

## Page Industries

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

|                       |               |
|-----------------------|---------------|
| Bloomberg             | PAG IN        |
| Equity Shares (m)     | 11            |
| M.Cap.(INRb)/(USDb)   | 397.5 / 4.4   |
| 52-Week Range (INR)   | 50590 / 31740 |
| 1, 6, 12 Rel. Per (%) | 3/-26/-30     |
| 12M Avg Val (INR M)   | 1082          |

### Financials & Valuations (INR b)

| Y/E March       | 2026E  | 2027E  | 2028E  |
|-----------------|--------|--------|--------|
| Sales           | 51.8   | 57.3   | 63.3   |
| Sales Gr. (%)   | 5.0    | 10.6   | 10.6   |
| EBITDA          | 11.4   | 12.6   | 14.0   |
| EBITDA Margin % | 21.9   | 22.1   | 22.2   |
| Adj. PAT        | 7.9    | 8.8    | 9.9    |
| Adj. EPS (INR)  | 706.3  | 792.0  | 884.9  |
| EPS Gr. (%)     | 8.2    | 12.1   | 11.7   |
| BV/Sh.INR       | 1515.2 | 1799.5 | 2117.2 |

### Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 46.6 | 44.0 | 41.8 |
| RoCE (%)   | 45.3 | 43.1 | 41.1 |
| Payout (%) | 75.0 | 75.0 | 75.0 |

### Valuations

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 50.2 | 44.7 | 40.0 |
| P/BV (x)       | 23.4 | 19.7 | 16.7 |
| EV/EBITDA (x)  | 34.4 | 30.7 | 27.4 |
| Div. Yield (%) | 1.3  | 1.4  | 1.6  |

### Shareholding Pattern (%)

| As On    | Dec-25 | Sep-25 | Dec-24 |
|----------|--------|--------|--------|
| Promoter | 42.9   | 42.9   | 42.9   |
| DII      | 31.5   | 29.2   | 29.4   |
| FII      | 20.7   | 23.2   | 22.7   |
| Others   | 4.9    | 4.7    | 5.0    |

FII includes depository receipts

**CMP: INR35,640 TP: INR44,000 (+23%) Buy**

### In-line show; still await volume pickup

- PAGE posted 6% YoY revenue growth in 3QFY26, aided by 4% growth in net realizations (ASP). Volume growth was subdued at 1.4% (est. 4.5%; 2.5% in 2Q), with total volumes reaching 58.6m units. ASP improvement was driven by a favorable channel and product mix (high-priced athleisure and winter products). Launch of premium bonded technology offerings in bras and men's innerwear in Sep'25 also supported the mix. PAGE did not implement any price hikes during the quarter but may take one in 2026.
- As per PAGE, demand trends improved QoQ in 3Q (though some demand shifted to 2Q due to early Diwali). Management expects this improving momentum to continue in 4Q. Across price bands, premium and super-premium segments outperformed entry-level products. Inventory days stood at 67 in 3Q, compared with 64 at the beginning of the year.
- GM expanded 160bp YoY to 57.9% (est. 59.1%, 59.9% in 2Q), whereas EBITDA margin contracted 10bp YoY to 22.9% (est. 22.2%). An efficient raw material and product sourcing strategy aided margins. Management has retained its EBITDA margin guidance of 19-21% for FY27 (9MFY26: 22.3%).
- PAGE continued to expand its product portfolio, with the second wave of JKY Groove (winter collection) launched in 3Q receiving an encouraging response. The Summer'26 collection is planned to be launched in April.
- The growth recovery in 9MFY26 was below expectation; however, PAGE continues to target double-digit volume growth. Improving macro conditions and company's own initiatives should drive volume growth in coming quarters. Initiatives for product innovation, marketing (particularly on social media platform) and new channel expansion are encouraging. Amid improving consumer sentiment, we continue to believe that PAGE will be able to capitalize on its growth opportunities. Benign input costs and cost efficiencies are likely to offset higher marketing/digital spending, which will help PAGE sustain its margin going forward. We model a CAGR of 11% in revenue and EBITDA each over FY26-28E. **We reiterate our BUY rating with a TP of INR44,000, premised on 50x Dec'27E EPS.**

### In-line print with weak volume performance

- **Muted volume growth:** Sales grew 5.6% YoY to INR13.9b (est. INR13.9b) in 3QFY26. Sales volume was up 1.4% YoY (est. 4.5%, 4.7% in 3QFY25 and 2.5% in 2QFY26) to 58.6m pieces. Net realization increased ~4% YoY in 3QFY26, driven by a favorable product mix and channel mix.
- **Moderation in margins:** Gross margin expanded 160bp YoY to 57.9% (est. 59.1%, 59.9% in 2QFY26). Employee expenses rose 13% YoY and other expenses were up 9% YoY. EBITDA grew 5% YoY to INR3.2b (est. INR3.1b). EBITDA margin contracted 10bp YoY to 22.9% (est. 22.2%).
- **Mid-single digit growth in profitability:** PBT grew 6% YoY to INR2.9b (est. INR2.9b). Adj. PAT (one-time impact of new labor code of INR350m adj for tax) was up 5% YoY at INR2.14b vs. expectation of INR2.15b.
- In 9MFY26, revenue/EBITDA/APAT grew 4%/8%/8%.

