

| | |
|-----------------|--|
| Estimate change | |
| TP change | |
| Rating change | |

| | |
|-----------------------|-------------|
| Bloomberg | VATW IN |
| Equity Shares (m) | 62 |
| M.Cap.(INRb)/(USDb) | 94.8 / 1.1 |
| 52-Week Range (INR) | 1944 / 1109 |
| 1, 6, 12 Rel. Per (%) | 5/-4/15 |
| 12M Avg Val (INRm) | 818 |

Financials & Valuations (INR b)

| Y/E MARCH | FY25 | FY26E | FY27E |
|-------------------|-------|-------|-------|
| Sales | 32.9 | 38.5 | 44.8 |
| EBITDA | 4.2 | 5.3 | 6.4 |
| Adj. PAT | 3.0 | 3.8 | 4.5 |
| Adj. EPS (INR) | 47.6 | 61.3 | 73.1 |
| EPS Gr. (%) | 20.2 | 28.7 | 19.2 |
| BV/Sh. (INR) | 345.1 | 400.4 | 465.5 |
| Ratios | | | |
| RoE (%) | 13.8 | 15.3 | 15.7 |
| RoCE (%) | 20.1 | 21.5 | 22.6 |
| Payout (%) | 8.4 | 9.8 | 10.9 |
| Valuations | | | |
| P/E (x) | 32.0 | 24.9 | 20.9 |
| P/BV (x) | 4.4 | 3.8 | 3.3 |
| EV/EBITDA (x) | 21.0 | 16.4 | 13.2 |
| Div. Yield (%) | 0.3 | 0.4 | 0.5 |

Shareholding pattern (%)

| As On | Jun-25 | Mar-25 | Jun-24 |
|----------|--------|--------|--------|
| Promoter | 19.1 | 19.1 | 19.1 |
| DII | 3.7 | 3.0 | 5.0 |
| FII | 18.7 | 18.6 | 11.5 |
| Others | 58.5 | 59.3 | 64.4 |

CMP: INR1,524

TP: INR1,900 (+25%)

Buy

Strong quarter; robust order book to sustain momentum

Revenue/EBITDA/PAT grew 17%/18%/20% YoY in 1QFY26

VATW reported a strong set of results in 1QFY26 as its revenue/EBITDA/PAT grew 17%/18%/20% YoY. EBITDA margin came in healthy at 13%, flat YoY and up 85bp QoQ. O&M revenue mix stood at over 20%. Gross cash position stood high at INR8.15b (net at INR5.1b, INR6.3b excluding HAM).

Strong 4.7x book-to-bill ratio supports 15-20% revenue CAGR guidance

VATW's current order book of about INR158b (4.7x TTM revenue) provides strong revenue growth visibility for the next 3-4 years. The company secured fresh orders of INR26b during 1Q and is also a preferred bidder in projects worth over INR35b. The 400 MLD Perur desalination project in Chennai and 200 MLD STP project in Pagla, Bangladesh, are progressing well. The company also secured a large project from Reliance in Dahej. It secured the much-anticipated Yanbu 300 MLD desalination project in Saudi Arabia and the BWSSB DBO project in Bengaluru. India, the Middle East, Africa, and CIS markets have huge opportunities in the water sector. VATW's strength will remain leveraging technology and partnering with local entities. Focus remains on profitable growth with selective bidding in high-margin EPC projects and O&M jobs. With a strong bid pipeline of INR150-200b, the company expects to capture orders worth INR60-70b annually. Thus, we expect a revenue CAGR of ~17% over FY25-28E (in line with company's guidance of 15-20% CAGR). ([Concall KTAs](#))

Focused bidding to support 13-15% EBITDA margin

VATW has guided for EBITDA margin of 13-15% (1QFY26 at 13%, FY24/25: 13.2%/12.8%) over the next 3-5 years. Key margin levers include its healthy order book, execution of large projects (INR25.6b 400 MLD Chennai desalination plant, INR21b 300 MLD Yanbu desalination plant, INR14.2b Al Haer KSA ISTP plant), and greater focus on winning orders in EP, O&M, industrial, and overseas segments and markets. Bad debt provisioning expenses have declined materially in the last 6-8 years owing to selective bidding in well-funded projects by sovereign funds or multi-lateral agencies. Since the launch of 'Wriddhi' in FY23, the company has already achieved a notable expansion in its EBITDA margin. Going ahead, we expect VATW's EBITDA margin to further expand toward 15%, the higher range of its guidance.

Valuation and view: Reiterate BUY

We broadly maintain our earnings estimates after strong 1QFY26 results. After delivering a CAGR of 4%/18%/28% in revenue/EBITDA/PAT over FY21-25, we estimate a CAGR of 17%/22%/23% over FY25-28E. VATW's current order book of ~INR157b (~4.7x on TTM basis) and a strong bid pipeline of INR150-200b provide strong 15-20% revenue growth visibility for the next 3-4 years. Its greater focus on executing large-scale projects in high-margin segments such as EP, Industrial and O&M augurs well for margins. Outlook of strong FCF generation, net-cash status and expansion in return ratios make VATW's scrip attractive at ~21x FY27E EPS. We, thus, retain our BUY rating and a TP of INR1,900, based on 26x FY27E P/E (at +1SD on an improved outlook). ([Our IC note dated Jul'25](#))

