

# Cummins India

Estimate change	↔
TP change	↔
Rating change	↔

**CMP: INR4,391**

**TP: INR4,950 (+13%)**

**Buy**

## In-line performance

Cummins India (KKC) again reported in-line performance in 3QFY26 and margin outperformed our expectations. Demand momentum remains strong across powergen and distribution, while some softness was seen in industrial and export segments. Future growth drivers for KKC are demand sustainability in powergen in both non-HHP and HHP range, strong growth outlook for data center market, and a healthy growth in distribution segment as CPCB 4+ products start contributing from Jul'26 in distribution revenue. Higher commodity prices do pose a challenge and the company is hopeful of passing on RM pressure to end markets as demand is strong. KKC stands far ahead of the competition in terms of overall product offering and distribution reach. We tweak our estimates and maintain BUY with an unchanged TP of INR4,950.

## In-line performance

KKC's revenue and PAT were in line with our estimates, while EBITDA beat our estimates. Revenue declined 1% YoY to INR30.6b. Domestic sales declined 2% YoY to INR25.4b, while export sales increased 2% YoY to INR4.7b. Gross margin at 37.9% saw a 310bp YoY expansion. This led to an EBITDA margin expansion of 140bp YoY to 20.8% vs. our expectation of 20.4%. Absolute EBITDA rose 6% YoY to INR6.3b. Adj. PAT increased 7% YoY to INR5.5b. KKC recorded an impact of ~INR1.3b related to changes in labor codes, presented as an exception item. For 9MFY26, revenue/EBITDA/PAT grew 16%/26%/26% YoY and margin expanded 180bp YoY to 21.4%.

## Powergen demand remains strong

During 3Q, the powergen segment was impacted by a high base effect as expected, primarily due to data center project related execution in 3QFY25 and 2QFY26. Domestic powergen sales stood at INR10.7b, down 16% YoY/20% QoQ. In 9MFY26, powergen segment continued to register steady growth, supported by stable demand across non-HHP and data centers, which contributed ~25% of powergen revenue. Enquiry levels from data centers improved on higher activity from hyperscalers and co-location players, aided by recent policy incentives. Besides data centers, the core powergen business continued to grow at a steady pace, supported by sustained demand from infrastructure, manufacturing, and commercial & residential real estate. Pricing remained broadly stable despite aggressive competition, and competitive intensity in the power generation market remained high. Overall, demand momentum remains strong and data centers will remain a key structural driver. We expect powergen segment revenue to deliver a 16% CAGR over FY25-28.

Bloomberg	KKC IN
Equity Shares (m)	277
M.Cap.(INRb)/(USDb)	1217.3 / 13.5
52-Week Range (INR)	4615 / 2580
1, 6, 12 Rel. Per (%)	4/18/42
12M Avg Val (INR M)	2096

### Financials Snapshot (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Net Sales	119.8	138.2	160.1
EBITDA	25.2	27.7	32.1
PAT	24.2	27.1	31.6
EPS (INR)	87.2	97.8	114.0
GR. (%)	21.6	12.2	16.6
BV/Sh (INR)	284.3	322.7	367.6

### Ratios

ROE (%)	32.4	32.2	33.0
RoCE (%)	30.6	30.7	31.5

### Valuations

P/E (X)	50.4	44.9	38.5
P/BV (X)	15.4	13.6	11.9
EV/EBITDA (X)	47.3	42.9	36.7
Div Yield (%)	1.1	1.2	1.4

### Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	51.0	51.0	51.0
DII	20.7	21.8	21.9
FII	19.4	18.4	18.1
Others	8.9	8.8	9.0

FII includes depository receipts

### Industrial segment impacted by subdued demand and delayed monsoons

The segment's revenue declined 9% YoY to INR4.6b due to weakness in select end markets. Construction activity remained subdued due to slower road building and extended monsoons, impacting excavator sales. Mining demand stayed weak as tender activity did not pick up meaningfully. Rail was volatile due to the tender-based nature, though medium-term visibility was supported by budget capital outlay, and marine performed well on strong execution and customized deliveries. While near-term demand remained uneven, outlook for railways, construction, and marine appears more constructive, with gradual improvement expected in other segments. In view of near-term softness, our growth assumptions have been marginally revised, though the segment remains well positioned to benefit from a cyclical upturn. We expect industrial revenue to deliver a 10% CAGR over FY25-28.