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

MotilalOswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### Highlights from the management commentary

- Men's innerwear products, which form a larger part of the business, continued to face relatively tougher demand conditions. Women's innerwear and outerwear segments performed better. Across price bands, premium and super-premium segments outperformed entry-level products.
- The company continues to aim for double-digit volume growth, led by improving consumer sentiment, new product launches, and distribution expansion. Long-term double-digit revenue growth will be aided by both organic and inorganic ways. There are several growth opportunities available in the international markets.
- Inventory days stood at 67 in 3QFY26 vs. 64 at the beginning of the year.
- The company continued to focus on expanding product range; the second wave of JKY Groove was launched during the quarter and PAGE witnessed an encouraging response.

### Valuation and view

- We maintain our EPS estimates for FY27 and FY28.
- The growth recovery in 9HFY26 was below expectation; however, the company continues to target double-digit volume growth guidance. Improving macro conditions and company's own initiatives should drive volume growth in coming quarters. Initiatives for product, marketing (particularly on social media platform) and new channel expansion are encouraging. Given improving consumer sentiment, we continue to believe that PAGE will be able to capitalize on its growth opportunities. PAGE maintains its double-digit revenue growth guidance in the medium term.
- Inventory optimization through the ARS system, new product launches, capacity expansion, and digitalization initiatives will support growth, in our view. PAGE's brand equity keeps evolving into a lifestyle brand from only an innerwear brand. It will fit the brand across product lines. Benign input costs and cost efficiencies are likely to offset higher marketing/digital spending, which will help PAGE sustain its margin going forward.
- We model a CAGR of 11% in revenue and EBITDA each over FY26-28E. **We reiterate our BUY rating on the stock with a TP of INR44,000, premised on 50x Dec'27E EPS.**

## Quarterly Statement

(INR m)

| Y/E March         | FY25   |        |        |        | FY26E  |        |        |        | FY25   | FY26E  | FY26E<br>3QE | Var.<br>(%) |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------------|-------------|
|                   | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4QE    |        |        |              |             |
| Volume growth (%) | 2.6    | 6.7    | 4.7    | 8.5    | 1.9    | 2.5    | 1.4    | 5.9    | 5.0    | 2.7    | 4.5          |             |
| Net Sales         | 12,775 | 12,454 | 13,131 | 10,981 | 13,166 | 12,909 | 13,868 | 11,858 | 49,340 | 51,800 | 13,927       | -0.4%       |
| YoY change (%)    | 3.9    | 10.7   | 6.9    | 10.6   | 3.1    | 3.7    | 5.6    | 8.0    | 8.0    | 5.0    | 6.1          |             |
| Gross Profit      | 6,918  | 7,031  | 7,399  | 6,689  | 7,784  | 7,736  | 8,034  | 7,162  | 28,036 | 30,717 | 8,231        | -2.4%       |
| Gross margin (%)  | 54.1   | 56.5   | 56.3   | 60.9   | 59.1   | 59.9   | 57.9   | 60.4   | 56.8   | 59.3   | 59.1         |             |
| EBITDA            | 2,433  | 2,806  | 3,025  | 2,352  | 2,947  | 2,795  | 3,181  | 2,437  | 10,617 | 11,360 | 3,092        | 2.9%        |
| Margins (%)       | 19.0   | 22.5   | 23.0   | 21.4   | 22.4   | 21.7   | 22.9   | 20.6   | 21.5   | 21.9   | 22.2         |             |
| YoY change        | 2.0    | 20.1   | 31.7   | 43.1   | 21.1   | -0.4   | 5.2    | 3.6    | 23.5   | 7.0    | 2.2          |             |
| Depreciation      | 221    | 226    | 297    | 249    | 266    | 254    | 265    | 250    | 992    | 1,036  | 275          |             |
| Interest          | 117    | 109    | 119    | 118    | 127    | 125    | 127    | 126    | 464    | 506    | 125          |             |
| Other Income      | 129    | 146    | 140    | 201    | 148    | 195    | 124    | 233    | 616    | 700    | 175          |             |
| PBT               | 2,225  | 2,616  | 2,750  | 2,187  | 2,702  | 2,611  | 2,913  | 2,293  | 9,777  | 10,519 | 2,867        | 1.6%        |
| Tax               | 572    | 672    | 703    | 547    | 694    | 663    | 667    | 616    | 2,494  | 2,640  | 720          |             |
| Rate (%)          | 25.7   | 25.7   | 25.6   | 25.0   | 25.7   | 25.4   | 22.9   | 26.9   | 25.5   | 25.1   | 25.1         |             |
| APAT              | 1,652  | 1,944  | 2,047  | 1,640  | 2,008  | 1,948  | 2,158  | 1,678  | 7,282  | 7,879  | 2,147        | 0.5%        |
| YoY change (%)    | 4.3    | 29.3   | 34.3   | 51.6   | 21.5   | 0.2    | 5.4    | 2.3    | 27.9   | 8.2    | 4.9          |             |
| Reported PAT      | 1,652  | 1,944  | 2,047  | 1,640  | 2,008  | 1,948  | 1,895  | 1,678  | 7,282  | 7,879  | 2,147        |             |

