

Ambuja Cements

Estimate change



TP change



Rating change



CMP: INR510

TP: INR600 (+18%)

Buy

Miss on estimates; favorable demand-pricing drives recovery

3Q cost spike from one-offs; exit-Dec'25 cost normalizes

Bloomberg	ACEM IN
Equity Shares (m)	2472
M.Cap.(INRb)/(USDb)	1261 / 13.7
52-Week Range (INR)	625 / 455
1, 6, 12 Rel. Per (%)	-5/-19/-9
12M Avg Val (INR M)	1476
Free float (%)	32.4

Consol. Financial Snapshot (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	409.4	463.9	505.9
EBITDA	73.1	86.3	99.5
Adj. PAT	21.0	28.2	33.2
EBITDA Margin (%)	17.8	18.6	19.7
Adj. EPS (INR)	8.5	11.4	13.4
EPS Gr. (%)	3.2	34.0	17.7
BV/Sh. (INR)	229	238	249

Ratios

Net D:E	0.1	0.2	0.2
RoE (%)	3.8	4.9	5.5
RoCE (%)	7.4	5.3	5.7
Payout (%)	23.5	21.9	18.6

Valuations

P/E (x)	52.4	39.1	33.2
P/BV (x)	2.0	1.9	1.8
EV/EBITDA(x)	18.7	16.2	14.3
EV/ton (USD)	130	120	114
Div. Yield (%)	0.4	0.5	0.5
FCF Yield (%)	-3.1	-3.0	-2.1

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	67.6	67.6	67.5
DII	19.9	19.6	16.6
FII	5.8	6.0	9.2
Others	6.7	6.8	6.7

FII includes depository receipts

- Ambuja Cements' (ACEM) 3QFY26 operating performance was below our estimates, impacted by elevated opex/t, including one-off costs. Its consol. EBITDA was up ~53% YoY to INR13.5b (~24% miss). EBITDA/t grew ~33% YoY to INR716 (vs. est. INR953). OPM expanded 2.9pp to ~13% (vs. est. ~18%). Adj. PAT declined ~76% YoY at INR1.1b (81% miss due to lower EBITDA, other income, and higher depreciation).

- Management indicated that the 3QFY26 cost level was an aberration due to some one-off expenses. Meanwhile, exit-Dec'25 opex/t run-rate is already below INR4,000/t vs. average INR4,500/t in 3Q. Currently, the operating environment is favorable with strong demand and improving pricing. Moreover, operational performance at acquired assets has improved, with utilization rising to ~58% in 3Q and ~65% by exit-Dec'25. The proposed amalgamation of ACC and Orient Cement with ACEM is expected to enhance scale, EBITDA, and efficiency over the next 24-36 months, with regulatory approvals progressing as planned.

- We cut our EBITDA estimates by 6% for FY26 and 5% for FY27/28 (each) to factor in the 3Q underperformance and our expectation of higher opex/t. We value the stock at 17x FY28E EV/EBITDA to arrive at our TP of INR600.

Reiterate BUY.

Consol. volume up 15% YoY; blended realization/t up 5% YoY (flat QoQ)

- Consol. revenue/EBITDA/adj. PAT stood at INR102.8b/INR13.5b/INR1.1b (+20%/+53%/-76% YoY, and +3%/-24%/-81% vs. our estimates) in 3QFY26. Consol. volume increased ~15% YoY to 18.9mt (+2% vs. estimates). Blended realization/t increased ~5% YoY (flat QoQ; ~2% above estimates).

- Opex/t was up ~1% YoY/8% QoQ (~7% above estimates), led by an increase in variable cost/freight cost/other expenses per ton, which rose ~2%/1%/3% YoY. EBITDA/t grew ~33% YoY to INR716, and OPM expanded 2.9pp YoY to ~13%. Depreciation increased ~58% YoY, led by inorganic expansions. Other income declined ~64% YoY. ETR stood at 35.9% vs. 22.4% in 3QFY25.