| Quarterly Performance (INR m) | | | | | | | | | | |
|-------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Y/E March | FY25 | | | | FY26E | | | | FY26E 1Q Est. | Var % |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2QE | 3QE | 4QE | | |
| Net Sales | 6,265 | 7,003 | 8,110 | 11,562 | 7,340 | 8,181 | 9,428 | 13,518 | 32,940 | 38,467 |
| YoY Change (%) | 13.3 | 5.3 | 15.1 | 23.8 | 17.2 | 16.8 | 16.2 | 16.9 | 15.3 | 16.8 |
| Total Expenditure | 5,452 | 6,067 | 7,106 | 10,154 | 6,384 | 7,128 | 8,120 | 11,532 | 28,717 | 33,163 |
| EBITDA | 813 | 936 | 1,004 | 1,408 | 956 | 1,053 | 1,308 | 1,986 | 4,223 | 5,303 |
| Margins (%) | 13.0 | 13.4 | 12.4 | 12.2 | 13.0 | 12.9 | 13.9 | 14.7 | 12.8 | 12.2 |
| Depreciation | 19 | 13 | 13 | 14 | 14 | 15 | 15 | 15 | 59 | 59 |
| Interest | 180 | 190 | 203 | 215 | 188 | 191 | 196 | 201 | 788 | 776 |
| Other Income | 108 | 138 | 148 | 114 | 113 | 117 | 121 | 125 | 446 | 476 |
| PBT before EO expense | 722 | 871 | 936 | 1,293 | 867 | 964 | 1,218 | 1,895 | 3,822 | 4,944 |
| Extra-Ord expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PBT | 722 | 871 | 936 | 1,293 | 867 | 964 | 1,218 | 1,895 | 3,822 | 4,944 |
| Tax | 152 | 221 | 207 | 316 | 209 | 227 | 286 | 445 | 896 | 1,167 |
| Rate (%) | 21.1 | 25.4 | 22.1 | 24.4 | 24.1 | 23.5 | 23.5 | 23.5 | 23.4 | 23.6 |
| Minority Interest | -2 | -3 | 0 | 0 | 0 | -1 | -2 | -2 | -5 | -5 |
| Profit/Loss of Asso. Cos. | -22 | 53 | -27 | 18 | 0 | 6 | 6 | 6 | 22 | 18 |
| Reported PAT | 550 | 706 | 702 | 995 | 658 | 745 | 940 | 1,458 | 2,953 | 3,800 |
| Adj PAT | 550 | 706 | 702 | 995 | 658 | 745 | 940 | 1,458 | 2,953 | 3,800 |
| YoY Change (%) | 10.0 | 17.3 | 11.6 | 37.4 | 19.6 | 5.5 | 33.8 | 46.5 | 20.2 | 28.7 |
| Margins (%) | 8.8 | 10.1 | 8.7 | 8.6 | 9.0 | 9.1 | 10.0 | 10.8 | 9.0 | 9.9 |
| E: MOFSL Estimates | | | | | | | | | | |

Operating metrics

| Y/E March | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | % YoY | % QoQ |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------|-------------|
| Revenue break-up (INR m) | | | | | | | |
| EPC | 5,029 | 5,618 | 6,512 | 9,612 | 5,717 | 14 | (41) |
| Municipal | 2,541 | 4,044 | 4,601 | 8,219 | 4,182 | 65 | (49) |
| Industrial | 2,488 | 1,574 | 1,911 | 1,393 | 1,535 | (38) | 10 |
| O&M | 1,215 | 1,354 | 1,525 | 1,895 | 1,488 | 22 | (21) |
| Municipal | 1,026 | 1,211 | 1,341 | 1,624 | 1,235 | 20 | (24) |
| Industrial | 189 | 143 | 184 | 271 | 253 | 34 | (7) |
| Total revenue | 6,244 | 6,972 | 8,037 | 11,507 | 7,205 | 15 | (37) |
| % YoY | 13 | 5 | 15 | 24 | 17 | | |
| O&M mix | 19 | 19 | 19 | 16 | 21 | | |
| Industrial mix | 43 | 25 | 26 | 14 | 25 | | |
| International mix | 60 | 49 | 38 | 43 | 42 | | |
| Order book (INR b) | 106.8 | 146.0 | 142.6 | 136.7 | 157.8 | 48 | 15 |
| Book-to-bill ratio (x, TTM basis) | 3.7 | 5.0 | 4.7 | 4.2 | 4.7 | | |
| Order book break-up (INR m) | | | | | | | |
| EPC | 51,861 | 79,545 | 76,331 | 71,101 | 92,354 | 78 | 30 |
| Municipal | 46,767 | 68,618 | 65,725 | 57,851 | 80,449 | 72 | 39 |
| Industrial | 5,094 | 10,927 | 10,606 | 13,250 | 11,905 | 134 | (10) |
| O&M | 43,266 | 54,596 | 54,695 | 53,737 | 53,084 | 23 | (1) |
| Municipal | 40,260 | 44,944 | 43,907 | 42,422 | 42,014 | 4 | (1) |
| Industrial | 3,006 | 9,652 | 10,788 | 11,315 | 11,070 | 268 | (2) |
| Framework | 11,636 | 11,894 | 11,609 | 11,830 | 12,331 | 6 | 4 |
| Total | 1,06,763 | 1,46,035 | 1,42,635 | 1,36,668 | 1,57,769 | 48 | 15 |

E: MOFSL Estimates



1QFY26 earnings concall key takeaways

Business development and outlook

- VATW secured fresh orders of INR26b during 1Q and is also a preferred bidder in projects worth over INR35b.
- The current order book of about INR158b (4.7x TTM revenue) provides strong revenue growth visibility for the next 3-4 years.
- The 400 MLD Perur desalination project in Chennai and the 200 MLD STP project in Pagla, Bangladesh, are progressing well. The company has also secured a large project from Reliance in Dahej.
- It also secured the much-anticipated Yanbu 300 MLD desalination project in Saudi Arabia and the BWSSB DBO project in Bengaluru.
- India, Middle East, Africa and CIS have a huge opportunity in the water sector.
- VATW's strength will remain leveraging technology and tie-ups with local entities.
- Focus on profitable growth by selective bidding in high-margin EPC and O&M jobs.