E: MOFSL Estimates



## Highlights from management interaction

### Performance and Outlook

- Demand trends improved sequentially in 3QFY26, supported by a better macro environment, despite part of the Diwali impact shifting to 2Q.
- Management expects this momentum to sustain into 4QFY26.
- **The company continues to aim for double-digit volume growth, led by improving consumer sentiment, new product launches, and distribution expansion. It will be led by both organic and inorganic ways.**
- **The company did not take any price hikes during the quarter.**
- Management is closely monitoring potential input cost inflation, especially amid volatility in textile exports, and may consider price hikes only if cost increases exceed absorbable levels.
- **Net realization increased ~4% YoY in 3QFY26, driven by a favorable product mix and channel mix.**
- ASP growth was largely driven by channel mix with a structural shift from offline to online and from unorganized to organized retail supporting value growth despite modest volume expansion.
- Premium and higher-priced athleisure and winter products witnessed strong traction, driving value growth. Within categories, the Bonded collection (higher price points) launched in September–October across men's innerwear and bras gained strong acceptance and supported mix improvement.
- Men's innerwear, which forms a larger part of the business, continued to face relatively tougher demand conditions.
- Women's innerwear and outerwear performed better.
- Across price bands, premium and super-premium segments outperformed entry-level products.
- For entry-level products, prices were maintained to protect value perception among price-sensitive consumers. The company is enhancing fabric quality to

improve durability and comfort, alongside refreshing designs to strengthen appeal and competitiveness.

- Strong BTL initiatives, particularly in the general trade channel, were undertaken during 3QFY26, with early signs of improvement visible from January 2026.
- **Inventory days stood at 67 days in 3QFY26, compared to 64 days at the beginning of the year.**
- Working capital improved to 52 days from 54 days at the start of the year.
- GST rate reductions apply only to products priced above INR 1,000; however, as a majority of the portfolio is priced below this threshold, the overall brand-level impact remains negligible.
- In international markets, the company has expanded its Middle East footprint, securing licenses across the entire GCC region, including Saudi Arabia, Kuwait, and Bahrain, in addition to existing markets such as UAE, Oman, and Qatar.
- The company sees inorganic growth opportunities within the existing business through emerging channels such as quick commerce, international expansion, and entry into new product categories.
- While management remains open to evaluating acquisitions, new brands, or licensing opportunities, there is currently no specific visibility, and any decision will be taken based on strategic fit and value creation.

### New launches

- The company continued to focus on expanding product range; the second wave of JKY Groove was launched during the quarter and PAGE witnessed an encouraging response.
- JKY Groove witnessed its second phase of launch in 3QFY26 with the introduction of the Winter '25 collection, following the initial Summer launch in 1QFY26.
- **The first launch achieved distribution across ~50 EBOs, while the winter launch expanded the footprint to ~150 EBOs, along with availability on Myntra.**
- The next phase, the Summer '26 collection, is scheduled for launch in April and is expected to further scale distribution to ~500 EBOs.
- The company plans to expand the reach in a phased manner across channels, including MBOs and large-format stores, while selectively extending well-performing products into general trade in key macro markets and suitable outlets to ensure appropriate brand presentation and sell-through.
- PAGE continued to expand and penetrate across all consumer segments during the quarter.

### Costs and margins

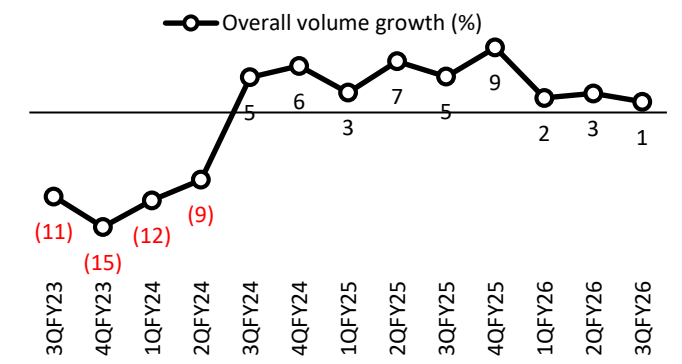
- Employee headcount declined due to a recruitment freeze and ongoing productivity initiatives, including automation, lean processes, and value stream mapping.
- Improved operational efficiency enabled higher output with a smaller workforce, keeping employee costs within the company's target range.
- Workforce additions were limited to the new Odisha facility, in line with planned expansion.
- Outsourced procurement increased to 36% in 3QFY26 (vs. <30% in 2QFY26), which will lead to cost efficiencies.
- **PAGE maintains its EBITDA margin guidance at 19-21% for FY27.**

