

Prestige Estates Projects

Estimate change	↑
TP change	↓
Rating change	↔

Bloomberg	PEPL IN
Equity Shares (m)	431
M.Cap.(INRb)/(USDb)	629.5 / 6.8
52-Week Range (INR)	1814 / 1048
1, 6, 12 Rel. Per (%)	-5/-12/0
12M Avg Val (INR M)	1291

Financials & Valuations (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	114.3	140.7	167.0
EBITDA	35.2	33.5	39.8
EBITDA (%)	30.8	23.8	23.8
Adj. PAT	11.4	12.3	16.4
EPS (INR)	28.4	30.7	40.8
EPS Gr. (%)	138.1	152.5	112.2
BV/Sh. (INR)	411.5	440.5	479.7

Ratios

Net D/E	0.7	0.7	0.2
RoE (%)	7.1	7.2	8.9
RoCE (%)	8.9	8.6	9.3
Payout (%)	5.7	5.3	3.9

Valuations

P/E (x)	51.6	47.7	35.8
P/BV (x)	3.6	3.3	3.0
EV/EBITDA (x)	19.0	20.2	17.0
Div Yield (%)	0.1	0.1	0.1

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	60.9	60.9	60.9
DII	21.0	20.7	16.7
FII	15.7	15.8	19.3
Others	2.4	2.6	3.0

CMP: INR1,462 TP: INR2,285 (+56%) Buy

Robust 9M performance; annuity base expanding

Stellar business development of INR399b in 9M

- **Presales:** In 3QFY26, presales were up 39% YoY/down 30% QoQ at INR41.8b (10% below our estimate) as only one residential project was launched in the quarter. In 9MFY26, presales grew 122% YoY to INR223b.
- **Area sold:** Total area sold in the quarter was at 3msf, up 34% YoY/down 32% QoQ (32% below our estimates). In 9MFY26, total area sold was at 17msf, up 110% YoY.
- **Total unit sales** stood at 1,811 in 3Q and 8,598 in 9MFY26.
- **Geographical contribution of presales:** In 3Q, BGLR/NCR/MMR/HYD/CHEN/Others contributed 25%/16%/36%/16%/5%/2% to presales. In 9MFY26, these regions contributed 27%/40%/20%/9%/4%/1%, respectively.
- **Realization:** The realization stood at INR13,992psf, up 4% YoY/3% QoQ (32% higher than our estimates). In 9MFY26, it was at INR13,165psf, up 6% YoY.
- **Launches:** Prestige launched one residential project and two retail projects in 3Q, totaling 5.02msf with residential GDV of INR20.3b during the quarter. Accordingly, 9MFY26 launches stood at 23.8msf with residential area of 20.9msf and GDV of INR196.2b.
- **Collections:** PEPL's collections rose 40% YoY/8% QoQ to INR45.5b in 3QFY26. In 9MFY26, it stood at INR132.8b, up 49% YoY.
- **Net debt:** Net debt increased to INR87.7b (vs. INR73.2b in 2QFY26), with a net debt-to-equity ratio of 0.53x and a reduced borrowing cost of 9.47%.
- **Business development:** In 9MFY26, PEPL acquired 16 projects (11 projects as JDA and 5 owned) across Hyderabad, Bengaluru, Chennai and Mumbai, Mysore and Chikkamagaluru, with a total area of 351 acres comprising GDV of INR399.2b.
- **Completions:** The company successfully completed three residential projects in 3QFY26 spanning a total of 4.72msf. Overall, in 9MFY26, the company completed 12.71msf of projects.
- **Pipeline:** GDV of upcoming launches stands at INR264.8b. For under-construction and upcoming office projects, pending capex amounts to INR101.4b, while retail projects have pending capex of INR49.1b.
- **Office:** Total area leased in 3Q was 0.56msf. Occupancy remained robust at 95%. Exit rentals for the quarter amounted to INR8.3b. Upon completion of the ongoing construction pipeline, office annuity income is projected to reach INR40b by FY30, enhancing PEPL's long-term recurring income visibility. The company has recently completed Prestige Lakeshore Drive and Prestige Capital Square, premium office developments aggregating 3.7msf in Bengaluru; with leasing largely concluded, these assets are expected to meaningfully add to steady cash flows and annuity income.
- **Retail:** Gross turnover (GTO) across malls was recorded at INR7b, up 14% YoY. Occupancy remained strong at 99%. Exit rentals for FY26 stood at INR2.8b. With 13 malls in the development pipeline, exit rentals are projected to grow to INR10.9b by FY30, significantly scaling PEPL's retail annuity platform.
- **P&L:** Revenue grew 134% YoY/59% QoQ to INR38.7b (37% above estimates) in 3QFY26. In 9MFY26, it stood at INR86.1b, up 48% YoY.

Abhishek Lodhiya – Research Analyst (Abhishek.Lodhiya@MotilalOswal.com)

Yohan Batliwala – Research Analyst (Yohan.Batliwala@MotilalOswal.com)

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

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

- EBITDA came in at INR8.6b, +46% YoY/-5% QoQ (28% above our estimates), with EBITDA margin of 22.2%. In 9MFY26, it stood at INR26.6b, up 32% YoY with margin of 30.9%.
- Adjusted PAT of INR2.2b was up multifold on a YoY basis, yet 12% below estimates due to lower than anticipated other income. PAT margin was 5.7%. In 9MFY26, PAT stood at INR9.5b, up 114% YoY with margin of 11%.