1QFY26 - a strong quarter

- Revenue/EBITDA/PAT grew strongly by 17%/18%/20% YoY.
- EBITDA margin came in healthy at 13%, flat YoY and up 85bp QoQ.
- Cash position: gross at INR8.15b, net at INR5.1b (INR6.3b excluding HAM).

Operating metrics (1QFY26)

- EPC revenue grew ~14% YoY and contributed ~79% to overall revenue.
- O&M revenue grew ~22% YoY and contributed ~21% to overall revenue.
- Municipal revenue grew by 52% YoY and contributed 75% to overall revenue.
- Industrial revenue declined 33% YoY and contributed 25% to overall revenue.
- India business revenue grew 67% YoY and contributed 58% to overall revenue.
- Overseas business revenue declined 19% YoY and contributed 42% to revenue.
- Order intake was INR26b during the quarter.
- Order book stood at INR158b, with a book-to-bill ratio of 4.7x on TTM basis.

Key exhibits

Exhibit 1: Customer-wise revenue mix trend (%)

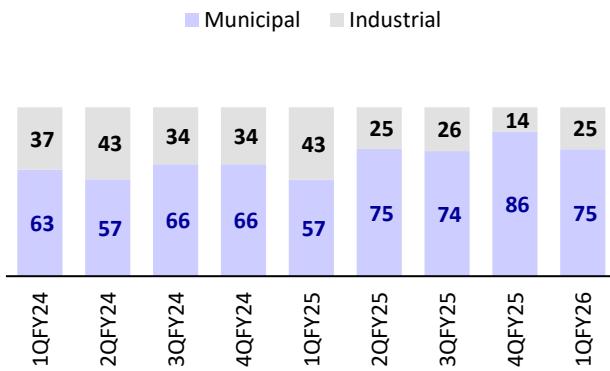


Exhibit 2: Segment-wise revenue mix trend (%)

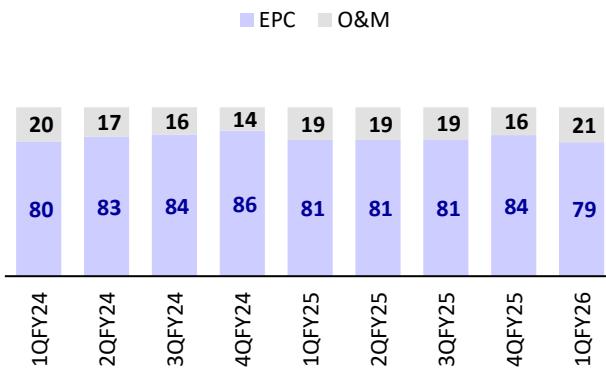


Exhibit 3: Geography-wise revenue mix trend (%)

