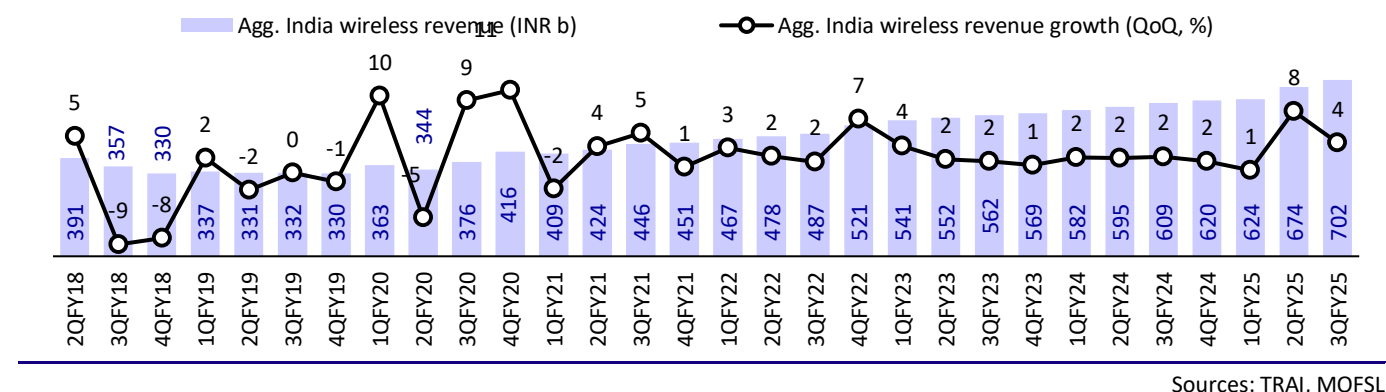
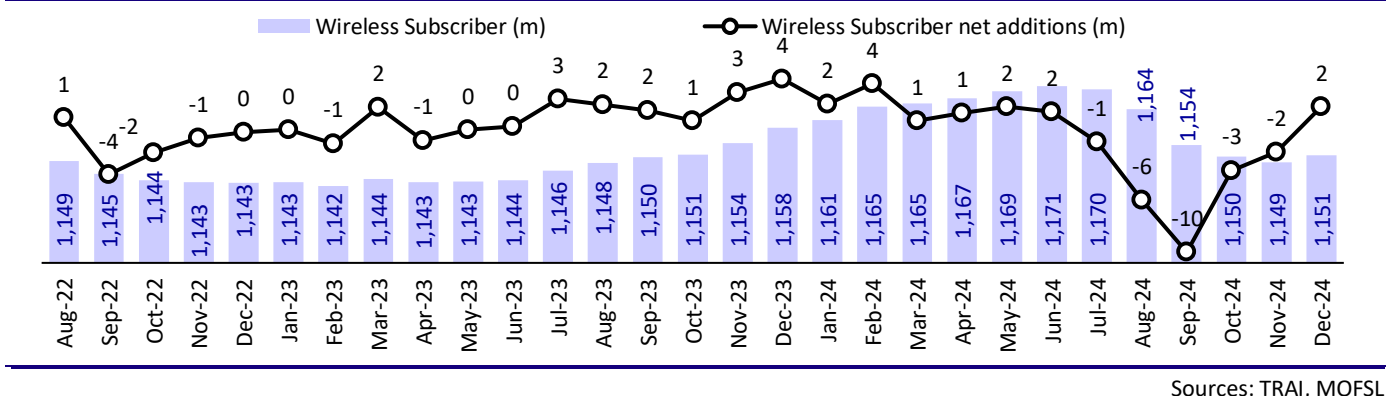
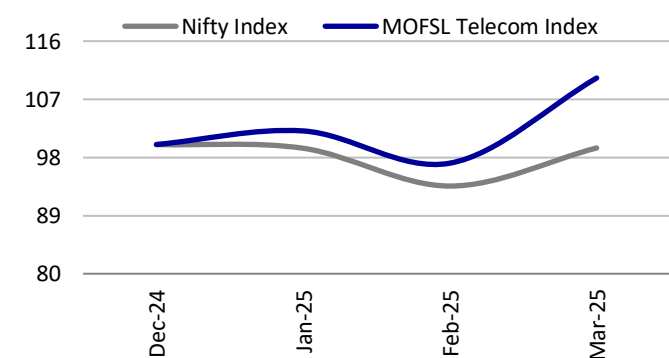
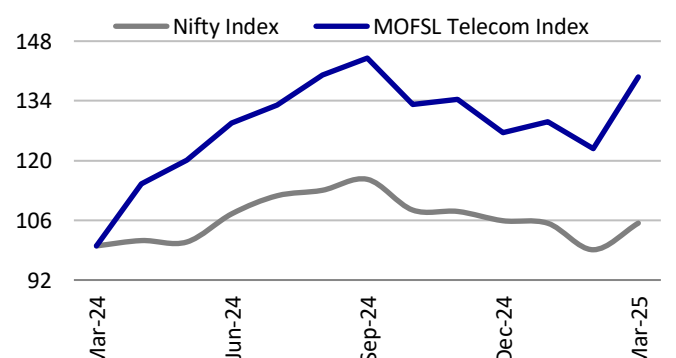


Sources: Company, MOFSL

Exhibit 5: Player-wise QoQ growth trends in data traffic (%)



Sources: Company, MOFSL

Exhibit 6: India wireless adjusted gross revenue (AGR) and growth trends (QoQ, %)

Exhibit 7: Aggregate India wireless subscriber and growth trends (MoM, %)

Exhibit 8: Relative performance – three months (%)

Exhibit 9: Relative performance – one year (%)

Exhibit 10: Comparative valuation

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Telecom						804	199	62.9	35.1	16.3	16.7	4.4	8.2	26.6
Bharti Airtel	1,724	Buy	36.5	44.7	62.1	47.3	38.6	27.8	9.4	7.1	6.1	22.8	22.8	25.6
Bharti Hexacom	1,472	Buy	23.3	38.4	56.2	63.2	38.3	26.2	12.7	10.3	8.1	22.3	29.6	34.8
Indus Towers	353	Neutral	23.0	24.1	25.8	15.4	14.6	13.7	2.8	2.7	2.7	19.7	18.2	19.1
Tata Comm	1,580	Neutral	35.8	56.4	74.8	44.2	28.0	21.1	18.6	12.5	8.7	48.5	53.4	48
Vodafone Idea	8	Sell	-3.9	-2.8	-2.6	-2.1	-2.9	-3.1	-0.2	-0.3	-0.2	NM	NM	NM

Exhibit 11: Wireless KPI comparison

	FY22				FY23				FY24				FY25E				YoY QoQ	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	(%)	(%)
EOP Wireless SUBS (m)																		
Bharti (India)	321	323	323	326	327	328	332	335	339	342	346	352	355	352	357	360	2.2	1.0
VIL	255	253	247	244	240	234	229	226	221	220	215	213	210	205	200	196	-7.7	-1.8
RJio	441	430	421	410	420	428	433	439	449	460	471	482	490	479	482	487	1.1	1.0
Avg. Wireless Subs (m)																		
Bharti (India)	321	322	323	324	327	328	330	334	337	340	344	349	353	353	354	358	2.7	1.2
VIL	262	254	250	246	242	237	232	227	224	221	218	214	211	208	202	198	-7.4	-2.1
RJio	433	435	425	416	415	424	430	436	444	454	465	476	486	484	480	485	1.7	0.9
ARPU (INR/month)																		
Bharti (India)	146	153	163	178	183	190	193	193	200	203	208	209	211	233	245	247	18.2	0.6
VIL	104	109	115	124	128	131	135	135	139	142	145	146	146	156	163	163	11.6	-0.1
RJio	138	144	152	168	176	177	178	179	181	182	182	182	182	195	203	208	14.5	2.3
MOU/Sub (min)																		
Bharti (India)	1,044	1,053	1,061	1,083	1,104	1,082	1,094	1,122	1,138	1,123	1,127	1,158	1,128	1,135	1,160	1,176	1.6	1.4
VIL	642	629	620	614	620	601	611	623	626	613	615	626	607	586	593	597	-4.7	0.7
RJio	815	835	901	962	1001	968	984	1004	1002	979	981	1008	974	977	1013	1014	0.7	0.1
Wireless traffic (B min)																		
Bharti (India)	1,002	1,020	1,030	1,051	1,079	1,063	1,082	1,124	1,149	1,148	1,161	1,210	1,195	1,200	1,233	1,264	4.5	2.5
VIL	504	480	465	452	450	428	424	425	420	406	401	402	385	365	360	355	-11.8	-1.5
RJio	1060	1090	1150	1200	1246	1230	1270	1313	1335	1334	1370	1440	1420	1420	1460	1475	2.4	1.0
Data usage/Sub (Gb)																		
Bharti (India)	18.5	18.6	18.3	18.8	19.5	20.3	20.3	20.3	21.1	21.7	22.0	22.6	23.7	23.9	24.5	25.1	11.0	2.4
VIL	13.0	13.2	12.5	12.6	13.0	13.7	13.9	13.9	14.4	14.6	14.2	14.3	14.5	14.4	14.2	14.3	-0.4	0.7
Rjio (including FTTH)	15.6	17.6	18.4	19.7	20.8	22.2	22.4	23.1	24.9	26.6	27.3	28.6	30.3	31.0	32.3	33.9	18.5	5.1
Data traffic (B Gb)																		
Bharti (India)	10.8	11.3	11.3	11.8	13.0	13.5	13.9	14.2	14.9	15.7	16.4	17.4	18.8	19.8	20.7	21.6	24.4	4.7
VIL	5.4	5.4	5.1	5.1	5.3	5.6	5.6	5.7	5.9	6.0	5.9	5.9	6.0	5.9	5.7	5.8	-2.7	0.5
RJio	20.3	23.0	23.5	24.6	25.9	28.2	29.0	30.3	33.2	36.3	38.1	40.9	44.1	45.0	46.5	49.3	20.5	6.0

Sources: Company, MOFSL

Exhibit 12: Quarterly financials

	FY23				FY24E				FY25				YoY (%)	QoQ (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (INR b)														
Bharti (India wireless)	182	190	194	195	204	210	216	221	225	248	263	267	21.2	1.8
Bharti (consolidated)	328	345	358	360	374	370	379	376	385	415	451	476	26.6	5.5
VIL	104	106	106	105	107	107	107	106	105	109	111	109	2.8	-1.9
RJio	219	225	230	234	240	248	254	260	265	283	293	302	16.5	3.2
EBITDA (INR b)														
Bharti (India wireless)	92	99	104	105	112	115	119	122	125	142	155	157	29.4	1.8
Bharti (consolidated)	165	176	185	187	196	195	198	194	197	218	246	269	38.9	9.4
VIL	43	41	42	42	42	43	44	43	42	45	47	45	3.7	-4.6
RJio	110	115	120	122	126	130	133	136	139	150	155	161	18.5	4.2
EBITDA Margin (%)														
Bharti (India wireless)	50.7	52.4	53.8	53.8	54.8	54.9	55.1	55.1	55.6	57.1	58.8	58.8	373bps	0bps
Bharti (consolidated)	50.3	51.0	51.5	51.9	52.3	52.7	52.3	51.5	51.2	52.7	54.5	56.5	500bps	200bps
VIL	41.6	38.6	39.4	40.0	39.0	40.0	40.8	40.9	40.0	41.6	42.4	41.2	36bps	-115bps
RJio	50.1	51.0	52.2	52.2	52.3	52.3	52.3	52.4	52.6	53.1	52.8	53.3	89bps	52bps
PAT (INR b)														
Bharti (consolidated)	16	21	21	26	29	30	25	30	29	39	55	59	99.2	6.6
VIL	(73)	(76)	(80)	(64)	(78)	(87)	(70)	(77)	(64)	(72)	(66)	(74)	-4.0	11.5
RJio	43	45	46	47	49	51	52	53	54	62	65	68	26.7	4.4
EPS (INR)														
Bharti (consolidated)	2.8	3.8	3.7	4.6	5.1	5.2	4.4	5.2	5.1	6.8	9.5	10.2	96.7	6.6
VIL	(2.3)	(2.4)	(2.5)	(1.3)	(1.6)	(1.8)	(1.4)	(1.5)	(0.9)	(1.1)	(1.0)	(1.1)	-29.1	11.5
RJio	1.0	1.0	1.0	1.0	1.1	1.1	1.2	1.2	1.2	1.4	1.4	1.5	26.7	4.4

Sources: Company, MOFSL

The tables below provide a snapshot of the actual and estimated numbers of companies under the MOFSL Coverage Universe. Highlighted columns indicate the quarter/financial year under review.

Bharti Airtel

Buy

CMP: INR 1,724 | TP: INR1,990 (+15%)
EPS CHANGE (%): FY25 | 27: -1 | -1

- Expect modest ~2% QoQ revenue growth on a like-for-like basis; reported growth of ~9% QoQ (~27% YoY) boosted by full-quarter Indus consolidation.
- Expect ~7% QoQ decline in consolidated EBITDA on a like-for-like basis due to lower prior-period provisions for Indus.
- Expect ~2% QoQ growth in India wireless revenue/EBITDA as organic ARPU growth is impacted by two fewer days QoQ.
- Expect wireless ARPU of INR247 (+1% QoQ) and 3.4m/6.8m paying wireless/4G net adds.