Valuation and view

- As the company advances its growth trajectory in both residential and commercial segments and unlocks value from its hospitality segment, we believe the stock is set for further re-rating. **Reiterate BUY** with a revised TP of INR2,285 (earlier INR2,295), indicating a 56% upside potential.

Quarterly performance

(INR m)											
Y/E March	FY25				FY26E				FY25	FY26E	FY26E Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		2Q	
Net Sales	18,621	23,044	16,545	15,284	23,073	24,317	38,726	28,197	73,494	1,14,313	28,215
YoY Change (%)	10.8	3.0	-7.9	-29.4	23.9	5.5	134.1	84.5	-6.7	55.5	70.5
Total Expenditure	10,658	16,731	10,644	9,873	14,135	15,219	30,126	19,602	47,906	79,082	20,648
EBITDA	7,963	6,313	5,901	5,411	8,938	9,098	8,600	8,595	25,588	35,231	7,567
Margins (%)	42.8	27.4	35.7	35.4	38.7	37.4	22.2	30.5	34.8	30.8	26.8
Depreciation	1,905	2,004	2,047	2,167	2,162	2,186	2,335	2,826	8,123	9,509	2,347
Interest	3,461	3,565	3,451	2,861	3,839	3,851	3,838	3,312	13,338	14,840	3,663
Other Income	1,624	1,194	434	609	1,614	2,661	129	1,312	3,861	5,716	1,975
PBT before EO expense	4,221	1,938	837	992	4,551	5,722	2,556	3,768	7,988	16,597	3,532
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0
PBT	4,221	1,938	837	992	4,551	5,722	2,556	3,768	7,988	16,597	3,532
Tax	1,023	-519	445	440	1,271	1,266	336	1,309	1,389	4,182	614
Rate (%)	24.2	-26.8	53.2	44.4	27.9	22.1	13.1	34.8	17.4	25.2	17.4
Minority Interest & Profit/Loss of Asso. Cos.	872	535	215	302	355	153	-6	544	1,924	1,046	387
Reported PAT	2,326	1,922	177	250	2,925	4,303	2,226	1,915	4,675	11,369	2,531
Adj PAT	2,326	1,922	177	250	2,925	4,303	2,226	1,915	4,675	11,369	2,531
YoY Change (%)	-12.9	3.6	-84.8	-82.1	25.8	123.9	1,157.6	665.9	-34.0	143.2	1,329.8
Margins (%)	12.5	8.3	1.1	1.6	12.7	17.7	5.7	6.8	6.4	9.9	9.0
Key metrics											
Sale Volume (msf)	2.9	3.0	2.2	4.5	9.6	4.4	3.0	6.3	12.6	23.3	4
Sale Value (INR b)	30.3	40.2	30.1	69.6	121.3	60.2	41.8	63.9	170.2	287.1	47
Collections - PEPL share (INR b)	27.0	25.5	30.6	30.1	42.3	38.9	41.7	48.8	113.2	171.7	41
Realization (INR/sft)	10,593	13,409	13,513	15,495	12,698	13,614	13,992	10,112	13,532	12,336	10,612



Concall highlights

- **New launches in 9MFY26:** A total of ~23.8msf with GDV of INR196b, spanning 9 residential projects and 2 commercial projects.
 - Prestige Mulberry, Prestige Oakwood and Prestige Mayflower in NCR — all mid-segment projects (11.6msf with GDV of INR115b). Also launched Forum @ The Prestige City Indirapuram retail project in NCR (1.2msf)
 - Prestige Gardenia Estates, Prestige Greenbrook, Prestige Autumn Leaves and Prestige Crystal Lawns in Bengaluru — all plots (3msf with GDV of INR26b).
 - Prestige Pallavaram Gardens in Chennai (4.24msf with GDV of INR34b).
 - Garden Trails in MMR (21.msaf with GDV of INR20.3b)
 - Forum @ The Prestige City Retail project in Hyderabad (1.7msf)

