

Dixon Technologies

Estimate change	
TP change	
Rating change	
Bloomberg	DIXON IN
Equity Shares (m)	61
M.Cap.(INRb)/(USDb)	627.3 / 6.8
52-Week Range (INR)	18472 / 9990
1,6,12 Rel. Per (%)	-11/-41/-39
12M Avg Val (INR M)	6268

Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	498.7	759.6	877.1
EBITDA	19.3	26.8	37.5
EBITDA Margin (%)	3.9	3.5	4.3
PAT	8.9	11.4	17.6
EPS (INR)	148.3	189.5	292.2
EPS Growth (%)	26.5	27.8	54.2
BV/Share (INR)	614.5	794.0	1,075.3
Ratios			
Net D/E	-0.2	-0.2	-0.4
RoE (%)	26.6	26.9	31.3
RoCE (%)	34.5	38.2	42.1
Payout (%)	7.3	5.3	3.8
Valuations			
P/E (x)	69.7	54.6	35.4
P/BV (x)	16.8	13.0	9.6
EV/EBITDA (x)	32.2	23.1	16.1
Div Yield (%)	0.1	0.1	0.1

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	28.8	28.9	32.4
DII	29.1	28.9	22.6
FII	18.7	20.7	23.2
Others	23.4	21.5	21.7

FII includes depository receipts

CMP: INR10,337

TP: INR16,700 (+62%)

Buy

Uncertain times

Dixon's 3QFY26 revenue/EBITDA came in line with our estimates, though the quarter's performance was impacted by weak demand in the smartphone industry due to challenges related to higher memory prices and channel inventory. Issues related to higher memory prices are likely to persist for another few quarters, which could weigh on mobile volumes in the upcoming quarters. The company's efforts on backward integration are progressing in line with schedule and it has also received ECMS approval for camera module and electro transceivers. Approval for Vivo JV has seen delays and the company is hopeful of getting these approvals during this quarter. Considering the current weakness in smartphone volumes and expectations of lower margins in FY27, we cut our estimates by 23%/9% for FY27/FY28 and arrive at a revised TP of INR16,700, based on 2-year forward DCF, implying a target P/E multiple of 55x. Retain BUY as the stock price correction of nearly 46% from the high bakes in these uncertainties.

In-line revenue and EBITDA, beat on PAT

During 3QFY26, Dixon reported in-line revenue and EBITDA, while PAT beat our estimates. Consolidated revenue grew 2% YoY to INR106.7b. Absolute EBITDA grew by 6% YoY to INR4.1b (in line), while margins expanded 20bp YoY to 3.9% (est. 3.8%). Adj. PAT rose 6% YoY to INR1.8b (12% beat). After including the fair value gain on Dixon's stake in Aditya Infotech and gain on the transfer of its lighting business undertaking, reported PAT stood at INR2.9b, up 68% YoY. For 9MFY26, revenue/EBITDA/PAT grew 34%/37%/26% and margin expanded 10bp YoY to 3.8%. Among segments, mobile demand remained subdued due to an increase in memory prices; consumer electronics demand moderated due to post-Diwali seasonality; and home appliances grew 13% YoY.

Mobile demand affected by higher memory pricing

The mobile segment continued to face demand-related headwinds during the quarter, largely driven by elevated memory prices, inventory correction at the brand level, and affordability pressures in the low and mid-end smartphone segments. Revenue increased 5% YoY to INR97.5b in 3Q, EBITDA grew 9% YoY to INR3.5b, and margin expanded 10bp YoY to 3.6%. Smartphone volumes stood at ~6.9m units in 3Q and ~27m units in 9MFY26, while 4Q volumes are expected to be in the range of 7.0-7.5m. Motorola remained a key export customer, with mobile exports at INR40-45b in 9MFY26, which is expected to rise to INR55-60b for the full year. Ismartu contributed exports of 1.2-1.5m units. The Longcheer JV has received PN3 approval, with the formal agreement expected to be signed by mid-Feb'26 and an initial capacity of ~18m units targeted once the facility becomes operational in 2QFY27. The Vivo JV approval remains pending but is at an advanced stage, with operations expected to commence 45-60 days after approval, implying some timing risk to early FY27. While input cost inflation remains a pass-through for the company, higher BOM costs and supply tightness are creating demand uncertainty, limiting volume visibility until memory prices stabilize.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Telecom and IT hardware scaling up well

Within the broader EMS portfolio, Dixon continues to scale up its IT hardware and telecom operations. The Chennai facility has stabilized production of laptops and AIOs for HP and Asus, with desktop manufacturing set to begin in 4QFY26. Discussions are underway to add tablets, servers, and memory/SSD manufacturing through the Inventec JV to deepen localization and support margins. In telecom, demand remained healthy across routers and set-top boxes, alongside the commencement of manufacturing of complex microwave backhaul radios for a US customer, marking a move up the value chain beyond CPE devices. Management has guided for IT hardware revenue of ~INR15b in FY26, which will be ramped up to INR35b-40b in FY27 on the back of a strong order book. Telecom revenue is expected to be around INR52b in FY26, supported by increasing localization of mechanicals, plastics, and adapters.