- In 9MFY26, revenue/EBITDA/PAT stood at INR297.4b/INR50.7b/INR14.5b (+22%/+62%/-9% YoY). OPM expanded 4.2pp YoY to ~17%. Realization/t was up ~3% YoY to INR5,447 and EBITDA/t grew ~36% YoY to INR929.

Highlights from the management commentary

- Management indicated that industry demand remained strong during 3QFY26, supported by sustained infrastructure spending, steady housing demand, and a recovery in rural construction after a favorable monsoon.
- Premium cement volumes accounted for ~35% of trade sales and increased 31% YoY. Key brands such as Ambuja Kawach and ACC Gold continued to drive value growth, aided by GST reduction and rising preference for high-performance products.
- Capex was pegged at INR100b (annually for the next two years), comprising INR80b for growth initiatives and INR20b for efficiency and modernization.

Sanjeev Kumar Singh - Research analyst (Sanjeev.Singh@MotilalOswal.com)

Research analyst - Mudit Agarwal (Mudit.Agarwal@MotilalOswal.com) | **Abhishek Sheth** (Abhishek.Sheth@MotilalOswal.com)

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Valuation and view

- ACEM's 3Q performance was significantly below our as well as consensus estimates, partly due to a few one-time expenses. Management clarified that the opex/t run rate has been normalized by exit-Dec'25 and expects profitability to improve in 4Q. It reiterated its cost reduction target of INR3,650/t and capacity target of 155mtpa by FY28E. Meanwhile, 3QFY26 cost/t was an aberration, and we expect cost reductions in 4QFY26. A sustainable improvement in cost/t remains a key monitorable.
- We estimate a CAGR of ~11%/17%/26% in consol. revenue/EBITDA/PAT over FY26-28, led by volume growth of ~10% and profitability improvement. We estimate its EBITDA/t to increase to INR1,048/INR1,105 in FY27/FY28 vs. INR976 in FY26E. ACEM (consol.) trades reasonably at 16x/14x FY27E/FY28E EV/EBITDA and USD120/USD114 EV/t. We value the stock at 17x FY28E EV/EBITDA to arrive at our TP of INR600. **Reiterate BUY.**

Consolidated quarterly performance

(INR b)

	FY25				FY26				FY25	FY26E	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Net Sales	83.9	73.8	85.8	99.8	102.9	91.7	102.8	112.0	343.4	409.4	99.4	2
YoY Change (%)	-3.7	-0.6	5.6	12.2	22.6	24.3	19.7	12.2	10.2	19.2	16.9	
EBITDA	12.8	9.7	8.9	18.7	19.6	17.6	13.5	22.3	50.1	73.1	17.7	(24)
YoY Change (%)	-23.2	-25.2	-48.9	9.9	53.2	80.9	52.8	19.4	73.0	45.9	53.2	
Margins (%)	15.3	13.2	10.3	18.7	19.1	19.2	13.2	19.9	14.6	17.8	17.8	(465)
Depreciation	4.8	5.2	6.1	7.9	8.0	8.9	9.6	9.7	23.9	36.2	8.9	8
Interest	0.7	0.7	0.7	0.1	0.7	0.8	0.6	0.6	2.2	2.6	0.8	(26)
Other Income	3.5	3.7	2.4	2.7	2.6	2.6	0.9	2.1	12.4	8.1	2.5	(65)
PBT before EO Item	10.9	7.6	4.5	13.4	13.5	10.6	4.2	14.1	36.4	42.4	10.5	(60)
Share of profit of JVs	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.2	0.0	-
Extraordinary Inc/(Exp)	0.0	-0.2	19.4	4.4	0.4	-2.2	-0.2	0.0	23.5	-2.0	0.0	
PBT after EO Exp/(Inc)	10.9	7.4	23.9	17.8	14.0	8.4	4.1	14.2	60.1	40.6	10.6	(61)
Tax	3.1	2.5	5.4	4.6	4.0	2.5	1.5	3.9	15.6	11.9	2.7	
Prior period tax adj.	0.0	0.0	-8.1	0.4	-0.3	-17.1	-1.0	0.0	-7.7	-18.4	0.0	
Rate (%)	28.4	33.3	22.4	26.0	29.0	29.3	35.9	27.9	25.9	-15.9	25.8	
Reported Profit	7.8	5.0	26.6	12.8	10.2	23.0	3.7	10.2	52.2	47.1	7.8	(53)
Adj PAT (before MI)	7.8	5.1	3.4	7.3	9.6	7.6	2.7	10.2	42.3	34.6	7.8	(65)
Minority Interest	1.4	0.2	5.0	3.3	1.8	5.4	1.6	3.7	9.9	12.5	2.0	-
Adj PAT (after MI)	6.4	4.9	4.6	4.4	7.8	5.6	1.1	6.5	20.3	21.0	5.8	(81)
YoY Change (%)	(29.3)	(38.0)	(44.5)	(17.0)	22.0	13.6	(75.7)	47.8	(28.0)	3.6	40.2	