Consolidated – Quarterly Performance

Y/E March	FY24				FY25E				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Revenue	374	370	379	376	385	415	451	476	1,500	1,727
YoY Change (%)	14.1	7.3	5.9	4.4	2.8	12.0	19.1	26.6	7.8	15.2
Total Expenditure	178	175	181	182	188	196	205	207	717	797
EBITDA	196	195	198	194	197	218	246	269	783	931
YoY Change (%)	18.6	10.9	7.4	3.6	0.6	12.0	24.1	38.9	9.8	18.9
Depreciation	97	97	101	101	105	110	117	125	395	457
Net Finance cost	56	52	66	52	52	54	57	47	226	209
Other Income	9	9	11	11	13	13	21	5	41	52
PBT before EO expense	53	55	42	52	53	68	93	102	203	316
Extra-Ord expense	34	16	1	25	-7	9	-75	0	76	-74
PBT	19	39	41	28	60	59	169	102	127	390
Tax	3	18	12	7	13	17	8	35	41	73
Rate (%)	18.0	46.9	30.0	25.6	21.7	29.6	4.5	33.9	32.5	18.6
Minority Interest & P/L of Asso. Cos.	-1	8	4	0	6	6	14	9	11	33
Reported PAT	16	13	24	21	42	36	148	59	75	284
Adj PAT	29	30	25	30	29	39	55	59	113	182
YoY Change (%)	91.3	44.2	25.0	13.9	0.8	32.2	121.3	99.2	38.6	61.3

Bharti Hexacom

Buy

CMP: INR 1,472 | TP: INR 1,625 (+10%)
EPS CHANGE (%): FY26 | 27: 0 | 0

- Expect ~2% QoQ (+23% YoY) growth in overall revenue and ~2% QoQ (+34% YoY) growth in reported EBITDA.
- Expect wireless ARPU of INR243 (+1% QoQ) and 300k/570k paying wireless/4G net adds.

Consolidated – Quarterly Performance

Y/E March	FY24				FY25E					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY24	FY25E
Revenue	16,817	17,385	18,006	18,680	19,106	20,976	22,507	23,034	70,888	85,623
YoY Change (%)	7.9%	8.0%	7.2%	7.8%	13.6%	20.7%	25.0%	23.3%	7.7%	20.8%
Total Expenditure	8,517	9,126	9,731	9,902	10,348	10,957	10,990	11,302	37,276	43,597
EBITDA	8,300	8,259	8,275	8,778	8,758	10,019	11,517	11,732	33,612	42,026
YoY Change (%)	29.0%	27.2%	14.4%	14.0%	5.5%	21.3%	39.2%	33.6%	47.4	49.1
Depreciation	4,143	4,322	4,329	4,598	4,957	5,361	5,315	5,391	17,392	21,024
Net Finance Costs	1,543	1,556	1,688	1,657	1,615	1,754	1,802	1,758	6,444	6,929
Other Income	804	573	623	487	399	491	450	460	2,487	1,800
PBT before EO expense	3,404	3,339	3,264	3,428	3,741	4,098	3,963	4,093	13,435	15,895
Extra-Ord expense	0	3,030	0	0	-3,183	0	1,057	0	3,030	-2,126
PBT	3,418	-76	2,881	3,010	5,768	3,395	3,793	5,042	5,447	17,998
Tax	886.4	1,764.5	754.4	783.5	656.0	864.0	1,184.0	1,525.6	4,188.9	4,229.6
Rate (%)	25.9%	NA	26.2%	26.0%	11.4%	25.4%	31.2%	30.3%	76.9%	23.5%
Reported PAT	2,532	-1,841	2,127	2,227	5,112	2,531	2,609	3,517	5,044	13,769
Adj PAT	2,532	1,189	2,127	2,227	1,929	2,531	3,666	3,517	8,074	11,643
YoY Change (%)	164.0%	19.8%	39.8%	10.3%	-23.8%	112.8%	72.4%	57.9%	47.0%	44.2%

E: MOFSL Estimates

Indus Towers

Neutral

CMP: INR 353 | TP: INR385 (9%)

EPS CHANGE (%): FY26 | 27: 0 | -1

- Recurring EBITDA to rise ~2% QoQ on account of robust tower/tenancy additions and lower energy under-recovery.
- Expect 4.5k net tower additions in 3QFY25 (vs. ~5k QoQ), while tenancy additions are likely to be higher at ~8k.
- Provision reversals would continue to boost the reported EBITDA.
- Bake in ~INR 5.2b provision reversals in 4QFY25 (vs. INR30b QoQ and INR3.6b YoY).

Quarterly Performance

Y/E March (Consolidated)	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue from operations	71	71	72	72	74	75	75	76	286	300
YoY Change (%)	2.6	-10.5	6.4	6.5	4.3	4.7	4.8	5.4	0.8	4.8
Total Expenditure	36	37	36	31	29	26	6	30	140	91
Provisions / (reversals)	1	1	1	-4	-8	-11	-30	-5	-1	-54
Recurring EBITDA	36	36	36	37	37	38	39	40	145	155
EBITDA	35	34	36	41	45	49	70	45	146	209
YoY Change (%)	53.8	21.7	208.3	18.6	29.4	42.2	94.1	11.7	50.6	43.4
Depreciation	14	15	16	16	16	16	16	17	61	64
Interest	4	2	0	1	4	4	3	4	7	15
Other Income	1	1	1	1	1	1	1	1	4	4
PBT before EO expense	18	17	21	25	26	30	52	26	81	134
Extra-Ord expense	1	1	1	-4	-8	-11	-30	-5	-1	-54
PBT	19	19	21	21	18	19	22	21	80	80
Tax	5	5	5	6	7	8	12	7	21	33
Rate (%)	24.4	24.0	25.0	29.9	25.7	25.4	23.3	25.2	25.9	24.6
Reported PAT	13	13	15	19	19	22	40	19	60	101
Adj PAT	14	14	16	16	14	14	17	15	60	61
YoY Change (%)	196.0	60.0	-565.0	13.1	-3.9	1.7	9.6	-2.6	148.7	1.3

E: MOFSL Estimates

Reliance Jio

CMP: NR | TP: NR

EPS CHANGE (%): FY26 | 27: -2 | -1

- Expect ~2% sequential revenue growth, driven by residual flow-through of tariff hike offset by two fewer days QoQ.
- Expect ~4% QoQ EBITDA growth on ~50bp QoQ margin expansion to 53.3%
- Build in ~2% QoQ uptick in reported ARPU to INR208 and ~5m overall subscriber net adds (~3m wireless net adds).

Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2QE	3Q	4Q		
Net Revenue	240	248	254	260	265	283	293	302	1,001	1,144
YoY Change (%)	9.9	9.9	10.3	11.0	10.1	14.5	15.5	16.5	10.3	14.2
Total Expenditure	115	118	121	123	126	133	138	141	477	538
EBITDA	126	130	133	136	139	150	155	161	524	606
Margins (%)	52.3	52.3	52.3	52.4	52.6	53.1	52.8	53.3	52.4	53.0
Depreciation	52	53	54	56	56	57	58	60	214	232
Finance Cost	10	10	10	10	11	11	13	13	40	48
Other Income	1	1	1	1	1	2	3	3	5	9
PBT	65	68	70	72	73	84	87	91	275	335
Tax	17	17	18	18	19	21	22	23	70	85
Rate (%)	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%
PAT	49	51	52	53	54	62	65	68	205	249
Margins (%)	20.2	20.4	20.5	20.6	20.6	22.0	22.1	22.4	20.4	21.8
YoY Change (%)	12.2	12.0	12.3	13.2	12.0	23.2	24.4	26.7	12.4	21.7

Tata Communications

Neutral
CMP: INR 1,580 | TP: INR 1,660 (+5%)
EPS CHANGE (%): FY26 | 27:3 | 2

- We expect a 3% QoQ (9% YoY) uptick in data revenue, driven by continued momentum in DPS (+14% YoY) and INR depreciation.
- We expect the consolidated EBITDA margin to expand ~50bp QoQ to ~20.5%, driven by lower losses in DPS and slight growth recovery in higher-margin core-connectivity business.
- We expect a 3% QoQ (5% YoY) growth in the overall revenue.

Consolidated Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2QE	3Q	4Q		
Revenue	47.7	48.7	56.3	56.9	56.3	56.4	57.7	59.7	209.7	231.7
YoY Change (%)	10.7	10.0	24.4	24.6	18.1	15.8	2.4	5.0	17.5	10.5
Total Expenditure	37.5	38.6	45.0	46.4	45.1	46.0	46.2	47.5	167.4	185.3
EBITDA	10.2	10.2	11.3	10.6	11.2	10.4	11.5	12.2	42.3	46.5
YoY Change (%)	-4.9	-10.1	5.3	2.1	9.8	2.7	1.6	15.9	-2.0	9.8
EBITDA margin (%)	21.5	20.8	20.1	18.6	20.0	18.5	20.0	20.5	20.2	20.1
Depreciation	5.8	6.1	6.2	6.7	6.5	6.5	6.4	6.7	24.7	26.2
Interest	1.3	1.4	1.9	1.9	1.7	1.9	1.9	1.9	6.4	7.4
Other Income	1.9	0.3	0.1	0.6	0.3	0.1	0.3	0.3	2.8	1.0
PBT before EO expense	5.0	3.0	3.4	2.6	3.3	2.2	3.6	3.9	14.0	13.9
Exceptional (gain)/loss	0.0	0.0	1.9	0.5	-0.9	-1.3	0.0	0.0	2.4	-1.1
PBT	5.0	3.0	1.5	2.1	4.2	3.4	3.6	3.9	11.6	15.0
Tax	1.3	0.8	1.1	-1.1	0.9	1.0	1.3	0.9	2.1	4.0
Rate (%)	25.9	26.1	73.8	-52.4	20.8	28.3	35.3	22.5	18.4	26.6
MI & P/L of Asso. Cos.	-0.1	0.0	0.0	-0.1	0.0	0.2	0.1	-0.1	-0.2	-0.3
Reported PAT	3.8	2.2	0.4	3.2	3.3	2.3	2.2	3.2	9.7	11.3
Adj PAT	3.8	2.2	2.3	3.7	2.5	1.0	2.2	3.2	12.0	8.8
YoY Change (%)	-30.2	-51.5	-41.5	14.5	-34.9	-55.8	-3.5	-15.3	-30.0	-26.7

E: MOFSL Estimates

Vodafone Idea

Sell
CMP: INR8.1 | TP: INR6.5 (-20%)
EPS CHANGE (%): FY26 | 27: 0 | 0

- Expect ~2% QoQ wireless revenue decline on account of continued subscriber base loss and two fewer days QoQ.
- Expect reported EBITDA to decline ~5% QoQ, EBITDA margin to contract ~120bp QoQ to 41.2% and pre-IND AS 116 EBITDA to moderate to INR22.2b (vs. INR24.5b QoQ).
- ARPU is likely to remain flat QoQ at INR163, while the subscriber base is expected to further decline by ~3.5m.
- Expect capex to increase to INR38b (from ~INR32b QoQ).

Consolidated – Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2QE	3Q	4Q		
Revenue	107	107	107	106	105	109	111	109	427	435
YoY Change (%)	2.4	1.0	0.5	0.7	-1.4	2.0	4.2	2.8	1.1	1.9
Total Expenditure	65	64	63	63	63	64	64	64	255	255
EBITDA	42	43	44	43	42	45	47	45	171	180
YoY Change (%)	-4.0	4.5	4.1	3.0	1.1	6.2	8.3	3.7	1.8	4.9
Depreciation	56	57	56	58	54	54	56	56	226	220
Net Finance Costs	64	65	65	62	53	63	57	63	257	235
PBT before EO expense	-78	-79	-77	-77	-64	-72	-66	-74	-312	-276
Extra-Ord expense	0	0	-8	0	0	0	0	0	-8	0
PBT	-78	-79	-70	-77	-64	-72	-66	-74	-304	-276
Tax	0.0	8.2	0.0	0.1	0.1	0.1	0.0	0.0	8.3	0.2
Rate (%)	0.0	-10.3	0.0	-0.1	-0.1	-0.1	0.0	0.0	-2.7	-0.1
Reported PAT	-78	-87	-70	-77	-64	-72	-66	-74	-312	-276
Adj PAT	-78	-87	-77	-77	-64	-72	-66	-74	-320	-276
YoY Change (%)	7.4	15.0	-3.1	20.0	-18.0	-17.9	-14.6	-4.0	9.3	-13.8

E:MOFSL Estimates

Utilities

Company name

ACME Solar

IEX

JSW Energy

NTPC

Power Grid

Suzlon Energy

Tata Power

Improving peak power demand and strong growth in RE capacity drive earnings growth

- Renewable energy (RE)'s capacity expansion continued at a healthy pace, with 5.2GW added over Jan-Feb'25, bringing total additions (including thermal) to 28.5GW in 11MFY25. This was 10% higher than the total capacity added in FY24. Peak demand for 4QFY25 was 238GW vs. 224GW in 3QFY25 and 4QFY24. The combination of RE generation growth and strong power demand is expected to drive profitability in the sector during 4QFY25. We model revenue/EBITDA/Adj. PAT growth of 6%/6%/7% YoY in 4QFY25 for our seven coverage companies within power utilities.
- For **ACME Solar**, we expect EBITDA to jump 29% QoQ, driven by contributions from the 1,200MW of newly commissioned solar capacity (tied up with SECI and was operational from the previous quarter), along with improving capacity utilization factors (CUFs). In 4QFY25, **JSW Energy's** adjusted PAT is projected to improve 31% QoQ, aided by additional contribution from the KSK Mahanadi acquisition as it was consummated at the beginning of Mar'25. Its PAT is also driven by the contribution from organic wind capacity addition of ~1GW (in 4QFY25) to its operational capacity of 8.1GW (3QFY25 end). **NTPC** is likely to achieve an EBITDA/adjusted PAT growth of 3%/9% YoY, supported by higher generation and an additional ~1.2GW expansion in installed capacity at the group level in 4QFY25. For **Tata Power**, we estimate 30% YoY EBITDA growth, driven by rising earnings contribution from its cell and module manufacturing facility, healthy Mundra PLFs given the continuation of Section XI for coal plants, steady performance from the Odisha distribution business, and an additional ~1.1GW RE capacity on a YoY basis. However, EBITDA may decline 9.6% QoQ as there was a one-off upside in 3Q for the generation business. For **PowerGrid**, we are building in EBITDA/Adj. PAT is likely to be flat YoY in 4QFY25, in line with the trend exhibited in 9MFY25. While earnings growth is modest in FY25, we expect this to pick up in coming years as capex and capitalization are expected to pick up strongly. We expect **IEX** to report a revenue/EBITDA growth of 25%/24% YoY as it reported an 18% YoY rise in electricity volumes to ~31,700MUs in 4QFY25. This was driven by strong demand for the Day-Ahead Market (DAM) and green energy products, while total trading volumes rose ~29% YoY to ~39,000MUs. **SUEL's** revenue/Adj. PAT is projected to improve 20%/3% QoQ, as we expect execution of ~0.5GW of wind turbine orders in 4QFY25, bringing the total execution for FY25 to ~1.4GW.
- We reiterate our BUY rating on JSW Energy, Tata Power, PowerGrid, ACME Solar, and Suzlon while maintaining a Neutral stance on IEX and NTPC.**

India's power generation – steady growth as of 4QFY25YTD

- Total power generation in India experienced a modest growth of 3% YoY during Jan-Feb'25, reaching 289BU (billion units).
- This increase was driven by a combination of 248BU from conventional sources and 41BU from renewable sources, with renewable generation witnessing a ~21% YoY growth.