Consumer electronics and home appliances to provide stability beyond mobile

Outside mobile, consumer electronics saw temporary softness due to post-festive seasonality and elevated channel inventories, while the company remained focused on premium large-screen and smart TV models. In refrigerators, 3Q was seasonally weak amid the transition to new energy efficiency norms, though Dixon expanded its portfolio with 50L and 100L models, introduced a 170-litre low-cost refrigerator with healthy export and domestic traction, and commenced a 375,000sqft capacity expansion. Washing machines continued to perform well, with margins at 11.5%, supported by full ODM capabilities, while the front-load facility at Tirupati is ready, with mass production expected in 2QFY27. The lighting business delivered strong double-digit growth, led by the Signify JV and market share gains. Demand in consumer electronics and home appliances is expected to recover from 1QFY27 as inventories normalize and new capacities and products ramp up.

Backward integration progressing as planned

Backward integration continues to gain momentum, with Q Tech reporting ~INR4b in revenue in 3QFY26 and operating at ~40m camera module volumes in FY26. Dixon is expanding capacities to ~180-190m units over the next 8-9 months to deepen localization and improve margins. The HKC display module facility has been fully constructed, with initial equipment covering ~2m units per month of mobile displays and ~2m units per annum for notebook and automotive displays already received, with trials targeted in 1QFY27 and mass production in 2QFY27, independent of PN3 approval.

Received ECMS approval for two entities and waiting for more to come

The company had filed for component PLI with an investment commitment of INR30b over three years for displays, camera modules, lithium-ion batteries, SFPs, mechanical enclosures, etc. With this, it would remain focused on backward integration. It has already received ECMS approval for camera module and optical transceiver (SFP). Approvals for display application and optical transceiver, among others, are awaited in upcoming tranches of ECMS approvals.

Financial outlook

We cut our estimates by 23%/9% for FY27/FY28 to factor in the weakness in smartphone volumes and expectations of lower margins in FY27. We thus expect a CAGR of 31%/35%/36% in revenue/EBITDA/PAT over FY25-FY28. We expect EBITDA margin of 3.9%/3.5% for FY26/FY27, while it is expected to increase to 4.3% in FY28 as backward-integration initiatives start factoring in after PLI.

Valuation and view

The stock is currently trading at 54.6x/35.4x P/E on FY27/28E earnings. **We reiterate our BUY rating on the stock with a revised DCF-based TP of INR16,700**, implying a target P/E multiple of 55x. **Retain BUY** as the stock price correction of nearly 46% from the high bakes in these uncertainties.

Key risks and concerns

The key risks to our estimates and recommendations would come from the lower-than-expected growth in the market opportunity, loss of relationships with key clients, increased competition, and limited bargaining power with clients.

Consolidated - Quarterly earnings model

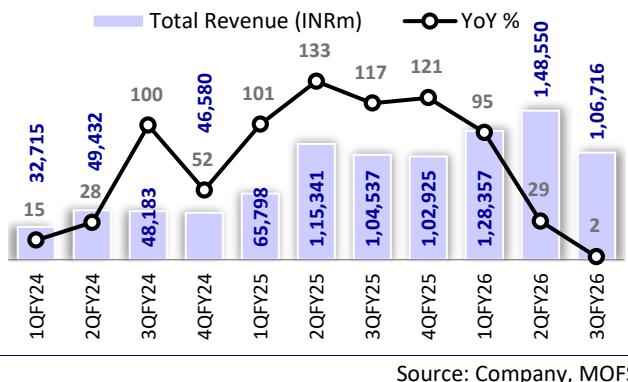
Y/E March	FY25								FY26E		FY25	FY26E	(INR m)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	3QE	Var (%)			
INR m													
Gross Sales	65,798	1,15,341	1,04,537	1,02,925	1,28,357	1,48,550	1,06,716	1,15,053	3,88,601	4,98,676	1,07,408		-1
YoY Change (%)	101.1	133.3	117.0	121.0	95.1	28.8	2.1	11.8	119.7	28.3	2.7		
Total Expenditure	63,319	1,11,077	1,00,632	98,498	1,23,533	1,42,937	1,02,571	1,10,319	3,73,525	4,79,360	1,03,332		-1
EBITDA	2,479	4,264	3,905	4,428	4,824	5,613	4,145	4,735	15,076	19,316	4,076		2
YoY Change (%)	88.0	114.4	111.8	142.7	94.6	31.7	6.1	6.9	116.1	28.1	4.4		
Margins (%)	3.8	3.7	3.7	4.3	3.8	3.8	3.9	4.1	3.9	3.9	3.8		
Depreciation	545	660	746	859	927	963	990	1,023	2,810	3,903	936		6
Interest	293	379	409	463	326	384	429	528	1,544	1,667	417		3
Other Income	82	-57	65	113	17	30	60	206	202	313	108		-44
PBT before EO expense	1,723	3,167	2,816	3,219	3,588	4,297	2,786	3,389	10,924	14,059	2,831		-2
Extra-Ord expense	0	2,096	0	2,504	0	4,927	1,253	497	4,600	6,677	0		
PBT	1,723	5,263	2,816	5,723	3,588	9,224	4,039	3,886	15,524	20,737	2,831		43
Tax	400	1,172	689	1,111	855	1,779	911	1,015	3,372	4,560	691		32
Rate (%)	23.2	22.3	24.5	19.4	23.8	19.3	22.6	26.1	21.7	22.0	24.4		
MI & P/L of Asso. Cos.	-14	193	415	604	483	746	255	551	1,197	2,034	510		-50
Reported PAT	1,337	3,899	1,712	4,008	2,250	6,700	2,873	2,320	10,955	14,142	1,631		76
Adj PAT	1,337	2,143	1,712	1,845	2,250	2,475	1,822	2,387	7,059	8,933	1,631		12
YoY Change (%)	94.3	99.7	77.5	93.9	68.3	15.5	6.4	29.3	92.0	26.5	-4.7		
Margins (%)	2.0	1.9	1.6	1.8	1.8	1.7	1.7	2.1	1.8	1.8	1.5		

