Amber Enterprises

Estimate changes	↓
TP change	↓
Rating change	↔

Bloomberg	AMBER IN
Equity Shares (m)	35
M.Cap.(INRb)/(USDb)	251.9 / 2.6
52-Week Range (INR)	8974 / 5401
1, 6, 12 Rel. Per (%)	-7/6/17
12M Avg Val (INR M)	2551

Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	121.9	155.7	186.0
EBITDA	9.5	12.3	16.1
EBITDA Margin (%)	7.8	7.9	8.7
PAT	2.2	4.4	6.6
EPS (INR)	61.7	124.2	187.1
EPS Growth (%)	-14.3	101.3	50.6
BV/Share (INR)	1,242	1,367	1,554
Ratios			
Net D/E	0.4	0.1	0.2
RoE (%)	6.5	9.5	12.8
RoCE (%)	10.2	10.5	13.4
Valuations			
P/E (x)	115.7	57.5	38.2
P/BV (x)	5.8	5.2	4.6
EV/EBITDA (x)	28.3	21.0	16.2

Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	38.2	38.2	39.7
DII	27.9	23.9	19.4
FII	24.0	27.0	27.1
Others	10.0	11.0	13.8

FII includes depository receipts

CMP: INR7,144 TP: INR8,450 (+18%) Buy

Commodity headwinds amid strong demand

Amber Enterprises (AMBER)'s 4QFY26 result was ahead of our estimates, driven by a better-than-expected performance across all segments. RAC industry demand remained strong, and the company outperformed industry growth in FY26. The electronics segment has benefited from the recent acquisitions, and its margins remained in double digits. However, high commodity prices could weigh on FY27 margins. The company continues to invest in capex across segments, benefits of which will start yielding from FY27-28. We factor in improved demand and higher prices in RAC segment and lower margins across divisions amid commodity pressure. We cut our estimates by 6%/2% for FY27/FY28. Retain BUY with a revised DCF-based TP of INR8,450.

Strong set of results; beat across revenue, EBITDA and Rep. PAT

For 4QFY26, consolidated revenue grew 11% YoY to INR41.5b, 10% above our estimate. This was supported by growth seen across all the segments. Gross margin expanded 220bp YoY to 18.8% (vs. est of 17.4%). Absolute EBITDA increased 22% YoY to INR3.6b, beating our estimates by 22%, while margins expanded 70bp YoY to 8.6% (vs est of 7.8%) due to better-than-expected margins across all segments. Adj PAT declined 39% YoY to INR704m vs. our estimate of INR1.1b, mainly due to losses booked in a subsidiary's JV. Adjusting that, PAT increased 16% YoY to INR1.3b (~15% above our estimates). For FY26, revenue/EBITDA/PAT grew 22%/25% YoY, adj. PAT declined 11% YoY, and EBITDA margin expanded 10bp YoY. OCF declined 66% YoY to INR2.4b mainly due to higher working capital requirements, while the company reported a net FCF outflow of INR10b due to higher capex done during the year toward capacity expansion.

Outlook across segments remains strong

The company expects **RAC industry** growth to recover to ~12-13% YoY in FY27 (vs. flat trends in FY26), with 1QFY27 industry volumes likely up ~20% on a weak base, while Amber is expected to broadly grow in line with industry demand, supported by deeper ODM integration and higher finished goods contribution. **Electronics** division is targeted to deliver ~40% growth in FY27, driven by expansion across PCBA, PCB, industrial automation, automotive and power electronics. In **railways and defense**, the company expects revenue to grow ~30-35% YoY, backed by the INR26b+ order book, metro expansion, defense opportunities and the scale-up of higher-value products such as doors, gangways and data center cooling.

Compressor QCO impact remains limited

The recent compressor QCO notification was aimed at tightening localization and quality standards for RAC compressors, particularly below 2 tons, where the government is encouraging domestic manufacturing. While the move initially raised concerns around potential supply shortages for the RAC industry, the government subsequently allowed imports of up to 30% of prior-year imported volumes to bridge any near-term gaps. Current domestic RAC

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compressor manufacturing capacity stands at ~7.5-8.0m units, while it stands at ~10m units including Highly's expansion. Alongside the government's allowance for imports of up to 30% of prior-year volumes (~4m units), the available supply ecosystem appears broadly sufficient to support the industry's expected ~12-13% growth trajectory. Domestic capacity addition announcements by GMCC, Highly, LG, Daikin and Mitsubishi will further improve India's compressor manufacturing ecosystem. Amber continues sourcing compressors through long-term agreements with GMCC, LG, alongside other suppliers, limiting direct operational impact.