### Distribution channels and performance

- Page has a distribution network comprising 113,600 MBOs, 1,556 EBOs, and 1,778 LFS as on Dec'25.
- Speedo brand is available in 919 stores and 34 EBOs, spread across 150+ cities.
- General trade (GT) remained relatively weaker compared to EBOs and e-commerce, impacted by softer consumer demand, inventory rationalization by retailers, and ongoing channel shifts.
- Retailers in GT undertook stock corrections to manage slower off-take, which weighed on reported growth.
- Management indicated that at least single-digit growth in GT is critical to achieving the company's overall double-digit growth ambition.
- **Like-to-like performance remained below expectations, with MBO volumes likely declining in mid-single digits, while EBOs remained largely flat.**
- While the shift towards online is structural, management remains confident of a gradual recovery in GT as consumption sentiment improves.
- Beyond demand recovery, there is meaningful scope to increase penetration per store in GT, as most outlets currently stock only a limited portion of the company's portfolio. Increasing styles and options per store is expected to improve shelf share and secondary sales.

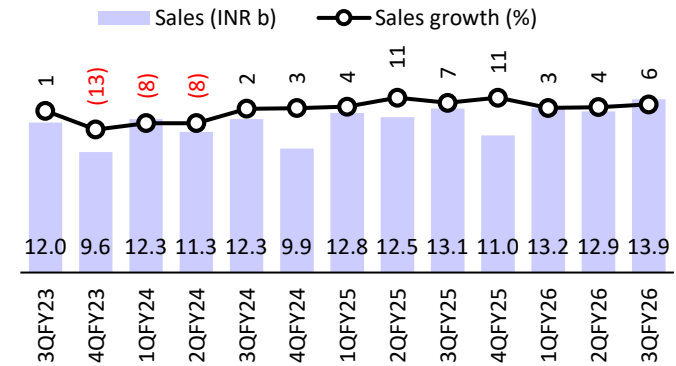
### Key exhibits

Total volumes up 1% YoY in 3QFY26



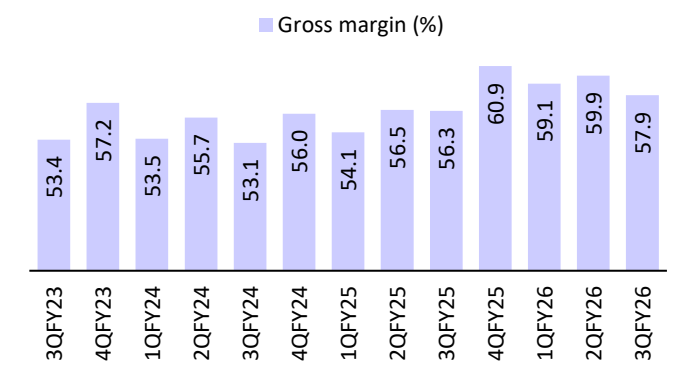
Source: Company, MOFSL

Sales grew 6% YoY to INR13.9b



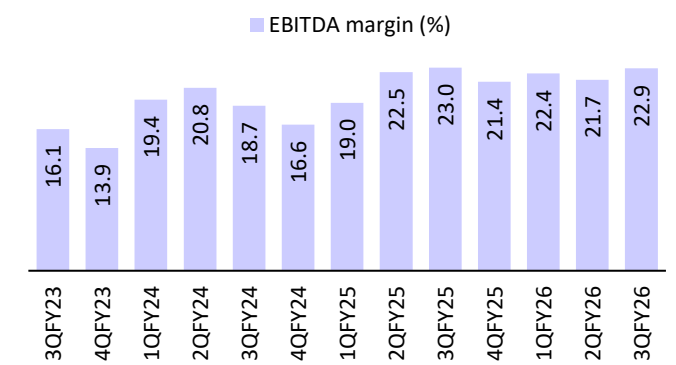
Source: Company, MOFSL

Gross margin expanded ~160bp YoY to 57.9%



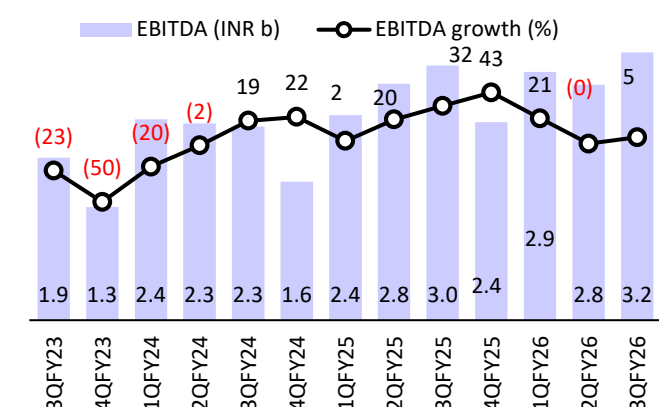
Source: Company, MOFSL

EBITDA margin contracted ~10bp YoY to 22.9%



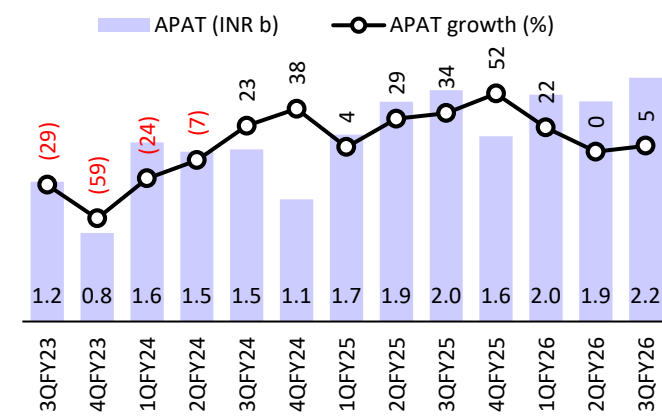
Source: Company, MOFSL

### EBITDA grew 5% YoY at INR3.2b in 3QFY26



Source: Company, MOFSL

### APAT up 5% YoY to INR2.2b in 3QFY26



Source: Company, MOFSL

### Valuation and view

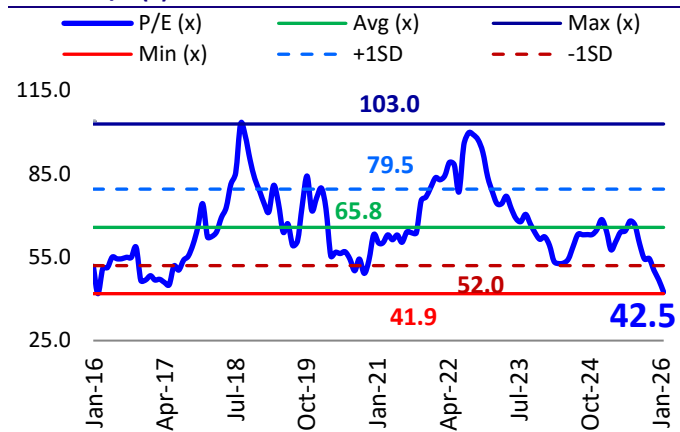
- We maintain our EPS estimates for FY27 and FY28.
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- We model a CAGR of 11% in revenue and EBITDA each over FY26-28E. **We reiterate our BUY rating on the stock with a TP of INR44,000, premised on 50x Dec'27E EPS.**

### We maintain our EPS estimates for FY27 and FY28

|        | New    |        |        | Old    |        |        | Change (%) |       |       |
|--------|--------|--------|--------|--------|--------|--------|------------|-------|-------|
|        | FY26E  | FY27E  | FY28E  | FY26E  | FY27E  | FY28E  | FY26E      | FY27E | FY28E |
| Sales  | 51,800 | 57,296 | 63,342 | 52,221 | 57,758 | 63,847 | -0.8       | -0.8  | -0.8  |
| EBITDA | 11,360 | 12,637 | 14,040 | 11,329 | 12,660 | 14,194 | 0.3        | -0.2  | -1.1  |
| PAT    | 7,879  | 8,834  | 9,871  | 7,857  | 8,825  | 9,954  | 0.3        | 0.1   | -0.8  |