Y/E March INR m	FY25				FY26E				FY25	FY26E	FY26E 3QE	Est Var (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE					
Segmental revenue													
Consumer Electronics	8,550	14,130	6,330	6,890	6,720	9,560	5,670	12,342	35,900	34,292	10,263	-45	
Lighting Products	2,270	2,330	2,010	2,000	1,880	1,090	0	0	8,610	2,970	0		
Home Appliances	3,050	4,440	3,150	3,020	3,130	4,290	3,550	6,979	13,660	17,949	4,095	-13	
Mobile Phones	51,920	94,440	93,050	91,020	1,16,630	1,33,610	97,500	95,725	3,30,430	4,43,465	93,050	5	
Security Systems	8	0	0	0	0	0	0	0	8	0	0		
Total Revenues	65,798	1,15,339	1,04,543	1,02,935	1,28,363	1,48,550	1,06,724	1,15,046	3,88,615	4,98,676	1,07,408	-1	
Segmental EBITDA													
Consumer Electronics	290	520	220	420	400	390	240	573	1,450	1,603	438	-45	
Margin (%)	3.4	3.7	3.5	6.1	6.0	4.1	4.2	4.6	4.0	4.7	4.3		
Lighting Products	150	170	140	150	110	NA	0	0	610	110	0		
Margin (%)	6.6	7.3	7.0	7.5	5.9	NM	NM	NM	7.1	3.7			
Home Appliances	320	490	320	370	360	500	410	812	1,500	2,082	475	-14	
Margin (%)	10.5	11.0	10.2	12.3	11.5	11.7	11.5	11.6	11.0	11.6	11.6		
Mobile Phones	1,710	3,080	3,220	3,490	3,950	4,720	3,500	3,351	11,530	15,521	3,164	11	
Margin (%)	3.3	3.3	3.5	3.8	3.4	3.5	3.6	3.5	3.5	3.5	3.4		
Security Systems	9	4	5	-2	4	3	-6	-1	-14	0	0		
Margin (%)	114	NM	-177	NM	NM								
Total EBITDA	2,479	4,264	3,905	4,428	4,824	5,613	4,145	4,735	15,076	19,316	4,076	2	
Margin (%)	3.8	3.7	3.7	4.3	3.8	3.8	3.9	4.1	3.9	3.9	3.8		

Note: Refrigerator revenue and EBITDA are part of Consumer Electronics Segment

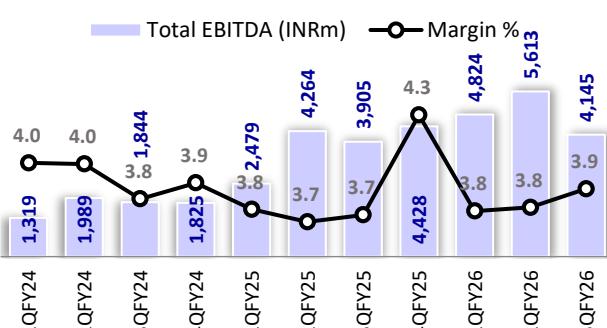
Key Exhibits

Exhibit 1: Revenue growth moderated during 3QFY26



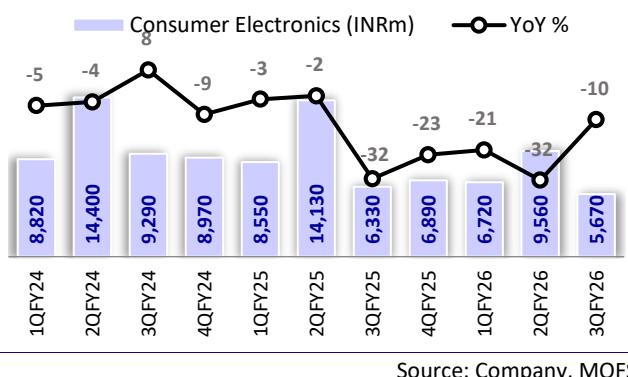
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA improved 20bp YoY



