

Mahindra Lifespaces

| | |
|-----------------|---|
| Estimate change | ↔ |
| TP change | ↓ |
| Rating change | ↔ |

| | |
|-----------------------|------------|
| Bloomberg | MAHLIFE IN |
| Equity Shares (m) | 155 |
| M.Cap.(INRb)/(USDb) | 51.9 / 0.6 |
| 52-Week Range (INR) | 672 / 276 |
| 1, 6, 12 Rel. Per (%) | 8/-32/-58 |
| 12M Avg Val (INR M) | 160 |

Financials & Valuations (INR b)

| Y/E Mar | FY25 | FY26E | FY27E |
|----------------|-------|-------|-------|
| Sales | 3.7 | 4.9 | 8.2 |
| EBITDA | -1.7 | -0.9 | -0.1 |
| EBITDA (%) | NM | NM | NM |
| Net profit | 0.6 | 0.5 | 2.6 |
| EPS (INR) | 4.0 | 3.3 | 16.9 |
| EPS Growth (%) | -37.7 | -17.0 | 414.8 |
| BV/Share (INR) | 122.3 | 122.7 | 136.8 |

Ratios

| | | | |
|------------|------|------|------|
| Net D/E | 0.6 | 0.3 | 0.1 |
| RoE (%) | 3.3 | 2.7 | 13.0 |
| RoCE (%) | -3.4 | -3.1 | -0.2 |
| Payout (%) | 70.6 | 85.1 | 16.5 |

Valuations

| | | | |
|---------------|------|-------|------|
| P/E (x) | 84.5 | 101.9 | 19.8 |
| P/BV (x) | 2.7 | 2.7 | 2.4 |
| EV/EBITDA (x) | NM | NM | NM |
| Div Yield (%) | 0.8 | 0.8 | 0.8 |

Shareholding Pattern (%)

| As On | Mar-25 | Dec-24 | Mar-24 |
|----------|--------|--------|--------|
| Promoter | 51.1 | 51.2 | 51.2 |
| DII | 20.1 | 20.7 | 22.3 |
| FII | 9.6 | 10.0 | 9.1 |
| Others | 19.2 | 18.2 | 17.5 |

CMP: INR334 **TP: INR382 (+14%)** **Neutral**

Pre-sales beat; stable launch pipeline to drive growth

Healthy collections; net D/E declines

- **Pre-sales:** MLDL achieved bookings of INR10.5b in 4QFY25, down 3% YoY and up 3x QoQ (53% above estimates). FY25 bookings stood at INR28b, up 20% YoY (15% beat). This growth was driven by strong bookings of ~INR21b in 1QFY25 and 4QFY25 combined, following the successful launches of Vista Ph2, IvyLush, Zen, and Green Estates. The company aims to achieve its pre-sales target of ~INR95b by FY30.
- 4Q sales volume stood at 1.0msf, up 21% YoY and 2x QoQ (80% above estimate). For FY25, sales volume rose 28% YoY to 3.2msf (17% above estimate).
- Blended realization in 4QFY25 was down 20% YoY and up 38% QoQ at ~INR8,818 psf.
- **Collections:** The company achieved quarterly collections of INR4.7b, up 13% YoY/ 27% QoQ, and spent INR1.8b on construction. The net debt-to-equity ratio stood at 0.39x (vs. 0.5x in 3QFY25). The cost of debt was at 8.8%.
- In 4QFY25, MLDL added a project with a GDV of INR36.5b (Bengaluru – INR10b and MMR – INR26.5b). Additionally, the company plans to add projects with a GDV of ~INR59b to achieve its cumulative BD target of INR450b.
- The company launched 0.9msf in 4QFY25, bringing the total FY25 launches to 2.26msf. In FY25, 65% of sales came from new launches, while 35% were from sustenance. In the near term, launches are expected to remain strong, with a pipeline of ~17msf across new and existing projects.
- **IC&IC segment:** In the IC&IC segment, the company leased 85.1 acres, generating revenue of INR4.9b.
- The company has recommended a final dividend of INR2.8 per share on equity shares of INR10 each for FY25.
- **P&L performance:** In 4QFY25, MLDL's revenue stood at INR92m, down 35% YoY (75% below estimate). The company reported an operating loss of INR552m vs. a loss of INR541m in 4QFY24. PAT was up 19% YoY at INR851m due to a 15% YoY increase in other income and a considerably higher share of profit coming from JV & associates.
- For FY25, revenue grew 76% YoY to INR3.7b (7% below estimate). EBITDA loss stood at INR1.7b, flat compared to YoY, while PAT declined 38% YoY to INR613m (28% below estimate).

Key highlights from the management commentary

- MLDL is focusing on market consolidation by temporarily pulling back from NCR to strengthen its position in MMR, Pune, and Bengaluru. It is emphasizing high-impact projects like Bhandup and prioritizing land acquisitions and redevelopment opportunities.