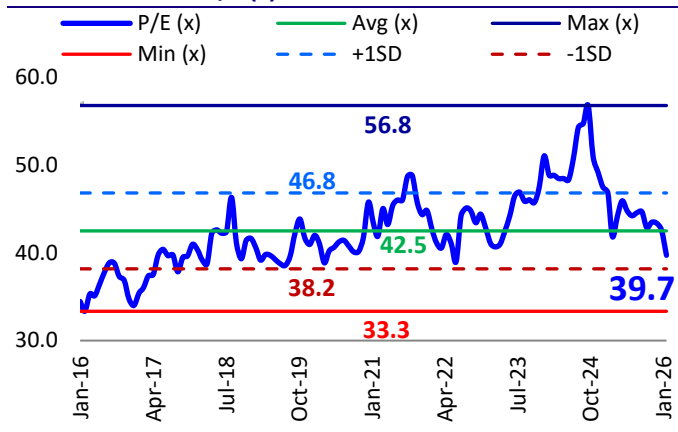
Source: Company, MOFSL

### PAGE's P/E (x)



Source: Company, MOFSL

### Consumer sector P/E (x)



Source: Company, MOFSL



## Financials and valuations

| Income Statement            |               |               |               |               |               |               | (INR m)       |               |               |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March                   | 2020          | 2021          | 2022          | 2023          | 2024          | 2025          | 2026E         | 2027E         | 2028E         |
| <b>Net Sales</b>            | <b>29,454</b> | <b>28,330</b> | <b>38,865</b> | <b>47,142</b> | <b>45,692</b> | <b>49,340</b> | <b>51,800</b> | <b>57,296</b> | <b>63,342</b> |
| Change (%)                  | 3.3           | -3.8          | 37.2          | 21.3          | -3.1          | 8.0           | 5.0           | 10.6          | 10.6          |
| <b>Gross Profit</b>         | <b>16,346</b> | <b>15,690</b> | <b>21,775</b> | <b>26,290</b> | <b>24,846</b> | <b>28,036</b> | <b>30,717</b> | <b>34,263</b> | <b>38,005</b> |
| Margin (%)                  | 55.5          | 55.4          | 56.0          | 55.8          | 54.4          | 56.8          | 59.3          | 59.8          | 60.0          |
| Other operating expenditure | 11,020        | 10,424        | 13,920        | 17,662        | 16,248        | 17,419        | 19,357        | 21,626        | 23,965        |
| <b>EBITDA</b>               | <b>5,326</b>  | <b>5,266</b>  | <b>7,855</b>  | <b>8,627</b>  | <b>8,598</b>  | <b>10,617</b> | <b>11,360</b> | <b>12,637</b> | <b>14,040</b> |
| Change (%)                  | -13.7         | -1.1          | 49.2          | 9.8           | -0.3          | 23.5          | 7.0           | 11.2          | 11.1          |
| Margin (%)                  | 18.1          | 18.6          | 20.2          | 18.3          | 18.8          | 21.5          | 21.9          | 22.1          | 22.2          |
| Depreciation                | 614           | 629           | 655           | 781           | 908           | 992           | 1,036         | 1,116         | 1,230         |
| Int. and Fin. Ch.           | 339           | 297           | 322           | 413           | 449           | 464           | 506           | 531           | 557           |
| Other Inc.- Rec.            | 246           | 195           | 210           | 147           | 324           | 616           | 700           | 805           | 926           |
| <b>PBT</b>                  | <b>4,620</b>  | <b>4,534</b>  | <b>7,088</b>  | <b>7,581</b>  | <b>7,565</b>  | <b>9,777</b>  | <b>10,519</b> | <b>11,795</b> | <b>13,178</b> |
| Change (%)                  | -23.8         | -1.9          | 56.3          | 7.0           | -0.2          | 29.2          | 7.6           | 12.1          | 11.7          |
| Tax                         | 1,188         | 1,128         | 1,722         | 1,869         | 1,873         | 2,494         | 2,640         | 2,961         | 3,308         |
| Tax Rate (%)                | 25.7          | 24.9          | 24.3          | 24.6          | 24.8          | 25.5          | 25.1          | 25.1          | 25.1          |
| <b>Adjusted PAT</b>         | <b>3,432</b>  | <b>3,406</b>  | <b>5,365</b>  | <b>5,712</b>  | <b>5,692</b>  | <b>7,282</b>  | <b>7,879</b>  | <b>8,834</b>  | <b>9,871</b>  |
| Change (%)                  | -12.9         | -0.8          | 57.5          | 6.5           | -0.4          | 27.9          | 8.2           | 12.1          | 11.7          |
| Margin (%)                  | 11.7          | 12.0          | 13.8          | 12.1          | 12.5          | 14.8          | 15.2          | 15.4          | 15.6          |
| <b>Reported PAT</b>         | <b>3,432</b>  | <b>3,406</b>  | <b>5,365</b>  | <b>5,712</b>  | <b>5,692</b>  | <b>7,282</b>  | <b>7,879</b>  | <b>8,834</b>  | <b>9,871</b>  |