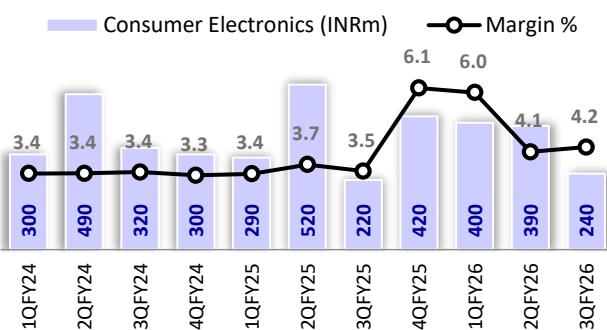
Source: Company, MOFSL

Exhibit 3: Consumer Electronics revenue down 10% YoY



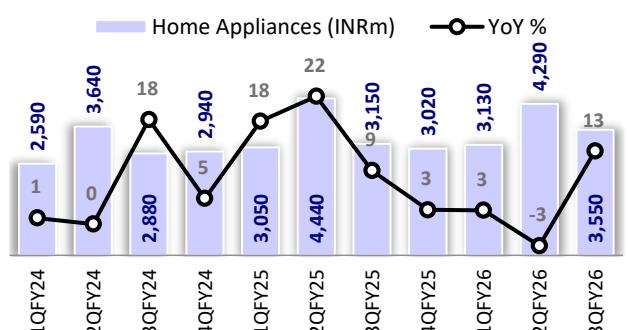
Source: Company, MOFSL

Exhibit 4: Consumer Electronics margins expanded 70bp YoY



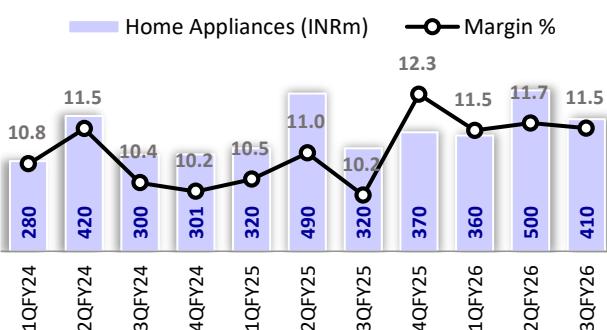
Source: Company, MOFSL

Exhibit 5: Home Appliances revenue increased 13% YoY



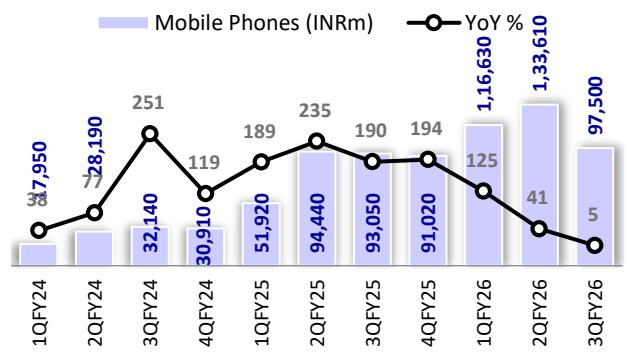
Source: Company, MOFSL

Exhibit 6: Home Appliances margin improved 130bp YoY



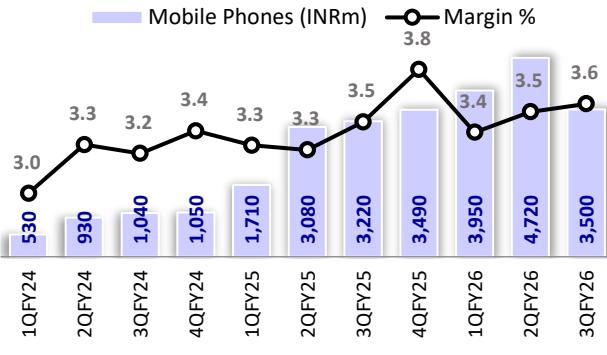
Source: Company, MOFSL

Exhibit 7: Mobile Phones revenue increased 5% YoY



Source: Company, MOFSL

Exhibit 8: Mobile Phones margin expanded 10bp YoY



Source: Company, MOFSL

Exhibit 9: The gap between gross margin and EBITDA margin is bridging, mainly due to the increased share of revenue from the mobile phones segment

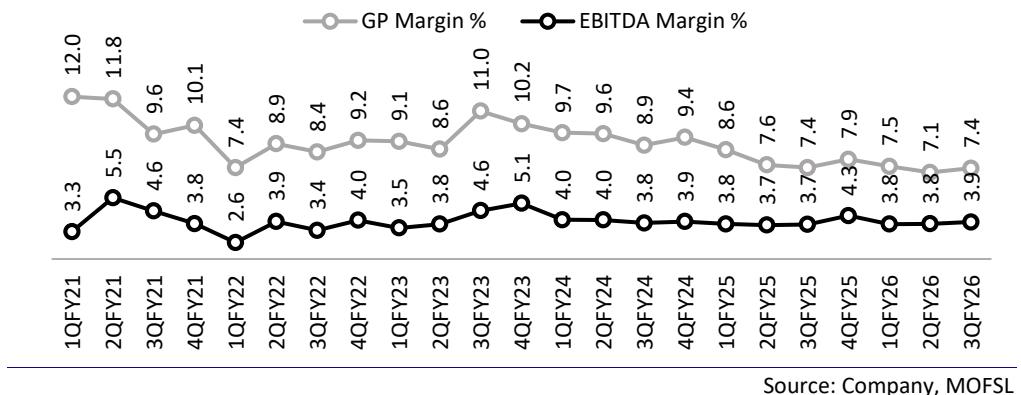


Exhibit 10: We cut our estimates to factor in the current weakness in smartphone volumes and lower margins in FY27

(INR m)	FY26E			FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)	New	Old	Chg (%)
Net Sales	4,98,676	5,11,490	(2.5)	7,59,608	7,85,048	(3.2)	8,77,070	9,04,504	(3.0)
EBITDA	19,316	19,295	0.1	26,751	31,883	(16.1)	37,500	39,381	(4.8)
EBITDA (%)	3.9	3.8	10 bp	3.5	4.1	-60 bp	4.3	4.4	-10 bp
Adj. PAT	8,933	8,775	1.8	11,418	14,907	(23.4)	17,608	19,412	(9.3)
EPS (INR)	148	146	1.8	190	247	(23.4)	292	322	(9.3)