- In terms of generation output, the central sector, encompassing thermal, hydro, and nuclear power, contributed 94.7BUs in Jan-Feb'25, while the state sector produced 75.8BUs.

Peak power demand improves YoY and QoQ in 4QFY25

- Peak power demand stood at 224GW in both 3QFY25 and 4QFY24.
- It rose to 238GW in 4QFY25, highlighting a marginal YoY growth.

RE capacity continues to grow in 4QFY25YTD

- India's energy transition is progressing, with only 2.7GW of coal capacity added in Jan-Feb'25, underscoring the focus on sustainable growth.
- The solar sector has demonstrated remarkable progress, adding 16GW of capacity in 9MFY25, followed by an impressive 4.7GW in just two months (Jan-Feb'25). Wind energy has also maintained its upward trajectory, with capacity addition of 0.4GW during Jan-Feb'25, highlighting ongoing investments and growing opportunities in RE infrastructure.

Exhibit 1: Key snapshot

Particulars	FY18	FY19	FY20	FY21	FY22	FY23	FY24	11MFY25*
Total generation growth (%)	5.4	5.2	0.7	-0.6	8.1	9.0	7.2	4.8
Conv. Generation growth (%)	4.1	3.6	0.0	-1.6	7.1	7.7	6.7	3.9
RE generation growth (%)	24.9	24.4	7.8	7.7	16.2	19.1	10.9	10.5
All India Peak Demand (GW)	161	176	183	189	201	212	240	250
Capacity addition (GW)								
Net Coal	6.0	3.6	4.1	4.2	1.4	1.2	5.7	4.2
Solar	9.4	6.5	6.4	5.5	13.9	12.8	15.0	20.8
Wind	1.8	1.6	2.1	1.6	1.1	2.3	3.3	2.7
Total capacity addition	17.2	12.1	14.0	12.0	17.3	16.6	25.9	28.5

*11MFY25 compared with 11MFY24

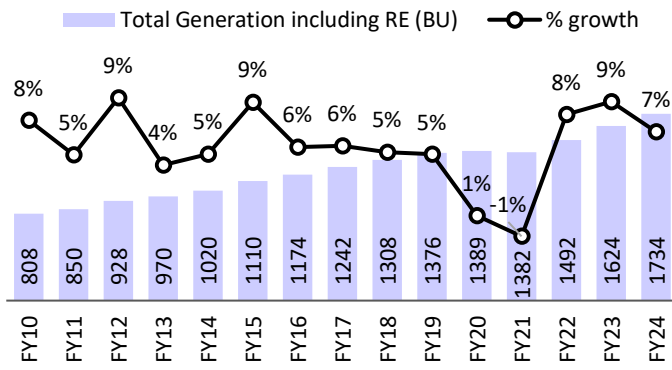
Source: CEA, NPP, MOFSL

Exhibit 2: Summary of the Mar'25-quarter earnings estimates

Sector	CMP (INR)	RECO	SALES (INR M)			EBDITA (INR M)			NET PROFIT (INR M)		
			Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ	Mar-25	Var % YoY	Var % QoQ
ACME Solar	192	Buy	4,626	56.7	32.5	3,971	97.9	29.3	657	LP	-45.1
Indian Energy Exch.	177	Neutral	1,519	25.2	15.7	1,299	23.9	15.2	1,118	17.6	8.4
JSW Energy	522	Buy	37,984	37.8	55.7	13,094	12.1	43.3	2,194	-37.6	30.7
NTPC	352	Neutral	4,15,897	-2.2	0.6	1,16,660	2.9	-2.5	55,788	9.2	20.8
Power Grid Corp.	289	Buy	1,08,463	-1.8	7.2	91,013	-0.4	6.8	43,243	1.3	12.1
Suzlon Energy	56	Buy	35,773	62.9	20.3	5,026	40.6	0.6	4,038	44.3	3.4
Tata Power	375	Buy	1,84,688	16.5	20.0	30,315	30.0	-9.6	10,088	18.5	-2.1
Utilities			7,88,952	5.5	8.4	2,61,378	6.1	1.8	1,17,125	7.0	13.8

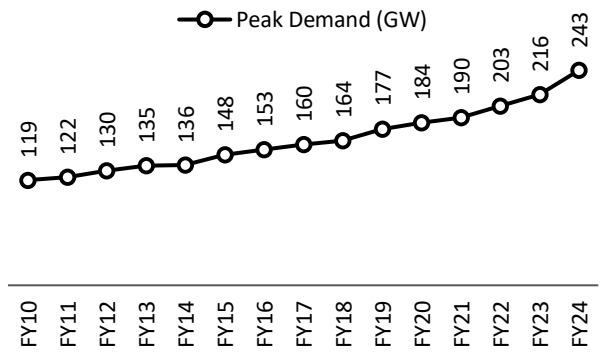
Source: MOFSL

Exhibit 3: India's power demand growth



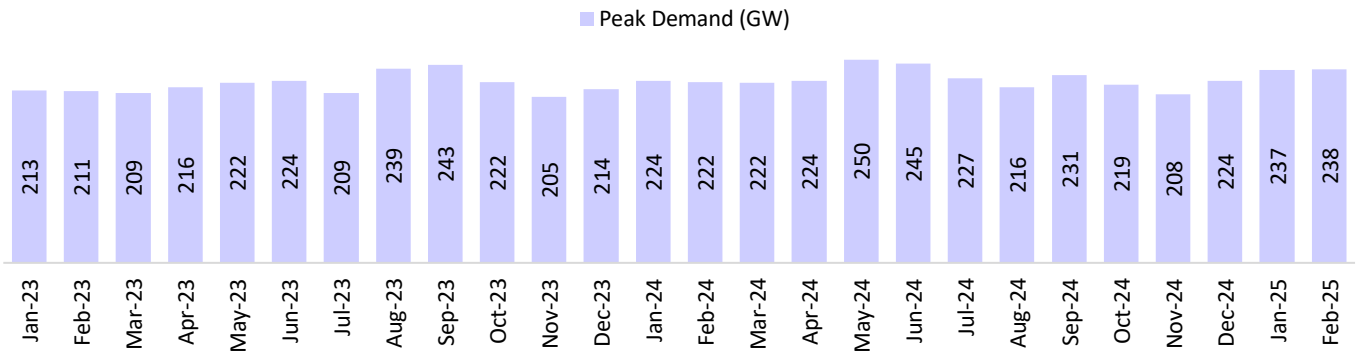
Source: CEA, MOFSL

Exhibit 4: Peak demand growth



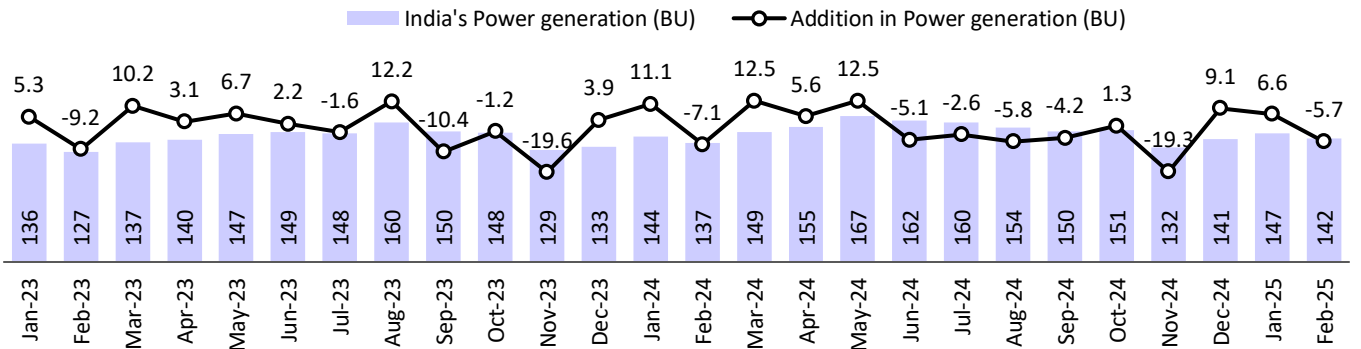
Source: CEA, MOFSL

Exhibit 5: India's peak demand (GW)



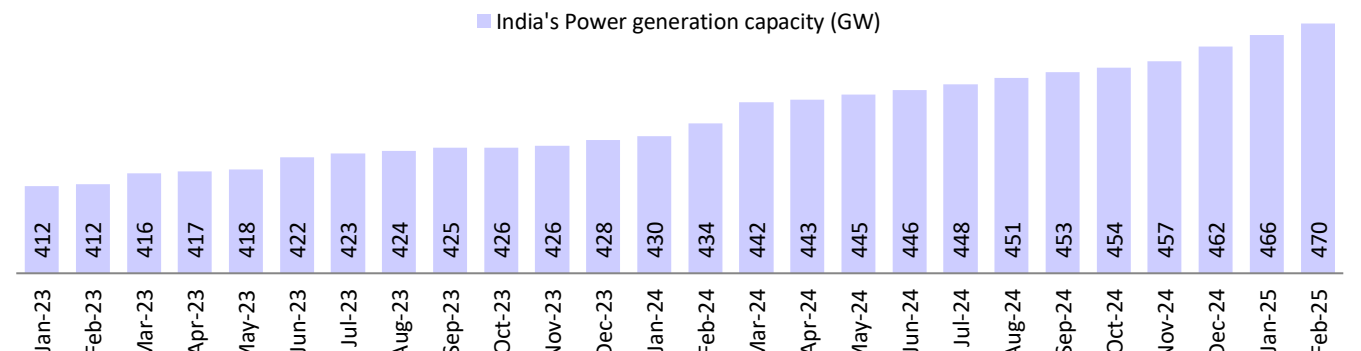
Source: CEA, MOFSL

Exhibit 6: India's power generation



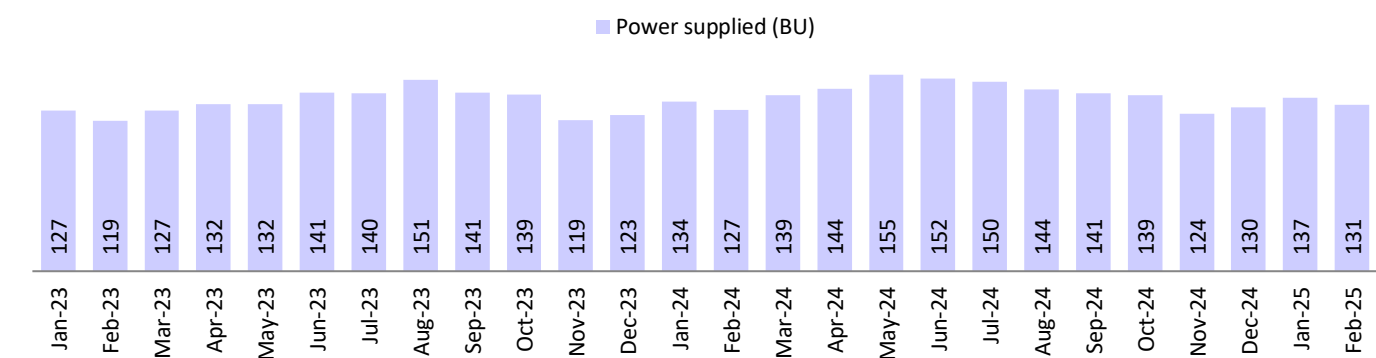
Source: NPP, MOFSL

Exhibit 7: India's power generation capacity



Source: NPP, MOFSL

Exhibit 8: India's power supply



Source: CEA, MOFSL

Exhibit 9: Valuation summary

Company Name	CMP (INR)	Reco	EPS (INR)			PE (x)			PB (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Utilities						21	17	15.6	2.8	2.5	2.3	13.2	14.5	14.7
ACME Solar	192	Buy	3.3	5.7	10.4	58.5	33.4	18.3	2.5	2.4	2.1	5.5	7.3	12.1
Indian Energy Exch.	177	Neutral	4.7	5.4	6.3	38.0	33.0	28.1	13.6	11.3	9.4	39.4	37.4	36.5
JSW Energy	522	Buy	10.1	15.2	19.5	51.7	34.4	26.7	4.1	3.7	3.3	8.2	11.3	13.0
NTPC	352	Neutral	20.8	25.4	27.6	16.9	13.8	12.8	2.0	1.8	1.7	12.1	13.7	13.7
Power Grid Corp.	289	Buy	17.9	19.3	20.4	16.1	15.0	14.2	2.9	2.7	2.5	18.4	18.4	18.3
Suzlon Energy	56	Buy	1.0	1.6	2.4	58.7	34.4	23.3	14.6	10.2	7.3	28.4	35.0	36.6
Tata Power	375	Buy	12.3	16.2	17.5	30.3	23.1	21.4	3.3	2.9	2.6	11.5	13.4	12.7

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

ACME Solar

Buy

CMP: INR192 | TP: INR290 (+51%)

EPS CHANGE (%): FY25|26|27: 48.8|0.6|0.5

- Acme Solar is projected to report a revenue growth of ~33% QoQ, reaching INR4.6b.