| Balance Sheet                |               |               |               |               |               |               | (INR m)       |               |               |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March                    | 2020          | 2021          | 2022          | 2023          | 2024          | 2025E         | 2026E         | 2027E         | 2028E         |
| Share Capital                | 112           | 112           | 112           | 112           | 112           | 112           | 112           | 112           | 112           |
| Reserves                     | 8,087         | 8,737         | 10,775        | 13,599        | 15,858        | 13,960        | 16,789        | 19,960        | 23,503        |
| <b>Net Worth</b>             | <b>8,199</b>  | <b>8,849</b>  | <b>10,886</b> | <b>13,710</b> | <b>15,969</b> | <b>14,072</b> | <b>16,900</b> | <b>20,071</b> | <b>23,615</b> |
| Loans                        | 1,764         | 1,270         | 1,099         | 4,064         | 1,848         | 2,621         | 2,831         | 3,058         | 3,302         |
| <b>Capital Employed</b>      | <b>9,963</b>  | <b>10,119</b> | <b>11,985</b> | <b>17,774</b> | <b>17,818</b> | <b>16,693</b> | <b>19,731</b> | <b>23,129</b> | <b>26,917</b> |
| Right of use assets          | 1,045         | 976           | 910           | 1,451         | 1,675         | 2,450         | 2,572         | 2,701         | 2,836         |
| Gross Block                  | 4,319         | 4,505         | 5,067         | 5,685         | 5,861         | 8,200         | 9,100         | 10,100        | 11,100        |
| Less: Accum. Depn.           | 1,309         | 1,618         | 1,953         | 2,285         | 2,658         | 3,074         | 4,110         | 5,226         | 6,456         |
| <b>Net Fixed Assets</b>      | <b>3,010</b>  | <b>2,887</b>  | <b>3,114</b>  | <b>3,401</b>  | <b>3,203</b>  | <b>5,126</b>  | <b>4,990</b>  | <b>4,874</b>  | <b>4,644</b>  |
| Capital WIP                  | 287           | 279           | 653           | 1,505         | 2,387         | 722           | 722           | 722           | 722           |
| Investments                  | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| <b>Curr. Assets, L&amp;A</b> | <b>10,787</b> | <b>12,835</b> | <b>16,356</b> | <b>20,521</b> | <b>19,468</b> | <b>18,042</b> | <b>22,146</b> | <b>26,675</b> | <b>31,816</b> |
| Inventory                    | 7,186         | 5,549         | 9,749         | 15,953        | 11,703        | 8,589         | 10,644        | 11,773        | 13,016        |
| Account Receivables          | 738           | 1,371         | 1,651         | 1,461         | 1,586         | 1,916         | 2,413         | 2,669         | 2,950         |
| Cash and Bank Balance        | 1,169         | 4,350         | 2,835         | 81            | 3,210         | 4,714         | 7,033         | 10,033        | 13,493        |
| Others                       | 1,694         | 1,564         | 2,122         | 3,026         | 2,968         | 2,823         | 2,056         | 2,200         | 2,358         |
| <b>Curr. Liab. and Prov.</b> | <b>5,165</b>  | <b>6,879</b>  | <b>9,084</b>  | <b>9,154</b>  | <b>9,008</b>  | <b>9,731</b>  | <b>10,783</b> | <b>11,927</b> | <b>13,186</b> |
| Account Payables             | 938           | 2,175         | 3,628         | 2,876         | 2,200         | 2,549         | 3,974         | 4,395         | 4,859         |
| Other Liabilities            | 3,953         | 4,504         | 5,198         | 5,955         | 6,526         | 6,888         | 6,242         | 6,904         | 7,632         |
| Provisions                   | 273           | 200           | 258           | 322           | 282           | 294           | 568           | 628           | 694           |
| <b>Net Curr. Assets</b>      | <b>5,622</b>  | <b>5,956</b>  | <b>7,272</b>  | <b>11,367</b> | <b>10,460</b> | <b>8,311</b>  | <b>11,363</b> | <b>14,748</b> | <b>18,631</b> |
| Def. Tax Liability           | 2             | -22           | -36           | -51           | -93           | -84           | -84           | -84           | -84           |
| <b>Appl. of Funds</b>        | <b>9,963</b>  | <b>10,119</b> | <b>11,985</b> | <b>17,774</b> | <b>17,818</b> | <b>16,693</b> | <b>19,731</b> | <b>23,129</b> | <b>26,917</b> |

E: MOFSL Estimates