Note: Adj. PAT (after MI) of 2QFY26 is also adjusted for ACC's tax reversal impact

Per ton analysis

Y/E March	FY25				FY26				FY25	FY26E	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Volume	15.3	14.2	16.5	18.2	18.8	16.9	18.9	20.2	64.2	74.8	18.6	2
Change (YoY %)	(1)	9	17	10	23	19	15	11	16	16	13	
Blended Realization	5,485	5,181	5,203	5,484	5,473	5,429	5,437	5,538	5,345	5,471	5,349	2
Change (YoY %)	-3.1	-8.6	-9.7	2.2	-0.2	4.8	4.5	1.0	-5.1	2.4	3.8	
Raw Material	963	997	1,094	1,004	811	774	1,008	860	1,016	866	810	24
Staff Cost	207	245	232	195	222	240	203	208	218	218	221	(8)
Power and fuel	1,419	1,276	1,250	1,263	1,337	1,349	1,380	1,349	1,300	1,354	1,339	3
Freight	1,370	1,282	1,239	1,284	1,289	1,221	1,250	1,284	1,352	1,262	1,255	(0)
Other expenditure	689	697	852	712	771	803	880	734	739	796	770	14
Total cost	4,649	4,498	4,666	4,458	4,430	4,387	4,721	4,435	4,626	4,495	4,396	7
EBITDA	836	684	537	1,026	1,043	1,042	716	1,103	719	976	953	(25)
Change (YoY %)	(23)	(31)	(56)	0	25	52	33	7	(3)	36	78	



Highlights from the management commentary

Demand and pricing

- Management indicated that the operating environment remained favorable during the quarter. Cement demand growth was led by sustained infrastructure activity, steady housing demand, and a recovery in rural construction following a normal monsoon.
- In Jan'26, prices improved alongside double-digit volume growth. Southern markets led to this increase, with non-trade prices rising INR15-20/bag, while northern markets recorded hikes of INR5-10/bag per bag in the non-trade segment. Moreover, these increases have sustained. The pricing gap between trade vs. non-trade pricing remained high at INR30/bag, as non-trade demand remains more sensitive to infrastructure-led offtake cycles and seasonal disruptions.
- The demand outlook remained positive, with ~8% industry demand growth in FY26E, aligned with GDP growth. The company expects a further price improvement in 4QFY26.

Operational highlights

- Premium cement account for ~35% of trade sales and volumes are growing ~31% YoY. Its flagship products such as Ambuja Kawach and ACC Gold continue to lead the super-premium segment, with the GST reduction further accelerating consumer shift toward higher-quality, performance-driven offerings.
- While opex/t rose to INR4,500/t in 3QFY26 due to one-offs such as brand transition, asset overhauls, and equipment issues (estimated overall impact of INR150/t), Dec'25 exit costs fell below INR4,000/t, indicating normalization. Management reiterated its targets of reducing costs to INR3,800/t by Mar'27 and INR3,650/ton by Mar'28.
- It outlined a cost reduction roadmap focused on power, fuel, logistics, and raw materials, targeting cumulative savings of INR300–350/ton by FY27–FY28. Key initiatives include reducing power costs from INR6.1/unit to INR4.5/unit by FY28, lowering energy consumption, improving fuel efficiency through WHRS and AFR usage, expanding coastal logistics and EV fleets, and increasing access to fly ash and blended cement, together supporting the cost target of INR3,650/t.
- Green power contributed to ~37% of total power requirement vs. ~22%/33% in 3QFY25/2QFY26, and ACEM is targeting to increase this to ~60% by FY28. The company commissioned 225MW solar power in 3QFY26, taking renewable capacity to 898MW. This is expected to reach 1,122MW by FY27.
- Kiln fuel cost was at INR1.65/Kcal vs. INR1.75/INR1.63 in 3QFY25/2QFY26. On the logistics front, the company further reduced its primary lead distance by 11km to 257km.