Near-term margin headwinds from commodity inflation

Amber expects temporary consolidated margin pressure of ~50-100bp over the next 1-2 quarters due to commodity inflation, currency depreciation and labor cost increases. In **consumer durables**, minimum wages rose ~35% in Haryana and ~22% in UP, alongside higher commodity costs, though quarterly pass-through mechanisms and fixed per-unit margin structures should limit long-term impact. In **electronics**, PCB margins are facing pressure as copper-clad laminate and gold prices increased by over 60% YoY, while pricing pass-through typically happens with a 2-quarter lag due to the company's Tier-2 positioning. **Railways** margins are also impacted since Indian Railways contracts are largely fixed-price. However, metro, defense, telecom and data center cooling projects increasingly include pass-through clauses. We factor in EBITDA margin of 7.9%/8.7% for FY27/FY28E. Margins are expected to remain under pressure in 1HFY27 due to high input costs, with recovery likely from 2HFY27 onward as commodity prices gradually normalize.

Large-scale capex cycle continues

The company expects FY27 gross capex to be at ~INR18b-20b across Ascent, Ascent-K Circuit and other divisions. Although actual cash outflow is expected to remain lower at ~INR11-12b due to supplier credit terms and government incentives. The Ascent-K HDI PCB facility near Noida airport is expected to commence construction by Jun'26, with trial production targeted by 3QFY28, while the Hosur-based Ascent PCB expansion is expected to begin trial production by 3QFY27 and commercial operations by Feb'27. The Ascent-K project additionally benefits from ECMS approval and state subsidies. Additional capex is also being directed toward RAC expansion at Sri City, and the Faridabad railway facility for HVAC systems, pantry solutions, doors and gangways, where commercial production is expected from the current quarter itself.

Financial outlook and valuation

We cut our estimates by 6%/2% for FY26/28 to factor in slightly lower margins. We, thus, expect revenue/EBITDA CAGR of 24%/30% over FY26-28, with margin of 7.9%/8.7% in FY27/FY28, leading to PAT of INR4.4b/INR6.6b. The stock currently trades at 57.5x/38.2x P/E on FY27E/28E earnings. We maintain our BUY rating on the stock with a revised DCF-based TP of INR8,450, implying 45x two-year forward EPS.

Key risks and concerns

Key risks and concerns include lower-than-expected demand growth in the RAC industry; a change in BEE norms making products costlier; a change in the announced capex policy; and increased competition across the RAC, mobility, and electronics segments.

Consolidated - Quarterly Earning (INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
Gross Sales	**24,013**	**16,847**	**21,333**	**37,537**	**34,491**	**16,470**	**29,428**	**41,475**	**99,730**	**1,21,86**	**37,844**	**10**
YoY Change (%)	41.1	81.7	64.8	33.8	43.6	-2.2	37.9	10.5	48.2	22.2	0.8	
Total Expenditure	22,051	15,710	19,746	34,590	31,924	15,557	26,967	37,893	92,096	1,12,34	34,901	9
EBITDA	**1,962**	**1,137**	**1,587**	**2,947**	**2,567**	**913**	**2,461**	**3,582**	**7,634**	**9,523**	**2,943**	**22**
YoY Change (%)	48.7	90.9	102.2	32.8	30.8	-19.7	55.0	21.5	55.2	24.7	-0.2	
Margins (%)	8.2	6.8	7.4	7.9	7.4	5.5	8.4	8.6	7.7	7.8	7.8	
Depreciation	549	566	588	580	618	702	912	993	2,283	3,226	906	10
Interest	518	486	537	546	634	769	794	647	2,087	2,844	596	9
Other Income	207	178	160	191	297	156	548	201	736	1,202	369	-46
PBT before EO expense	**1,101**	**263**	**623**	**2,013**	**1,612**	**-403**	**1,303**	**2,143**	**3,999**	**4,655**	**1,810**	**18**
Extra-Ord expense	0	0	0	0	0	0	-1,031	640	0	-391	0	
PBT	**1,101**	**263**	**623**	**2,013**	**1,612**	**-403**	**272**	**2,783**	**3,999**	**4,265**	**1,810**	**54**
Tax	298	26	162	702	484	-156	279	493	1,188	1,100	691	-29
Rate (%)	27.0	10.1	26.1	34.9	30.0	38.8	102.6	17.7	29.7	25.8	38.1	
MI & P/L of Asso. Cos.	79	44	102	151	90	82	265	946	376	1,383	-13	-7,300
Minority Interest	24	17	12	24	21	7	179	276	76	483	-68	-507
Profit of share of asociates/JVs	-56	-27	-90	-127	-69	-75	-86	-670	-300	-900	-55	1,127
Reported PAT	**724**	**192**	**359**	**1,160**	**1,039**	**-329**	**-272**	**1,344**	**2,436**	**1,781**	**1,133**	**19**
Adj PAT	**724**	**192**	**359**	**1,160**	**1,039**	**-329**	**759**	**704**	**2,436**	**2,172**	**1,133**	**-38**
YoY Change (%)	58.6	NM	NM	22.6	43.5	NM	111.5	-39.4	83.3	-10.8	-2.4	
Margins (%)	3.0	1.1	1.7	3.1	3.0	-2.0	2.6	1.7	2.4	1.8	3.0	