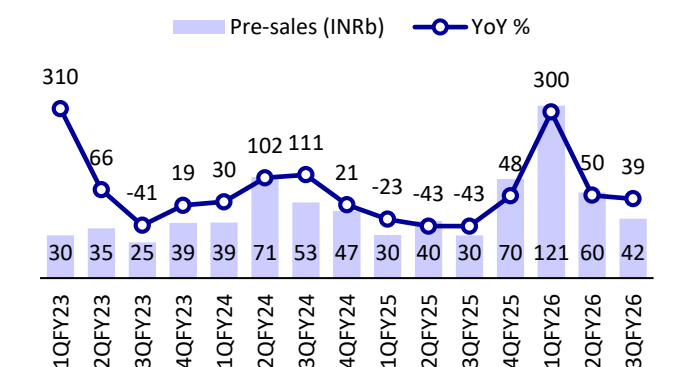
- Stock in hand stood at 12.43msf (INR186.4b) in NCR, Bangalore, Hyderabad, Mumbai, Chennai and others.
- **Guidance and launch pipeline:** FY26 presales guidance is raised to INR300b (from earlier INR270b), of which 74% was achieved in 9MFY26. The upcoming GDV pipeline stands at INR254.8b with 24.6msf of area. 4QFY26 already saw Evergreen park launch (INR49b) in Bangalore (INR20-30b already sold) and plans to launch Eaton Park (INR9.8b), Fernvale (INR6.2b) and marigold phase 2 (INR7.8b) in Bangalore, while Hyderabad will see Rockcliffe (INR9.1) and Golden Grove (INR85b). Additionally, INR100-150b worth of projects are available for launch, if required. ~30% of sales will come from sustenance sales.
- **Pipeline expansion:** Total GDV of INR400b is currently in the planning stage and will be reflected in the pipeline over the upcoming quarters.
- **Hyderabad launches in FY26:** Hyderabad will see launches of Prestige Rock Cliff (0.81msf) in FY26, while Prestige Imperial Park (2.78msf) is moved to FY27.
- **Commercial:** Over 1.6msf (40%) of Prestige 101 is preleased, and Mahalaxmi (Prestige Mumbai) also has very good demand. BKC to be ready for fitouts in CY27. Mahalaxmi should be ready by CY29 as it is a high-rise development.
- **Business development:** In 9MFY26, PEPL acquired 16 projects (11 projects as JDA and 5 owned) across Hyderabad, Bengaluru, Chennai and Mumbai, Mysore and Chikkamagaluru, with a total area of 351 acres comprising GDV of INR399.2b. Another big project will be closed in Thane soon. All the projects acquired by 9M will be launched within 12 months. The company spent INR47b in 9MFY26. The company plans to spend additional INR10b in 4QFY26. In FY27, the company plans to spend INR45b. The company is also planning to tap Pune market and is set to close a land deal in FY27.
- BIAL at Bengaluru Airport will be a mixed-use project (hotel, convention center, luxury retail, office). Office component will be handed over in April, while hotel will be ready soon.
- The Lonavala land procurement is completed but approval process will take few more months. Jeejamata project is 4.5msf, of which 2.5msf is residential and the rest is Hotels, convention center, office and retail. Overall GDV will be ~INR250b.
- **Data center:** in 9MFY26, PEPL signed an MoU with Maharashtra to invest over INR125b, including a large data center campus (INR50b) in Taloja, Navi Mumbai. The project is expected to commence operations in CY26 and create ~1,200 direct jobs. The investment also covers a global capability center (INR50b) and a logistics/industrial park (INR25b) across the Mumbai Metropolitan Region.
- **Revenue recognition:** In FY26, revenue is guided in the range of INR110-120b. PEPL has INR619b of unrecognized revenue across regions, which will flow in over 4-5 years. Residential EBITDA margins will remain at 28-30% on a sustainable basis.
- **Debt and leverage:** Net debt rose to INR87.7b (vs. INR73.2b in 2QFY26), with a net debt-to-equity ratio of 0.53x and a low borrowing cost of 9.47%. 40% of the project funding comes from debt and the remaining 60% from existing cash flows.
- **Completions:** 12.71msf in 9MFY26, with 4.72msf in 3Q.

Key exhibits

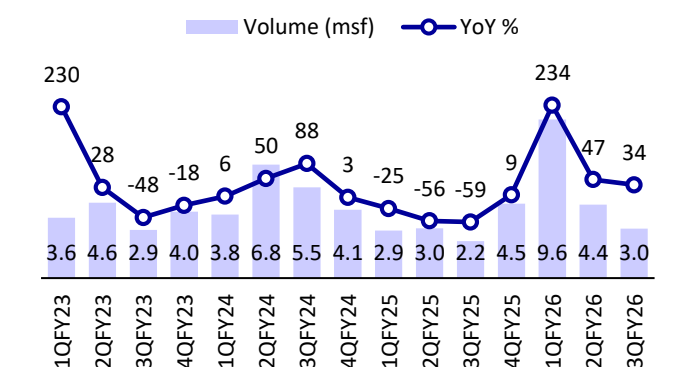
Exhibit 1: In 9MFY26, PEPL acquired 16 projects with GDV of INR399.2b

Location	City	Period added	PEPL share (%)	Land area (acres)	GDV (INR b)
Tellapur	HYD	1QFY26	100%	28.0	85.0
Poojanahalli	BGLR	1QFY26	69%	10.0	13.0
Kothanuru	BGLR	1QFY26	66%	7.0	4.5
Ittangur	BGLR	1QFY26	52%	10.0	13.0
Pulimamidi	HYD	1QFY26	100%	37.0	2.5
Velachery	CHN	1QFY26	50%	3.5	16.0
Prestige Business Bay	MMR	1QFY26	60%	6.3	70.0
Dalasagere	BGLR	2QFY26	45%	71.0	6.8
Belavatha	MYSR	2QFY26	68%	4.0	4.0
Chandapura	BGLR	2QFY26	85%	70.0	82.3
Attibele	BGLR	2QFY26	100%	9.0	10.6
Raidurg	HYD	2QFY26	100%	11.0	23.0
Lakdaram	HYD	3QFY26	47%	20.0	2.0
Medavakkam	CHN	3QFY26	100%	28.0	50.0
Rajendra Nagar	HYD	3QFY26	35%	4.0	13.8
Indavara	CHIKKR	3QFY26	45%	33.0	2.7
Total				351.8	399.2