- We expect EBITDA to jump 29% QoQ, driven by contributions from 1,200MW of newly commissioned solar capacity (tied up with SECI and was operational from the previous quarter), along with improving capacity utilization factors (CUFs).

Consolidated performance

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	*4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	3,691	3,233	3,316	2,952	3,096	2,596	3,490	4,626	13,193	13,808
YoY Change					-16%	-20%	5%	57%	2%	5%
EBITDA	3,217	2,896	2,772	2,007	2,717	2,208	3,072	3,971	10,891	11,968
Margin	87%	90%	84%	68%	88%	85%	88%	86%	83%	87%
Depreciation	766	856	847	612	556	599	697	1,266	3,081	3,117
Interest	1,878	1,997	2,024	1,773	1,963	1,783	1,791	1,895	7,673	7,431
Other Income	574	336	330	229	304	356	518	449	1,470	1,627
PBT before EO expense	1,147	379	231	-150	503	181	1,103	1,259	1,607	3,046
Extra-Ord income/(exp.)	74	395	55	6,962	0	0	-69	69	7,487	0
PBT	1,222	774	286	6,812	503	181	1,034	1,328	9,094	3,046
Tax	398	387	-158	1,489	489	28	-87	636	2,116	1,066
Tax rate	33%	50%	-55%	22%	97%	16%	-8%	48%	23%	35%
Minority Interest	0.0	0.0	0.0	-0.2	0.0	0.0	0.0	0.0	-0.2	0.0
Reported PAT	823	386	444	5,324	14	153	1,121	693	6,978	1,980
Adj PAT	773	189	359	-117	14	153	1,195	657	1,604	3,036
YoY Change					-98%	-19%	233%	-661%	-395%	89%
Margin (%)	21%	6%	11%	-4%	0%	6%	34%	14%	12%	22%

IEX

Neutral

CMP: INR177 | TP: INR201 (+13%)

EPS CHANGE (%): FY25|26|27: 7.0|3.9|3.9

- IEX is projected to report a revenue growth of ~25% YoY, reaching INR1.5b.
- The positive outlook is driven by an 18% YoY increase in electricity volumes to ~31,700MUs in 4QFY25, driven by strong demand for the Day-Ahead Market (DAM) and green energy products.

- EBITDA is expected to rise 24% YoY to INR1.3b.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	1,040	1,085	1,153	1,213	1,236	1,392	1,313	1,519	4,492	5,460
YoY Change (%)	5.8	14.0	15.0	13.3	18.8	28.3	13.9	25.2	12.0	21.6
EBITDA	816	922	999	1,049	1,000	1,203	1,128	1,299	3,785	4,631
Margin (%)	78.4	84.9	86.6	86.5	81.0	86.4	85.9	85.6	84.3	84.8
Depreciation	50	51	52	52	52	53	54	53	204	213
Interest	7	7	7	7	7	7	7	8	28	28
Other Income	232	244	258	282	308	286	285	272	1,016	1,151
PBT before EO items	991	1,108	1,198	1,271	1,249	1,429	1,353	1,510	4,568	5,541
Extraordinary Inc / (Exp)	0	0	0	0	0	0	0	0	0	0
PBT	991	1,108	1,198	1,271	1,249	1,429	1,353	1,510	4,568	5,541
Tax	250	279	305	320	315	368	322	392	1,154	1,396
Rate (%)	25.2	25.2	25.5	25.2	25.2	25.8	23.8	25.9	25.3	25.2
JV and Associates	0	0	0	0	0	0	0	0	0	0
Reported PAT	741	829	893	951	934	1,061	1,031	1,118	3,414	4,145
Adj PAT	741	829	893	951	934	1,061	1,031	1,118	3,414	4,145
YoY Change (%)	8.1	18.3	25.5	14.8	26.0	28.0	15.5	17.6	16.7	21.4
Margin (%)	71.3	76.4	77.5	78.4	75.6	76.2	78.6	73.6	76.0	75.9

JSW Energy

Buy

CMP: INR522 | TP: INR674 (+29%)

EPS CHANGE (%): FY25|26|27: -26.3|-11.8|7.3

- EBITDA is anticipated to grow 12% YoY to INR13b, and adjusted PAT is expected to rise 31% QoQ to ~INR2.2b. The growth will be aided by additional contributions from the KSK Mahanadi acquisition, as it was consummated at the beginning of Mar'25.
- It is also driven by the contribution from organic wind capacity addition of ~1GW in 4QFY25.

Consolidated performance

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	29,279	30,894	25,428	27,559	28,795	32,377	24,389	37,984	1,13,159	1,23,544
YoY Change (%)	-3.3	29.4	13.1	3.2	-1.7	4.8	-4.1	37.8	9.5	9.2
EBITDA	12,221	17,104	11,108	11,685	14,177	16,849	9,137	13,094	52,118	53,257
Margin (%)	41.7	55.4	43.7	42.4	49.2	52.0	37.5	34.5	46.1	43.1
Depreciation	3,979	4,087	4,001	4,267	3,755	3,918	4,055	5,147	16,334	16,875
Interest	4,857	5,137	5,208	5,332	5,111	5,183	5,645	6,516	20,534	22,455
Other Income	854	1,279	1,186	1,235	1,632	2,217	2,012	1,487	4,554	7,348
PBT before EO expense	4,238	9,159	3,086	3,321	6,944	9,965	1,449	2,918	19,804	21,276
Extra-Ord income/(exp.)	0	1,700	0	0	0	0	0	0	1,700	0
PBT	4,238	10,859	3,086	3,321	6,944	9,965	1,449	2,918	21,504	21,276
Tax	1,356	2,351	779	-64	1,641	1,282	-74	130	4,423	2,979
Rate (%)	32.0	21.6	25.3	-1.9	23.6	12.9	-5.1	4.5	20.6	14.0
Minority Interest	5	66	9	-61	124	235	-104	675	19	930
Share of JV & associates	21	59	16	69	38	84	52	81	165	255
Reported PAT	2,899	8,502	2,313	3,513	5,218	8,533	1,678	2,194	17,227	17,622
Adj PAT	2,899	7,170	2,313	3,513	5,218	8,533	1,678	2,194	15,877	17,622
YoY Change (%)	-26.4	54.0	28.8	21.2	80.0	19.0	-27.4	-37.6	22.6	11.0
Margin (%)	9.9	23.2	9.1	12.7		18.1	26.4	6.9	5.8	14.3

NTPC

Neutral

CMP: INR352 | TP: INR368 (+4%)

EPS CHANGE (%): FY25|26|27: 0.6|-1.5|-1.3

- Its standalone financial outlook indicates a stable projected revenue of INR416b.
- The company's adjusted PAT is estimated to increase 9% YoY driven by higher generation and an additional ~1.2GW expansion in installed capacity at the group level in 4QFY25.
- EBITDA is expected to demonstrate an improvement, rising by 3% YoY to INR117b.

Standalone performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	391.2	408.8	394.6	425.3	444.2	403.3	413.5	415.9	1,619.9	1,676.9
YoY Change (%)	2.0	-0.3	-4.7	2.9	13.5	-1.3	4.8	-2.2	-1.1	3.5
EBITDA	113.7	105.4	99.4	113.3	124.5	96.8	119.6	116.7	431.0	457.5
Margin (%)	29.1	25.8	25.2	26.6	28.0	24.0	28.9	28.1	26.6	27.3
Depreciation	32.6	34.6	34.9	37.3	36.5	36.5	37.2	37.5	139.4	147.7
Interest	25.1	24.6	27.8	24.9	26.5	31.1	22.0	26.1	101.7	105.7
Other Income	5.6	6.4	8.3	16.9	6.3	9.2	9.5	16.1	37.2	41.1
PBT before EO items	57.2	53.3	59.7	68.3	61.7	60.5	66.3	69.1	238.4	257.6
Extra-Ord inc/(exp)	0.0	0.0	0.0	8.3	0.0	0.0	0.0	0.0	8.3	0.0
PBT	57.2	53.3	59.7	76.7	61.7	60.5	66.3	69.1	246.8	257.6
Tax	16.5	14.4	13.9	21.1	16.6	14.0	19.1	13.3	66.0	63.1
Rate (%)	28.9	27.1	23.4	27.5	26.9	23.2	28.9	24.5	26.7	24.5
Reported PAT	40.7	38.9	45.7	55.6	45.1	46.5	47.1	55.8	180.8	194.5
Adj PAT	36.8	32.6	43.6	51.1	41.9	42.0	46.2	55.8	164.1	185.9
YoY Change (%)	9.6	-9.3	-1.5	4.3	13.9	28.9	6.0	9.2	2.3	13.3
Margin (%)	9.4	8.0	11.0	12.0	9.4	10.4	11.2	13.4	10.1	11.1

Power Grid

Buy

CMP: INR289 | TP: INR381 (+32%)

EPS CHANGE (%): FY25|26|27: -2.9|1.1|1.2

- Standalone revenue is expected to decline marginally by 2% YoY to INR108b.
- EBITDA and adjusted PAT are anticipated to remain flat YoY in 4QFY25, but we expect this to pick up in coming years as capex and capitalization are likely to pick up strongly.

Standalone Quarterly Performance

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	102.4	97.4	106.8	110.5	100.7	102.6	101.2	108.5	418.3	413.0
YoY Change (%)	-2.7	-6.6	-0.6	-2.2	-1.7	5.3	-5.2	-1.8	-2.5	-1.3
EBITDA	90.0	85.3	94.0	91.4	87.4	87.9	85.2	91.0	361.9	351.6
YoY Change (%)	1.4	-3.5	0.2	-9.0	-2.9	3.0	-9.3	-0.4	-2.8	-2.9
As of % Sales	87.9	87.6	88.0	82.7	86.8	85.6	84.2	83.9	86.5	85.1
Depreciation	31.4	31.4	31.6	31.2	30.7	31.6	30.7	32.4	125.6	125.5
Interest	21.2	23.9	25.2	20.2	21.6	26.0	21.3	19.6	90.5	88.5
Other Income	6.4	7.9	7.9	12.0	7.8	11.2	14.9	13.4	34.2	47.3
Extraordinary Inc / (Exp)	-2.9	5.6	1.1	-1.7	-0.6	2.5	0.4	0.0	2.1	2.3
PBT	41.0	43.4	46.3	50.3	42.3	43.9	48.5	52.4	182.2	187.2
Tax	5.6	5.1	6.6	9.1	8.2	6.8	9.6	9.2	26.3	33.8
Effective Tax Rate (%)	13.6	11.7	14.2	18.0	19.4	15.5	19.8	17.5	14.4	18.0
Reported PAT	35.4	38.3	39.7	41.3	34.1	37.1	38.9	43.2	154.7	153.4
YoY Change (%)	-5.9	6.5	14.5	-0.9	-3.7	-3.2	-1.9	4.8	2.3	-0.9
Adjusted PAT	37.9	33.4	38.7	42.7	34.6	35.0	38.6	43.2	152.8	151.5
YoY Change (%)	0.6	-7.1	11.7	2.5	-8.7	4.8	-0.4	1.3	1.0	-0.9

Suzlon Energy

Buy

CMP: INR56 | TP: INR75 (+35%)

EPS CHANGE (%): FY25|26|27: 5.6|8.2|4.0

- Suzlon is projected to report revenue growth of ~20% QoQ as we expect execution of ~0.5GW of wind turbine orders in 4QFY25, bringing the total execution for FY25 to ~1.4 GW.
- EBITDA is likely to increase 3% QoQ to ~INR5b.