Y/E March	FY25				FY26				FY25	FY26	FY26E	Est
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
Segmental revenue												
Consumer Durables Division	19,180	10,690	15,550	27,870	25,600	8,730	19,710	29,790	73,290	83,830	27,261	9
Electronics Division	3,880	4,920	4,720	8,420	7,660	6,420	8,450	10,150	21,940	32,680	9,283	9
Railway Sub-systems &	950	1,240	1,064	1,250	1,230	1,320	1,272	1,530	4,500	5,350	1,297	18
Total Revenues	**24,013**	**16,847**	**21,333**	**37,537**	**34,491**	**16,470**	**29,428**	**41,475**	**99,730**	**1,21,86**	**37,844**	**10**
Operating EBITDA												
Consumer Durables Division	1,500	620	1,160	2,340	1,920	370	1,412	2,220	5,620	5,930	1,908	16
Margin (%)	*7.8*	*5.8*	*7.5*	*8.4*	*7.5*	*4.2*	*7.2*	*7.5*	*7.7*	*7.1*	*7.0*	
Electronics Division	300	370	340	500	490	390	884	1,100	1,510	2,870	845	30
Margin (%)	*7.7*	*7.5*	*7.2*	*5.9*	*6.4*	*6.1*	*10.5*	*10.8*	*6.9*	*8.8*	*9.1*	
Railway Sub-systems &	200	210	120	300	220	210	177	290	830	900	212	37
Margin (%)	*21.1*	*16.9*	*11.2*	*24.0*	*17.9*	*15.9*	*13.9*	*19.0*	*18.4*	*16.8*	*16.3*	
Total EBITDA (Pre ESOP and	**2,000**	**1,200**	**1,619**	**3,140**	**2,630**	**970**	**2,473**	**3,610**	**7,960**	**9,700**	**2,965**	**22**
Margin (%)	*8.3*	*7.1*	*7.6*	*8.4*	*7.6*	*5.9*	*8.4*	*8.7*	*8.0*	*8.0*	*7.8*	
ESOP/Other op exp	38	63	32	193	63	57	12	28	326	177	22	
Total EBITDA	**1,962**	**1,137**	**1,587**	**2,947**	**2,567**	**913**	**2,461**	**3,582**	**7,634**	**9,523**	**2,943**	**22**
Margin (%)	*8.2*	*6.8*	*7.4*	*7.9*	*7.4*	*5.5*	*8.4*	*8.6*	*7.7*	*7.8*	*7.8*	

Segmental performance during 4QFY26

- **Consumer durables:** Revenue increased 7% YoY to INR29.8b (9% above our estimates). Margin contracted 90bp YoY to 7.5% (vs. our estimate of 7.0%) due to the surge in commodity prices and currency disruptions.
- **Electronics:** Revenue rose 21% YoY to INR10.2b, 9% above our estimates. Margins expanded 490bp YoY to 10.8% (vs. our estimate of 9.1%), supported by acquisitions of Power-One, Unitronics and Shogini.
- **Railways:** Revenue grew 22% YoY to INR1.5b, 22% above our estimates. Margin contracted 500bp YoY to 19.0% on a high base, which was better than our expectation of 16.3%.

CONFERENCE CALL

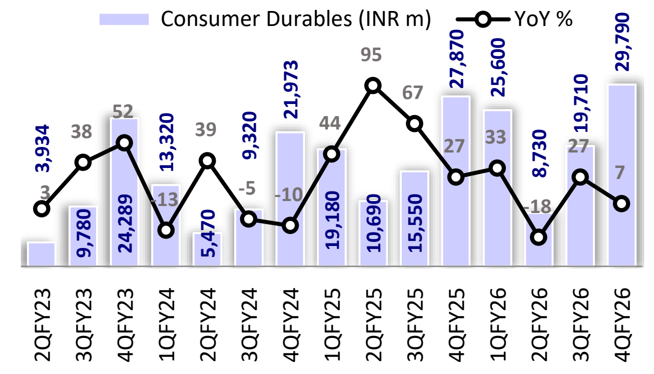
Key highlights from the management commentary