## Financials and valuations

### Ratios

| Y/E March                     | 2020         | 2021         | 2022         | 2023         | 2024         | 2025E        | 2026E        | 2027E        | 2028E        |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Basic (INR)</b>            |              |              |              |              |              |              |              |              |              |
| <b>EPS</b>                    | <b>307.7</b> | <b>305.3</b> | <b>481.0</b> | <b>512.2</b> | <b>510.3</b> | <b>652.9</b> | <b>706.3</b> | <b>792.0</b> | <b>884.9</b> |
| Cash EPS                      | 362.7        | 361.8        | 539.7        | 582.2        | 591.7        | 741.9        | 799.2        | 892.1        | 995.2        |
| BV/Share                      | 735.1        | 793.3        | 976.0        | 1,229.2      | 1,431.7      | 1,261.6      | 1,515.2      | 1,799.5      | 2,117.2      |
| DPS                           | 161          | 250          | 300          | 260          | 370          | 900          | 453          | 508          | 567          |
| Payout incldg DDT (%)         | 79.1         | 81.9         | 62.4         | 50.8         | 72.5         | 137.8        | 75.0         | 75.0         | 75.0         |
| <b>Valuation (x)</b>          |              |              |              |              |              |              |              |              |              |
| P/E                           | 115.1        | 116.0        | 73.7         | 69.2         | 69.4         | 54.3         | 50.2         | 44.7         | 40.0         |
| Cash P/E                      | 97.7         | 97.9         | 65.6         | 60.9         | 59.9         | 47.8         | 44.3         | 39.7         | 35.6         |
| EV/Sales                      | 13.4         | 13.8         | 10.1         | 8.5          | 8.6          | 8.0          | 7.5          | 6.8          | 6.1          |
| EV/EBITDA                     | 74.3         | 74.5         | 50.1         | 46.3         | 45.8         | 37.0         | 34.4         | 30.7         | 27.4         |
| P/BV                          | 48.2         | 44.7         | 36.3         | 28.8         | 24.7         | 28.1         | 23.4         | 19.7         | 16.7         |
| Dividend Yield (%)            | 0.5          | 0.7          | 0.8          | 0.7          | 1.0          | 2.5          | 1.3          | 1.4          | 1.6          |
| <b>Return Ratios (%)</b>      |              |              |              |              |              |              |              |              |              |
| Asset Turn                    | 3.0          | 2.8          | 3.2          | 2.7          | 2.6          | 3.0          | 2.6          | 2.5          | 2.4          |
| Leverage                      | 1.2          | 1.1          | 1.1          | 1.3          | 1.1          | 1.2          | 1.2          | 1.2          | 1.1          |
| Net Margin                    | 11.7         | 12.0         | 13.8         | 12.1         | 12.5         | 14.8         | 15.2         | 15.4         | 15.6         |
| RoE                           | 41.9         | 38.5         | 49.3         | 41.7         | 35.6         | 51.8         | 46.6         | 44.0         | 41.8         |
| RoCE                          | 39.7         | 36.1         | 50.7         | 40.5         | 33.9         | 44.2         | 45.3         | 43.1         | 41.1         |
| RoIC                          | 42.2         | 49.8         | 77.9         | 47.9         | 40.7         | 61.1         | 66.6         | 70.9         | 76.5         |
| <b>Working Capital Ratios</b> |              |              |              |              |              |              |              |              |              |
| Asset Turnover (x)            | 3.2          | 2.8          | 3.5          | 3.2          | 2.6          | 2.9          | 2.8          | 2.7          | 2.5          |
| Debtor Days                   | 12           | 14           | 14           | 12           | 12           | 13           | 15           | 16           | 16           |
| Creditor Days                 | 13           | 20           | 27           | 25           | 20           | 18           | 23           | 27           | 27           |
| Inventory Days                | 91           | 82           | 72           | 99           | 110          | 75           | 68           | 71           | 71           |
| <b>Leverage Ratio</b>         |              |              |              |              |              |              |              |              |              |
| Debt/Equity (x)               | 0.2          | 0.1          | 0.1          | 0.3          | 0.1          | 0.2          | 0.2          | 0.2          | 0.1          |