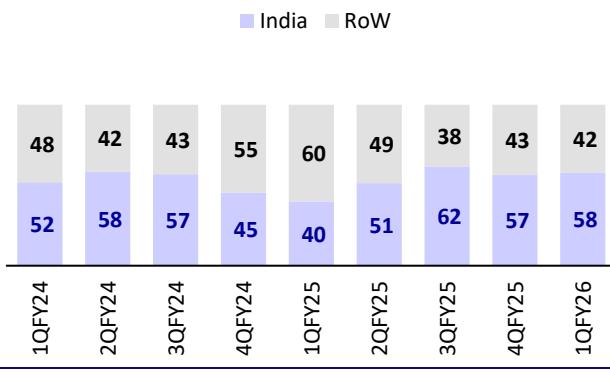


Exhibit 4: Revenue increased 17% YoY

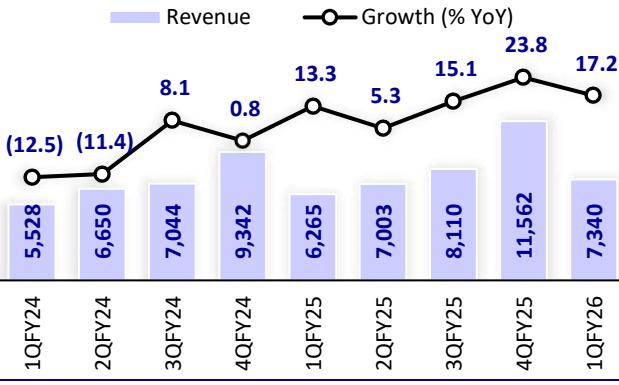


Exhibit 5: EBITDA, PAT and margin trends

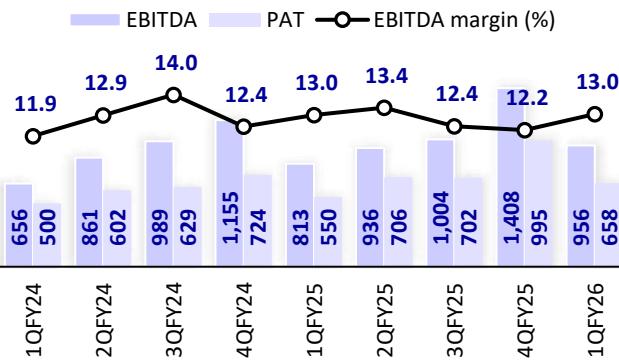


Exhibit 6: EPS grew 20% YoY

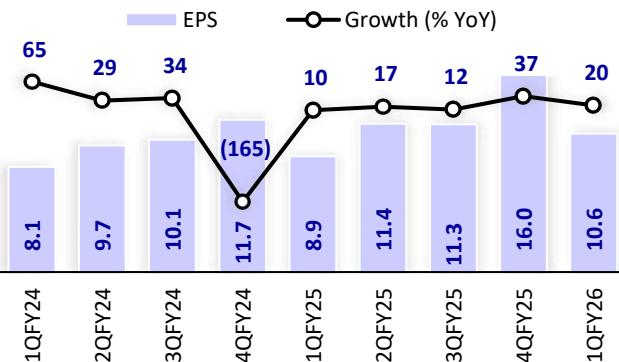
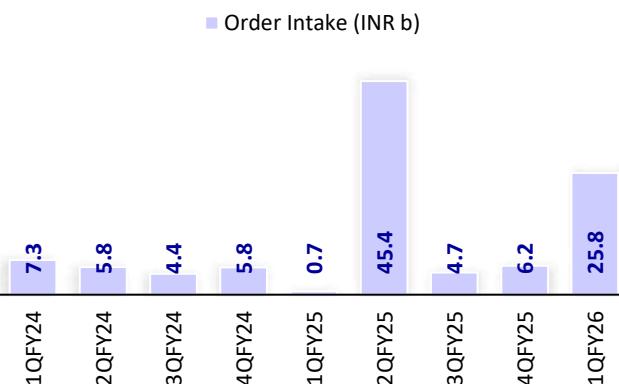


Exhibit 7: Order intake trend



Source: Company, MOFSL

Exhibit 8: Order book trend

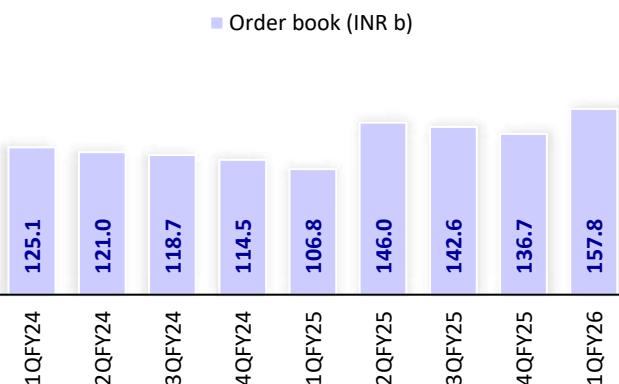


Exhibit 9: A strong book-to-bill ratio (~4x) provides high comfort on 15-20% revenue growth guidance

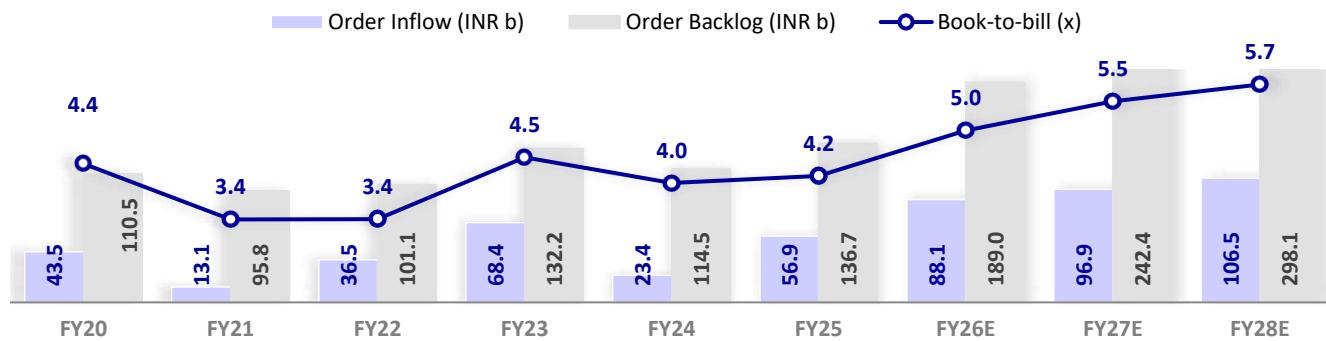


Exhibit 10: We expect 17% revenue CAGR, 14-15% margin...