- **Consumer durables segment:** Management indicated the room AC industry remained largely flat during the year because of weather conditions, but the division still outperformed the industry with 14% YoY growth in FY26 due to a diversified product portfolio, deeper wallet share, and continued expansion of product offerings. Management also said RAC production capacity has been augmented at Sri City in South India to support the robust growth potential in the room AC industry. The Non-AC components now contribute about 25% of the consumer durable business.
- **Electronics segment:** The company highlighted acquisitions and partnerships with Power-One, Unitronics, and Shogini, alongside large PCB investments under the ECMS scheme. They expect the PCB business to become a major import-substitution opportunity despite near-term margin pressure from sharp increases in copper-clad laminate and gold prices. The company is seeing opportunities rising in automotive electronics through the Sumitronics collaboration. The construction of Ascent-K's HDI PCB facility is planned to begin in Jun'26, with trial production expected by 3QFY28.
- **Railways and Defense segment:** The segment's growth was supported by increased offtake from metro, railway, and defense solutions, and the division is backed by an order book visibility of ~INR26b+. Management guided for 30-35% revenue growth in FY27 and FY28, assuming no disruption in offtake from Indian Railway and metro projects. Margins are expected in the range of 16-17%. On Sidwal, management said the greenfield facility for HVAC, pantry, doors, and gangways in Faridabad is ready; trial production is underway; and commercial production is expected to begin in 1QFY27. While railway contracts are largely fixed-price in nature, metro and defense contracts offer pass-through mechanisms for commodity inflation. The company is developing data center cooling solutions, has already executed three marquee projects, and has secured almost four customers in that business.
- **Commodity price Impact:** Margins in consumer durables and electronics were under pressure due to high commodity prices, currency depreciation, and minimum wage revisions in UP and Haryana. Management specifically highlighted copper-clad laminate (CCL) and gold price inflation in the PCB business, saying CCL prices have risen by more than 60% in the last one year and gold prices have also increased in a similar manner. Management added that, in PCB, the pass-through lag is longer because the company operates as Tier 2, so cost increases generally take about two quarters to flow through. For consumer durables, management said the company passes on commodity and currency changes with a quarterly lag, so the INR-per-unit margin remains intact even if percentage margins appear lower because of the higher revenue base.
- **JV and associates:** Management spoke about the recent cooperation agreement with Sumitronics aimed at supporting automobile PCBA business. The arrangement gives the company access to experienced global supply capabilities and helps break customer reluctance in the auto electronics space. Management also said capital subsidies will flow over five to six years after commercial production starts, with the balance of the subsidy expected to begin in FY28 for Ascent.

- **Capex plans:** Management said overall FY26 capex was around INR10.7b, with capitalized capex at INR5.5b and the balance under CWIP, which will come into operation in the current financial year. For FY27, capex is targeted at ~INR12b for Ascent, including the capitalized portion of the current spend, plus another INR7-8b across other entities. The overall capex for FY27 will be around INR18-20b, although the cash outflow should be lower at ~INR11-12b because of better supplier terms. Management added that FY28 cash outflow may be around INR14-15b since the larger portion of Ascent-K Circuit capex will happen then.
- **Guidance:** Management said the broader industry is expected to grow about 12-13% in FY27, with 1Q growth potentially ~20% on a low base, and strong demand after mid-April. Consolidated margin pressure of 50-100bp is expected to be temporary and should normalize as the macro environment improves. FY27 net debt is likely to rise from INR5.1b to around INR7b-8b by year-end because of the ongoing capex and cash flow profile.