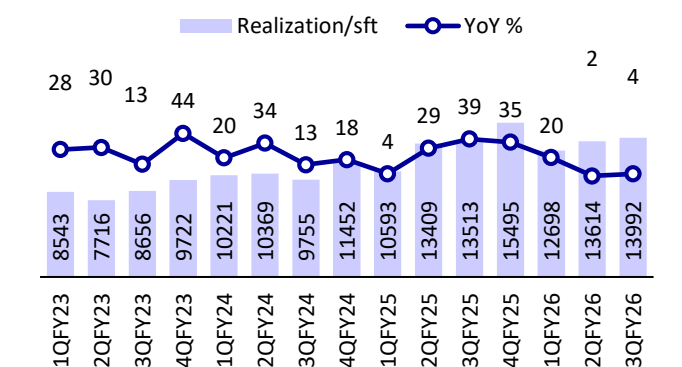
Source: Company, MOFSL

Exhibit 2: Presales up 39% YoY to INR42b


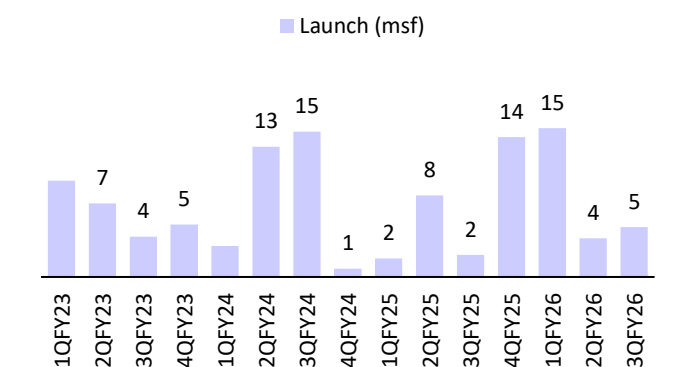
Source: Company, MOFSL

Exhibit 3: Volumes increased 34% YoY to 3msf


Source: Company, MOFSL

Exhibit 4: Realizations up 4% YoY at INR13,992 psf


Source: MOFSL, Company

Exhibit 5: 5.02msf of projects launched in 3QFY26


Source: MOFSL, Company

Exhibit 6: Collections increased 40% YoY to INR45b

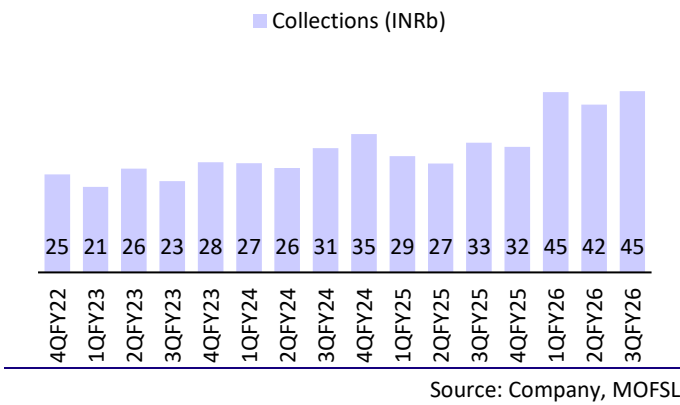


Exhibit 7: Net debt increased to INR88b

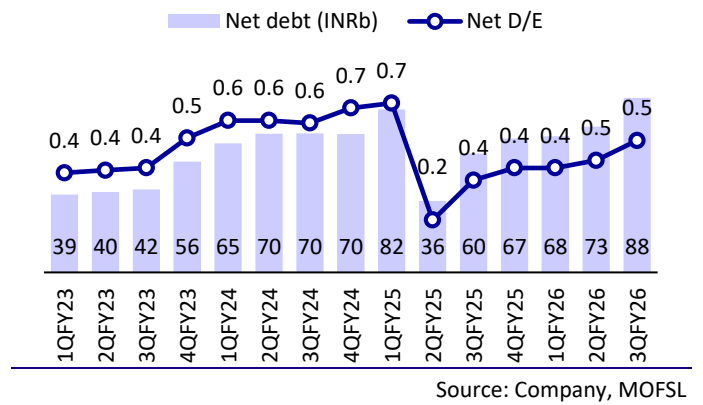


Exhibit 8: Sales to post 43% CAGR over FY25-28E...