Source: MOFSL

Financial outlook

INR m	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Consolidated											
Revenue	28,416	29,844	44,001	64,482	1,06,971	1,21,920	1,76,909	3,88,601	4,98,676	7,59,608	8,77,070
Growth YoY (%)	15.7	5.0	47.4	46.5	65.9	14.0	45.1	119.7	28.3	52.3	15.5
EBITDA	1,120	1,349	2,231	2,866	3,791	5,128	6,976	15,076	19,316	26,751	37,500
EBITDA margin (%)	3.9	4.5	5.1	4.4	3.5	4.2	3.9	3.9	3.9	3.5	4.3
RoCE	23.4	18.5	25.9	23.8	19.1	20.4	25.6	34.3	30.8	38.1	42.0
Consumer Electronics											
Revenue	10,735	11,937	20,952	38,426	51,695	42,780	41,480	35,900	23,633	24,677	26,930
Growth YoY (%)	27.1	11.2	75.5	83.4	34.5	-17.2	-3.0	-13.5	-34.2	4.4	9.1
EBITDA	222	252	503	1,028	1,246	1,306	1,410	1,450	804	839	916
EBITDA margin (%)	2.1	2.1	2.4	2.7	2.4	3.1	3.4	4.0	3.4	3.4	3.4
Lighting Products											
Revenue	7,742	9,194	11,397	11,037	12,841	10,546	7,870	8,610	2,970	NA	NA
Growth YoY (%)	40.6	18.8	24.0	-3.2	16.3	-17.9	-25.4	9.4	-65.5	NM	NM
EBITDA	473	660	977	974	881	904	592	610	110	NA	NA
EBITDA margin (%)	6.1	7.2	8.6	8.8	6.9	8.6	7.5	7.1	3.7	NM	NM
Home Appliances											
Revenue	2,503	3,744	3,963	4,311	7,088	11,435	12,050	13,660	17,949	21,428	25,664
Growth YoY (%)	33.1	49.6	5.9	8.8	64.4	61.3	5.4	13.4	31.4	19.4	19.8
EBITDA	308	370	461	397	541	1,094	1,301	1,500	2,082	2,486	2,977
EBITDA margin (%)	12.3	9.9	11.6	9.2	7.6	9.6	10.8	11.0	11.6	11.6	11.6
Mobile Phone and EMS											
Revenue	6,698	3,549	5,369	8,395	31,383	52,243	1,09,190	3,30,430	4,43,465	6,99,647	8,06,461
Growth YoY (%)	-17.4	-47.0	51.3	56.4	273.8	66.5	109.0	202.6	34.2	57.8	15.3
EBITDA	65	74	191	394	971	1,671	3,550	11,530	15,521	22,387	32,257
EBITDA margin (%)	1.0	2.1	3.6	4.7	3.1	3.2	3.3	3.5	3.5	3.2	4.0
Security Surveillance Systems											
Revenue	5	963	2,164	2,178	3,964	4,918	6,330	0	0	0	0
Growth YoY (%)			124.7	0.7	82.0	24.1	28.7	NA	NA	NA	NA
EBITDA	8	72	63	151	144	119	0	0	0	0	0
EBITDA margin (%)	0.8	3.3	2.9	3.8	2.9	1.9	NA	NA	NA	NA	NA
Refrigerator											
Revenue								10,659	13,857	18,014	
Growth YoY (%)									30.0	30.0	
EBITDA								799	1,039	1,351	
EBITDA margin (%)								7.5	7.5	7.5	

Source: Company, MOFSL

Note: FY25 Refrigerator data is included in Consumer Electronics

Exhibit 11: We expect a revenue CAGR of 31% over FY25-28, led by mobile and new segments