### Distribution segment benefiting from increasing installed base

The distribution segment delivered strong performance in 3QFY26, with revenue increasing 26% YoY/18% QoQ to INR9.4b. Growth was supported by an increasing asset base across powergen and industrial segments, higher service penetration, and expanded offerings in parts, maintenance, and aftermarket solutions. Increased focus on customer engagement and service coverage helped deepen relationships and drive recurring revenues. Looking ahead, additional growth levers are expected to emerge as CPCB IV+ compliant products begin exiting the warranty period from Jul'26 onward, leading to higher demand for specialized servicing and replacement parts. We expect the distribution segment to record a CAGR of 20% over FY25-28.

### Exports remained lumpy across regions

Export performance was impacted by uneven demand conditions and ongoing geopolitical and macroeconomic uncertainty. Export revenue stood at INR4.7b in 3Q, up 2% YoY but down 14% QoQ. HHP exports stood at INR2.3b, (+15% YoY) and LHP exports at ~INR1.9b (down 14% YoY). APAC and Europe recorded relatively better performance, while other regions remained subdued due to geopolitical uncertainty and global inventory destocking. The company is assessing the EU trade agreement and sees it as potentially positive for future opportunities, while recent reductions in US tariffs improved conditions for CPCB-4+ equivalent products. We expect export revenue to clock a 16% CAGR over FY25-28.

### Healthy margins supported by mix and pricing

Gross margins during the quarter reached ~38%, supported by favorable product mix, sustained pricing, and one-time supplier related benefits. These gains were partly offset by higher operating expenses, including a one-time management cost true-up of ~INR500m, which led to elevated other expenses. Rising input costs, particularly in copper, continued to pose a risk, and KKC is putting in efforts to evaluate the feasibility and timing of passing through higher raw material prices to customers while maintaining competitiveness.

### Valuation and outlook

We marginally tweak our estimates and expect KKC's revenue/EBITDA/PAT CAGR of 16%/16%/17% over FY25-28 and build in an EBITDA margin of 21.0%/20.0%/20.1% for FY26/27/28. The stock is currently trading at 50.4x/44.9x/38.5x on FY26/27/28E EPS. We **reiterate BUY** on the stock with an unchanged TP of INR4,950 based on 42x Mar'28E earnings.

### Key risks and concerns

Key risks to our recommendation would come from lower-than-expected demand for key segments, higher commodity prices, increased competitive intensity, and lower-than-expected recovery in exports.

### Standalone - Quarterly earnings model

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Net Sales</b>	<b>23,042</b>	<b>24,923</b>	<b>30,860</b>	<b>24,569</b>	<b>29,068</b>	<b>31,703</b>	<b>30,549</b>	<b>28,515</b>	<b>1,03,394</b>	<b>1,19,835</b>	<b>29,431</b>	<b>4</b>
YoY Change (%)	4.3	31.2	21.8	6.1	26.2	27.2	-1.0	16.1	15.4	15.9	-4.6	
Total Expenditure	18,369	20,113	24,860	19,372	22,833	24,755	24,205	22,889	82,714	94,682	23,427	
<b>EBITDA</b>	<b>4,673</b>	<b>4,810</b>	<b>6,000</b>	<b>5,197</b>	<b>6,235</b>	<b>6,948</b>	<b>6,345</b>	<b>5,626</b>	<b>20,680</b>	<b>25,153</b>	<b>6,004</b>	<b>6</b>
YoY Change (%)	37.2	42.1	11.5	-4.5	33.4	44.4	5.7	8.3	17.4	21.6	0.1	
Margins (%)	20.3	19.3	19.4	21.2	21.4	21.9	20.8	19.7	20.0	21.0	20.4	
Depreciation	439	452	481	457	479	492	504	486	1,829	1,961	492	2
Interest	48	26	27	52	27	26	48	67	151	166	54	-12
Other Income	1,322	1,611	1,209	2,119	1,529	1,964	1,397	2,234	6,261	7,124	1,816	-23
<b>PBT before EO expense</b>	<b>5,509</b>	<b>5,944</b>	<b>6,702</b>	<b>6,807</b>	<b>7,258</b>	<b>8,394</b>	<b>7,191</b>	<b>7,307</b>	<b>24,961</b>	<b>30,150</b>	<b>7,273</b>	<b>-1</b>
Extra-Ord expense					-442	0	1,265	0	0	824	0	
<b>PBT</b>	<b>5,509</b>	<b>5,944</b>	<b>6,702</b>	<b>6,807</b>	<b>7,700</b>	<b>8,394</b>	<b>5,925</b>	<b>7,307</b>	<b>24,961</b>	<b>29,326</b>	<b>7,273</b>	<b>-19</b>
Tax	1,311	1,438	1,562	1,593	1,807	2,017	1,394	2,032	5,904	7,250	1,745	
Rate (%)	23.8	24.2	23.3	23.4	23.5	24.0	23.5	27.8	23.7	24.7	24.0	
<b>Reported PAT</b>	<b>4,198</b>	<b>4,506</b>	<b>5,140</b>	<b>5,214</b>	<b>5,893</b>	<b>6,377</b>	<b>4,531</b>	<b>5,275</b>	<b>19,058</b>	<b>22,076</b>	<b>5,527</b>	<b>-18</b>
<b>Adj PAT</b>	<b>4,198</b>	<b>4,506</b>	<b>5,140</b>	<b>5,214</b>	<b>5,555</b>	<b>6,377</b>	<b>5,499</b>	<b>5,265</b>	<b>19,058</b>	<b>22,696</b>	<b>5,527</b>	<b>-1</b>
YoY Change (%)	33.0	37.2	12.7	-7.2	32.3	41.5	7.0	1.0	14.7	19.1	7.5	
Margins (%)	18.2	18.1	16.7	21.2	19.1	20.1	18.0	18.5	18.4	18.9	18.8	