Consolidated performance

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	13,510	14,214	15,605	21,962	20,216	21,034	29,748	35,773	65,291	1,06,771
YoY Change (%)	-2%	-1%	7%	30%	50%	48%	91%	63%	9%	80%
EBITDA	1,988	2,250	2,476	3,574	3,701	2,942	4,995	5,026	10,289	16,664
Margin (%)	15%	16%	16%	16%	18%	14%	17%	14%	16%	16%
Depreciation	546	512	395	444	458	544	662	662	1,896	2,326
Interest	620	437	143	443	445	560	695	519	1,643	2,220
Other Income	107	73	92	112	228	179	275	212	384	894
PBT before EO expense	929	1,374	2,031	2,799	3,025	2,016	3,913	4,058	7,134	13,011
Extra-Ord income/(exp.)	-82	350	0	271	0	0	0	0	-539	0
PBT	1,011	1,024	2,031	2,529	3,025	2,016	3,913	4,058	6,595	13,011
Tax	2	2	1	-13	2	10	36	4	-9	51
Rate (%)	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%
Minority Interest	0	0	0	0	0	4	8	19	0	31
Reported PAT	1,009	1,023	2,030	2,541	3,023	2,002	3,869	4,035	6,603	12,929
Adj PAT	929	1,374	2,031	2,800	3,025	2,012	3,905	4,038	7,134	12,979
YoY Change (%)	1063%	753%	162%	790%	226%	46%	92%	44%	437%	82%
Margin (%)	6.9	9.7	13.0	12.7	15.0	9.6	13.1	11.3	10.9	12.2

Tata Power

Buy

CMP: INR375 | TP: INR482 (+28%)

EPS CHANGE (%): FY25|26|27: -8.9|-8.3|-5.9

- TPWR's consolidated EBITDA to grow 30% YoY, driven by rising earnings contribution from its cell and module manufacturing facility, healthy Mundra PLFs given continuation of Section XI for coal plants, steady performance from the Odisha distribution business, and an additional ~1.1GW RE capacity on a YoY basis.
- However, EBITDA may decline 9.6% QoQ as there was a one-off upside in 3Q for the generation business.

Consolidated performance

(INR b)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	152.1	157.4	146.5	158.5	172.9	157.0	153.9	184.7	614.5	668.5
YoY Change (%)	5.0	13.4	3.7	27.2	13.7	-0.3	5.1	16.5	11.5	8.8
EBITDA	29.4	30.9	24.2	23.3	35.9	37.5	33.5	30.3	107.8	137.2
Margins (%)	19.3	19.6	16.5	14.7	20.7	23.9	21.8	16.4	17.5	20.5
Depreciation	9	9.3	9.3	10.4	9.7	9.9	10.4	10.4	37.9	40.4
Interest	12	11.8	10.9	11.4	11.8	11.4	11.7	11.9	46.3	46.8
Other Income	3	2.9	6.4	6.2	2.5	5.1	4.0	5.3	18.2	16.9
Rate regulated activity	-2	-2.7	1.9	3.7	-6.9	-6.7	-2.7	0.0	0.9	-16.4
PBT before EO expense	9	10.1	12.3	11.5	10.0	14.5	12.7	13.3	42.7	50.5
Extra-ord items	2	-0.3	0.0	0.7	2.0	-2.2	0.0	0.0	2.8	-0.1
PBT	11	9.8	12.3	12.2	12.0	12.4	12.7	13.3	45.5	50.4
Tax	3	2.1	4.1	4.9	3.0	3.8	2.7	3.4	14.5	12.9
Rate (%)	30	22	34	40	25	31	21	25	32	26
Share of associates and JV	4	2.5	2.6	3.2	2.9	2.4	1.9	2.7	11.78	9.83
Minority Interest	2	1.4	1.2	1.5	2.2	1.7	1.6	2.6	5.84	7.97
Reported PAT	10	8.8	9.5	9.0	9.7	9.3	10.3	10.1	36.96	39.37
Adj PAT	8	9.0	9.5	8.5	8.2	10.8	10.3	10.1	35.05	39.46

Others | Various Sectors

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

APL Apollo Tubes

Buy
CMP INR1,529 | TP: INR1,850 (+21%)
EPS CHANGE (%): FY25|FY26|FY27: +5 | +5 | +5

- APL witnessed volume growth of ~25% YoY/~21% YoY to 850,447 MT/3,157,977 in 4QFY25/FY25.
- Revenue is likely to grow ~31% YoY in 4QFY25.
- The price of primary steel HRC continues to be a key monitorable.
- EBITDA/MT is expected to decline to ~INR3,750, down 18% YoY in FY25. The EBITDA/MT in 4QFY25 is expected to be up 14% YoY to ~INR4,692.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25				FY24	(INRm) FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	45,449	46,304	41,778	47,657	49,743	47,739	54,327	56,743	181,188	208,553
YoY Change (%)	32.2	16.7	-3.5	7.6	9.4	3.1	30.0	19.1	12.1	15.1
Total Expenditure	42,377	43,054	38,982	44,854	46,727	46,359	50,872	52,753	169,266	196,710
EBITDA	3,072	3,250	2,795	2,804	3,016	1,381	3,456	3,990	11,922	11,843
Margins (%)	6.8	7.0	6.7	5.9	6.1	2.9	6.4	7.0	6.6	5.7
Depreciation	409	413	471	466	465	469	503	540	1,759	1,977
Interest	271	266	285	311	278	364	368	370	1,134	1,380
Other Income	217	196	150	186	247	148	217	250	749	861
PBT before EO expense	2,608	2,767	2,190	2,212	2,520	696	2,801	3,330	9,777	9,347
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	2,608	2,767	2,190	2,212	2,520	696	2,801	3,330	9,777	9,347
Tax	672	738	535	508	589	158	631	838	2,453	2,216
Rate (%)	25.8	26.7	24.4	23.0	23.4	22.7	22.5	25.2	25.1	23.7
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	1,936	2,029	1,655	1,704	1,932	538	2,170	2,492	7,324	7,132
Adj PAT	1,936	2,029	1,655	1,704	1,932	538	2,170	2,492	7,324	7,132
YoY Change (%)	60.5	35.1	-2.2	-15.5	-0.2	-73.5	31.1	46.2	14.1	-2.6
Margins (%)	4.3	4.4	4.0	3.6	3.9	1.1	4.0	4.4	4.0	3.4

Cello

Buy
CMP INR545 | TP: INR700 (+28%)
EPS CHANGE (%): FY25|FY26|FY27: 2 | 2 | -1

- Revenue is likely to grow ~11% YoY, led by growth in consumerware.
- Writing instruments are expected to remain muted in both the export and domestic markets.
- EBITDA margin is likely to be ~24% in 4QFY25 vs. ~26% in 4QFY24.
- Glassware will be a major contributor to Cello's growth and will be the key focus area.

Consolidated - Quarterly Earning Model

Y/E March	FY24				FY25E				FY24	(INRm) FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	4,718	4,890	5,271	5,125	5,007	4,901	5,568	5,687	20,003	21,162
YoY Change (%)	NA	NA	NA	5.0	6.1	0.2	5.7	11.0	11.3	5.8
Total Expenditure	3,526	3,687	3,949	3,792	3,714	3,715	4,296	4,323	14,954	16,047
EBITDA	1,192	1,203	1,321	1,333	1,293	1,186	1,273	1,364	5,049	5,116
Margins (%)	25.3	24.6	25.1	26.0	25.8	24.2	22.9	24.0	25.2	24.2
Depreciation	118	127	147	175	141	148	151	170	567	610
Interest	6	7	5	8	6	3	3	3	26	14
Other Income	81	107	45	66	60	133	124	125	299	442
PBT before EO expense	1,149	1,176	1,214	1,215	1,206	1,168	1,243	1,316	4,755	4,933
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	1,149	1,176	1,214	1,215	1,206	1,168	1,243	1,316	4,755	4,933
Tax	321	310	307	250	311	300	318	330	1,188	1,260
Rate (%)	27.9	26.4	25.3	20.6	25.8	25.7	25.6	25.1	25.0	25.5
Minority Interest & Profit/Loss of Asso. Cos.	54	66	58	77	69	51	61	88	256	269
Reported PAT	774	800	849	888	826	816	864	898	3,311	3,404
Adj PAT	774	800	849	888	826	816	864	898	3,311	3,404
YoY Change (%)	NA	NA	NA	-81.8	6.6	2.1	1.8	1.2	24.4	2.8
Margins (%)	16.4	16.4	16.1	17.3	16.5	16.7	15.5	15.8	16.6	16.1

Coromandel International

Buy

CMP INR2,047 | TP: INR2,350 (+15%)
EPS CHANGE (%): FY25|FY26|FY27: 0|+1|+1

- Fertilizer manufacturing volumes/trading volumes are expected to grow 13%/29% YoY.
- The Crop Protection segment is expected to witness growth in the domestic market.
- Fertilizer manufacturing (NPK and DAP)'s EBITDA/MT is expected to be ~INR4,537.
- Raw material and product pricing scenarios will be the key monitorable.

Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
Consolidated	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	56,934	69,881	54,642	39,127	47,288	74,328	69,352	49,741	220,584	240,709
YoY Change (%)	-0.6	-30.9	-34.2	-28.5	-16.9	6.4	26.9	27.1	-25.5	9.1
Total Expenditure	49,842	59,294	51,063	36,397	42,231	64,581	62,134	45,516	196,596	214,461
EBITDA	7,092	10,587	3,578	2,730	5,058	9,748	7,218	4,225	23,988	26,248
Margins (%)	12.5	15.2	6.5	7.0	10.7	13.1	10.4	8.5	10.9	10.9
Depreciation	481	540	635	630	653	690	708	715	2,286	2,765
Interest	405	462	381	617	574	661	731	550	1,866	2,516
Other Income	445	448	585	835	541	650	1,137	1,002	2,314	3,330
PBT before EO expense	6,651	10,033	3,147	2,319	4,372	9,047	6,916	3,962	22,150	24,297
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	6,651	10,033	3,147	2,319	4,372	9,047	6,916	3,962	22,150	24,297
Tax	1,674	2,450	776	578	1,125	2,328	1,752	997	5,478	6,202
Rate (%)	25.2	24.4	24.7	24.9	25.7	25.7	25.3	25.2	24.7	25.5
Minority Interest & P/L of Asso. Cos.	36	15	61	138	137	79	46	144	250	407
Reported PAT	4,940	7,569	2,310	1,603	3,110	6,641	5,118	2,820	16,422	17,688
Adj PAT	4,940	7,569	2,310	1,603	3,110	6,641	5,118	2,820	16,422	17,688
YoY Change (%)	-1.0	2.2	-56.2	-34.9	-37.1	-12.3	121.6	75.9	-18.4	7.7
Margins (%)	8.7	10.8	4.2	4.1	6.6	8.9	7.4	5.7	7.4	7.3

DreamFolks

Buy

CMP INR232 | TP: 300 (+29%)
EPS CHANGE (%): FY25|26: -2.2|-5.4|-6.0

- Revenue is expected to grow ~15% YoY, while gross margin is likely to be ~11.5% for 4QFY25.
- DFS is expected to face pressure on gross margins due to shifts in volume mix led by changes in minimum credit card spending requirements. However, management has reaffirmed its FY25 gross margin guidance of 11-13%.
- Commentary on changes in credit card spending criteria, demand scenarios, newly launched highway services, and margins are the key monitorables.

Consolidated - Quarterly performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	2,663	2,825	3,051	2,811	3,208	3,169	3,401	3,242	11,350	13,019
YoY Change (%)	66.2	65.0	49.5	18.2	20.5	12.2	11.5	15.3	46.8	14.7
GPM (%)	10.7	12.4	12.5	12.5	11.7	12.4	11.2	11.5	12.0	11.7
Employee benefit expenses (%)	2.8	2.6	2.4	2.3	3.2	3.6	3.2	3.0	10.0	13.1
EBITDA	176	243	274	246	229	231	230	233	939	922
Margins (%)	6.6	8.6	9.0	8.8	7.1	7.3	6.7	7.2	8.3	7.1
Depreciation	8.6	9.2	9.7	9.6	9.0	9.3	9.9	9.7	37.0	37.9
EBIT	168	234	264	237	220	222	220	224	902	885
Margins (%)	6.3	8.3	8.7	8.4	6.9	7.0	6.5	6.9	7.9	6.8
Interest	2	3	3	4	3	8	4	3	12	19
Other Income	11	5	7	11	17	8	19	16	33	61
PBT	176	236	268	243	234	221	235	237	924	927
Tax	47	60	68	64	63	61	66	64	238	254
Rate (%)	26.4	25.3	25.2	26.4	26.8	27.4	28.0	27.2	25.8	27.4
PAT	130	177	200	179	171	160	169	172	686	673
YoY Change (%)	-3.5	19.2	5.5	-29.3	32.3	-9.3	-15.5	-3.7	-5.3	-1.8
Margins (%)	4.9	6.3	6.6	6.4	5.3	5.1	5.0	5.3	6.0	5.2

EPL

Buy

CMP INR203 | TP: INR270 (+33%)

EPS CHANGE (%): FY25|FY26|FY27: +3|0|0

- Revenue is expected to grow 5% YoY on broad-based growth across geographies.
- EBITDA margin is likely to expand ~250bp YoY.
- Increasing the share of fully recyclable tubes will be a key focus area.
- EBIT margin in Europe would expand to 10.5% in 4QFY25 from 3.9% in 4QFY24 driven by restructuring and cost optimization initiatives.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	9,102	10,016	9,751	10,292	10,074	10,862	10,143	10,794	39,161	41,873
YoY Change (%)	9.4	5.6	3.2	6.2	10.7	8.4	4.0	4.9	6.0	6.9
Total Expenditure	7,512	8,206	7,917	8,383	8,216	8,657	8,127	8,520	32,018	33,520
EBITDA	1,590	1,810	1,834	1,909	1,858	2,205	2,016	2,274	7,143	8,353
Margins (%)	17.5	18.1	18.8	18.5	18.4	20.3	19.9	21.1	18.2	19.9
Depreciation	800	836	842	850	836	852	863	900	3,328	3,451
Interest	235	306	294	321	290	291	274	270	1,156	1,125
Other Income	100	96	237	161	65	140	127	130	594	462
PBT before EO expense	655	764	935	899	797	1,202	1,006	1,234	3,253	4,239
Extra-Ord expense	0	0	0	605	0	0	0	0	605	0
PBT	655	764	935	294	797	1,202	1,006	1,234	2,648	4,239
Tax	106	254	70	152	139	301	64	301	582	805
Rate (%)	16.2	33.2	7.5	51.7	17.4	25.0	6.4	24.4	22.0	19.0
Minority Interest & Profit/Loss of Asso. Cos.	-6	-5	-4	81	-16	-31	-7	86	66	32
Reported PAT	543	505	861	223	642	870	935	1,019	2,132	3,466
Adj PAT	543	505	861	677	642	870	935	1,019	2,586	3,466
YoY Change (%)	57.4	9.3	37.1	-19.7	18.2	72.3	8.6	50.6	13.5	34.0
Margins (%)	6.0	5.0	8.8	6.6	6.4	8.0	9.2	9.4	6.6	8.3