- The company is expanding its capacity in line with project timelines, effectively managing channel partners across retail, institutional, and broader India models, while excelling in distribution and execution.
- Recent launches include Project Vista Phase 2, Project Ivy Lush, and Zen 2, with upcoming projects like Citadel, Project Navy, and Bhandup Phase 1 scheduled for future release.
- MLDL has signed projects worth INR48b from Jan-Apr'25 and has acquired INR390b of its INR450b GDV expansion target, with continued focus on Pune and Bangalore.
- The company is experiencing a significant shift toward premium residential sales, with premium projects expected to drive 97% of sales value by FY30, while affordable housing is being phased out.
- MLDL has approved a rights issue to raise INR15b for long-term debt repayment and funding future acquisitions, positioning itself for further growth with a projected net worth of INR34b post-issue.
- MLDL's project-level IRR grew from 3% in FY18 to an average of 26% by FY24 across five projects worth INR50b. Currently, the company generates a ~16% IRR at the portfolio level.

Valuation and view

- MLDL posted strong booking growth and is well-positioned to improve this momentum, given the healthy project pipeline across its key markets.
- We value the Residential business on a DCF basis, with a WACC of ~14% translating into INR44b.
- We reiterate our **NEUTRAL** rating on the stock with a revised TP of INR382, a 14% upside.

Quarterly performance

| Quarterly performance | | | | | | | | | | | | | (INRm) | |
|---|-------|--------|-------|--------|-------|--------|--------|--------|--------|--------|---------------|----------------|-----------|------------------|
| Y/E March | FY24 | | | | FY25E | | | | FY24 | FY25 | FY25E 4Q Est. | 4QE Var (%/bp) | FY25 Est. | FY25E Var (%/bp) |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | | | | | |
| Income from Operations | 980 | 178 | 820 | 143 | 1,881 | 76 | 1,673 | 92 | 2,121 | 3,723 | 369 | -75 | 3,999 | -7 |
| YoY Change (%) | 3.7 | -74.5 | -56.1 | -94.4 | 91.9 | -57.2 | 104.0 | -35.3 | -65.0 | 75.5 | 158.1 | | 88.6 | |
| Total Expenditure | 1,412 | 527 | 1,210 | 684 | 2,297 | 554 | 1,927 | 644 | 3,832 | 5,422 | 1,023 | | 5,800 | |
| EBITDA | -431 | -349 | -390 | -541 | -416 | -478 | -254 | -552 | -1,711 | -1,699 | -654 | N/A | -1,801 | N/A |
| Margins (%) | -44.0 | -196.5 | -47.6 | -378.6 | -22.1 | -627.5 | -15.2 | -597.2 | -80.7 | -45.6 | -177.3 | | -45.0 | |
| Depreciation | 30 | 31 | 38 | 38 | 43 | 40 | 40 | 55 | 137 | 178 | 37 | | 160 | |
| Interest | 42 | 2 | 3 | 26 | 60 | 70 | 42 | 21 | 74 | 194 | 116 | | 288 | |
| Other Income | 120 | 79 | 68 | 403 | 186 | 84 | 185 | 462 | 670 | 916 | 146 | | 600 | |
| PBT before EO expense | -383 | -303 | -364 | -202 | -334 | -504 | -151 | -166 | -1,252 | -1,155 | -661 | N/A | -1,650 | N/A |
| Extra-Ord expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0 | |
| PBT | -383 | -303 | -364 | -202 | -334 | -504 | -151 | -166 | -1,252 | -1,155 | -661 | N/A | -1,650 | N/A |
| Tax | -94 | -108 | -109 | -129 | -97 | 0 | 173 | 15 | -440 | 92 | -489 | | -412 | |
| Rate (%) | 24.4 | 35.7 | 30.1 | 63.8 | 28.9 | 0.0 | -114.6 | -8.9 | 35.2 | -7.9 | 74.0 | | 25.0 | |
| Minority Interest & Profit/Loss of Asso. Cos. | 247 | 6 | 754 | 788 | 365 | 364 | 99 | 1,032 | 1,794 | 1,859 | 1,256 | | 2,084 | |
| Reported PAT | -43 | -189 | 500 | 715 | 127 | -141 | -225 | 851 | 982 | 613 | 1,085 | -22 | 847 | -28 |
| Adj PAT | -43 | -189 | 500 | 715 | 127 | -141 | -225 | 851 | 982 | 613 | 1,085 | -22 | 847 | -28 |
| YoY Change (%) | NM | NM | NM | NM | NM | NM | NM | 19.0 | NM | -37.6 | 51.8 | | -13.8 | |
| Margins (%) | -4.4 | -106.5 | 61.0 | 500.2 | 6.8 | -184.6 | -13.4 | 920.8 | 46.3 | 16.5 | 294.2 | | 21.2 | |
| Operational Performance | | | | | | | | | | | | | | |
| Area sold (msf) | 0.4 | 0.7 | 0.5 | 0.9 | 1.2 | 0.5 | 0.5 | 1.0 | 2.5 | 3.2 | 0.6 | 80 | 2.7 | 17 |
| Booking value (INR b) | 3.5 | 4.6 | 4.4 | 10.9 | 10.2 | 4.0 | 3.3 | 10.5 | 23 | 28 | 6.9 | 53 | 24.4 | 15 |
| Avg Realization (INR) | 8214 | 6691 | 8358 | 12776 | 8718 | 7491 | 7422 | 10223 | 9,391 | 8,818 | 12043 | -15 | 8965 | -2 |