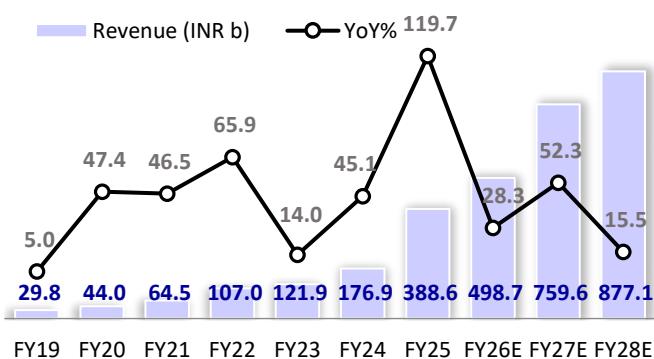
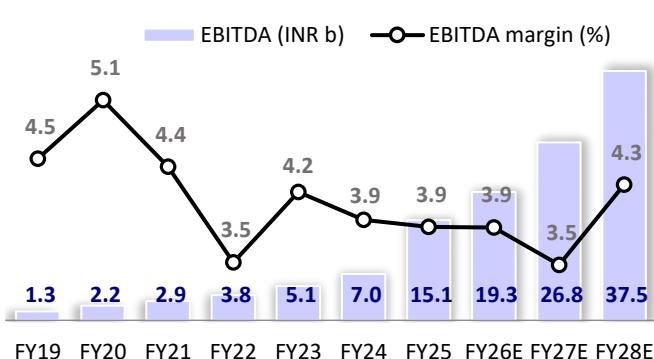
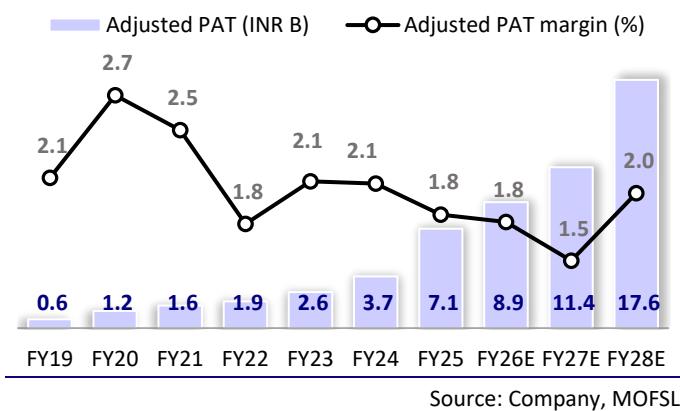
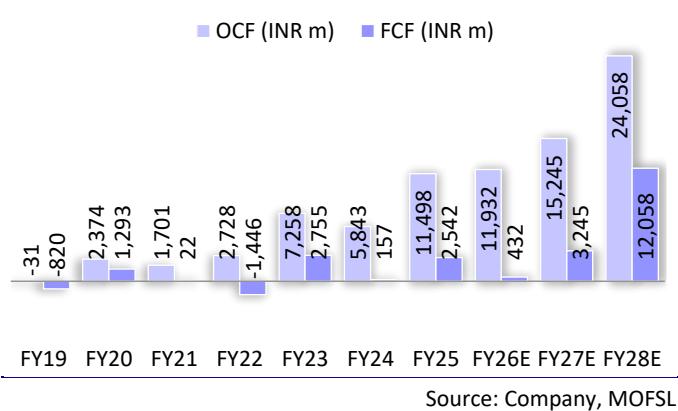
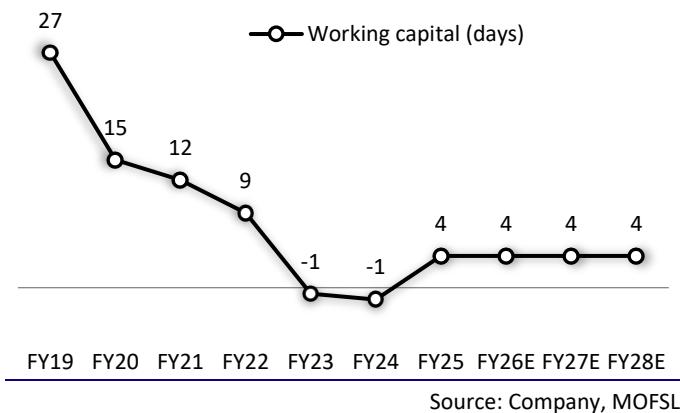
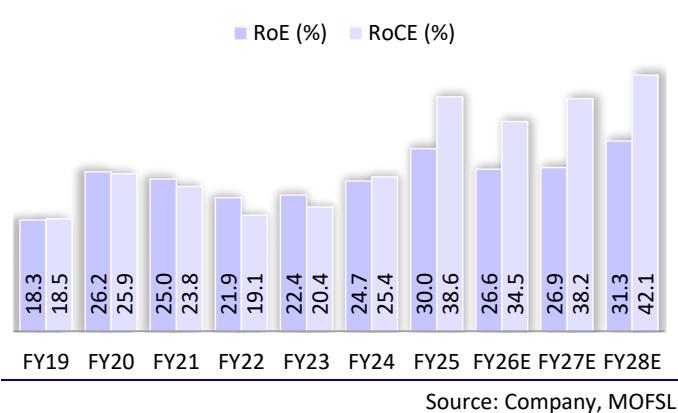
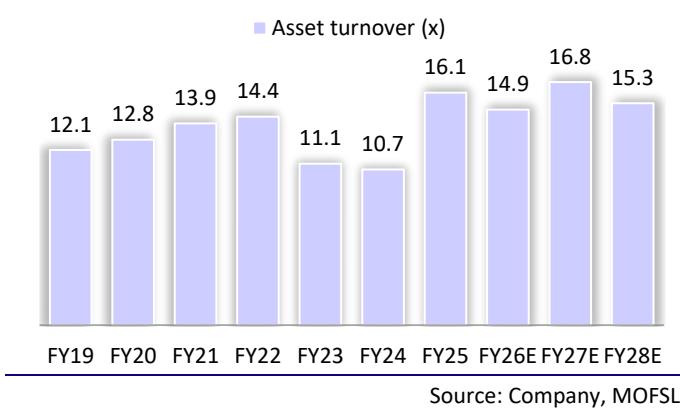
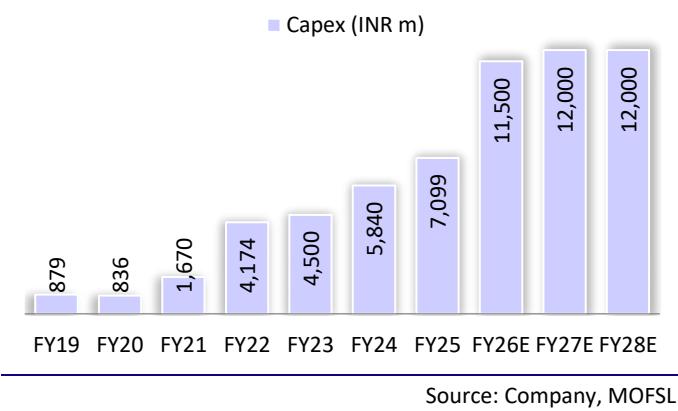