Godrej Agrovet

Buy

CMP INR750 | TP: INR930 (+24%)

EPS CHANGE (%): FY25|FY26|FY27: -5|-3|-6

- We expect a revenue growth of ~4% YoY in 4QFY25, driven by palm oil, and animal feed.
- The performance outlook on Astec and domestic crop protection will be the key focus area.
- EBITDA margin is likely to expand to 9.2% from 6.9% in 4QFY25, led by strategic initiatives.
- Raw materials (such as maize and soybean) and palm oil prices are the key monitorables.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	25,102	25,709	23,452	21,343	23,508	24,488	24,496	22,189	95,606	94,680
YoY Change (%)	0.0	5.1	0.9	1.9	-6.4	-4.8	4.5	4.0	2.0	-1.0
Total Expenditure	23,173	23,694	21,861	19,863	21,246	22,254	22,296	20,150	88,591	85,946
EBITDA	1,929	2,014	1,591	1,480	2,261	2,234	2,200	2,039	7,015	8,734
Margins (%)	7.7	7.8	6.8	6.9	9.6	9.1	9.0	9.2	7.3	9.2
Depreciation	528	529	530	556	546	583	567	600	2,143	2,297
Interest	295	279	251	254	302	398	345	320	1,079	1,364
Other Income	115	112	84	102	92	126	87	149	413	455
PBT before EO expense	1,222	1,318	894	772	1,506	1,379	1,376	1,268	4,206	5,528
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	1,222	1,318	894	772	1,506	1,379	1,376	1,268	4,206	5,528
Tax	353	369	191	220	345	541	414	319	1,133	1,619
Rate (%)	28.9	28.0	21.3	28.5	22.9	39.3	30.1	25.2	26.9	29.3
Minority Interest & Profit/Loss of Asso. Cos.	-185	-104	-215	-19	-190	-121	-153	-118	-523	-582
Reported PAT	1,053	1,053	918	571	1,352	958	1,115	1,067	3,596	4,491
Adj PAT	1,053	1,053	918	571	1,352	958	1,115	1,067	3,596	4,491
YoY Change (%)	27.3	46.7	43.5	84.2	28.3	-9.0	21.4	86.7	44.1	24.9
Margins (%)	4.2	4.1	3.9	2.7	5.7	3.9	4.6	4.8	3.8	4.7

Gravita Industries

Buy

CMP INR1,765 | TP: INR2,300 (+30%)
EPS CHANGE (%): FY25|FY26|FY27: -2|-3|-4

- Revenue is expected to grow 15% YoY, led by healthy growth across all segments.
- Adj. EBITDA margin is likely to remain stable in 4QFY25 at 10.9%
- An increase in domestic scarp, led by favorable regulatory policies, will be the focus area.
- The ramp-up of aluminum operations and the plastic segment will be the key monitorables.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Sales	7,034	8,362	7,578	8,634	9,079	9,274	9,964	9,930	31,608	38,247
YoY Change (%)	5.6	44.2	11.0	9.4	29.1	10.9	31.5	15.0	12.9	21.0
Total Expenditure	6,349	7,563	6,681	7,705	8,166	8,259	8,942	8,843	28,298	34,210
Adjusted EBITDA	685	798	897	929	912	1,015	1,023	1,087	3,309	4,037
Margins (%)	9.7	9.5	11.8	10.8	10.1	10.9	10.3	10.9	10.5	10.6
Depreciation	79	86	90	125	65	72	76	75	380	288
Interest	127	112	130	124	130	120	128	55	492	433
Other Income	132	69	61	42	33	23	73	110	304	240
PBT before EO expense	612	670	738	722	751	847	891	1,067	2,742	3,556
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	612	670	738	722	751	847	891	1,067	2,742	3,556
Tax	86	82	123	28	71	128	111	139	319	448
Rate (%)	14.1	12.2	16.7	3.9	9.4	15.1	12.4	13.1	11.6	12.6
Minority Interest & Profit/Loss of Asso. Cos.	5	10	12	4	7	-1	1	10	31	17
Reported PAT	521	579	603	690	673	720	779	918	2,392	3,090
Adj PAT	521	579	603	690	673	720	779	918	2,392	3,090
YoY Change (%)	26.0	36.1	35.2	37.4	29.3	24.4	29.3	33.0	18.9	29.2
Margins (%)	7.4	6.9	8.0	8.0	7.4	7.8	7.8	9.2	7.6	8.1

IndiaMART

Buy

CMP: INR2,057 | TP: INR2,500 (+21%)
EPS CHANGE (%): FY25|26|27: 2.2|0.4|0.5

- Revenue growth is expected to grow ~15% YoY in 4QFY25. Expect 2%/15% QoQ/YoY growth in ARPU.
- Outlook on paid subscribers' growth and margin are key monitorables.
- INMART's margin is likely to remain elevated due to low supplier additions and cost-optimization initiatives. We believe, as customer growth picks up, customer acquisition costs will rise, leading to normalized margins.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	2,821	2,947	3,053	3,147	3,313	3,477	3,543	3,645	11,968	13,978
YoY Change (%)	25.6	22.5	21.4	17.1	17.4	18.0	16.0	15.8	21.5	16.8
Total Expenditure	2,048	2,150	2,200	2,260	2,120	2,130	2,160	2,243	8,658	8,653
EBITDA	773	797	853	887	1,193	1,347	1,383	1,402	3,310	5,325
Margins (%)	27.4	27.0	27.9	28.2	36.0	38.7	39.0	38.5	27.7	38.1
Depreciation	74	80	84	127	81	82	83	90	365	336
Interest	22	23	22	22	20	19	18	25	89	82
Other Income	571	346	417	772	532	655	449	302	2,106	1,938
PBT before EO expense	1,248	1,040	1,164	1,510	1,624	1,901	1,731	1,589	4,962	6,845
Extra-Ord expense	18	0	0	0	0	0	0	0	18	0
PBT	1,230	1,040	1,164	1,510	1,624	1,901	1,731	1,589	4,944	6,845
Tax	293	239	277	395	374	422	380	373	1,204	1,549
Rate (%)	23.8	23.0	23.8	26.2	23.0	22.2	22.0	23.5	24.4	22.6
Minority Interest & Profit/Loss of Asso. Cos.	106	110	72	116	112	127	141	160	404	540
Reported PAT	831	691	815	999	1,138	1,352	1,210	1,056	3,336	4,756
Adj PAT	849	691	815	999	1,138	1,352	1,210	1,056	3,354	4,756
YoY Change (%)	81.8	1.0	33.1	79.0	34.0	95.7	48.5	5.7	44.5	41.8
Margins (%)	30.1	23.4	26.7	31.7	34.3	38.9	34.2	29.0	28.0	34.0

Indian Hotels

Buy

CMP INR806 | TP: 950 (+18%)

EPS CHANGE (%): FY25|FY26|FY27: -1|-1|-1

- Revenue is expected to grow 28% YoY, while EBITDA margin is expected to be ~35.1% in 4QFY25.
- Key domestic markets, such as Mumbai, Delhi, Hyderabad, and Bangalore, are expected to witness strong traction.
- Demand scenarios in key markets, improvement in occupancy, and ARR are the key focus areas.

Consolidated - Quarterly Earning Model

(INRm)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	14,664	14,332	19,638	19,053	15,502	18,261	25,331	24,430	67,688	83,524
YoY Change (%)	15.8	16.3	16.5	17.2	5.7	27.4	29.0	28.2	16.5	23.4
Total Expenditure	10,562	10,784	12,315	12,455	11,006	13,249	15,714	15,846	46,116	55,814
EBITDA	4,102	3,548	7,324	6,598	4,496	5,013	9,617	8,585	21,571	27,710
Margins (%)	28.0	24.8	37.3	34.6	29.0	27.5	38.0	35.1	31.9	33.2
Depreciation	1,091	1,112	1,143	1,197	1,173	1,249	1,339	1,355	4,543	5,117
Interest	565	591	532	515	499	522	524	500	2,202	2,045
Other Income	493	477	398	461	460	641	587	530	1,829	2,218
PBT before EO expense	2,939	2,322	6,047	5,347	3,285	3,882	8,340	7,260	16,655	22,767
Extra-Ord expense	0	0	0	0	0	-3,074	0	0	0	-3,074
PBT	2,939	2,322	6,047	5,347	3,285	6,956	8,340	7,260	16,655	25,841
Tax	833	723	1,667	1,416	943	1,224	2,202	2,177	4,639	6,546
Rate (%)	28.4	31.1	27.6	26.5	28.7	17.6	26.4	30.0	27.9	25.3
Minority Interest & Profit/Loss of Asso. Cos.	-118	-70	-140	-247	-142	186	315	-11	-575	348
Reported PAT	2,224	1,669	4,520	4,178	2,484	5,546	5,823	5,094	12,591	18,946
Adj PAT	2,224	1,669	4,520	4,178	2,484	3,241	5,823	5,094	12,591	16,641
YoY Change (%)	25.7	48.6	18.1	27.3	11.7	94.1	28.8	21.9	25.6	50.5
Margins (%)	15.2	11.6	23.0	21.9	16.0	17.7	23.0	20.8	18.6	19.9

Info Edge

Neutral

CMP: INR6,802 | TP: INR7,000 (+3%)

EPS CHANGE (%): FY25|26|27: 1.1|0.0|1.0

- Expect steady growth in the recruitment vertical to continue, driven by the non-IT segment. That said, we believe IT services still account for the lion's share of hiring and are critical to a sustained turnaround.
- Both 99acres and Jeevansathi businesses are nearing break-even levels, with profitability anticipated in FY26.
- The outlook on IT hiring and investee companies are the key monitorables.

Standalone Quarterly Performance

(INR m)

Y/E March	FY24				FY25E				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenues	5,843	5,930	5,954	6,083	6,389	6,561	6,715	7,066	23,811	26,731
YoY (%)	15.1	11.5	7.2	7.9	9.3	10.6	12.8	16.2	10.3	12.3
Salary costs	2,464	2,435	2,422	2,500	2,587	2,624	2,681	2,784	9,821	10,676
Ad and Promotion costs	680	686	686	692	856	755	667	707	2,744	2,985
Other Expenses	432	398	439	422	452	437	470	488	1,692	1,847
EBITDA	2,266	2,411	2,407	2,469	2,495	2,744	2,897	3,088	9,554	11,224
EBITDA Margin (%)	38.8	40.7	40.4	40.6	39.0	41.8	43.1	43.7	40.1	42.0
Depreciation	153	176	174	174	175	186	217	212	677	790
EBIT Margin (%)	36.2	37.7	37.5	37.7	36.3	39.0	39.9	40.7	37.3	39.0
Other Income	578	636	650	728	770	803	781	820	2,592	3,174
PBT bef. Extra-ordinary	2,667	2,824	2,837	2,976	3,043	3,315	3,415	3,646	11,306	13,418
Provision for Tax	668	687	701	745	720	3,537	820	857	2,802	5,933
ETR (%)	25.0	24.3	24.7	25.0	23.7	106.7	24.0	23.5	24.8	44.2
Adj. PAT	1,999	2,137	2,136	2,231	2,323	-222	2,595	2,789	8,332	7,485
EOI	0	-50	0	-121	0	1,080	-593	0	-171	488
Reported PAT	1,999	2,187	2,136	2,352	2,323	859	2,002	2,789	8,504	7,973
QoQ (%)	-7.6	9.4	-2.3	10.1	-1.3	-63.0	133.1	39.3		
YoY (%)	34.7	30.1	-54.3	8.7	16.2	-60.7	-6.3	18.6	20.5	-6.2
EPS (INR)	15.5	16.9	16.5	18.2	18.0	6.7	15.5	21.6	64.3	61.5

InterGlobe Aviation

Neutral

CMP INR5,027 | TP: INR5,050 (0%)

EPS CHANGE (%): FY25|26: -11|+16

- Expect ASK at 41.8b (+20% YoY), PLF at 90.8% (up from 86.2% in 4QFY24), and RPK at 37.9b (up 26% YoY).
- Outlook on P&W engine-fitted aircraft (being grounded in CY25) is a key monitorable. Further, the commentary on impending competition would be keenly monitored.
- According to our database, in 4QFY25, INDIGO's average fare was down 13% QoQ at INR5,887 on one-month forward bookings, while the same was down 4% QoQ at INR6,402 on 15-day forward bookings.
- International expansion is the focus area for management with the addition of new networks and code share agreements.