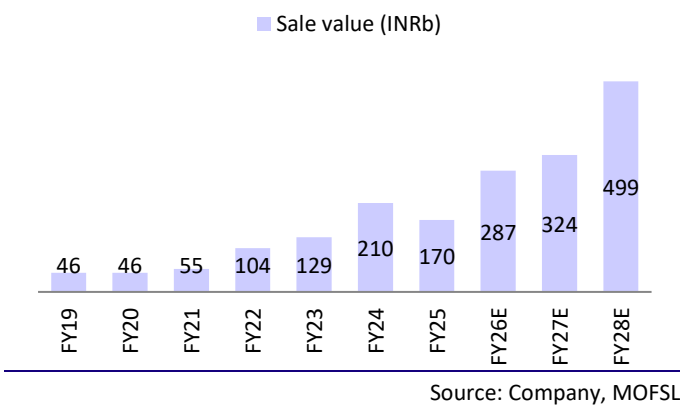


Exhibit 9: ...with growing volumes

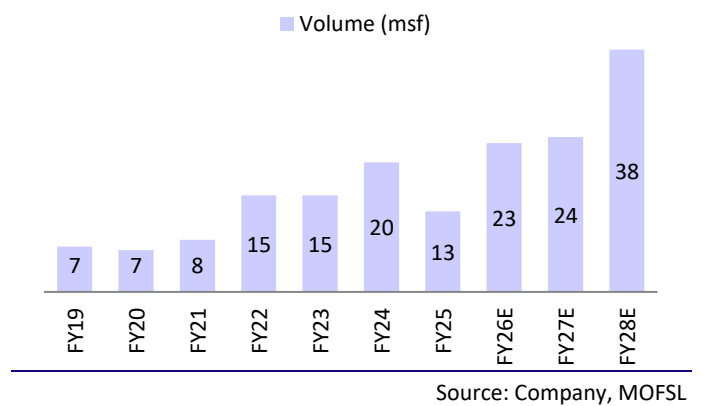


Exhibit 10: PEPL has a diverse launch pipeline of 25msf...

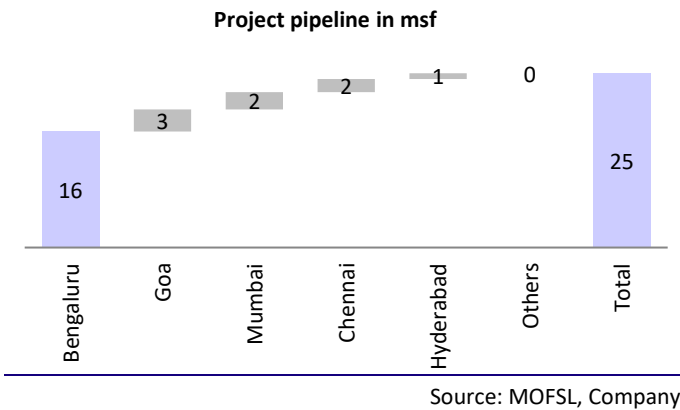


Exhibit 11: ...which will drive new launches in the near term

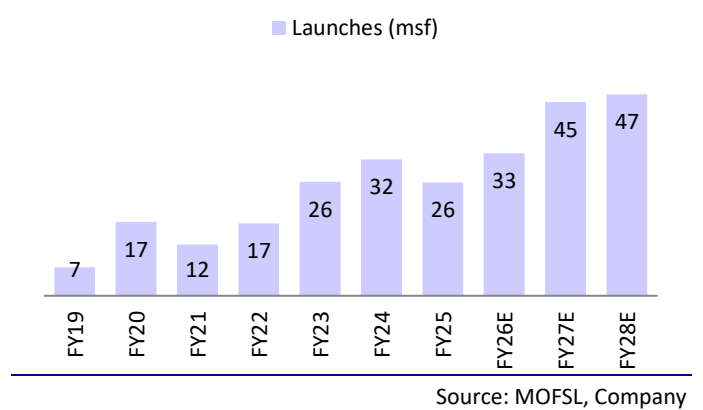
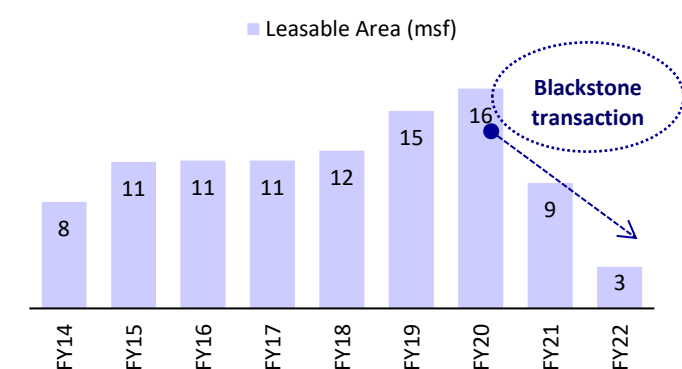
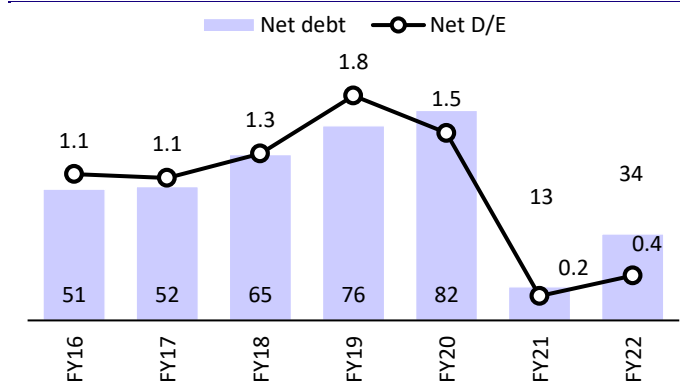


Exhibit 12: Leasable area in the Annuity portfolio doubled during FY14-20...