INR m	FY25				FY26E				FY25	FY26E	FY26E	Est	YoY (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE					
<b>Segmental revenue</b>													
Powergen	8,030	8,960	12,710	8,740	10,560	13,400	10,690	10,609	38,440	45,259	10,886	-2	-16
Industrial	3,720	4,060	5,110	3,790	4,180	3,870	4,640	4,804	16,680	17,494	4,599	1	-9
Distribution	6,510	6,580	7,460	6,310	7,770	7,960	9,290	8,555	26,860	33,575	7,982	16	25
Exports	3,890	4,400	4,640	4,790	5,230	5,450	4,710	4,912	17,720	20,302	5,197	-9	2
<b>Total</b>	<b>22,620</b>	<b>24,484</b>	<b>30,414</b>	<b>24,144</b>	<b>28,587</b>	<b>31,216</b>	<b>30,062</b>	<b>28,364</b>	<b>1,01,662</b>	<b>1,18,230</b>	<b>29,036</b>	<b>4</b>	<b>-1</b>



### Key highlights from the management commentary

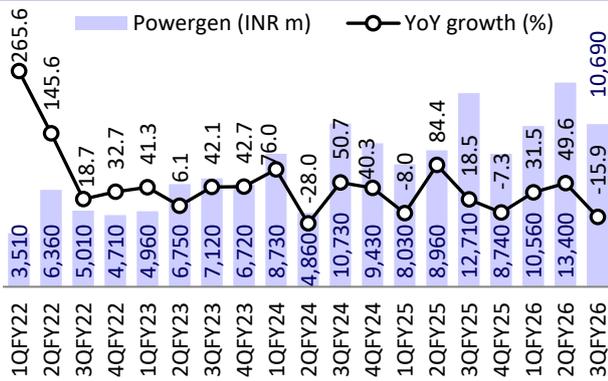
- Domestic powergen** - Revenue in 3QFY26 was INR10.7b, down 16% YoY/20% QoQ. Management attributed the decline mainly to the absence of data center project execution in 3Q, after very strong data center execution in the preceding quarter. Manufacturing, infrastructure, and residential/commercial real estate have been doing well and continue to show good enquiry momentum.
- Data centers contribution and outlook** - The company expects positive movement in India's data center segment over the next 3-4 years, supported by recent tax incentives. The company sees increasing activity from hyperscalers in India compared to the beginning of FY26, while enquiry levels from co-location players have remained steady. Globally, management characterized data center demand as very strong in the US and China, but this demand is met locally from Cummins entities in these markets. For Gulf markets, it said there are discussions but no specific data center genset enquiries yet.
- Industrial segment trends** - Domestic industrial revenue in 3QFY26 was INR4.6b, down 9% YoY but up 20% QoQ. Industrial weakness is largely due to lower construction activity, as road construction was slower, and delayed monsoons in October impacted excavator demand. Rail is a tender-driven business where 3Q

softness followed strong execution in previous quarters. However, management remains positive in Rails business supported by fresh budget capex outlays. Mining tenders have been slower, while marine is performing well.