Strategy for subsidiaries/acquired assets

- It has proposed the amalgamation of ACC and Orient Cement with ACEM, marking a unified cement platform. This integration is expected to accelerate growth, expand EBITDA, strengthen operational excellence, improve logistics

density, and enhance capital efficiency, driving long-term value creation over the next 24–36 months. Regulatory approvals are progressing well.

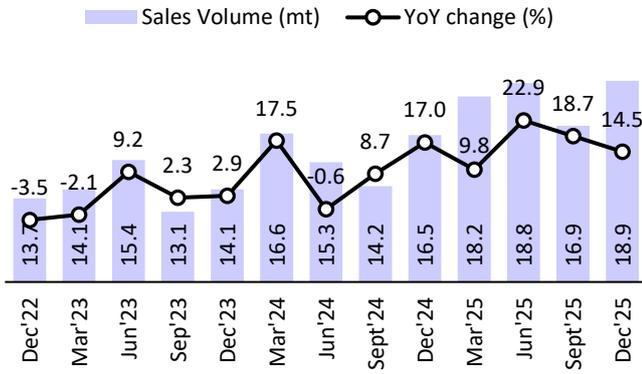
- It is seeing operational improvement across the acquired assets. Average capacity utilization for these assets improved to ~58% during the quarter, up from ~37% in 3QFY25. Utilization further increased to ~65% by exit-Dec'25, and it remain confident of achieving ~80% utilization over time.
- At Sanghi Cement, clinker and cement utilization reached ~80% and ~65%, respectively, in Dec'25, supported by debottlenecking capex to raise daily clinker capacity to over 20,000 tons by mid-FY27. At Penna Cement, reliability issues have been addressed, the Krishna Patnam grinding unit is being expanded from 2mtpa to 4mtpa, and the ramp-up of incremental capacity is expected to lift utilization from ~55%. Integration at Orient Cement is largely complete, with a focus on improving trade penetration and brand positioning.
- Over the medium term, management targets ~80% utilization at these assets, with EBITDA/t of INR1,250–1,300 initially (rising to INR1,500/t), driven by scale benefits, logistics optimization, and renewable power. Management emphasized that these assets have now emerged as a key growth driver rather than a structural drag.

Capacity expansion and capex plan

- On capacity, it commissioned 2.4mtpa Marwar grinding unit, taking the total cement capacity to 109mtpa. Earlier, it was targeting ~120mtpa by FY26, which included the 1.6mtpa from Sindri and Jamul. However, the commissioning of the Warisaliganj GU (2.4mtpa) has now been deferred to 1QFY27. Consequently, it expects to exit Mar'26 with ~115mtpa cement capacity, implying commissioning of 6mtpa in the next two months.
- Meanwhile, it is yet to reveal the expansion plan of additional ~30mtpa grinding capacity, which will be commissioned over FY27-28. Moreover, as mentioned earlier (in 2QFY26), the company is unlocking ~15mtpa additional grinding capacity through debottlenecking (5.6mtpa in FY27 and 9.4mtpa in FY28) at a significantly lower capital cost. Combining all these capacity expansion plans, it is confident of achieving the stated capacity target of 130-132mtpa by FY27E and ~155mtpa by Mar'28.
- Key clinker expansion milestones include the Penna clinker unit scheduled for Feb'26, the Maratha clinker unit expected in 1Q–2QFY27, and Bhatapara Line 3, which has already been commissioned and is currently ramping up.
- The company has identified key clinker growth hubs across regions, with Bhatapara in the East, Sanghi in the West, and Wadi and Chittapur in the South, along with additional expansion planned at Mundra through calcium sludge-based cement.
- It gave an annual capex guidance of INR100b, comprising INR80b for growth initiatives and INR20b for efficiency and modernization, with investments being modular in nature and linked to the utilization levels of existing assets.
- The company's net cash balance stood at INR15.1b vs. INR18.1b as of Sep'25 and INR101.3b as of Mar'25.