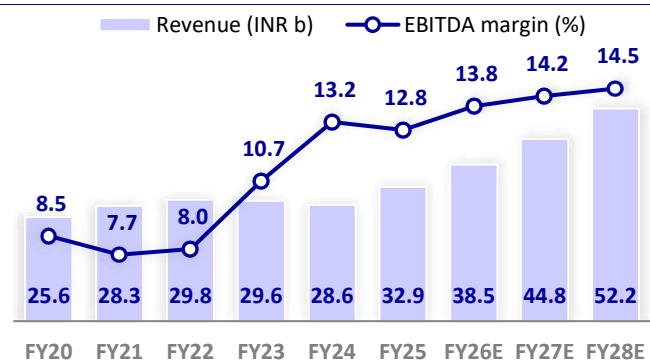


Exhibit 11: ...and 23% CAGR in PAT over FY25-FY28E

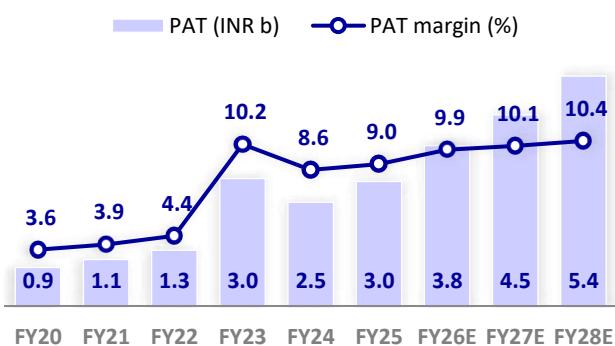


Exhibit 12: Return ratios to witness further improvement

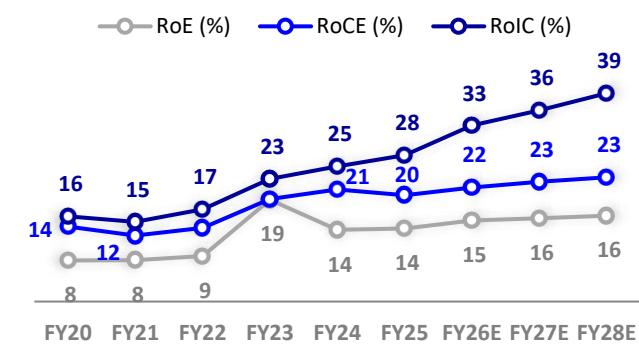


Exhibit 13: Healthy FCF aided by margins and tight WC cycle

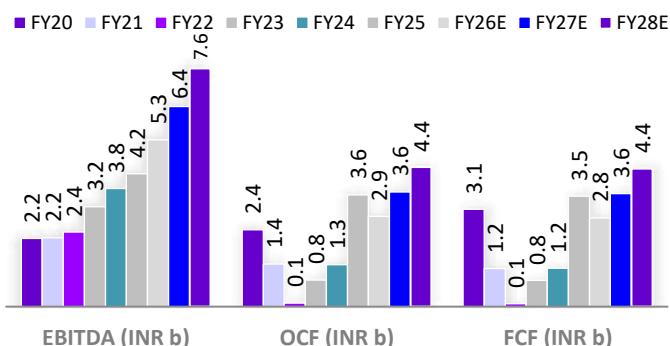


Exhibit 14: Rising O&M mix in revenue to drive margins...

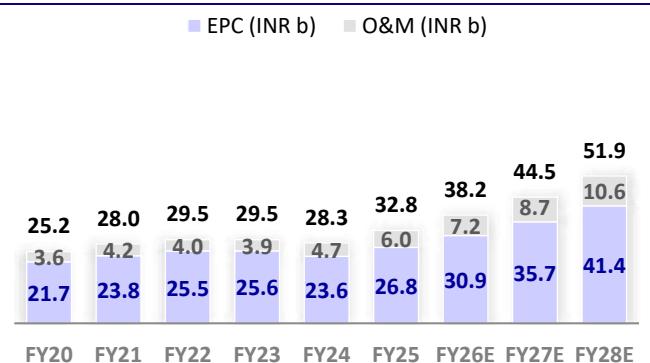


Exhibit 15: ...along with faster growth in industrials

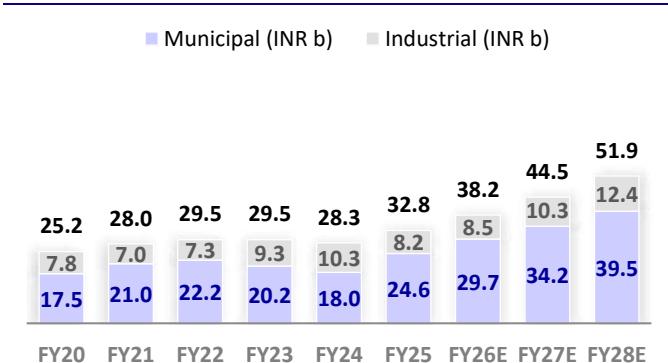


Exhibit 16: Key contracts in order book (INR b)

| | Amount (INR b) |
|--|----------------|
| 400 MLD Perur, Chennai – Desalination | 24.1 |
| 300 MLD SWA, Yanbu Al-Bahr, KSA – Desalination | 20.4 |
| 200 MLD Al Haer ESC, KSA- ISTP | 13.1 |
| 100 MLD Indosol, Andhra Pradesh – Desalination | 9.6 |
| UPJN, O&M of Agra & Ghaziabad – OCOO | 9.4 |
| 73 MLD Lusaka Water Supply and Sanitation Company – WWTP | 8.6 |
| 200 MLD Pagla, Bangladesh – STP | 5.2 |
| BWSSB, Bengaluru – WWTP | 3.8 |
| 150 MLD Digha & Kankarbagh – Network | 3.8 |
| 110 MLD CMWSSB, Chennai – Desalination | 3.5 |
| GAIL Pata, Uttar Pradesh – ETP, WWTP & ZLD | 3.4 |
| 270 MLD CIDCO, Maharashtra – WTP | 3.2 |
| Key framework contracts | |
| Libya STP | 6.1 |
| Bomba MED, Libya | 6.2 |