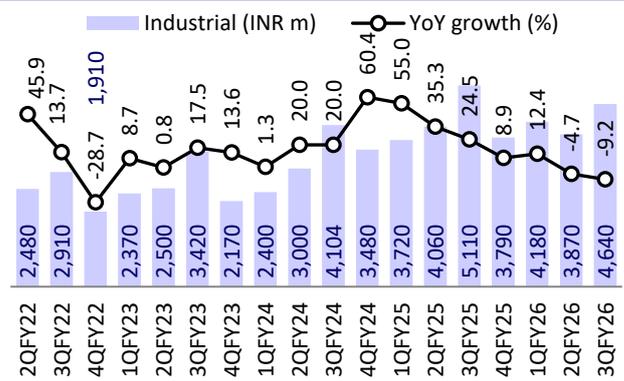
- **Distribution segment growth** - Distribution revenue reached INR9.4b in 3QFY26, growing 26% YoY/18% QoQ, and accounted for roughly 31% of total sales. Growth was led by an increasing installed base over the last two years and efforts to bring more customers under service contracts across powergen, railways, defense, mining and other segments. Most CPCB IV+ gensets are still within their two-year warranty period, and the phase when advanced technology content could materially lift distribution revenue is likely to start only once these sets move out of warranty.
- **Exports performance and mix** - Export demand remains lumpy across all markets. APAC and Europe grew in 3Q, while other regions did not grow as much. However, the pattern keeps changing quarter by quarter. Management also noted that tariffs primarily affect the US, where a recent reduction in tariff is being assessed, but KKC's exports are diversified across APAC, Latin America, Europe and the Middle East, where tariffs have not been a major issue. Competitive pricing and positioning remain very aggressive, especially in powergen. Management confirmed that this competitive intensity is incorporated into its current margin performance and did not flag additional margin risk from competition beyond what is already visible.
- **Battery energy storage systems (BESS)** – TAM for the containerized BESS is broad, covering any location where power is needed and where customers wish to move to cleaner power, provide backup, meet excess demand or store surplus on-site renewable generation. The company has received many enquiries on these products since launch, from both large and small customers across sectors. Actual sales are yet to reflect because customers are evaluating how BESS fits into their overall energy solutions and capex allocation. Over time, the company expects BESS to become part of customers' energy mix, alongside grid, solar, wind and diesel gensets.
- **Guidance and growth outlook** - For FY26, the company expects double-digit revenue growth over FY25, supported by demand across all key segments. Management stated that for FY27 it will target double-digit growth in the domestic business. The company is closely monitoring global developments, particularly geopolitical and tariff-related factors that complicate export visibility.
- **Margin and one-offs** - For 3QFY26, gross margins remained at high levels mainly due to ongoing work with suppliers to improve material costs, favorable sales mix and some one-time supplier benefits. Management stated that competitive intensity, especially in powergen, is already reflected in current gross margins.

## Key Exhibits

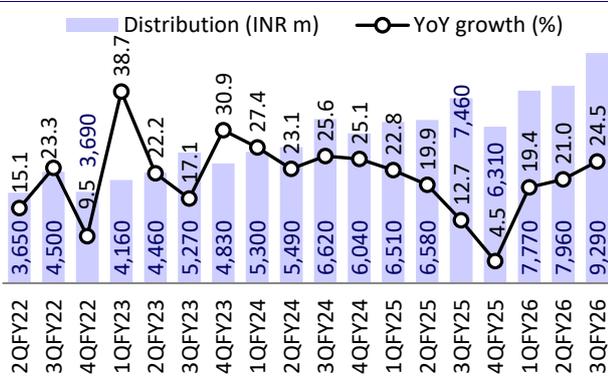
**Exhibit 1: Powergen revenue declined 16% YoY**



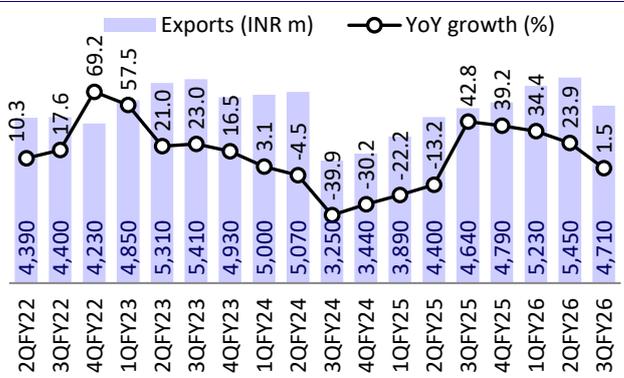
**Exhibit 2: Industrial revenue declined 9% YoY**