Conference call highlights

- **Strategic market consolidation and focus on quality delivery:** MLDL is temporarily pulling back from the NCR market to first secure a substantial market share in MMR, Pune, and Bengaluru. The company is focusing on large, high-impact projects, with Bhandup cited as a key example—one of the largest developments it has undertaken. MLDL is also prioritizing outright land acquisitions, Joint Development Agreements (JDAs), and redevelopment opportunities. Alongside these efforts, the company is committed to enhancing brand positioning, targeting the right customer segments, and maintaining a strong emphasis on quality delivery and customer satisfaction to drive long-term growth and loyalty.
- **Capacity building and execution:** Capacity building at MLDL is a dynamic process, occurring at the right time based on the specific project and its timeline. The company manages its channel partners through a dedicated team that is divided into three segments: retail channel partners, institutional channel partners, and the broader India channel model. In terms of distribution, MLDL excels in sourcing verticals. Additionally, the company is performing well in execution and construction.
- **Launches:** In 4QFY25, MLDL launched Project Vista phase 2 in Kandivali with a GDV of INR15-17b, Project Ivy Lush in Pune with a GDV of INR7-7.5b, Zen 2 in Bengaluru with a GDV of INR2.5b, and a plotted project in Green Estates and Tathawade. Upcoming launches include Citadel new tower with a GDV of INR1.5-1.8b, Project Navy in Malad with a GDV of INR10b in Q1-Q2FY26, Project Pink in Jaipur (INR2b plotted), Citadel phase 3 in Pune, Saibaba redevelopment in Borivali with a GDV of INR18b, and Bhandup Phase 1.
- **Business development:** MLDL has signed three projects with a GDV of INR48b from Jan'25 to April'25. One project at Bengaluru (INR10b), second at Lokhandwala Mumbai (INR21.5b), and third at Mahalaxmi (INR16.5b). Of the INR450b GDV expansion plan, MLDL had already acquired INR390b by FY25. The remaining GDV of INR60b is targeted for acquisition, with a focus on the Pune and Bangalore regions.
- **Bhandup strategy:** The Bhandup project spans ~6.4msf of saleable area and is currently nearing the completion of its design phase. The development is expected to offer over 3,000 apartments for sale. Adopting a conservative outlook, MLDL anticipates generating sales of around INR120b over the next 8-9 years. The project positions MLDL to deliver a marquee, high-quality residential offering to customers. Bhandup is recognized as a strong market, with excellent connectivity through the railway station, metro networks, and east-west bridge linkages, enhancing its appeal to future residents.
- **IRR progress:** Until FY18, MLDL was generating a project-level IRR of 3%. This grew over the years and by FY24, the company reported five projects worth INR50b, delivering an average IRR of 26%—reflecting a 23% increase since FY18. Currently, at the portfolio level, the company generates ~16% IRR.
- **Shift toward premium residential sales:** MLDL's residential sales mix is undergoing a significant shift toward premium housing. In FY25, premium projects launched after FY23 contributed 71% of sales value (68% of volume) and are expected to contribute 97% of sales value by FY30, largely driven by

land already secured. Affordable housing, which constituted 12% of sales value (27% of volume) in FY25, is being phased out. The company is also moving from a new launch-heavy model (~65% in FY25) to a more sustenance-based model (~75% by FY30), supported by multi-year sales streams from large projects like Bhandup and Thane.

- **IC&IC business:** The business signed an extension of the contract for Origins Chennai Phase 2, covering an available lease area of 163 acres, and an MoU for Phase 2 of a partnership with Sumitomo valued at INR2.3b (60% contribution by MLDL). Overall, the business is expected to generate a PAT of INR15-20b over the next 10 years.
- MLDL believes that a continued momentum in the business, driven by end-user demand, is favorable and will help meet the anticipated sales of INR95b within the next five years.
- MLDL's Board of Directors approved a rights issue on February 13, 2025. Proceeds from the rights issue, amounting to INR15b, will be utilized for the repayment of long-term debt and to fund future acquisitions. Post the rights issue, MLDL's net worth is expected to rise to approximately INR34b. The enhanced equity base will also enable the company to raise additional debt for future acquisitions as required.