Standalone quarterly performance

Y/E March	FY24				FY25				(INR b)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	166.8	149.4	194.5	178.3	195.7	169.7	221.1	227.2	689.0	813.7
YoY Change (%)	29.8	19.6	30.3	25.9	17.3	13.6	13.7	27.5	26.6	18.1
EBITDAR	51.6	23.9	54.4	43.7	57.7	23.8	59.2	46.3	173.7	187.0
Margin (%)	30.9	16.0	28.0	24.5	29.5	14.0	26.8	20.4	25.2	23.0
Net Rentals	1.9	2.0	3.0	3.9	6.2	7.6	7.6	7.5	10.8	29.0
EBITDA	49.7	22.0	51.4	39.8	51.5	16.2	51.6	38.8	162.9	158.0
Margin (%)	29.8	14.7	26.4	22.4	26.3	9.5	23.3	17.1	23.6	19.4
Depreciation	14.0	15.5	16.6	18.0	18.7	20.8	22.2	22.4	64.1	84.0
Interest	9.5	10.2	11.0	11.0	11.6	12.4	13.1	13.5	41.7	50.5
Other Income	4.8	5.6	6.1	6.8	6.8	7.9	8.8	10.8	23.3	34.4
PBT	30.9	1.9	30.0	17.7	28.0	-9.1	25.2	13.8	80.4	57.9
Tax	0.0	0.0	0.0	-1.2	0.8	0.8	0.8	0.4	-1.2	2.7
Rate (%)	0.0	0.0	0.0	-7.0	2.7	-8.7	3.1	3.1	-1.5	4.7
Reported PAT	30.9	1.9	30.0	18.9	27.3	-9.9	24.4	13.3	81.7	55.1
EPS	80.0	4.9	77.7	49.1	70.6	-25.6	63.3	34.5	211.6	142.8
YoY Change (%)	LP	LP	111.4	106.8	-11.7	PL	-18.6	-29.6	LP	-32.5

Kajaria Ceramics

Buy

CMP INR849 | TP: INR1,020 (+20%)

EPS CHANGE (%): FY25|FY26|27: -14.5|-17.8|-22.6

- Estimate sales volume to grow 5% YoY (+8% QoQ) in 4QFY25. Realization is estimated to dip 1% YoY and increase 1% QoQ.
- Gross margin is estimated to contract 1.5pp YoY to ~38%.
- EBITDA is estimated to decline 1% YoY, and OPM is likely to contract 60bp YoY to ~13.3%.
- Adjusted net profit after MI is estimated to dip 8% YoY to INR943m.

Consolidated - Quarterly Earnings Model

Y/E March	FY24				FY25				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E
Net Sales	10,642	11,216	11,518	12,408	11,137	11,793	11,637	12,774	45,784	47,341
YoY Change (%)	5.6	4.1	5.6	3.0	4.6	5.1	1.0	3.0	4.5	3.4
Total Expenditure	8,950	9,419	9,730	10,688	9,466	10,204	10,150	11,078	38,787	40,898
EBITDA	1,692	1,797	1,788	1,720	1,671	1,589	1,487	1,696	6,997	6,443
Margins (%)	15.9	16.0	15.5	13.9	15.0	13.5	12.8	13.3	15.3	13.6
Depreciation	305	361	389	425	421	406	399	409	1,480	1,634
Interest	53	43	50	66	47	47	87	92	211	273
Other Income	93	83	113	174	102	99	105	124	462	430
PBT before EO expense	1,427	1,477	1,462	1,403	1,304	1,235	1,107	1,320	5,768	4,966
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	1,427	1,477	1,462	1,403	1,304	1,235	1,107	1,320	5,768	4,966
Tax	336	366	379	354	327	341	300	349	1,435	1,316
Rate (%)	23.5	24.8	25.9	25.2	25.0	27.6	27.1	26.4	24.9	26.5
Adj PAT	1,091	1,110	1,083	1,050	978	893	808	972	4,334	3,650
MI & P/L of Asso. Cos.	16	31	41	25	48	42	22	28	113	141
Adj PAT	1,075	1,080	1,042	1,024	898	843	777	943	4,221	3,461
YoY Change (%)	16.5	60.8	40.2	-2.3	-16.4	-21.9	-25.4	-8.0	24.7	-16.9
Margins (%)	10.1	9.6	9.0	8.3	8.1	7.1	6.7	7.4	9.2	7.4

Lemon Tree Hotels

Buy

CMP INR137 | TP: INR190 (+38%)
EPS CHANGE (%): FY25|FY26|FY27: -1|0|0

- Revenue is expected to grow 14% YoY and EBITDA margin is likely to be ~52.2% in 4QFY25.
- The demand scenario in key markets (Mumbai and Delhi) and the Occupancy/ARR trends are the key monitorables.
- We anticipate Aurika Mumbai to report higher occupancy rates.
- The pace of signing management contracts will be the key focus area.

Consolidated Quarterly Performance

(INRm)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	2,223	2,272	2,887	3,273	2,680	2,844	3,552	3,723	10,655	12,799
YoY Change (%)	15.7	15.5	23.6	29.5	20.6	25.2	23.0	13.7	21.8	20.1
Total Expenditure	1,178	1,253	1,490	1,558	1,530	1,536	1,710	1,778	5,479	6,554
EBITDA	1,045	1,019	1,397	1,715	1,151	1,307	1,842	1,945	5,176	6,245
Margins (%)	47.0	44.8	48.4	52.4	42.9	46.0	51.9	52.2	48.6	48.8
Depreciation	228	226	333	334	346	348	351	355	1,121	1,399
Interest	481	473	534	528	518	513	503	480	2,016	2,014
Other Income	24	29	22	39	4	5	6	30	113	45
PBT before EO expense	359	348	552	892	291	451	994	1,140	2,151	2,876
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	359	348	552	892	291	451	994	1,140	2,151	2,876
Tax	87	86	118	50	91	102	197	271	341	661
Rate (%)	24.2	24.8	21.3	5.6	31.2	22.7	19.8	23.8	15.9	23.0
MI & P/L of Asso. Cos.	38	35	80	172	2	52	173	233	325	460
Reported PAT	235	226	354	670	198	296	625	635	1,485	1,755
Adj PAT	235	226	354	670	198	296	625	635	1,485	1,755
YoY Change (%)	34.5	35.1	-11.4	52.4	-15.6	30.9	76.5	-5.2	25.7	18.2
Margins (%)	10.6	10.0	12.3	20.5	7.4	10.4	17.6	17.1	13.9	13.7

MTAR Technologies

Buy

CMP INR1,345 | TP: INR1,900 (+41%)
EPS CHANGE (%): FY25|FY26|FY27: -4|0|-1

- The company expects to post strong revenue growth of ~52% YoY in 4QFY25, albeit on a lower base.
- Order inflows from existing US customers and new customers are likely to be the key monitorables.
- EBITDA margin is expected to expand to ~25.7% in 4QFY25 vs ~12.7% in 4QFY24, led by favorable operating leverage.
- Huge order inflows in the nuclear segment will be a key focus area.

Consolidated - Quarterly Earning Model

(INRm)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	1,526	1,668	1,184	1,430	1,283	1,902	1,745	2,173	5,808	7,102
YoY Change (%)	67.6	32.2	-26.1	-27.2	-15.9	14.0	47.4	52.0	1.2	22.3
Total Expenditure	1,180	1,307	945	1,247	1,117	1,534	1,412	1,615	4,681	5,677
EBITDA	345	361	239	182	166	368	333	558	1,127	1,425
Margins (%)	22.6	21.6	20.2	12.7	12.9	19.4	19.1	25.7	19.4	20.1
Depreciation	56	58	58	59	61	78	87	90	232	316
Interest	57	55	56	55	48	52	63	60	223	222
Other Income	41	8	5	4	5	14	31	35	58	86
PBT before EO expense	273	257	129	72	62	253	214	443	730	972
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	273	257	129	72	62	253	214	443	730	972
Tax	69	52	24	23	18	65	55	112	169	249
Rate (%)	25.4	20.3	18.9	32.2	28.6	25.8	25.5	25.2	23.2	25.6
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0
Reported PAT	203	205	104	49	44	188	160	331	561	723
Adj PAT	203	205	104	49	44	188	160	331	561	723
YoY Change (%)	25.4	-17.1	-66.8	-84.3	-78.2	-8.2	52.8	580.4	-45.7	28.8
Margins (%)	13.3	12.3	8.8	3.4	3.5	9.9	9.2	15.3	9.7	10.2

Quess

Neutral

CMP INR660 | TP: INR720 (+9%)
EPS CHANGE (%): FY25|26|27: -1.1|-3.1|-2.9

- Expect revenue to decline ~3% QoQ and grow 9.0% YoY in 4QFY25.
- Margin recovery to remain gradual; margins should largely remain flat QoQ.
- We believe that the ongoing shift toward GCCs and niche, high-margin roles has helped cushion the impact of a softer IT/ITeS hiring market.
- Commentary on IT staffing, de-merger, and margins to be the key monitorable.

Consolidated - Quarterly

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	46,002	47,483	48,418	49,098	50,031	51,794	55,191	53,453	1,91,001	2,10,468
YoY Change (%)	15.6	11.1	8.4	10.6	8.8	9.1	14.0	8.9	11.3	10.2
Total Expenditure	44,463	45,800	46,608	47,146	48,147	49,838	53,218	51,421	1,84,017	2,02,624
EBITDA	1,539	1,683	1,810	1,952	1,884	1,956	1,973	2,032	6,984	7,844
Margins (%)	3.3	3.5	3.7	4.0	3.8	3.8	3.6	3.8	3.7	3.7
Depreciation	686	697	718	731	690	697	689	871	2,832	2,947
EBIT	853	987	1,092	1,220	1,194	1,259	1,284	1,161	4,152	4,898
Margins (%)	1.9	2.1	2.3	2.5	2.4	2.4	2.3	2.2	2.2	2.3
Interest	272	330	354	266	282	284	266	179	1,222	1,010
Other Income	41	151	52	50	102	44	89	81	295	316
PBT before EO expense	621	809	790	1,005	1,014	1,018	1,107	1,064	3,225	4,203
Recurring Tax	140	83	-45	-30	69	85	34	58	148	246
Rate (%)	22.6	10.3	-5.7	-3.0	6.8	8.4	3.1	5.4	4.6	5.9
MI & P/L of Asso. Cos.	3.1	-9.8	-2	35	78.7	12.4	47	0	25.5	137.5
Adjusted PAT	478	735	838	1,000	867	921	1,026	1,006	3,052	3,820
Extraordinary items	0	16	199	57	-171	-3	221	100	272	147
Reported PAT	478	719	639	943	1,038	924	805	906	2,780	3,673
YoY Change (%)	-22.0	71.0	-27.4	184.8	117.1	28.5	25.9	-4.0	23.8	32.1
Margins (%)	1.0	1.5	1.3	1.9	2.1	1.8	1.5	1.7	1.5	1.7

SIS

Buy

CMP INR334 | TP: INR400 (+20%)
EPS CHANGE (%): FY25|26|27: -0.3|-2.6|-2.5

- Expect double-digit YoY growth in 4QFY25.
- FM's business margin is expected to inch up towards 5.0% by 1QFY26. Overall margin recovery to remain gradual, margins to inch up by 20bp QoQ.
- The margin outlook is a key monitorable.
- The company expects short-term turbulence in international business, particularly in Australia, due to the tight labor market and elevated wage costs.

Consolidated - Quarterly Earning Model

(INR M)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	29,767	30,736	30,734	31,376	31,299	32,688	33,625	34,641	1,22,614	1,32,253
YoY Change (%)	11.1	11.1	5.8	4.7	5.1	6.3	9.4	10.4	8.1	7.9
Total Expenditure	28,377	29,292	29,221	30,537	29,925	31,241	32,057	32,961	1,17,426	1,26,184
EBITDA	1,390	1,445	1,514	839	1,374	1,447	1,568	1,680	5,188	6,069
Margins (%)	4.7	4.7	4.9	2.7	4.4	4.4	4.7	4.9	4.2	4.6
Depreciation	358	404	416	486	427	420	407	424	1,663	1,678
Interest	327	347	404	403	422	404	405	217	1,482	1,447
Other Income	88	125	54	160	118	76	321	236	427	750
PBT	793	819	748	111	643	699	1,076	1,275	2,470	3,694
Tax	-50	132	447	289	70	72	122	102	819	366
Rate (%)	-6.2	16.1	59.8	261.6	10.9	10.3	11.3	8.0	33.1	9.9
Minority Interest & Profit/Loss of Asso. Cos.	52	66	69	62	69	61	67	65	249	262
Adjusted PAT	895	753	369	-117	642	688	1,021	1,239	1,900	3,590
YoY Change (%)	8.4	11.6	-64.3	-112.6	-28.3	-8.6	176.5	NA	-45.2	88.9
Margins (%)	3.0	2.4	1.2	-0.4	2.1	2.1	3.0	3.6	1.5	2.7

Swiggy

Neutral

CMP INR332 | TP: INR380 (+14%)

EPS CHANGE (%): FY25|26|27: -17.4|NA|NA

- GOV for FD/QC business is expected to achieve 17%/95% YoY growth, with take rates of 22% and 15% in 4QFY25.
- Instamart is anticipated to grow 18% QoQ with an adjusted EBITDA of -16.6% for 4Q, while out-of-home consumption is anticipated to break even with 35% QoQ revenue growth.
- FD's adjusted EBITDA as a percentage of GOV is expected to inch up 20bp QoQ to 2.7%. Instamart is projected to report a -5.2% contribution margin and -16.6% adjusted EBITDA margin in 4Q.
- Key factors to monitor include Instamart's GOV and AOV growth, dark store additions, and margins. FY26 absolute loss has been revised to INR37.5b from INR14.5b, driven by lower adjusted EBITDA in QC due to dark store expansion.