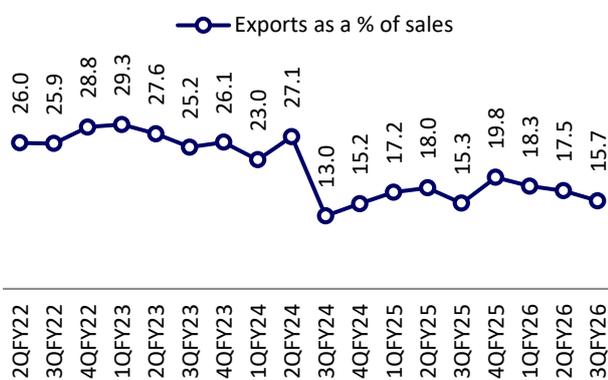
**Exhibit 3: Distribution revenue grew 25% YoY**



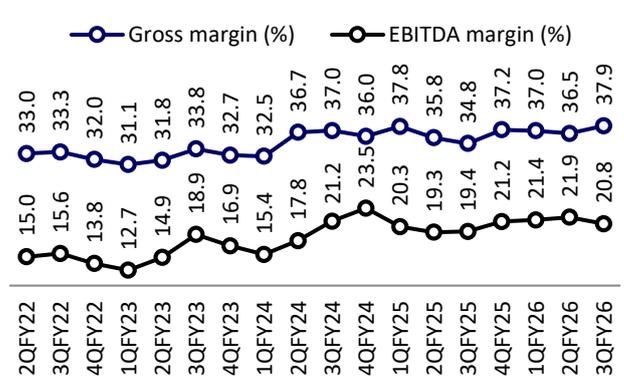
**Exhibit 4: Export revenue rose 2% YoY**



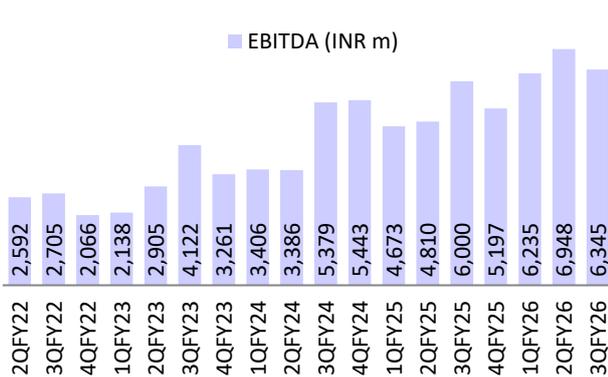
**Exhibit 5: Share of exports ins overall sales**



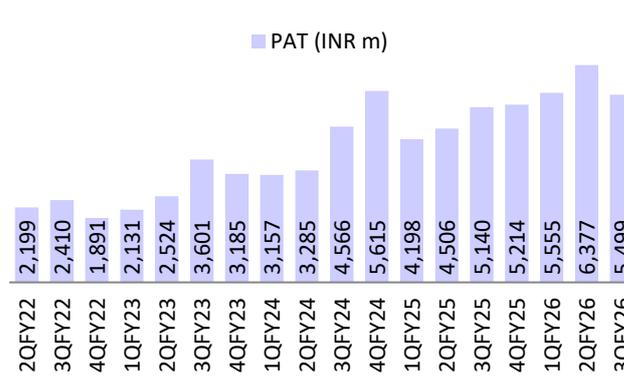
**Exhibit 6: Healthy EBITDA margin at 20.8%**