Key Exhibits

Exhibit 1: MLDL's bookings of INR10.5b declined 3% YoY

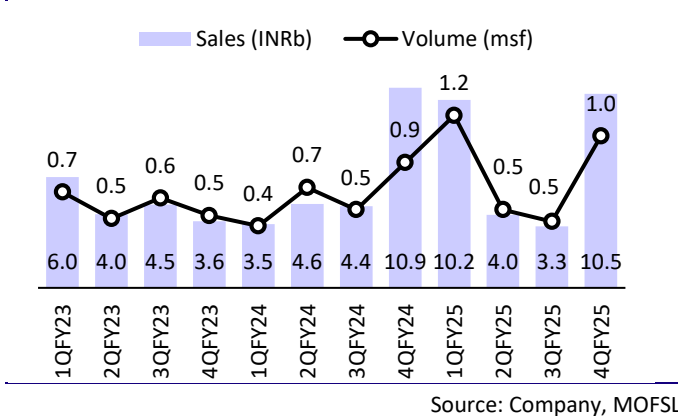


Exhibit 2: Realization/sft down 20% YoY

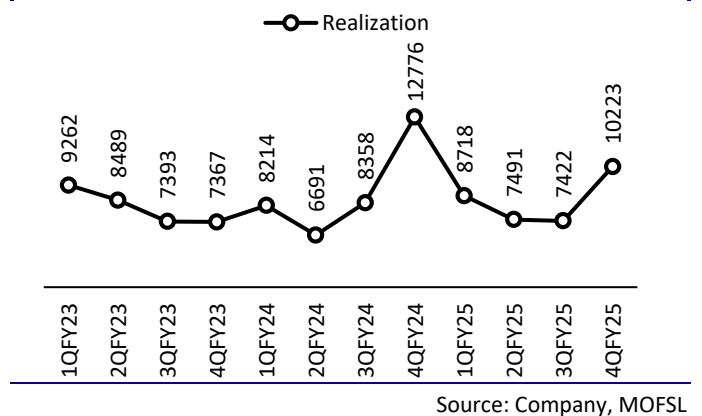


Exhibit 3: Collections up 13% YoY to ~INR4.7b

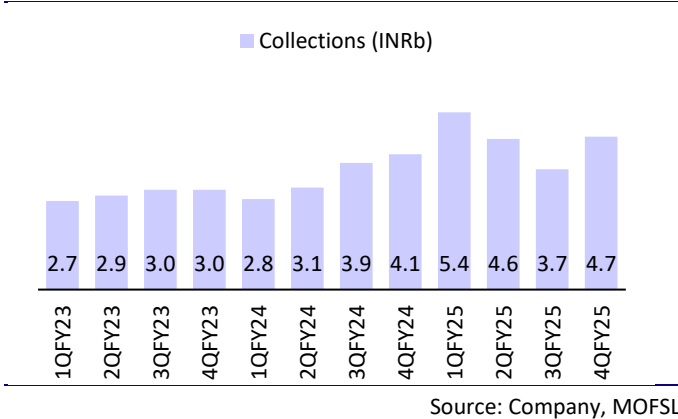


Exhibit 4: MLDL spent ~INR1.8b on construction in 4QFY25

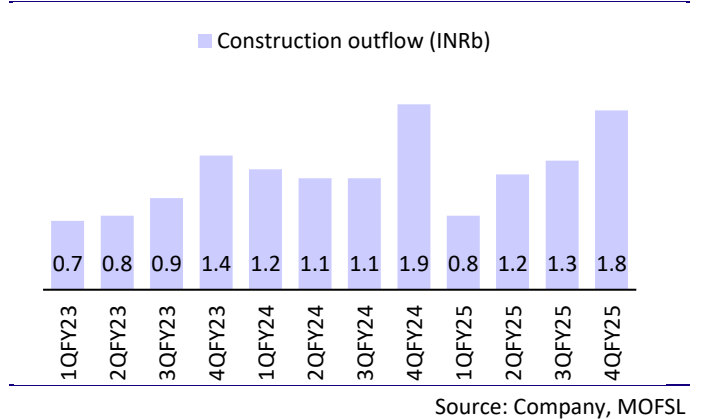


Exhibit 5: MLDL launched 0.9msf of new projects/phases in 4Q

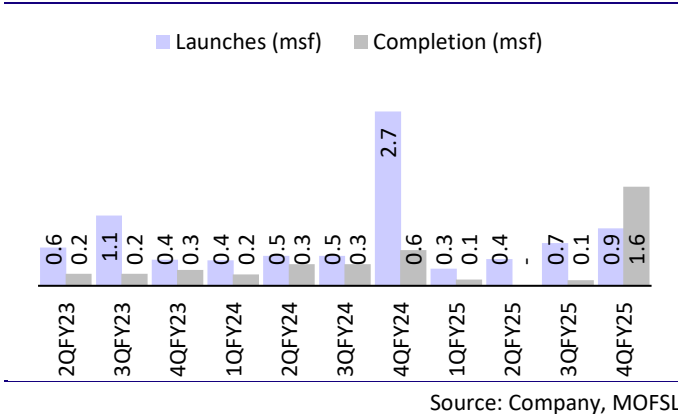
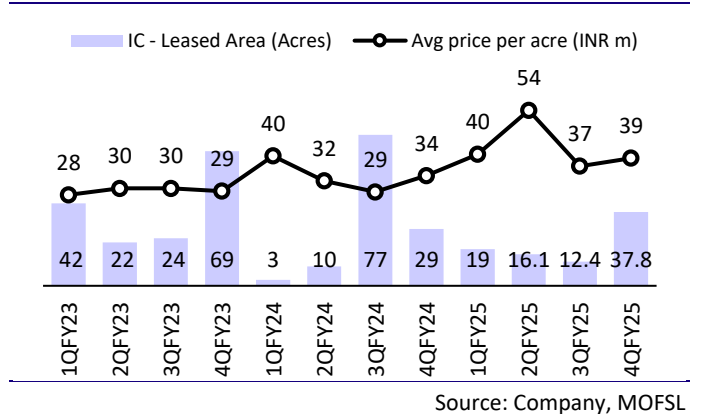