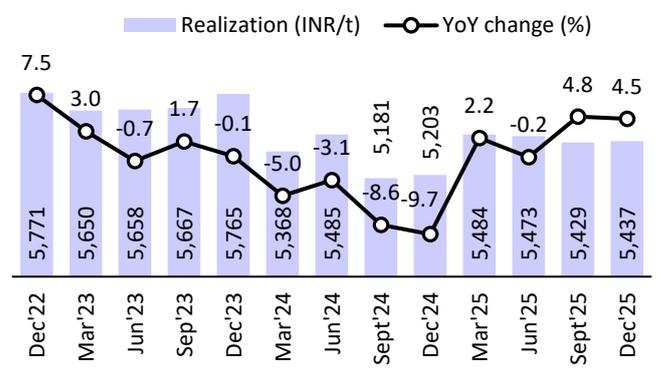
Story in charts

Exhibit 1: Consol. sales volume up ~15% YoY



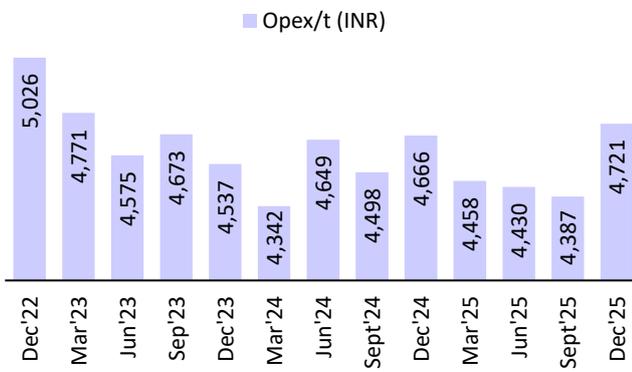
Source: Company, MOFSL

Exhibit 2: Realization improved ~5% YoY (flat QoQ)



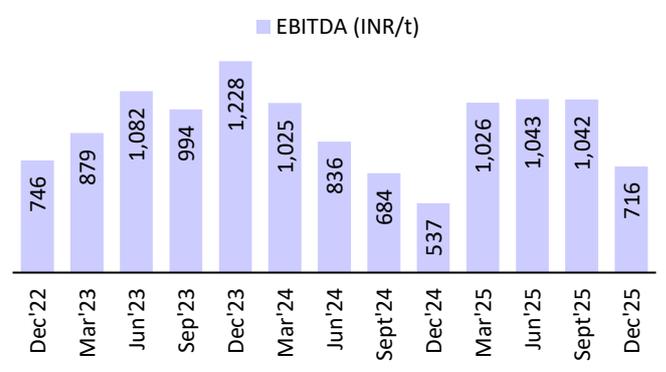
Source: Company, MOFSL

Exhibit 3: OPEX/t up 1% YoY (up ~8% QoQ)



Source: Company, MOFSL

Exhibit 4: EBITDA/t increased 33% YoY



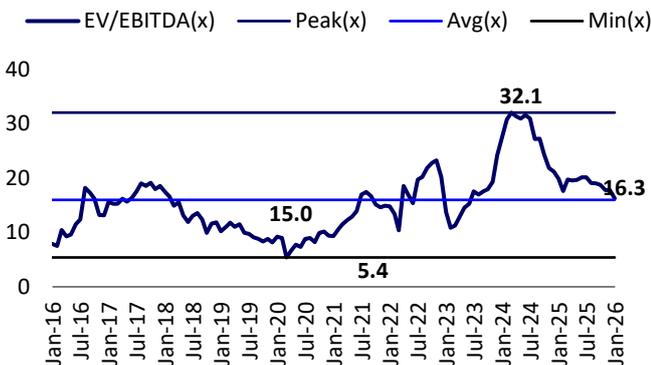
Source: Company, MOFSL

Exhibit 5: Key performance indicators – per ton analysis (consolidated)