**Exhibit 7: EBITDA at INR6.3b increased 6% YoY**



**Exhibit 8: PAT increased 7% YoY**

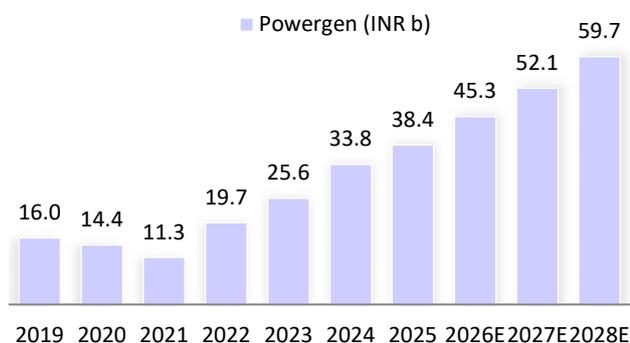


Source: Company, MOFSL

Source: Company, MOFSL

## Financial Outlook

**Exhibit 9: We expect a 16% CAGR in the Powergen segment over FY25-28**



Source: Company, MOFSL

**Exhibit 10: We expect a 10% CAGR in the Industrial segment over FY25-28**



Source: Company, MOFSL

**Exhibit 11: We expect a 20% CAGR in the Distribution segment over FY25-28E**



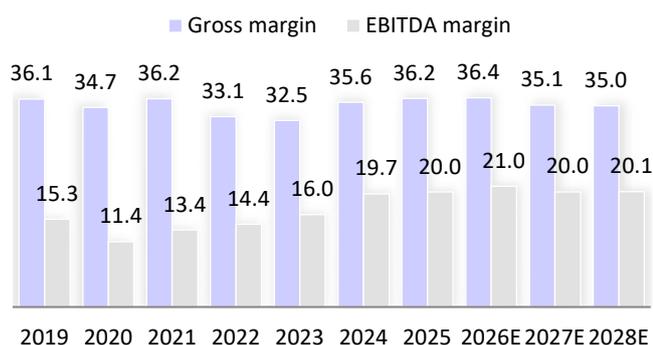
Source: Company, MOFSL

**Exhibit 12: Exports to clock a 16% CAGR on a low base over FY25-28E**



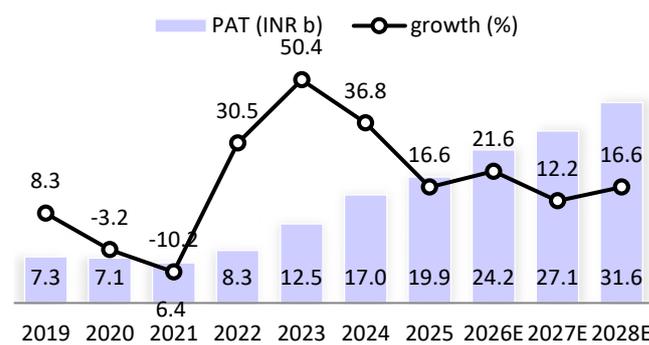
Source: Company, MOFSL

**Exhibit 13: Margins to be stable post-FY25**



Source: Company, MOFSL

**Exhibit 14: PAT to clock a 17% CAGR over FY25-28E**



Source: Company, MOFSL

## Financials and valuations

Standalone - Income Statement								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Total Income from Operations</b>	<b>43,292</b>	<b>61,404</b>	<b>77,444</b>	<b>89,586</b>	<b>1,03,394</b>	<b>1,19,835</b>	<b>1,38,217</b>	<b>1,60,122</b>
Change (%)	-16.1	41.8	26.1	15.7	15.4	15.9	15.3	15.8
Raw Materials	27,606	41,068	52,309	57,701	65,916	76,215	89,703	1,04,041
<b>Gross Profit</b>	<b>15,687</b>	<b>20,336</b>	<b>25,135</b>	<b>31,886</b>	<b>37,478</b>	<b>43,620</b>	<b>48,514</b>	<b>56,081</b>
Employee Cost	4,926	5,956	6,298	7,793	7,740	8,191	9,717	11,257
Other Expenses	4,965	5,529	6,411	6,479	9,058	10,276	11,146	12,675
<b>Total Expenditure</b>	<b>37,497</b>	<b>52,553</b>	<b>65,018</b>	<b>71,972</b>	<b>82,714</b>	<b>94,682</b>	<b>1,10,565</b>	<b>1,27,973</b>
% of Sales	86.6	85.6	84.0	80.3	80.0	79.0	80.0	79.9
<b>EBITDA</b>	<b>5,795</b>	<b>8,851</b>	<b>12,426</b>	<b>17,614</b>	<b>20,680</b>	<b>25,153</b>	<b>27,651</b>	<b>32,149</b>
Margin (%)	13.4	14.4	16.0	19.7	20.0	21.0	20.0	20.1
Depreciation	1,255	1,340	1,405	1,576	1,829	1,961	2,248	2,582
<b>EBIT</b>	<b>4,540</b>	<b>7,511</b>	<b>11,022</b>	<b>16,037</b>	<b>18,851</b>	<b>23,192</b>	<b>25,403</b>	<b>29,566</b>
Int. and Finance Charges	162	115	158	268	151	166	166	166
Other Income	3,702	2,875	4,200	5,678	6,261	7,124	8,601	10,130
<b>PBT bef. EO Exp.</b>	<b>8,080</b>	<b>10,271</b>	<b>15,064</b>	<b>21,448</b>	<b>24,961</b>	<b>30,150</b>	<b>33,838</b>	<b>39,530</b>
EO Items	0	1,059	-143	-17	0	-824	0	0
<b>PBT after EO Exp.</b>	<b>8,080</b>	<b>11,330</b>	<b>14,921</b>	<b>21,431</b>	<b>24,961</b>	<b>29,326</b>	<b>33,838</b>	<b>39,530</b>
Total Tax	1,901	2,463	3,623	4,824	5,904	7,250	8,137	9,506
Tax Rate (%)	23.5	21.7	24.3	22.5	23.7	24.7	24.0	24.0
<b>Reported PAT</b>	<b>6,179</b>	<b>8,866</b>	<b>11,298</b>	<b>16,606</b>	<b>19,058</b>	<b>22,076</b>	<b>25,701</b>	<b>30,024</b>
<b>Adjusted PAT</b>	<b>6,350</b>	<b>8,284</b>	<b>12,460</b>	<b>17,046</b>	<b>19,872</b>	<b>24,160</b>	<b>27,112</b>	<b>31,606</b>
Change (%)	-10.2	30.5	50.4	36.8	16.6	21.6	12.2	16.6
Margin (%)	14.7	13.5	16.1	19.0	19.2	20.2	19.6	19.7