Exhibit 6: In the IC segment, it reported leasing of 37.8 acres



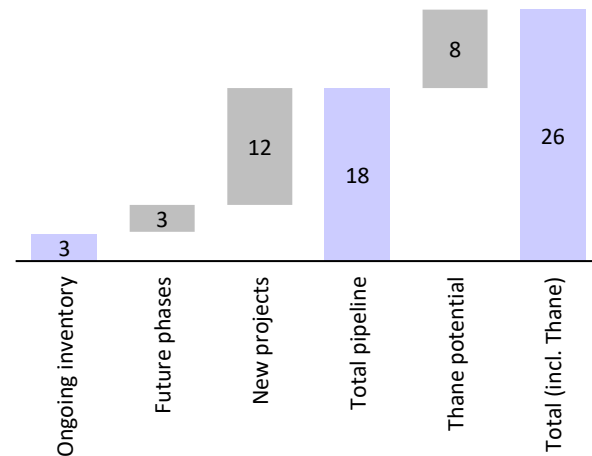
Story in charts

Exhibit 7: Since FY22, MLDL has acquired 15 projects with a development potential of 15msf and GDV of ~INR294b

| Micro Market | City | Project size (msf) | MLDL Share | Year of acquisition | GDV (INR b) |
|--------------|-----------|--------------------|------------|---------------------|-------------|
| Kandivali | MMR | 1.7 | 100 | FY22 | 21 |
| Pimpri | Pune | 0.4 | 100 | FY22 | 7 |
| Pimpri | Pune | 2.0 | 100 | FY23 | 23 |
| Hosur Road | Bengaluru | 0.5 | 100 | FY23 | 5 |
| Santa Cruz | MMR | 0.1 | 100 | FY23 | 5 |
| Malad | MMR | 0.5 | 100 | FY24 | 9 |
| Wagholi | Pune | 1.5 | 100 | FY24 | 16 |
| Whitefield 1 | Bengaluru | 1.3 | 100 | FY24 | 17 |
| Whitefield 2 | Bengaluru | 0.2 | 100 | FY24 | 2 |
| Borivali | MMR | 0.5 | 100 | FY25 | 18 |
| Hosur Road | Bengaluru | 0.3 | 100 | FY25 | 3 |
| Bhandup | Bengaluru | 3.6 | 100 | FY25 | 120 |
| Airport Road | Bengaluru | 0.9 | 100 | FY25 | 10 |
| Lokhandwala | MMR | 0.7 | 100 | FY25 | 22 |
| Mahalaxmi | MMR | 0.5 | 100 | FY25 | 17 |
| Total | | 15 | | | 294 |

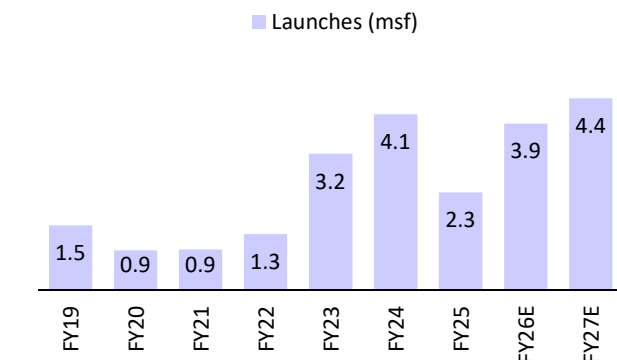
Source: Company, MOFSL

Exhibit 8: The company's current pipeline of 18msf (excl. Thane) has a revenue potential of ~INR315b



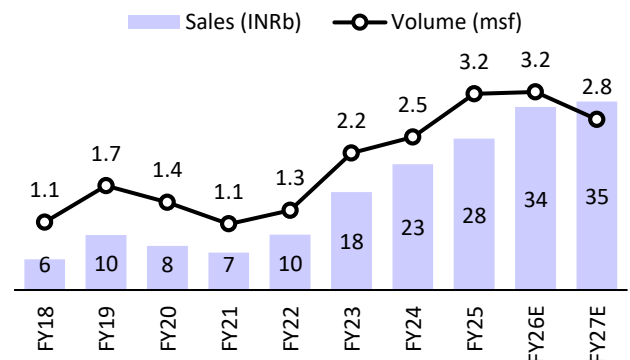
Source: Company, MOFSL

Exhibit 9: MLDL to expedite launches with a robust pipeline...