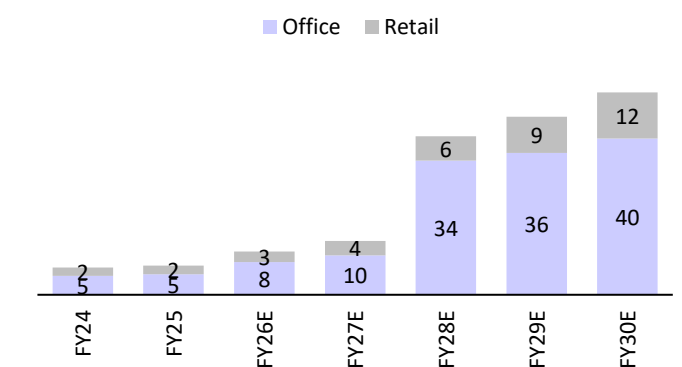
Source: Company, MOFSL

Exhibit 13: ...which led to a rise in the net D/E ratio to 1.5x in FY20 from 1.0x in FY16



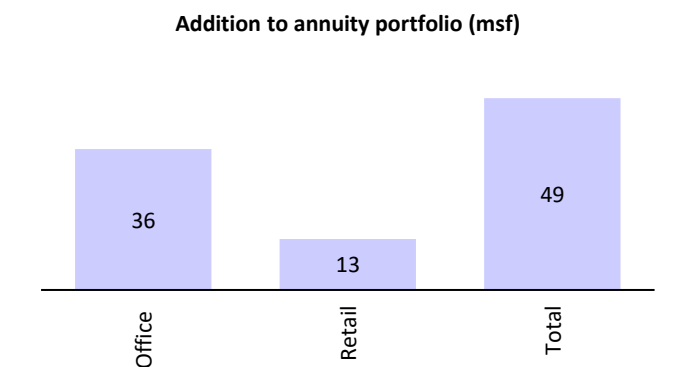
Source: Company, MOFSL

Exhibit 14: PEPL aims to scale up annuity rentals to ~INR52b over the next 4-5 years...



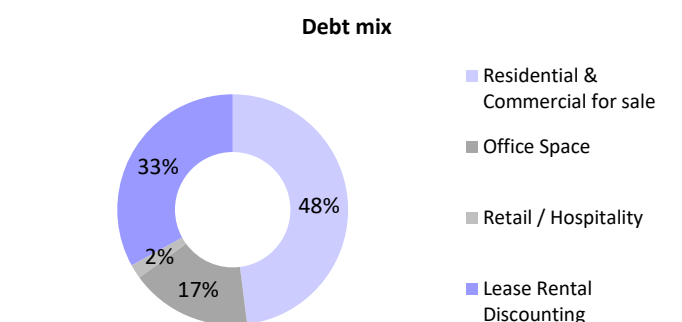
Source: Company, MOFSL

Exhibit 15: ...driven by 49msf addition to its annuity portfolio



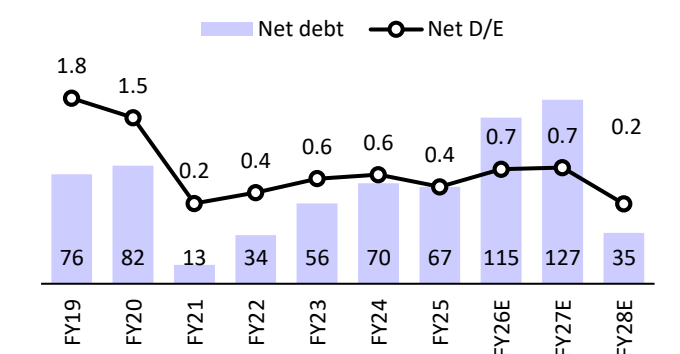
Source: Company, MOFSL

Exhibit 16: Resi + Comm for sale segment accounted for 45% of debt



Source: Company, MOFSL

Exhibit 17: Debt expected to decline



Source: Company, MOFSL

Exhibit 18: Our revised earnings estimates

(INR b)	Old			New			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	114	141	153	114	141	167	0%	0%	9%
EBITDA	31	34	36	35	34	40	15%	0%	9%
Adj. PAT	9	12	13	11	12	16	24%	5%	29%
Pre-sales	264	316	463	287	324	499	9%	3%	8%
Collections (PEPL share)	151	214	364	172	233	378	13%	9%	4%

Valuation and view

We value PEPL using the DCF approach, where:

- Its residential business is valued by discounting the cash flow from the residential portfolio, including BD and land investments, at a WACC of 11.8%.
- Its operational office assets are valued at a cap rate of 8% on FY26E EBITDA and ongoing/upcoming projects using DCF with a cap rate of 9.5%.
- Its operational retail assets are valued at a cap rate of 7% on FY26E EBITDA and ongoing/upcoming projects using DCF with a cap rate of 8.5%.
- Its hospitality business is valued at 17.5x EV/EBITDA on an FY26E basis.

Based on the above approach, we arrive at a GAV of INR877b. Netting off FY25 net debt of INR67b, we derive NAV of INR810b; however, to capture the future development and going concern, we have ascribed a 25% premium (earlier 40%) to the portfolio of INR174b and arrived at a revised NAV (post-premium) of INR984b or INR2,285/share (earlier INR988b or INR2,295/share), indicating an upside of 56%.