Standalone - Balance Sheet								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	554	554	554	554	554	554	554	554
Total Reserves	43,513	47,972	53,125	61,077	69,626	78,264	88,887	1,01,332
<b>Net Worth</b>	<b>44,068</b>	<b>48,527</b>	<b>53,680</b>	<b>61,631</b>	<b>70,180</b>	<b>78,819</b>	<b>89,441</b>	<b>1,01,887</b>
Total Loans	156	3,933	3,500	1,000	0	0	0	0
Deferred Tax Liabilities	823	971	1,057	941	913	913	913	913
<b>Sources of fund</b>	<b>45,047</b>	<b>53,430</b>	<b>58,237</b>	<b>63,572</b>	<b>71,093</b>	<b>79,731</b>	<b>90,354</b>	<b>1,02,799</b>
Gross Block	20,337	22,278	23,458	26,183	29,119	33,229	37,825	43,301
Less: Accum. Deprn.	8,684	10,024	11,429	13,005	14,834	16,795	19,043	21,625
<b>Net Fixed Assets</b>	<b>11,654</b>	<b>12,254</b>	<b>12,030</b>	<b>13,178</b>	<b>14,285</b>	<b>16,435</b>	<b>18,782</b>	<b>21,676</b>
Capital WIP	1,275	608	413	968	849	968	968	968
<b>Total Investments</b>	<b>13,892</b>	<b>15,939</b>	<b>21,042</b>	<b>21,927</b>	<b>18,925</b>	<b>19,045</b>	<b>19,045</b>	<b>19,045</b>
<b>Curr. Assets, Loans &amp; Adv.</b>	<b>29,950</b>	<b>39,230</b>	<b>41,625</b>	<b>48,884</b>	<b>61,829</b>	<b>69,385</b>	<b>81,663</b>	<b>95,986</b>
Inventory	5,578	7,288	8,862	9,369	10,222	13,724	15,829	18,337
Account Receivables	10,745	12,473	15,927	20,776	22,925	24,657	28,439	32,946
Cash and Bank Balance	9,652	14,267	13,808	15,047	25,103	26,474	32,170	38,649
Loans and Advances	1,517	2,646	539	505	812	689	795	921
Other Current Assets	2,459	2,556	2,488	3,188	2,767	3,841	4,431	5,133
<b>Curr. Liability &amp; Prov.</b>	<b>11,922</b>	<b>14,621</b>	<b>16,883</b>	<b>21,413</b>	<b>24,964</b>	<b>26,101</b>	<b>30,105</b>	<b>34,876</b>
Other Current Liabilities	9,723	12,362	14,497	18,602	21,644	22,424	25,864	29,963
Provisions	2,199	2,258	2,386	2,810	3,321	3,677	4,241	4,913
<b>Net Current Assets</b>	<b>18,029</b>	<b>24,609</b>	<b>24,741</b>	<b>27,472</b>	<b>36,865</b>	<b>43,284</b>	<b>51,558</b>	<b>61,110</b>
Misc Expenditure	199	21	11	27	169	0	0	0
<b>Appl. of Funds</b>	<b>45,047</b>	<b>53,430</b>	<b>58,237</b>	<b>63,572</b>	<b>71,093</b>	<b>79,731</b>	<b>90,354</b>	<b>1,02,799</b>