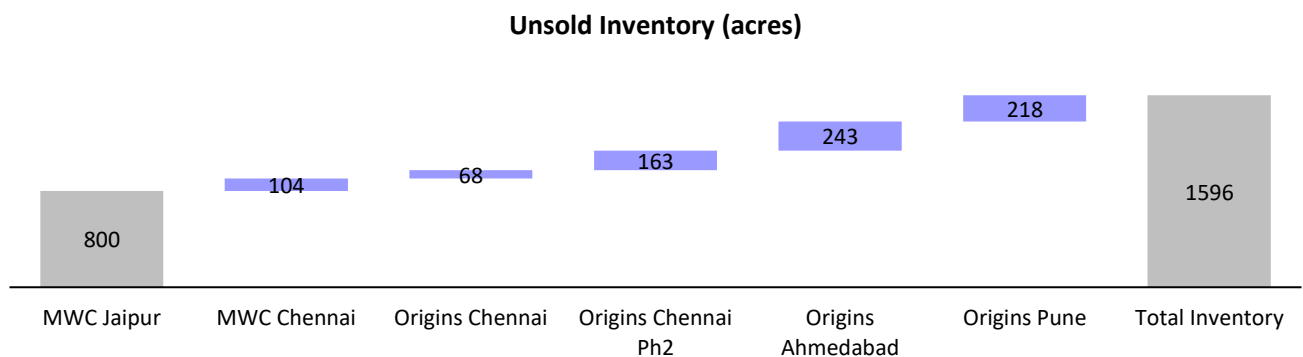
Source: MOFSL, Company

Exhibit 10: ...leading to a 12% CAGR in sales over FY25-27E



Source: MOFSL, Company

Exhibit 11: Including its operating and planned assets, MLDL's IC segment has an unsold inventory of ~1,596 acres



Source: Company, MOFSL

Exhibit 12: Our earnings change summary

| (INR m) | Old | | New | | Change | |
|-------------|--------|--------|--------|--------|--------|-------|
| | FY26E | FY27E | FY26E | FY27E | FY26E | FY27E |
| Revenue | 4,915 | 8,214 | 4,915 | 8,214 | 0% | 0% |
| EBITDA | -870 | -36 | -931 | -101 | 7% | NM |
| Adj. PAT | 930 | 2,754 | 509 | 2,618 | -45% | -5% |
| Pre-sales | 33,941 | 34,932 | 33,941 | 34,932 | 0% | 0% |
| Collections | 28,533 | 34,450 | 28,533 | 34,450 | 0% | 0% |

Source: MOFSL, Company

Valuation and view

- We value MLDL on an SoTP basis:
- Its residential business is valued using the DCF method at a WACC of ~14% over five years.
- Its IC&IC segment is valued through the DCF method, using cash flows generated by monetizing land inventory over the next 12-15 years.
- Based on the above approach, we arrive at a GAV of INR66b. Netting off FY25 net debt of INR7b (earlier INR10b), we derive a NAV of INR59b or INR382 per share.

Exhibit 13: Based on our SoTP approach, we arrive at a NAV of INR59b (or INR382 per share), implying a fair valuation

| Particulars | Rationale | Value (INR b) | Per share | % contribution |
|--------------------------|--|---------------|------------|----------------|
| Residential | Discounted cashflow from the residential portfolio at 13.6% WACC with accommodating BD and land investment of INR15b | 44 | 285 | 75% |
| IC & IC | PV of future cash flows discounted at WACC of 14% | 15 | 96 | 25% |
| Land bank | ~1650 acres of land bank valued at market price | 4 | 27 | 7% |
| Annuity | 8.5% Cap rate on FY26E NOI | 3 | 21 | 6% |
| Gross Asset value | | 66 | 430 | 112% |
| Net debt | FY25 | (7) | (48) | -12% |
| Net Asset value | | 59 | 382 | 100% |
| No. of shares (m) | | 155 | | |
| NAV per share | | 382 | | |
| CMP | | 334 | | |
| Upside | | 14% | | |

Source: MOFSL, Company

Financials and valuations

Consolidated – Profit & Loss

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E |
|-------------------------------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|
| Total Income from Operations | 1,662 | 3,936 | 6,066 | 2,121 | 3,723 | 4,915 | 8,214 |
| Change (%) | -72.8 | 136.7 | 54.1 | -65.0 | 75.5 | 32.0 | 67.1 |
| Operating Expenses | 1,173 | 3,031 | 5,138 | 1,915 | 3,164 | 3,440 | 5,750 |
| Employees Cost | 757 | 836 | 792 | 841 | 1,116 | 1,150 | 1,184 |
| Other Expenses | 668 | 963 | 1,238 | 1,076 | 1,141 | 1,255 | 1,381 |
| Total Expenditure | 2,598 | 4,830 | 7,167 | 3,832 | 5,422 | 5,845 | 8,315 |
| % of Sales | 156.3 | 122.7 | 118.2 | 180.7 | 145.6 | 118.9 | 101.2 |
| EBITDA | -935 | -895 | -1,101 | -1,711 | -1,699 | -931 | -101 |
| Margin (%) | -56.3 | -22.7 | -18.2 | -80.7 | -45.6 | -18.9 | -1.2 |
| Depreciation | 70 | 65 | 122 | 137 | 178 | 225 | 283 |
| EBIT | -1,005 | -960 | -1,223 | -1,848 | -1,877 | -1,155 | -384 |
| Int. and Finance Charges | 110 | 65 | 109 | 74 | 194 | 243 | 246 |
| Other Income | 216 | 147 | 530 | 670 | 916 | 197 | 329 |
| PBT bef. EO Exp. | -899 | -878 | -803 | -1,252 | -1,155 | -1,201 | -302 |
| EO Items | 0 | 968 | 678 | 0 | 0 | 0 | 0 |
| PBT after EO Exp. | -899 | 90 | -124 | -1,252 | -1,155 | -1,201 | -302 |
| Total Tax | -63 | -624 | 28 | -440 | 92 | 95 | 24 |
| Tax Rate (%) | 7.0 | -695.2 | -22.7 | 35.2 | -7.9 | -7.9 | -7.9 |
| Minority Interest | 118 | 830 | 1,167 | 1,794 | 1,859 | 1,805 | 2,943 |
| Reported PAT | -718 | 1,545 | 1,014 | 982 | 613 | 509 | 2,618 |
| Adjusted PAT | -718 | 172 | 461 | 982 | 613 | 509 | 2,618 |
| Change (%) | 15.2 | -123.9 | 168.7 | 112.9 | -37.6 | -17.0 | 414.8 |
| Margin (%) | -43.2 | 4.4 | 7.6 | 46.3 | 16.5 | 10.3 | 31.9 |