INR/t	Dec'25	Dec'24	YoY (%)	Sept'25	QoQ (%)
Blended Realization	5,437	5,203	5	5,429	0
Raw Material	1,008	1,094	(8)	774	30
Staff Cost	203	232	(12)	240	(15)
Power and Fuel	1,380	1,250	10	1,349	2
Freight	1,250	1,239	1	1,221	2
Other exp.	880	852	3	803	10
Total Cost	4,721	4,666	1	4,387	8
EBITDA	716	537	33	1,042	(31)

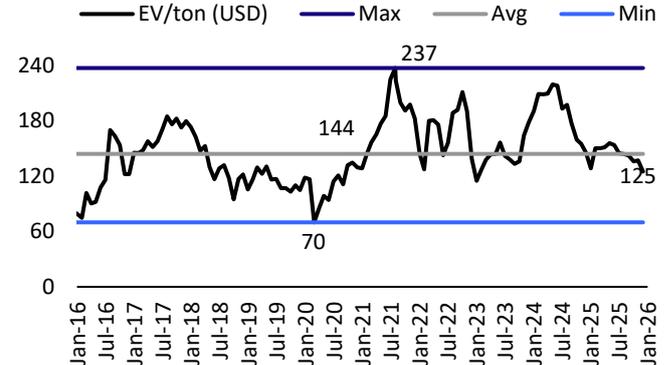
Source: Company, MOFSL

Exhibit 6: One-year forward EV/EBITDA chart



Source: Company, MOFSL

Exhibit 7: One-year forward EV/t chart



Source: Company, MOFSL

Consolidated financials and valuations

Income Statement						(INR m)		
Y/E December/March	CY20	CY21	FY23*	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	2,45,162	2,89,655	3,89,370	3,31,596	3,43,357	4,09,385	4,63,884	5,05,880
Change (%)	-9.5	18.1	7.5	6.5	3.5	19.2	13.3	9.1
Total Expenditure	1,95,106	2,27,551	3,38,147	2,67,601	2,90,741	3,36,332	3,77,626	4,06,380
As a Percentage of Sales	79.6	78.6	86.8	80.7	84.7	82.2	81.4	80.3
EBITDA	50,056	62,104	51,224	63,995	52,616	73,053	86,258	99,499
Change (%)	8.2	24.1	-34.0	56.2	-17.8	38.8	18.1	15.4
Margin (%)	20.4	21.4	13.2	19.3	15.3	17.8	18.6	19.7
Depreciation	11,618	11,525	16,447	16,234	23,895	36,162	40,202	44,165
EBIT	38,438	50,579	34,777	47,761	28,721	36,891	46,056	55,334
Interest	1,402	1,457	1,949	2,764	2,159	2,609	3,019	3,574
Other Income – Rec.	4,438	3,524	7,377	11,664	12,435	8,083	8,487	8,911
PBT Before EO Exp.	41,474	52,647	40,205	56,662	38,996	42,365	51,524	60,671
EO Exp./(Inc.)	1,702	1,205	3,190	-2,116	-23,537	1,980	0	0
PBT After EO Exp.	39,772	51,442	37,015	58,777	62,533	40,384	51,524	60,671
Tax Expense	8,848	14,534	7,051	11,626	7,863	-6,457	13,190	15,532
Tax Rate (%)	22.2	28.3	19.0	19.8	12.6	-16.0	25.6	25.6
Add: Share of Profit from Associate	144	202	280	229	132	232	232	232
Less: Minority Interest	7,414	9,307	4,410	11,612	9,910	12,491	10,385	12,195
Reported PAT	23,654	27,804	25,834	35,768	44,892	34,583	28,181	33,176
PAT Adj. for EO Items	25,357	28,707	28,227	30,545	20,308	21,037	28,181	33,176
Change (%)	20.9	13.2	-21.3	35.3	-33.5	3.6	34.0	17.7
Margin (%)	10.3	9.9	7.2	9.2	5.9	5.1	6.1	6.6
	2,45,162	2,89,655	3,89,370	3,31,596	3,43,357	4,09,385	4,63,884	5,05,880