### Cash Flow Statement

(INR m)

| Y/E March                                 | 2020          | 2021          | 2022          | 2023          | 2024          | 2025E          | 2026E         | 2027E         | 2028E         |
|-------------------------------------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|
| Profit before Tax                         | 4,620         | 4,534         | 7,088         | 7,581         | 7,565         | 9,786          | 10,519        | 11,795        | 13,178        |
| Depreciation                              | 614           | 629           | 655           | 781           | 908           | 992            | 1,036         | 1,116         | 1,230         |
| Other Non Cash & Non operating activities | 179           | 304           | 186           | 308           | 295           | 64             | -194          | -274          | -368          |
| Incr in WC                                | 1,024         | 2,751         | -2,910        | -6,782        | 3,878         | 3,641          | -732          | -385          | -424          |
| Direct Taxes Paid                         | -1,270        | -1,259        | -1,750        | -1,904        | -1,841        | -2,447         | -2,640        | -2,961        | -3,308        |
| <b>CF from Operations</b>                 | <b>5,167</b>  | <b>6,959</b>  | <b>3,269</b>  | <b>-16</b>    | <b>10,805</b> | <b>12,036</b>  | <b>7,988</b>  | <b>9,291</b>  | <b>10,308</b> |
| Incr in FA                                | -744          | -135          | -979          | -1,638        | -946          | -791           | -900          | -1,000        | -1,000        |
| <b>Free Cash Flow</b>                     | <b>4,423</b>  | <b>6,824</b>  | <b>2,290</b>  | <b>-1,654</b> | <b>9,858</b>  | <b>11,245</b>  | <b>7,088</b>  | <b>8,291</b>  | <b>9,308</b>  |
| Pur of Investments                        | 400           | -3,950        | 2,050         | 1,900         | 0             | 0              | 0             | 0             | 0             |
| Others                                    | -319          | 3,967         | -1,891        | -1,259        | -515          | 359            | 578           | 676           | 791           |
| <b>CF from Invest.</b>                    | <b>-663</b>   | <b>-119</b>   | <b>-820</b>   | <b>-997</b>   | <b>-1,461</b> | <b>-431</b>    | <b>-322</b>   | <b>-324</b>   | <b>-209</b>   |
| Issue of Shares                           | 0             | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             |
| Incr in Debt                              | -470          | -321          | 0             | 1,916         | -2,474        | -700           | 210           | 226           | 245           |
| Dividend Paid                             | -2,716        | -2,787        | -3,347        | -2,900        | -3,458        | -9,146         | -5,050        | -5,663        | -6,327        |
| Others                                    | -589          | -551          | -617          | -757          | -283          | -255           | -506          | -531          | -557          |
| <b>CF from Fin. Activity</b>              | <b>-3,775</b> | <b>-3,659</b> | <b>-3,964</b> | <b>-1,741</b> | <b>-6,214</b> | <b>-10,101</b> | <b>-5,346</b> | <b>-5,967</b> | <b>-6,640</b> |
| <b>Incr/Decr of Cash</b>                  | <b>729</b>    | <b>3,181</b>  | <b>-1,515</b> | <b>-2,754</b> | <b>3,129</b>  | <b>1,503</b>   | <b>2,320</b>  | <b>3,000</b>  | <b>3,459</b>  |
| Add: Opening Balance                      | 440           | 1,169         | 4,350         | 2,835         | 81            | 3,210          | 4,714         | 7,033         | 10,033        |
| <b>Closing Balance</b>                    | <b>1,169</b>  | <b>4,350</b>  | <b>2,835</b>  | <b>81</b>     | <b>3,210</b>  | <b>4,714</b>   | <b>7,033</b>  | <b>10,033</b> | <b>13,493</b> |

E: MOSL Estimates

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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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