Exhibit 19: Our SoTP-based TP denotes a 56% upside potential; reiterate BUY

NAV calculation	Rationale	INR b	per share (INR)	%
Residential	❖ Discounted cashflow of residential portfolio, including BD and land investments at 11.8% WACC	472	1,095	48%
Office – Operational	❖ Cap rate of 8% for operational assets and DCF for ongoing and planned assets	22	51	2%
Office – Ongoing and Upcoming	❖ Cap rate of 9.5% for operational assets and DCF for ongoing and planned assets	88	205	9%
Retail Malls	❖ Cap rate of 7% for operational assets and DCF for ongoing and planned assets with a cap rate of 8.5%	44	101	4%
Hospitality	❖ FY26E EBITDA at 17.5x EV/EBITDA	71	166	7%
Property Management Services	❖ FY26E EBITDA at 10x EV/EBITDA	15	35	2%
Land Bank	❖ 598 acres of land valued at 2x FSI	165	384	17%
Gross Asset Value		877	2,036	89%
Less: Net debt	❖ FY25	-67	-156	(7%)
Net Asset Value		810	1,880	82%
Premium/going concern	❖ 25% of the current portfolio	174	404	18%
NAV post Premium		984	2,285	100%
CMP			1,462	
Upside			56%	

Source: MOFSL

Financials and Valuation

Consolidated Profit & Loss (INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	63,895	83,150	78,771	73,494	1,14,313	1,40,667	1,66,953
Change (%)	-12.0	30.1	-5.3	-6.7	55.5	23.1	18.7
Construction Cost	38,904	47,244	26,923	13,136	40,009	59,080	70,120
Employees Cost	4,510	6,034	7,467	8,217	12,781	15,727	18,666
Other Expenses	5,146	9,009	19,397	26,553	26,292	32,353	38,399
Total Expenditure	48,560	62,287	53,787	47,906	79,082	1,07,161	1,27,186
% of Sales	76.0	74.9	68.3	65.2	69.2	76.2	76.2
EBITDA	15,335	20,863	24,984	25,588	35,231	33,506	39,767
Margin (%)	24.0	25.1	31.7	34.8	30.8	23.8	23.8
Depreciation	4,710	6,471	7,165	8,123	9,509	11,254	12,808
EBIT	10,625	14,392	17,819	17,465	25,722	22,252	26,959
Int. and Finance Charges	5,553	8,066	12,191	13,338	14,840	13,780	12,720
Other Income	2,107	4,570	6,970	3,861	5,716	9,425	9,182
PBT bef. EO Exp.	7,179	10,896	12,598	7,988	16,597	17,897	23,421
EO Items	8,079	3,079	8,512	0	0	0	0
PBT after EO Exp.	15,258	13,975	21,110	7,988	16,597	17,897	23,421
Total Tax	2,945	3,475	4,936	1,389	4,182	4,510	5,902
Tax Rate (%)	19.3	24.9	23.4	17.4	25.2	25.2	25.2
Minority Interest	813	1,250	2,546	1,494	1,046	1,098	1,153
Reported PAT	11,500	9,250	13,628	5,105	11,369	12,289	16,366
Adjusted PAT	4,552	7,213	7,106	5,105	11,369	12,289	16,366
Change (%)	1.9	58.5	-1.5	-28.2	122.7	8.1	33.2
Margin (%)	7.1	8.7	9.0	6.9	9.9	8.7	9.8

Consolidated Balance Sheet (INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	4,009	4,009	4,009	4,307	4,307	4,307	4,307
Total Reserves	86,937	95,744	1,08,879	1,49,923	1,60,646	1,72,288	1,88,008
Net Worth	90,946	99,753	1,12,888	1,54,230	1,64,953	1,76,595	1,92,315
Minority Interest	4,523	2,832	5,122	4,815	4,815	4,815	4,815
Total Loans	65,130	81,208	1,14,623	1,06,002	1,06,002	1,06,002	1,06,002
Deferred Tax Liabilities	2,731	3,118	5,447	5,583	5,583	5,583	5,583
Capital Employed	1,63,330	1,86,911	2,38,080	2,70,630	2,81,353	2,92,995	3,08,715
Gross Block	75,671	91,370	1,17,422	1,44,300	1,72,665	2,02,469	2,24,470
Less: Accum. Deprn.	17,628	24,099	31,264	39,387	48,896	60,150	72,958
Net Fixed Assets	58,043	67,271	86,158	1,04,913	1,23,769	1,42,319	1,51,512
Goodwill on Consolidation	534	534	534	534	534	534	534
Capital WIP	17,246	23,987	21,372	14,243	19,819	17,913	11,254
Total Investments	7,724	10,228	12,786	12,495	12,495	12,495	12,495
Curr. Assets, Loans&Adv.	2,20,894	2,63,809	3,64,337	4,55,767	3,55,913	4,06,368	4,73,116
Inventory	1,15,667	1,43,671	2,41,562	3,18,831	1,84,164	2,20,194	2,61,341
Account Receivables	14,196	13,286	12,340	13,582	18,791	23,123	27,444
Cash and Bank Balance	21,712	18,146	25,582	23,930	67,224	57,550	59,116
Loans and Advances	69,319	88,706	84,853	99,424	85,734	1,05,500	1,25,215
Curr. Liability & Prov.	1,41,111	1,78,918	2,47,107	3,17,322	2,31,178	2,86,634	3,40,196
Account Payables	9,800	14,514	16,574	18,710	17,333	23,487	27,876
Other Current Liabilities	1,23,211	1,59,270	2,23,146	2,93,416	2,05,763	2,53,201	3,00,516
Provisions	8,100	5,134	7,387	5,196	8,082	9,945	11,804
Net Current Assets	79,783	84,891	1,17,230	1,38,445	1,24,736	1,19,735	1,32,921
Appl. of Funds	1,63,330	1,86,911	2,38,080	2,70,630	2,81,353	2,92,995	3,08,715