Balance Sheet						(INR m)		
Y/E December	CY20	CY21	FY23*	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	3,971	3,971	3,971	4,395	4,926	4,944	4,944	4,944
Money Received Against Issue of Warrants			50,000	27,797				
Total Reserves	2,23,605	2,49,566	2,63,010	3,82,325	5,29,506	5,60,086	5,83,028	6,10,965
Net Worth	2,27,576	2,53,537	3,16,982	4,14,517	5,34,433	5,65,029	5,87,971	6,15,909
Minority Interest	63,409	71,450	70,584	93,908	1,03,682	1,15,421	1,24,961	1,36,311
Def. Liabilities	6,260	7,562	7,004	13,214	24,032	24,032	24,032	24,032
Total Loans	436	435	477	368	268	53,435	99,935	1,35,435
Capital Employed	2,97,681	3,32,985	3,95,046	5,22,007	6,62,414	7,57,918	8,36,900	9,11,686
Gross Block	1,85,238	2,13,828	2,43,254	3,36,585	4,43,782	6,05,707	6,91,757	7,84,807
Less: Accum. Depn.	59,140	69,989	86,436	1,02,669	1,26,565	1,48,183	1,73,647	2,02,942
Net Fixed Assets	1,26,099	1,43,839	1,56,818	2,33,916	3,17,217	4,57,524	5,18,110	5,81,866
Capital WIP	24,219	21,964	25,259	26,585	98,857	92,020	1,05,495	1,10,470
Capital Advances	6,050	4,234	4,810	14,266	15,548	15,548	15,548	15,548
Goodwill	78,761	78,697	78,697	88,028	1,08,561	1,28,621	1,28,621	1,28,621
Investments in Subsidiaries	1,546	1,705	1,861	623	604	604	604	604
Investments – Trade	7,026	8,861	276	7,863	18,511	3,511	3,511	3,511
Curr. Assets	1,53,507	1,92,773	2,49,495	2,79,388	2,50,113	2,10,715	2,18,232	2,27,439
Inventory	16,486	27,380	32,728	36,086	42,480	50,091	52,746	55,435
Debtors	5,611	6,458	11,544	11,896	15,903	19,482	21,337	24,666
Cash and Bank Bal.	82,457	1,08,358	1,15,610	1,43,985	61,722	7,383	7,390	7,579
Others	48,953	50,577	89,613	87,422	1,30,008	1,33,758	1,36,758	1,39,758
Curr. Liability and Prov.	99,526	1,19,088	1,22,168	1,28,660	1,46,996	1,50,625	1,53,221	1,56,372
Creditors	96,601	1,16,026	1,19,373	1,25,671	1,43,904	1,47,533	1,50,130	1,53,280
Provisions	2,926	3,062	2,795	2,989	3,092	3,092	3,092	3,092
Net Current Assets	53,980	73,685	1,27,327	1,50,728	1,03,117	60,090	65,011	71,067
Appl. of Funds	2,97,681	3,32,985	3,95,046	5,22,007	6,62,414	7,57,918	8,36,900	9,11,686

Source: Company, MOFSL; * Note: 15-month period due to a change in the accounting year from December to March