Consolidated - Balance Sheet

(INR m)

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Equity Share Capital | 514 | 1,545 | 1,547 | 1,550 | 1,551 | 1,551 | 1,551 |
| Total Reserves | 15,797 | 16,340 | 16,511 | 17,178 | 17,410 | 17,486 | 19,671 |
| Net Worth | 16,311 | 17,885 | 18,058 | 18,728 | 18,961 | 19,037 | 21,222 |
| Minority Interest | 420 | 491 | 2 | 2 | 2 | 2 | 2 |
| Total Loans | 2,443 | 2,805 | 2,681 | 8,772 | 14,395 | 14,595 | 14,795 |
| Deferred Tax Liabilities | 152 | 0 | 0 | 0 | 0 | 0 | 0 |
| Capital Employed | 19,326 | 21,181 | 20,740 | 27,502 | 33,357 | 33,633 | 36,019 |
| Gross Block | 222 | 423 | 545 | 683 | 861 | 1,085 | 1,368 |
| Less: Accum. Deprn. | 184 | 249 | 371 | 509 | 687 | 911 | 1,194 |
| Net Fixed Assets | 38 | 174 | 174 | 174 | 174 | 174 | 174 |
| Goodwill on Consolidation | 660 | 660 | 0 | 0 | 0 | 0 | 0 |
| Capital WIP | 146 | 34 | 51 | 51 | 48 | 48 | 48 |
| Total Investments | 5,786 | 6,424 | 9,253 | 9,143 | 6,858 | 6,858 | 6,858 |
| Curr. Assets, Loans&Adv. | 19,249 | 23,083 | 26,637 | 40,200 | 57,044 | 53,765 | 57,421 |
| Inventory | 13,447 | 14,419 | 20,976 | 33,779 | 44,621 | 38,374 | 33,756 |
| Account Receivables | 564 | 919 | 1,291 | 1,072 | 1,387 | 1,832 | 3,061 |
| Cash and Bank Balance | 1,355 | 2,255 | 774 | 1,068 | 2,562 | 9,136 | 13,211 |
| Loans and Advances | 3,883 | 5,490 | 3,596 | 4,282 | 8,474 | 4,423 | 7,393 |
| Curr. Liability & Prov. | 6,553 | 9,193 | 15,367 | 22,129 | 30,850 | 27,295 | 28,566 |
| Account Payables | 1,349 | 1,733 | 1,918 | 1,947 | 2,332 | 2,514 | 3,576 |
| Other Current Liabilities | 5,049 | 7,294 | 13,288 | 20,032 | 28,361 | 24,573 | 24,642 |
| Provisions | 155 | 166 | 161 | 150 | 157 | 208 | 347 |
| Net Current Assets | 12,696 | 13,890 | 11,270 | 18,071 | 26,194 | 26,470 | 28,855 |
| Appl. of Funds | 19,327 | 21,181 | 20,748 | 27,438 | 33,337 | 33,613 | 35,998 |