Exhibit 12: We expect an EBITDA CAGR of 35% over FY25-28, with a focus on margin improvement



Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 13: We expect a PAT CAGR of 36% over FY25-28, led by strong revenue and EBITDA growth

Exhibit 14: We expect OCF and FCF to remain strong as the working capital cycle is lean for Dixon

Exhibit 15: We expect the NWC cycle to remain lean for DIXON in the coming years

Exhibit 16: We expect RoE/RoCE to improve due to continued focus on capital allocation and improved asset turnover

Exhibit 17: Asset turnover to improve on a higher share of revenue from the mobile and EMS segment

Exhibit 18: We expect the company to keep investing in capex for expansion and backward integration


Financials and Valuation

Consolidated - Income Statement									(INR m)
Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e	FY28e
Total Income from Operations	44,001	64,482	1,06,971	1,21,920	1,76,909	3,88,601	4,98,676	7,59,608	8,77,070
Change (%)	47.4	46.5	65.9	14.0	45.1	119.7	28.3	52.3	15.5
Raw Materials	38,602	57,697	97,792	1,10,207	1,60,390	3,58,328	4,59,828	7,00,433	8,08,744
Gross Profit	5,399	6,785	9,178	11,713	16,520	30,273	38,848	59,175	68,325
Employee Cost	1,180	1,371	1,978	2,517	3,327	5,674	7,281	11,092	12,807
Other Expenses	1,989	2,548	3,409	4,069	6,217	9,523	12,250	21,333	18,019
Total Expenditure	41,771	61,616	1,03,180	1,16,793	1,69,933	3,73,525	4,79,360	7,32,857	8,39,569
% of Sales	94.9	95.6	96.5	95.8	96.1	96.1	96.1	96.5	95.7
EBITDA	2,231	2,866	3,791	5,128	6,976	15,076	19,316	26,751	37,500
Margin (%)	5.1	4.4	3.5	4.2	3.9	3.9	3.9	3.5	4.3
Depreciation	365	437	840	1,146	1,619	2,810	3,903	4,691	5,833
EBIT	1,865	2,429	2,952	3,981	5,357	12,266	15,413	22,060	31,668
Int. and Finance Charges	350	274	442	606	747	1,544	1,667	1,748	1,794
Other Income	52	16	38	56	226	202	313	398	783
PBT bef. EO Exp.	1,568	2,170	2,548	3,432	4,836	10,924	14,059	20,710	30,657
EO Items	0	0	0	0	0	4,600	6,677	0	0
PBT after EO Exp.	1,568	2,170	2,548	3,432	4,836	15,524	20,737	20,710	30,657
Total Tax	363	572	644	897	1,189	3,372	4,560	5,042	7,444
Tax Rate (%)	23.1	26.4	25.3	26.1	24.6	21.7	22.0	24.3	24.3
Profit share of associates/JV	0	0	-1	16	102	174	191	210	231
Minority Interest	0	0	2	-4	72	1,370	2,226	4,460	5,836
Reported PAT	1,205	1,598	1,902	2,555	3,677	10,955	14,142	11,418	17,608
Adjusted PAT	1,205	1,598	1,902	2,555	3,677	7,059	8,933	11,418	17,608
Change (%)	90.2	32.6	19.0	34.4	43.9	92.0	26.5	27.8	54.2
Margin (%)	2.7	2.5	1.8	2.1	2.1	1.8	1.8	1.5	2.0

Consolidated - Balance Sheet									(INR m)
Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e	FY28e
Equity Share Capital	116	117	119	119	120	121	121	121	121
Total Reserves	5,298	7,256	9,849	12,730	16,829	29,982	36,904	47,720	64,665
Net Worth	5,413	7,373	9,968	12,849	16,949	30,102	37,025	47,840	64,786
Minority Interest	0	0	6	-3	276	4,591	6,817	11,277	17,113
Total Loans	828	1,513	4,580	1,826	1,550	2,023	2,023	2,023	2,023
Deferred Tax Liabilities	148	184	201	224	240	980	980	980	980
Capital Employed	6,389	9,070	14,754	14,897	19,015	37,696	46,845	62,121	84,902
Gross Block	3,982	5,269	9,586	12,291	20,633	27,732	39,232	51,232	63,232
Less: Accum. Deprn.	825	1,170	1,815	2,641	3,958	6,256	9,470	13,541	18,692
Net Fixed Assets	3,157	4,099	7,771	9,649	16,675	21,476	29,762	37,691	44,540
Goodwill on Consolidation	82	82	303	303	303	570	570	570	570
Capital WIP	96	724	224	1,197	683	2,570	2,570	2,570	2,570
Total Investments	0	953	1,410	442	200	5,356	5,356	5,356	5,356
Curr. Assets, Loans&Adv.	13,635	22,600	33,064	35,203	52,034	1,37,606	1,74,219	2,65,663	3,19,814
Inventory	4,978	7,433	11,557	9,579	16,950	39,924	51,233	78,040	90,108
Account Receivables	5,151	10,891	13,564	17,155	23,179	69,655	89,385	1,36,155	1,57,210
Cash and Bank Balance	1,002	689	1,823	2,292	2,087	2,635	2,286	6,899	21,523
Loans and Advances	0	25	4	0	20	0	0	0	0
Other Current Asset	2,504	3,563	6,116	6,178	9,799	25,392	31,315	44,569	50,972
Curr. Liability & Prov.	10,580	19,387	28,017	31,898	50,881	1,29,881	1,65,631	2,49,730	2,87,947
Account Payables	9,391	17,097	23,137	24,519	40,652	1,08,837	1,39,666	2,12,746	2,45,643
Other Current Liabilities	1,081	2,146	4,664	7,121	9,952	20,768	25,611	36,444	41,680
Provisions	109	144	216	258	277	277	355	540	624
Net Current Assets	3,054	3,213	5,047	3,306	1,153	7,725	8,588	15,933	31,866
Appl. of Funds	6,389	9,070	14,754	14,897	19,015	37,696	46,845	62,120	84,902