Consolidated - Quarterly Earning Model

(INR m)

Y/E march	FY24			FY25				FY24	FY25
	1Q	2Q	3Q	1Q	2Q	3Q	4QE		
Revenue (net of delivery)	23,898	27,633	30,487	32,249	36,015	39,931	42,268	1,12,474	1,50,514
YoY Change (%)	NA	NA	NA	34.9	30.3	31.0	18.7	36.1	33.8
Inventory of traded goods	9,100	11,446	13,332	11,954	13,874	15,650	17,354	46,042	58,831
Employee Expenses	4,858	5,367	4,367	5,892	6,073	6,568	7,180	20,122	25,713
Delivery expenses	7,490	8,263	8,647	10,460	10,949	11,269	14,473	33,511	47,152
Gross Profit	2,450	2,558	4,140	3,943	5,119	6,444	3,261	12,800	18,768
Margins (%)	10.3	9.3	13.6	12.2	14.2	16.1	7.7	11.4	12.5
Advertisement and sales promotion	4,871	4,939	4,545	4,454	5,371	7,515	7,016	18,508	24,355
Others	3,319	3,851	4,848	4,905	5,290	6,185	6,078	16,372	22,458
EBITDA	-5,740	-6,232	-5,254	-5,415	-5,542	-7,257	-9,832	-22,080	-26,781
Margins (%)	-24.0	-22.6	-17.2	-16.8	-15.4	-18.2	-23.3	-19.6	-17.8
Depreciation	913	1,046	1,081	1,217	1,309	1,540	1,479	4,206	5,545
Interest	174	155	181	198	231	256	200	714	884
Other Income	1,198	872	822	879	848	1,028	1,200	3,870	3,955
PBT before EO expense	-5,629	-6,561	-5,693	-5,951	-6,233	-8,024	-10,311	-23,130	-29,255
Tax	0	0	0	0	0	0	0	0	0
Rate (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA	NA
Adj PAT	-5,629	-6,561	-5,693	-5,951	-6,233	-8,024	-10,311	-23,130	-29,255
Extra-Ord expense	-7	-3	-46	-132	-21	35	0	-306	-118
Minority Interest & Profit/Loss of Asso. Cos.	5	6	5	1	1	1	0	66	3
Reported PAT	-5,641	-6,570	-5,744	-6,084	-6,255	-7,991	-10,311	-23,502	-29,377
YoY Change (%)	NA	NA	NA	8%	-5%	39%	NA	-44%	25%
Margins (%)	-23.6	-23.8	-18.8	-18.9	-17.4	-20.0	-24.4	-20.9	-19.5

TeamLease

Buy

CMP INR1850 | TP: INR2,200 (+20%)

EPS CHANGE (%): FY25|26|27: -2.6|-8.2|-7.3

- Expect revenue to decline ~3% QoQ and grow 16.0% YoY in 4QFY25. Hiring challenges in BFSI due to tightened MFI lending norms and KYC regulations, which constitute ~22% of the company's headcount and revenue.
- Commentary on PAMP, IT hiring, and margin to be the key monitorable.
- Margin should see a 30bp sequential improvement in 4QFY25.
- PAMP pressure continues as the growing client base has a lower PAMP; hence, the weighted average PAMP is reducing.

Consolidated Quarterly Performance

(INR M)

	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue	21,716	22,726	24,454	24,320	25,799	27,968	29,213	28,226	93,215	1,11,205
YoY Change (%)	16%	16%	22%	20%	19%	23%	19%	16%	18%	19%
Total Expenditure	21,453	22,409	24,093	23,953	25,576	27,634	28,864	27,794	91,907	1,09,867
Reported EBITDA	263	318	361	367	223	335	349	432	1,308	1,338
Margins (%)	1.2%	1.4%	1.5%	1.5%	0.9%	1.2%	1.2%	1.5%	1.4%	1.2%
Reported EBIT	138	188	225	231	91	196	216	294	783	797
Margins (%)	0.6%	0.8%	0.9%	0.9%	0.4%	0.7%	0.7%	1.0%	0.8%	0.7%
Interest	21	25	31	26	30	44	32	32	102	138
Other Income	140	130	100	90	141	107	102	100	461	450
PBT before EO expense	258	294	294	295	202	259	286	362	1,141	1,109
Extra-Ord expense	0	0	-35	0	0	0	0	0	-35	0
Reported PBT	258	294	329	295	202	259	286	362	1,176	1,109
Tax	1	18	18	14	8	11	2	12	51	33
Rate (%)	0%	6%	6%	5%	4%	4%	1%	3%	4%	3%
Adjusted PAT	258	276	275	274	194	249	284	349	1,082	1,075
YoY Change (%)	-3%	-13%	-5%	12%	-25%	-10%	3%	28%	-3%	-1%
Margins (%)	1.2%	1.2%	1.1%	1.1%	0.8%	0.9%	1.0%	1.2%	1.2%	1.0%
Reported PAT	258	276	310	274	194	249	284	349	1,118	1,075
YoY Change (%)	-3%	-13%	7%	3%	-25%	-10%	-8%	28%	-2%	-4%
Margins (%)	1.2%	1.2%	1.3%	1.1%	0.8%	0.9%	1.0%	1.2%	1.2%	1.0%

Updater Services

Buy

CMP INR293 | TP: INR370 (+26%)

EPS CHANGE (%): FY25|26|27: 0.4|-0.4|-6.0

- Expect growth of 2.4%/12.7% QoQ/YoY in 4QFY25.
- EBIT margin is expected to contract 40bp in 4QFY25. IFM's target margin range is 5-6%, with the FY24 margin at 5.3%. The margin is anticipated to reach 6% this year.
- The company's focus on high-margin contracts in IFM business and value-added services (BSS) should lead to a steady increase in profit margin going forward.
- Commentary on demand, high-margin BSS vertical, acquisitions, and the airport business to be the key monitorable.

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	5,764	6,001	6,361	6,318	6,522	6,800	6,949	7,117	24,444	27,388
YoY Change (%)	20.3	16.7	17.3	10.5	13.1	13.3	9.3	12.7	16.0	12.0
Total Expenditure	5,404	5,616	5,959	5,944	6,112	6,363	6,487	6,662	22,923	25,624
Core EBITDA	360	385	401	374	409	437	462	456	1,520	1,764
Margins (%)	6.3	6.4	6.3	5.9	6.3	6.4	6.7	6.4	6.2	6.4
ESOP cost	0.0	31.7	21.7	18.9	0.0	0.0	0.0	0.0	72.3	0.0
Fair value changes	31.8	57.2	31.8	-47.4	0.0	0.0	0.0	0.0	105.9	0.0
EBITDA	329	296	348	403	409	437	462	456	1,342	1,764
Margins (%)	5.7	4.9	5.5	6.4	6.3	6.4	6.7	6.4	5.5	6.4
Depreciation	131	137	149	123	115	123	121	135	539.6	493.7
Interest	56	63	42	31	34	29	20	21	192.8	104.6
Other Income, net	27	27	93	56	65	69	57	43	236	234
PBT	169	123	250	305	326	354	378	342	846	1,399
Tax	45	31	44	63	69	74	67	61	183.2	271.2
Rate (%)	26.7	25.2	17.7	20.7	21.3	20.8	17.7	18.0	21.7	19.4
Minority Interest & Profit/Loss of Asso. Cos.	-5	-8	-3	-17	3	-1	3	0	-17	4
Adjusted PAT	202	197	275	194	256	280	312	280	885	1,190
YoY Change (%)	-22.6	-19.8	114.2	-10.3	27.2	41.8	13.5	44.3	137.9	34.5
Margins (%)	3.5	3.3	4.3	3.1	3.9	4.1	4.5	3.9	3.6	4.3

UPL

Neutral

CMP INR635| TP: INR670(+6%)

EPS CHANGE (%): FY25|FY26|FY27: 0|0|0

- UPL is likely to witness ~10% revenue growth in 4Q, led by ~20%/11%/10% revenue growth in North America/Europe/India.
- Margins are likely to witness strong recovery with an EBITDA margin of ~20% in 4QFY25 vs ~13.7% in 4QFY24.
- The price trend in raw materials, debt levels, and capex plans are the key monitorables.
- The global demand-supply scenario will be a key monitorable.

Cons.: Quarterly Earning Model

(INRb)

Y/E March	FY24				FY25				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	89.6	101.7	98.9	140.8	90.7	110.9	109.1	154.5	431.0	465.2
YoY Change (%)	-17.2	-18.7	-27.7	-15.0	1.2	9.0	10.3	9.8	-19.6	7.9
Total Expenditure	73.7	86.0	94.7	121.5	79.2	95.2	87.5	123.6	375.8	385.4
EBITDA	15.9	15.8	4.2	19.3	11.5	15.8	21.6	30.9	55.2	79.7
Margins (%)	17.8	15.5	4.2	13.7	12.6	14.2	19.8	20.0	12.8	17.1
Depreciation	6.4	6.6	6.8	7.9	6.6	7.0	6.9	8.1	27.6	28.6
Interest	7.0	8.7	11.9	10.9	9.1	10.7	7.3	7.0	38.5	34.1
Other Income	1.0	1.1	1.5	1.3	1.0	1.1	1.7	1.3	4.8	5.1
Exch. difference on trade rec./payable	3.2	2.5	3.2	0.8	0.5	2.2	2.1	0.0	9.8	4.7
PBT before EO expense	0.4	-1.0	-16.2	0.9	-3.7	-3.0	7.1	17.1	-15.9	17.4
Extra-Ord expense	0.4	0.9	0.2	1.1	0.5	0.1	0.8	0.0	2.5	1.3
PBT	0.0	-1.9	-16.4	-0.1	-4.2	-3.1	6.3	17.1	-18.5	16.1
Tax	-1.6	-1.0	-0.6	1.1	0.7	1.4	-5.0	3.1	-2.1	0.2
Rate (%)	3,280.0	51.9	3.6	-733.3	-17.0	-44.2	-79.0	18.0	11.3	1.2
MI & P/L of Asso. Cos.	-0.1	1.0	-3.6	-1.7	-1.1	-0.1	3.0	0.0	-4.4	1.8
Reported PAT	1.7	-1.9	-12.2	0.4	-3.8	-4.4	8.3	14.0	-12.0	14.0
Adj PAT	4.0	1.1	-5.9	3.6	-2.0	-0.6	9.9	14.0	2.8	21.3
YoY Change (%)	-61.7	-89.8	-144.2	-65.1	-150.8	-159.3	NA	284.8	-93.7	660.9
Margins (%)	4.5	1.0	-6.0	2.6	-2.2	-0.6	9.1	9.1	0.6	4.6

Zomato

Buy

CMP INR202 | TP: INR260 (+28%)

EPS CHANGE (%): FY25|26|27: -34.5|-35.5|-40.7

- GOV for FD/QC business is expected to achieve 16%/117% YoY growth, with take rates of 21% and 18.2%, driving an overall revenue increase of 64% YoY in 4QFY25.
- Blinkit is projected to sustain its growth momentum with 14%/107% QoQ/YoY growth. Hyperpure should also continue its upward trajectory.
- For Food Delivery, adjusted EBITDA as a % of GOV margin is expected to inch up 40bp QoQ to 4.7%. Blinkit is expected to post a contribution margin of 2.5% and adj. EBITDA margin of -1.9% in 4Q.
- Watch out for the outlook on Blinkit, FD GOV growth, and margin.

Consolidated - Quarterly Earning Model

(INR m)

Y/E march	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (net of delivery)	24,160	28,480	32,880	35,620	42,060	47,990	54,050	58,521	1,21,140	2,02,621
YoY Change (%)	70.9	71.4	68.8	73.2	74.1	68.5	64.4	64.3	71.1	67.3
Inventory of traded goods	5,620	6,740	7,820	8,640	10,990	13,340	15,000	17,871	28,820	57,201
Employee Expenses	3,380	4,170	4,230	4,810	5,290	5,900	6,890	7,924	16,590	26,004
Delivery expenses	8,100	9,190	10,680	11,180	13,280	13,980	14,500	14,523	39,150	56,283
Gross Profit	7,060	8,380	10,150	10,990	12,500	14,770	17,660	18,203	36,580	63,133
Margins (%)	29.2	29.4	30.9	30.9	29.7	30.8	32.7	31.1	30.2	31.2
Advertisement and sales promotion	3,140	3,550	3,740	3,890	3,960	4,210	5,210	5,239	14,320	18,619
Others	4,400	5,300	5,900	6,240	6,770	8,300	10,830	11,234	21,840	37,134
EBITDA	-480	-470	510	860	1,770	2,260	1,620	1,730	420	7,380
Margins (%)	-2.0	-1.7	1.6	2.4	4.2	4.7	3.0	3.0	0.3	3.6
Depreciation	1,300	1,280	1,280	1,400	1,490	1,800	2,470	2,633	5,260	8,393
Interest	180	160	180	200	250	300	430	410	720	1,390
Other Income	1,810	2,120	2,190	2,350	2,360	2,210	2,520	2,926	8,470	10,016
PBT before EO expense	-150	210	1,240	1,610	2,390	2,370	1,240	1,613	2,910	7,613
PBT	-150	210	1,240	1,610	2,390	2,370	1,240	1,613	2,910	7,613
Tax	-170	-150	-140	-140	-140	610	650	-200	-600	920
Rate (%)	113.3	-71.4	-11.3	-8.7	-5.9	25.7	52.4	-12.4	NA	NA
Reported PAT	20	360	1,380	1,750	2,530	1,760	590	1,813	3,510	6,693
Adj PAT	20	360	1,380	1,750	2,530	1,760	590	1,813	3,510	6,693
YoY Change (%)	-101.1	-114	-139.8	-193.0	12,550	389	-57.2	3.6	-136.1	90.7
Margins (%)	0.1	1.3	4.2	4.9	6.0	3.7	1.1	3.1	2.9	3.3

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