Source: Company

Valuation and view: Reiterate BUY

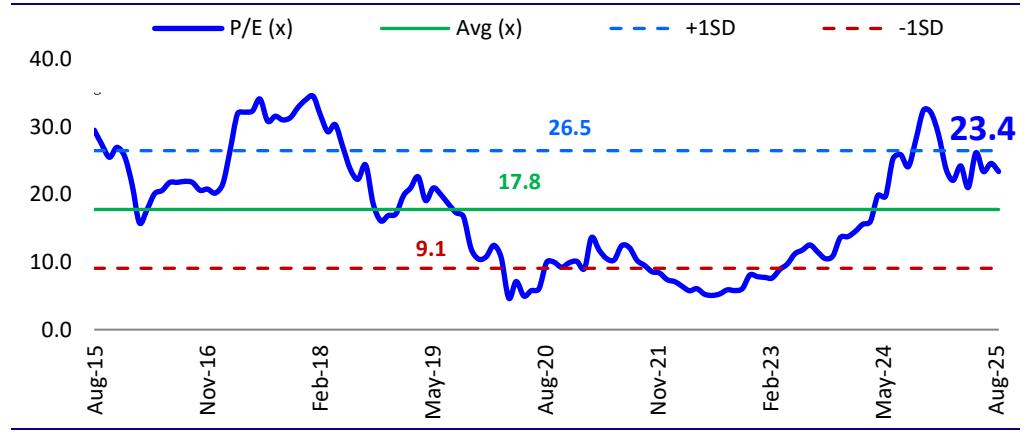
- VATW, with over 100 years of experience, is a global leader in the water industry and offers a complete range of technologies and services for total water solutions in both municipal and industrial sectors. Its global ranking as a private water operator improved to three in 2022 from six in 2019 and 10 in 2017 (source: GWI). It follows an asset-light model with a high focus on EP (R&D centers located in Europe and India, and holds over 125 intellectual property rights) and O&M works. With this technical expertise and vast experience in executing large, critical projects, VATW is qualified to independently bid for marquee projects globally. However, it is very selective in bidding (focus on margins and cash flows) and has a win ratio of 25-30%.
- We broadly maintain our earnings estimates after strong 1QFY26 results. After delivering a CAGR of 4%/18%/28% in revenue/EBITDA/PAT over FY21-25, we estimate a CAGR of 17%/22%/23% over FY25-28E. VATW's current order book of ~INR157b (~4.7x on TTM basis) and a strong bid pipeline of INR150-200b provide strong 15-20% revenue growth visibility for the next 3-4 years. Its greater focus on executing large-scale projects in high-margin segments such as EP, Industrial and O&M augurs well for margins. Over FY25-28, we expect further expansion in RoCE (from ~20% to ~24%), RoE (from ~14% to ~16%), and RoIC (~28% to ~39%), well above its guided range.
- Outlook of strong FCF generation, net-cash status and expansion in return ratios make VATW's scrip attractive at ~21x FY27E EPS. We, thus, retain our BUY rating and a TP of INR1,900, based on 26x FY27E P/E (at +1SD on improved outlook).

Exhibit 17: Changes in estimates (INR m)

| INR m | Old | | | New | | | Change | | |
|-----------------|--------|--------|--------|--------|--------|--------|--------|-------|-------|
| | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E | FY26E | FY27E | FY28E |
| Revenue | 38,387 | 44,746 | 52,204 | 38,467 | 44,763 | 52,224 | 0 | 0 | 0 |
| EBITDA | 5,267 | 6,363 | 7,580 | 5,303 | 6,364 | 7,581 | 1 | 0 | 0 |
| EBITDA margin % | 13.7 | 14.2 | 14.5 | 13.8 | 14.2 | 14.5 | | | |
| PAT | 3,722 | 4,541 | 5,456 | 3,800 | 4,531 | 5,446 | 2 | 0 | 0 |
| EPS | 60.0 | 73.2 | 88.0 | 61.3 | 73.1 | 87.8 | 2 | 0 | 0 |