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)							
EPS	12.1	19.2	17.7	12.7	28.4	30.7	40.8
Cash EPS	24.7	36.5	35.6	33.0	52.1	58.7	72.8
BV/Share	242.5	266.0	281.6	384.7	411.5	440.5	479.7
DPS	1.6	1.6	1.6	1.8	1.5	1.5	1.5
Payout (%)	5.6	7.0	4.7	15.2	5.7	5.3	3.9
Valuation (x)							
P/E	120.4	76.0	82.5	114.8	51.6	47.7	35.8
Cash P/E	59.2	40.1	41.1	44.3	28.1	24.9	20.1
P/BV	6.0	5.5	5.2	3.8	3.6	3.3	3.0
EV/Sales	9.9	7.8	8.6	9.7	5.8	4.8	4.1
EV/EBITDA	41.1	31.1	27.0	27.8	19.0	20.2	17.0
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.1
FCF per share	-3.3	-2.8	-49.3	-33.7	125.6	-8.3	16.0
Return Ratios (%)							
RoE	5.8	7.6	6.7	3.8	7.1	7.2	8.9
RoCE	7.9	8.5	9.3	7.2	8.9	8.6	9.3
RoIC	10.3	8.6	8.7	7.2	9.6	8.6	9.4
Working Capital Ratios							
Fixed Asset Turnover (x)	0.8	0.9	0.7	0.5	0.7	0.7	0.7
Asset Turnover (x)	0.4	0.4	0.3	0.3	0.4	0.5	0.5
Inventory (Days)	661	631	1,119	1,583	588	571	571
Debtor (Days)	81	58	57	67	60	60	60
Creditor (Days)	56	64	77	93	55	61	61
Leverage Ratio (x)							
Current Ratio	1.6	1.5	1.5	1.4	1.5	1.4	1.4
Interest Cover Ratio	1.9	1.8	1.5	1.3	1.7	1.6	2.1
Net Debt/Equity	0.4	0.6	0.6	0.4	0.7	0.7	0.2

Consolidated Cash flow (INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	15,093	14,143	12,598	7,558	16,597	17,897	23,421
Depreciation	4,710	6,471	7,165	8,123	9,509	11,254	12,808
Interest & Finance Charges	5,553	8,066	5,221	13,338	9,125	4,356	3,538
Direct Taxes Paid	-2,361	-3,288	-4,936	-3,957	-4,182	-4,510	-5,902
(Inc)/Dec in WC	8,141	-2,418	-24,903	-20,841	57,003	-4,673	-11,620
CF from Operations	31,136	22,974	-4,855	4,221	88,052	24,324	22,245
Others	-9,737	-7,579	8,512	-2,914	0	0	0
CF from Operating incl EO	21,399	15,395	3,657	1,307	88,052	24,324	22,245
(Inc)/Dec in FA	-22,704	-16,502	-23,437	-15,829	-33,941	-27,898	-15,342
Free Cash Flow	-1,305	-1,107	-19,780	-14,522	54,110	-3,574	6,903
(Pur)/Sale of Investments	-18,144	-9,111	-2,558	-387	0	0	0
Others	394	-1,948	6,970	2,732	5,716	9,425	9,182
CF from Investments	-40,454	-27,561	-19,025	-13,484	-28,225	-18,473	-6,160
Issue of Shares	0	0	0	50,000	0	0	0
Inc/(Dec) in Debt	21,358	17,027	33,415	-4,333	0	0	0
Interest Paid	-5,341	-7,412	-12,191	-11,105	-14,840	-13,780	-12,720
Dividend Paid	-646	-646	-646	-775	-646	-646	-646
Others	613	-3,514	-2,546	-24,195	-1,046	-1,098	-1,153
CF from Fin. Activity	15,984	5,455	18,032	9,592	-16,532	-15,524	-14,519
Inc/Dec of Cash	-3,071	-6,711	2,664	-2,585	43,294	-9,674	1,566
Opening Balance	24,012	21,712	18,146	22,679	23,930	67,224	57,550
Closing Balance	21,712	18,146	25,582	23,930	67,224	57,550	59,116

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

NOTES

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. INH000000412 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. 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://online.reports.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 > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, 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. INH000000412) 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.

Nainesh Rajani

Email: 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).

6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. 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.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. 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/NCDX); 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.