Consolidated financials and valuations

Ratios

Y/E December/March	CY20	CY21	FY23*	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	12.8	14.5	14.2	13.9	8.2	8.5	11.4	13.4
Cash EPS	18.6	20.3	22.5	21.3	17.9	23.1	27.7	31.3
BV/Share	114.6	127.7	159.6	188.6	217.0	228.6	237.9	249.2
DPS	18.5	6.3	2.5	2.0	2.0	2.0	2.5	2.5
Payout (%)	144.9	43.6	17.6	14.4	24.3	23.5	21.9	18.6
Valuation (x)								
P/E Ratio	34.9	30.9	31.4	32.1	54.1	52.4	39.1	33.2
Cash P/E Ratio	24.0	22.0	19.8	21.0	24.9	19.3	16.1	14.3
P/BV Ratio	3.9	3.5	2.8	2.4	2.1	2.0	1.9	1.8
EV/Sales Ratio	4.3	3.6	2.6	3.3	3.6	3.3	3.0	2.8
EV/EBITDA Ratio	21.0	16.6	20.0	17.1	23.4	18.7	16.2	14.3
EV/t (Cap) - USD	183	170	165	154	149	130	120	114
Dividend Yield (%)	3.6	1.2	0.5	0.4	0.4	0.4	0.5	0.5
Return Ratios (%)								
RoE	10.9	12.0	10.0	8.4	4.3	3.8	4.9	5.5
RoCE	12.8	15.2	9.9	10.5	5.3	7.4	5.3	5.7
RoIC	14.5	18.6	12.4	12.7	5.9	7.4	5.0	5.4
Working Capital Ratios								
Asset Turnover (x)	0.8	0.9	1.0	0.6	0.5	0.5	0.6	0.6
Debtor (Days)	8.4	8.1	10.8	13.1	16.9	17.4	16.8	17.8
Inventory (Days)	25	35	31	40	45	45	42	40
Work Cap (Days)	80.4	92.9	119.4	165.9	109.6	53.6	51.2	51.3
Leverage Ratio (x)								
Current Ratio	1.5	1.6	2.0	2.2	1.7	1.4	1.4	1.5
Debt/Equity Ratio	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.2

Cash Flow Statement

(INR m)

Y/E December	CY20	CY21	FY23*	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) Before Tax	39,916	51,645	37,295	59,006	59,224	40,617	51,756	60,903
Depreciation	11,618	11,525	16,447	16,234	24,783	21,618	25,464	29,295
Interest and Finance Charges	1,699	1,402	1,905	2,764	2,159	2,159	2,609	3,019
Direct Taxes Paid	-11,702	-6,476	-7,385	-9,156	-3,802	6,457	-13,190	-15,532
(Inc.)/Dec. in WC	8,492	-3,602	-40,913	-12,390	-59,991	-11,311	-4,915	-5,867
CF from Operations	50,022	54,494	7,349	56,458	22,374	59,540	61,725	71,817
Others	0	0	0	0	0	0	0	0
CF from Operations incl. EO	50,022	54,494	7,349	56,458	22,374	59,540	61,725	71,817
(Inc.)/Dec. in FA	-17,253	-22,963	-40,659	-39,611	-85,915	-99,088	-99,525	-98,025
Free Cash Flow	32,769	31,530	-33,310	16,847	-63,541	-39,548	-37,800	-26,208
(Pur.)/Sale of Investments	4,080	2,893	2,668	-49,893	10,604	-41,000	0	0
Others	19,865	-1,963	8,585	4,533	-85,246	-20,060	0	0
CF from Investments	6,692	-22,034	-29,407	-84,971	-1,60,557	-1,60,149	-99,525	-98,025
Issue of Shares	0	0	0	424	531	17	0	0
Inc./(Dec.) in Debt	0	0	-1,155	-1,533	-20,083	53,167	46,500	35,500
Interest Paid	-1,699	-1,402	-1,581	-2,341	-1,758	-2,159	-2,609	-3,019
Dividend Paid	-37,959	-3,334	-12,514	-4,964	-4,926	-4,944	-6,180	-6,180
Others	-1,603	-1,823	44,560	65,302	82,157	189	95	95
CF from Fin. Activity	-41,261	-6,560	29,310	56,888	55,920	46,270	37,807	26,397
Inc./Dec. in Cash	15,453	25,901	7,253	28,375	-82,263	-54,338	7	189
Opening Balance	67,003	82,457	1,08,358	1,15,610	1,43,985	61,722	7,383	7,390
Closing Balance	82,457	1,08,357	1,15,610	1,43,985	61,722	7,383	7,390	7,579

Source: Company, MOFSL; * Note: 15-month period due to a change in the accounting year from December to March

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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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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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