Source: MOFSL, Company

Exhibit 18: One-year forward P/E band and standard deviation



Source: Bloomberg, MOFSL

Financials and valuations

| Consolidated - Income Statement | | | | | | | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | (INR m) FY28E |
| Total Income from Operations | 28,345 | 29,793 | 29,605 | 28,564 | 32,940 | 38,467 | 44,763 | 52,224 |
| Change (%) | 10.8 | 5.1 | -0.6 | -3.5 | 15.3 | 16.8 | 16.4 | 16.7 |
| RM Cost | 22,331 | 23,057 | 22,695 | 21,667 | 25,605 | 29,218 | 33,853 | 39,391 |
| Gross Profit | 6,014 | 6,736 | 6,910 | 6,897 | 7,335 | 9,249 | 10,911 | 12,834 |
| Employees Cost | 1,985 | 2,507 | 2,655 | 2,354 | 2,645 | 3,013 | 3,461 | 3,986 |
| Other Expenses | 1,841 | 1,860 | 1,077 | 786 | 467 | 933 | 1,085 | 1,266 |
| Total Expenditure | 26,157 | 27,423 | 26,427 | 24,807 | 28,717 | 33,163 | 38,399 | 44,643 |
| % of Sales | 92.3 | 92.0 | 89.3 | 86.8 | 87.2 | 86.2 | 85.8 | 85.5 |
| EBITDA | 2,188 | 2,370 | 3,178 | 3,757 | 4,223 | 5,303 | 6,364 | 7,581 |
| Margin (%) | 7.7 | 8.0 | 10.7 | 13.2 | 12.8 | 13.8 | 14.2 | 14.5 |
| Depreciation | 121 | 101 | 88 | 84 | 59 | 59 | 63 | 68 |
| EBIT | 2,066 | 2,269 | 3,090 | 3,673 | 4,164 | 5,244 | 6,301 | 7,514 |
| Int. and Finance Charges | 903 | 877 | 658 | 711 | 788 | 776 | 913 | 966 |
| Other Income | 82 | 324 | 536 | 434 | 446 | 476 | 500 | 533 |
| PBT bef. EO Exp. | 1,245 | 1,716 | 2,968 | 3,396 | 3,822 | 4,944 | 5,889 | 7,080 |
| EO Items | 0 | 0 | 2,892 | 0 | 0 | 0 | 0 | 0 |
| PBT after EO Exp. | 1,245 | 1,716 | 5,860 | 3,396 | 3,822 | 4,944 | 5,889 | 7,080 |
| Total Tax | 295 | 363 | 59 | 797 | 896 | 1,167 | 1,384 | 1,664 |
| Tax Rate (%) | 23.7 | 21.2 | 1.0 | 23.5 | 23.4 | 23.6 | 23.5 | 23.5 |
| Minority Interest | -93 | 0 | -20 | 48 | -5 | -5 | -6 | -6 |
| Share of Profit/Loss of JV and associates | 58 | -32 | 93 | -95 | 22 | 18 | 21 | 24 |
| Reported PAT | 1,101 | 1,320 | 5,914 | 2,456 | 2,953 | 3,800 | 4,531 | 5,446 |
| Adjusted PAT | 1,101 | 1,320 | 3,022 | 2,456 | 2,953 | 3,800 | 4,531 | 5,446 |
| Change (%) | 21.1 | 19.9 | 128.9 | -18.7 | 20.2 | 28.7 | 19.2 | 20.2 |
| Margin (%) | 3.9 | 4.4 | 10.2 | 8.6 | 9.0 | 9.9 | 10.1 | 10.4 |

| Consolidated - Balance Sheet | | | | | | | | |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | (INR m) FY28E |
| Equity Share Capital | 124 | 124 | 124 | 124 | 124 | 124 | 124 | 124 |
| Total Reserves | 13,973 | 15,267 | 15,625 | 18,062 | 21,275 | 24,703 | 28,738 | 33,565 |
| Net Worth | 14,098 | 15,391 | 15,749 | 18,186 | 21,399 | 24,827 | 28,862 | 33,689 |
| Minority Interest | -134 | -133 | -3 | 53 | 51 | 49 | 47 | 45 |
| Total Loans | 3,495 | 4,285 | 2,132 | 2,806 | 3,573 | 3,373 | 3,173 | 2,973 |
| Deferred Tax Liabilities | 41 | 33 | 11 | 0 | 0 | 0 | 0 | 0 |
| Capital Employed | 17,500 | 19,576 | 17,889 | 21,045 | 25,023 | 28,249 | 32,082 | 36,707 |
| Gross Block | 2,335 | 2,373 | 2,415 | 2,470 | 2,471 | 2,521 | 2,571 | 2,621 |
| Less: Accum. Deprn. | 1,472 | 1,573 | 1,661 | 1,745 | 1,804 | 1,863 | 1,926 | 1,994 |
| Net Fixed Assets | 863 | 800 | 754 | 725 | 667 | 658 | 645 | 627 |
| Capital WIP | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Investments | 244 | 376 | 458 | 671 | 694 | 794 | 894 | 994 |
| Curr. Assets, Loans&Adv. | 40,506 | 38,848 | 39,681 | 44,349 | 51,312 | 57,586 | 64,846 | 73,470 |
| Inventory | 298 | 320 | 353 | 359 | 358 | 418 | 487 | 568 |
| Account Receivables | 18,972 | 20,711 | 21,939 | 25,215 | 26,080 | 29,929 | 34,215 | 39,202 |
| Cash and Bank Balance | 3,713 | 4,286 | 2,754 | 5,097 | 9,446 | 11,201 | 13,497 | 16,443 |
| Loans and Advances | 17,523 | 13,532 | 14,635 | 13,678 | 15,428 | 16,038 | 16,648 | 17,258 |
| Curr. Liability & Prov. | 24,112 | 20,447 | 23,004 | 24,700 | 27,650 | 30,789 | 34,303 | 38,385 |
| Account Payables | 10,777 | 9,853 | 10,697 | 10,283 | 10,458 | 12,002 | 13,721 | 16,008 |
| Other Current Liabilities | 12,714 | 9,777 | 11,646 | 13,137 | 15,576 | 16,876 | 18,376 | 19,876 |
| Provisions | 621 | 816 | 661 | 1,280 | 1,616 | 1,911 | 2,206 | 2,501 |
| Net Current Assets | 16,393 | 18,401 | 16,677 | 19,649 | 23,662 | 26,797 | 30,543 | 35,085 |
| Misc Expenditure | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Appl. of Funds | 17,500 | 19,576 | 17,889 | 21,045 | 25,023 | 28,249 | 32,082 | 36,707 |