## Financials and valuation

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>22.9</b>	<b>29.9</b>	<b>45.0</b>	<b>61.5</b>	<b>71.7</b>	<b>87.2</b>	<b>97.8</b>	<b>114.0</b>
Cash EPS	27.4	34.7	50.0	67.2	78.3	94.2	105.9	123.3
BV/Share	159.0	175.1	193.7	222.3	253.2	284.3	322.7	367.6
DPS	14.0	10.5	25.0	34.2	39.9	48.5	54.4	63.4
Payout (%)	62.8	32.8	61.3	57.1	58.0	60.9	58.7	58.5
<b>Valuation (x)</b>								
P/E	191.7	146.9	97.7	71.4	61.3	50.4	44.9	38.5
Cash P/E	160.0	126.5	87.8	65.4	56.1	46.6	41.5	35.6
P/BV	27.6	25.1	22.7	19.7	17.3	15.4	13.6	11.9
EV/Sales	27.9	19.7	15.6	13.4	11.5	9.9	8.6	7.4
EV/EBITDA	208.4	136.4	97.1	68.3	57.6	47.3	42.9	36.7
Dividend Yield (%)	0.3	0.2	0.6	0.8	0.9	1.1	1.2	1.4
FCF per share	24.3	28.1	23.7	36.0	52.6	54.5	75.5	87.4
<b>Return Ratios (%)</b>								
RoE	14.8	17.9	24.4	29.6	30.2	32.4	32.2	33.0
RoCE	13.9	16.8	21.0	28.1	28.9	30.6	30.7	31.5
RoIC	15.9	27.4	36.6	51.1	55.5	58.7	54.0	54.6
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	2.1	2.8	3.3	3.4	3.6	3.6	3.7	3.7
Asset Turnover (x)	1.0	1.1	1.3	1.4	1.5	1.5	1.5	1.6
Inventory (Days)	47	43	42	38	36	42	42	42
Debtor (Days)	91	74	75	85	81	75	75	75
Creditor (Days)	82	73	68	76	76	68	68	68
<b>Leverage Ratio (x)</b>								
Current Ratio	2.5	2.7	2.5	2.3	2.5	2.7	2.7	2.8
Interest Cover Ratio	28.1	65.3	69.8	59.9	124.7	139.4	152.7	177.8
Net Debt/Equity	-0.5	-0.5	-0.6	-0.6	-0.6	-0.6	-0.6	-0.6

### Standalone - Cashflow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	8,711	9,614	11,631	17,773	22,502	26,405	33,674	39,206
Direct Taxes Paid	-832	-2,543	-3,520	-4,972	-5,614	-7,250	-8,137	-9,506
<b>CF from Operating incl EO</b>	<b>7,879</b>	<b>7,071</b>	<b>8,111</b>	<b>12,801</b>	<b>16,888</b>	<b>19,155</b>	<b>25,537</b>	<b>29,700</b>
(Inc)/Dec in FA	-1,140	705	-1,540	-2,812	-2,294	-4,060	-4,595	-5,476
<b>Free Cash Flow</b>	<b>6,738</b>	<b>7,776</b>	<b>6,571</b>	<b>9,989</b>	<b>14,593</b>	<b>15,094</b>	<b>20,941</b>	<b>24,224</b>
(Pur)/Sale of Investments	-75	-7,597	376	-2,967	-7,575	-120	0	0
Others	1,371	1,030	1,857	3,106	4,056	0	0	0
<b>CF from Investments</b>	<b>155</b>	<b>-5,862</b>	<b>694</b>	<b>-2,673</b>	<b>-5,813</b>	<b>-4,180</b>	<b>-4,595</b>	<b>-5,476</b>
Dividend Paid	-3,881	-4,435	-6,237	-8,593	-10,534	-13,437	-15,079	-17,578
Others	-4,844	3,661	-607	-2,733	-1,125	-166	-166	-166
<b>CF from Fin. Activity</b>	<b>-8,724</b>	<b>-774</b>	<b>-6,844</b>	<b>-11,326</b>	<b>-11,659</b>	<b>-13,603</b>	<b>-15,245</b>	<b>-17,744</b>
<b>Inc/Dec of Cash</b>	<b>-691</b>	<b>434</b>	<b>1,960</b>	<b>-1,198</b>	<b>-585</b>	<b>1,371</b>	<b>5,696</b>	<b>6,479</b>
Opening Balance	4,538	9,652	14,267	13,808	15,047	25,103	26,474	32,170
Other adjustments	5,804	4,181	-2,420	2,437	10,641			
<b>Closing Balance</b>	<b>9,652</b>	<b>14,267</b>	<b>13,808</b>	<b>15,047</b>	<b>25,103</b>	<b>26,474</b>	<b>32,170</b>	<b>38,649</b>

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

Explanation of Investment Rating	
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

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

**Disclosures**

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on [www.motilaloswal.com](http://www.motilaloswal.com) > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

**Regional Disclosures (outside India)**

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

**For Hong Kong:**

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH00000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

**For U.S.**

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

**For Singapore**

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

**Specific Disclosures**

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.  
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.  
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.  
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.  
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

**Analyst Certification**

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

**Terms & Conditions:**

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

**Disclaimer:**

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

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

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 dpgrievances@motilaloswal.com.