Financials and valuations

Ratios

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E |
|-------------------------------|--------------|------------|------------|------------|------------|------------|-------------|
| Basic (INR) | | | | | | | |
| EPS | -14.0 | 1.1 | 3.0 | 6.3 | 4.0 | 3.3 | 16.9 |
| Cash EPS | -12.6 | 1.5 | 3.8 | 7.2 | 5.1 | 4.7 | 18.7 |
| BV/Share | 317.4 | 115.7 | 116.7 | 120.8 | 122.3 | 122.7 | 136.8 |
| DPS | 0.0 | 0.0 | 0.0 | 2.6 | 2.8 | 2.8 | 2.8 |
| Payout (%) | 0.0 | 0.0 | 0.0 | 41.7 | 70.6 | 85.1 | 16.5 |
| Valuation (x) | | | | | | | |
| P/E | -23.9 | 300.5 | 111.9 | 52.7 | 84.5 | 101.9 | 19.8 |
| Cash P/E | -26.5 | 217.9 | 88.5 | 46.2 | 65.5 | 70.7 | 17.9 |
| P/BV | 1.1 | 2.9 | 2.9 | 2.8 | 2.7 | 2.7 | 2.4 |
| EV/Sales | 11.0 | 13.3 | 8.8 | 28.0 | 17.1 | 11.7 | 6.5 |
| EV/EBITDA | -19.5 | -58.3 | -48.6 | -34.8 | -37.5 | -61.5 | -528.3 |
| Dividend Yield (%) | 0.0 | 0.0 | 0.0 | 0.8 | 0.8 | 0.8 | 0.8 |
| FCF per share | -13.8 | -4.2 | -10.5 | -43.7 | -35.9 | 44.2 | 27.2 |
| Return Ratios (%) | | | | | | | |
| RoE | -4.3 | 1.0 | 2.6 | 5.3 | 3.3 | 2.7 | 13.0 |
| RoCE | -3.9 | -32.8 | -4.1 | -3.2 | -3.4 | -3.1 | -0.2 |
| RoIC | -7.6 | -62.3 | -13.0 | -8.6 | -9.9 | -6.0 | -2.5 |
| Working Capital Ratios | | | | | | | |
| Fixed Asset Turnover (x) | 7.5 | 9.3 | 11.1 | 3.1 | 4.3 | 4.5 | 6.0 |
| Asset Turnover (x) | 0.1 | 0.2 | 0.3 | 0.1 | 0.1 | 0.1 | 0.2 |
| Inventory (Days) | 2,952 | 1,337 | 1,262 | 5,813 | 4,375 | 2,850 | 1,500 |
| Debtor (Days) | 124 | 85 | 78 | 184 | 136 | 136 | 136 |
| Creditor (Days) | 296 | 161 | 115 | 335 | 229 | 187 | 159 |
| Leverage Ratio (x) | | | | | | | |
| Current Ratio | 2.9 | 2.5 | 1.7 | 1.8 | 1.8 | 2.0 | 2.0 |
| Interest Cover Ratio | -9.2 | -14.7 | -11.2 | -25.0 | -9.7 | -4.8 | -1.6 |
| Net Debt/Equity | 0.1 | 0.0 | 0.1 | 0.4 | 0.6 | 0.3 | 0.1 |

Consolidated – Cash Flow Statement

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E |
|----------------------------------|--------------|--------------|---------------|---------------|---------------|--------------|---------------|
| OP/(Loss) before Tax | -778 | 24 | 379 | 543 | 705 | 604 | 2,642 |
| Depreciation | 70 | 65 | 122 | 137 | 178 | 225 | 283 |
| Interest & Finance Charges | -21 | -65 | -109 | -74 | -194 | 243 | 246 |
| Direct Taxes Paid | -128 | -180 | -117 | -42 | -361 | -95 | -24 |
| (Inc)/Dec in WC | 332 | 354 | -520 | -5,096 | -3,475 | 6,298 | 1,690 |
| CF from Operations | -525 | 199 | -246 | -4,531 | -3,146 | 7,273 | 4,837 |
| Others | -155 | -718 | -1,238 | -2,083 | -2,275 | -197 | -329 |
| CF from Operating incl EO | -680 | -520 | -1,484 | -6,614 | -5,421 | 7,077 | 4,508 |
| (Inc)/Dec in FA | -29 | -133 | -141 | -161 | -145 | -225 | -283 |
| Free Cash Flow | -709 | -653 | -1,625 | -6,774 | -5,566 | 6,852 | 4,225 |
| (Pur)/Sale of Investments | 0 | 550 | 757 | -509 | 528 | 0 | 0 |
| Others | 1,133 | 815 | -338 | 2,813 | 2,345 | 197 | 329 |
| CF from Investments | 1,104 | 1,232 | 278 | 2,143 | 2,727 | -28 | 45 |
| Issue of Shares | 0 | 25 | 5 | 21 | 1 | 0 | 0 |
| Inc/(Dec) in Debt | 124 | 362 | 293 | 6,077 | 5,583 | 200 | 200 |
| Interest Paid | -271 | -207 | -109 | -813 | -989 | -243 | -246 |
| Dividend Paid | -4 | -4 | -311 | -357 | -412 | -433 | -433 |
| Others | -47 | -55 | -148 | -41 | -21 | 0 | 0 |
| CF from Fin. Activity | -198 | 122 | -270 | 4,887 | 4,162 | -475 | -479 |
| Inc/Dec of Cash | 226 | 834 | -1,476 | 416 | 1,468 | 6,574 | 4,075 |
| Opening Balance | 924 | 1,150 | 1,984 | 495 | 911 | 2,379 | 8,952 |
| Closing Balance | 1,150 | 1,984 | 508 | 911 | 2,379 | 8,952 | 13,027 |

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|----------------------------------|--|
| Investment Rating | Expected return (over 12-month) |
| BUY | >=15% |
| SELL | < - 10% |
| NEUTRAL | < - 10 % to 15% |
| UNDER REVIEW | Rating may undergo a change |
| NOT RATED | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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