Financials and valuations

Ratios

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Basic (INR) | | | | | | | | |
| Adj EPS | | | | | | | | |
| Cash EPS | 17.8 | 21.3 | 48.7 | 39.6 | 47.6 | 61.3 | 73.1 | 87.8 |
| BV/Share | 19.7 | 22.9 | 50.2 | 41.0 | 48.6 | 62.2 | 74.1 | 88.9 |
| DPS | 227 | 248 | 254 | 293 | 345 | 400 | 466 | 543 |
| Payout (%) | 0.0 | 0.0 | 0.0 | 0.0 | 4.0 | 6.0 | 8.0 | 10.0 |
| Valuation (x) | | | | | | | | |
| P/E | 0.0 | 0.0 | 0.0 | 0.0 | 8.4 | 9.8 | 10.9 | 11.4 |
| Cash P/E | 85.9 | 71.7 | 31.3 | 38.5 | 32.0 | 24.9 | 20.9 | 17.4 |
| P/BV | 77.4 | 66.5 | 30.4 | 37.2 | 31.4 | 24.5 | 20.6 | 17.2 |
| EV/Sales | 6.7 | 6.1 | 6.0 | 5.2 | 4.4 | 3.8 | 3.3 | 2.8 |
| EV/EBITDA | 3.4 | 3.2 | 3.2 | 3.4 | 3.1 | 2.7 | 2.3 | 2.1 |
| Dividend Yield (%) | 43.3 | 40.1 | 29.6 | 24.6 | 21.0 | 16.4 | 13.2 | 10.7 |
| FCF per share | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 | 0.4 | 0.5 | 0.7 |
| Return Ratios (%) | | | | | | | | |
| RoE | 19.6 | 1.5 | 13.4 | 19.8 | 56.6 | 45.5 | 58.0 | 70.8 |
| RoCE (pre-tax) | 7.8 | 8.6 | 19.2 | 13.5 | 13.8 | 15.3 | 15.7 | 16.2 |
| RoIC (pre-tax) | 12.4 | 13.9 | 19.3 | 21.1 | 20.1 | 21.5 | 22.6 | 23.4 |
| Working Capital Ratios | | | | | | | | |
| Fixed Asset Turnover (x) | 15.0 | 17.4 | 23.2 | 25.5 | 27.6 | 33.2 | 36.0 | 39.3 |
| Net Working Capital Cycle (Days) | 12.1 | 12.6 | 12.3 | 11.6 | 13.3 | 15.3 | 17.4 | 19.9 |
| Debtor (Days, incl. CA) | 163 | 173 | 172 | 186 | 158 | 148 | 139 | 130 |
| Inventory (Days) | 470 | 420 | 451 | 497 | 460 | 436 | 415 | 395 |
| Creditor (Days, incl. CL) | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 |
| Leverage Ratio (x) | | | | | | | | |
| Current Ratio | 310 | 251 | 284 | 316 | 306 | 292 | 280 | 268 |
| Interest Cover Ratio | 1.7 | 1.9 | 1.7 | 1.8 | 1.9 | 1.9 | 1.9 | 1.9 |
| Net Debt/Equity | 2.4 | 3.0 | 5.5 | 5.8 | 5.9 | 7.4 | 7.4 | 8.3 |

Consolidated - Cash Flow Statement

| Y/E March | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
|----------------------------------|--------------|--------------|---------------|--------------|---------------|---------------|---------------|---------------|
| OP/(Loss) before Tax | | | | | | | | |
| Depreciation | | | | | | | | |
| OP/(Loss) before Tax | 1,303 | 1,684 | 169 | 3,301 | 3,844 | 4,944 | 5,889 | 7,080 |
| Depreciation | 121 | 101 | 88 | 84 | 59 | 59 | 63 | 68 |
| Interest & Finance Charges | 366 | 363 | 287 | 255 | 334 | 776 | 913 | 966 |
| Direct Taxes Paid | -319 | -186 | -275 | -260 | -817 | -1,052 | -1,269 | -1,549 |
| (Inc)/Dec in WC | -968 | -2,817 | 491 | -2,882 | 76 | -1,380 | -1,450 | -1,596 |
| CF from Operations | | | | | | | | |
| Others | 502 | -856 | 760 | 498 | 3,496 | 3,347 | 4,146 | 4,969 |
| Others | 851 | 972 | 89 | 837 | 56 | -474 | -498 | -531 |
| CF from Operating incl EO | | | | | | | | |
| (Inc)/Dec in FA | 1,353 | 116 | 849 | 1,335 | 3,552 | 2,873 | 3,647 | 4,438 |
| (Inc)/Dec in FA | -136 | -26 | -17 | -110 | -40 | -50 | -50 | -50 |
| Free Cash Flow | | | | | | | | |
| (Pur)/Sale of Investments | 1,217 | 90 | 832 | 1,225 | 3,512 | 2,823 | 3,597 | 4,388 |
| Others | 0 | -183 | 0 | 0 | 0 | -100 | -100 | -100 |
| Others | 95 | -131 | 175 | 951 | -1,170 | 476 | 500 | 533 |
| CF from Investments | | | | | | | | |
| Issue of Shares | -41 | -340 | 158 | 841 | -1,210 | 326 | 350 | 383 |
| Inc/(Dec) in Debt | 1,178 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Paid | -1,737 | 826 | -2,101 | 660 | 714 | -200 | -200 | -200 |
| Dividend Paid | -347 | -364 | -281 | -249 | -333 | -776 | -913 | -966 |
| Others | -13 | 2 | 0 | 0 | 0 | -372 | -496 | -620 |
| CF from Fin. Activity | | | | | | | | |
| Opening Balance | -859 | 446 | -2,400 | 436 | 340 | -1,440 | -1,698 | -1,871 |
| Other cash & cash equivalent | 453 | 223 | -1,393 | 2,612 | 2,682 | 1,759 | 2,300 | 2,950 |
| Closing Balance | | | | | | | | |
| Closing Balance | 1,049 | 1,272 | -121 | 2,491 | 5,173 | 6,932 | 9,232 | 12,182 |

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NOTES

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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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