Financials and Valuation

Ratios

Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e	FY28e
Basic (INR)									
EPS	20.6	27.3	32.0	42.9	61.5	117.2	148.3	189.5	292.2
Cash EPS	26.8	34.7	46.2	62.1	88.6	163.8	213.0	267.4	389.1
BV/Share	92.4	125.9	168.0	215.7	283.4	499.6	614.5	794.0	1,075.3
DPS	1.2	1.0	2.0	3.0	3.0	8.0	9.0	10.0	11.0
Payout (%)	5.7	3.7	6.3	7.0	4.9	7.6	7.3	5.3	3.8
Valuation (x)									
P/E	502.5	378.9	322.6	241.0	168.1	88.2	69.7	54.6	35.4
Cash P/E	385.6	297.5	223.8	166.4	116.7	63.1	48.5	38.7	26.6
P/BV	111.9	82.1	61.6	47.9	36.5	20.7	16.8	13.0	9.6
EV/Sales	13.8	9.4	5.8	5.0	3.5	1.6	1.2	0.8	0.7
EV/EBITDA	271.4	211.6	162.6	120.0	88.5	41.3	32.2	23.1	16.1
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1
FCF per share	22.1	0.4	-24.4	46.3	2.6	42.2	7.2	53.9	200.1
Return Ratios (%)									
RoE	26.2	25.0	21.9	22.4	24.7	30.0	26.6	26.9	31.3
RoCE	25.9	23.8	19.1	20.4	25.4	38.6	34.5	38.2	42.1
RoIC	28.8	29.8	24.5	26.4	29.9	44.5	37.7	39.8	46.7
Working Capital Ratios									
Fixed Asset Turnover (x)	11.0	12.2	11.2	9.9	8.6	14.0	12.7	14.8	13.9
Asset Turnover (x)	6.9	7.1	7.3	8.2	9.3	10.3	10.6	12.2	10.3
Inventory (Days)	41	42	39	29	35	37	37	37	37
Debtor (Days)	43	62	46	51	48	65	65	65	65
Creditor (Days)	78	97	79	73	84	102	102	102	102
Leverage Ratio (x)									
Current Ratio	1.3	1.2	1.2	1.1	1.0	1.1	1.1	1.1	1.1
Interest Cover Ratio	5.3	8.9	6.7	6.6	7.2	7.9	9.2	12.6	17.7
Net Debt/Equity	-0.0	-0.0	0.1	-0.1	-0.0	-0.2	-0.2	-0.2	-0.4

Consolidated - Cashflow Statement

Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e	(INR m) FY28e
OP/(Loss) before Tax	1,568	2,170	2,546	3,452	4,867	14,328	18,702	16,460	25,052
Depreciation	365	437	840	1,146	1,619	2,810	3,903	4,691	5,833
Interest & Finance Charges	350	274	442	606	747	1,544	1,667	1,748	1,794
Direct Taxes Paid	-429	-549	-540	-820	-1,218	-2,760	-4,560	-5,042	-7,444
(Inc)/Dec in WC	423	-743	-641	2,764	-88	-1,816	-1,102	-2,612	-1,176
CF from Operations	2,277	1,590	2,646	7,148	5,927	14,106	18,610	15,245	24,058
Others	97	111	81	109	-83	-2,608	-6,677	0	0
CF from Operating incl EO	2,374	1,701	2,728	7,258	5,843	11,498	11,932	15,245	24,058
(Inc)/Dec in FA	-1,081	-1,680	-4,174	-4,502	-5,686	-8,956	-11,500	-12,000	-12,000
Free Cash Flow	1,293	22	-1,446	2,755	157	2,542	432	3,245	12,058
(Pur)/Sale of Investments	-118	-978	-446	992	346	-3,208	0	0	0
Others	28	8	-25	-45	31	-125	-110	-121	-132
CF from Investments	-1,171	-2,649	-4,645	-3,556	-5,309	-12,289	-11,610	-12,121	-12,132
Issue of Shares	457	269	642	336	469	1,399	0	0	0
Inc/(Dec) in Debt	-570	688	3,026	-2,776	-276	583	0	0	0
Interest Paid	-378	-322	-567	-737	-494	-1,219	-1,667	-1,748	-1,794
Dividend Paid	-83	0	-59	-119	-179	-329	-542	-603	-663
Others	6	0	0	0	-220	-700	2,226	4,460	5,836
CF from Fin. Activity	-568	635	3,043	-3,296	-700	-266	17	2,109	3,380
Inc/Dec of Cash	634	-313	1,126	406	-166	-1,057	339	5,234	15,306
Opening Balance	367	1,002	689	1,823	2,292	2,086	2,635	2,286	6,899
Other Bank Balances	0	0	8	63	-40	1,606	-688	-621	-681
Closing Balance	1,002	689	1,823	2,292	2,086	2,635	2,286	6,899	21,523

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Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrivances@motilaloswal.com.