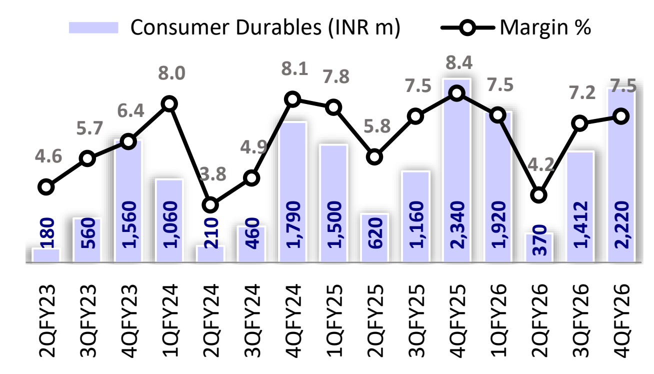
Key Exhibits

Exhibit 1: Consumer durables' revenue rose 7% YoY in 4Q



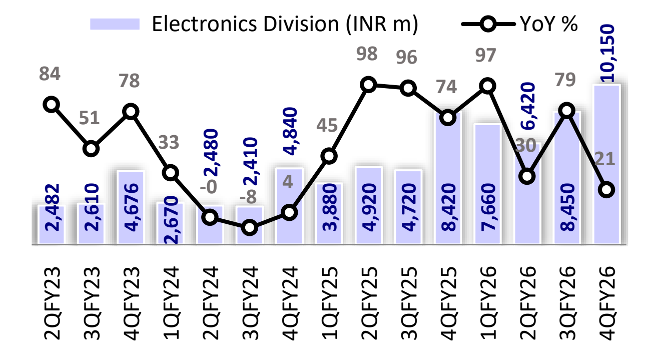
Source: Company, MOFSL

Exhibit 2: Consumer durables' margin contracted 90bp YoY



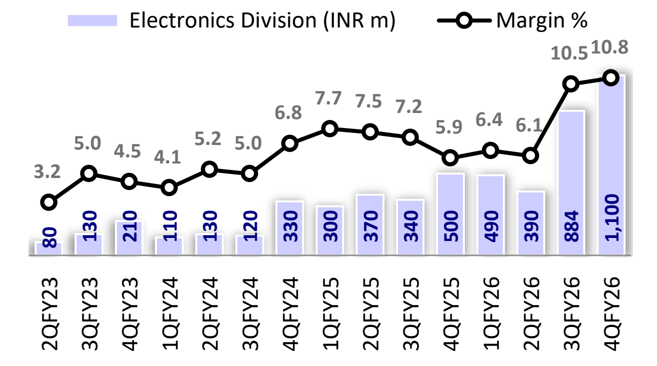
Source: Company, MOFSL

Exhibit 3: Electronics segment's revenue grew 21% YoY



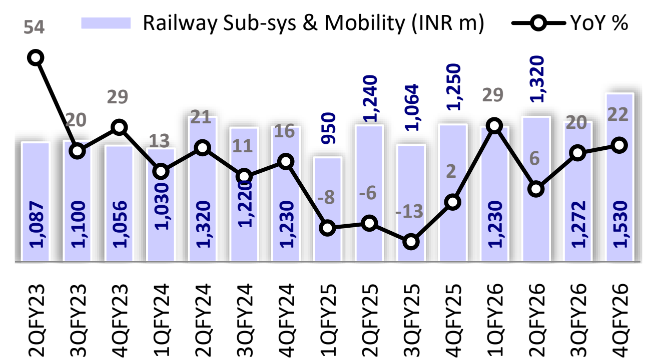
Source: Company, MOFSL

Exhibit 4: Electronics segment's margin expanded 490bp YoY



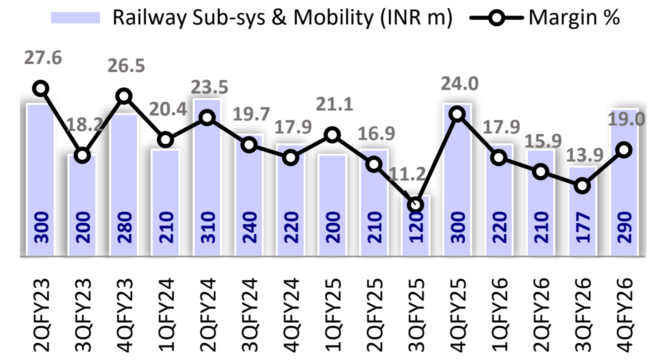
Source: Company, MOFSL

Exhibit 5: Railway segment's revenue up 22% YoY



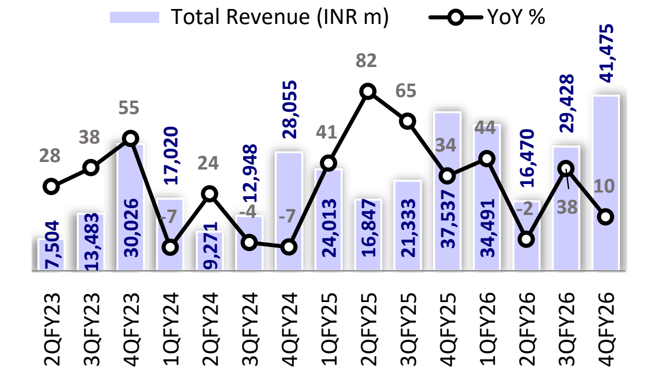
Source: Company, MOFSL

Exhibit 6: Railway segment's margin contracted 500bp YoY



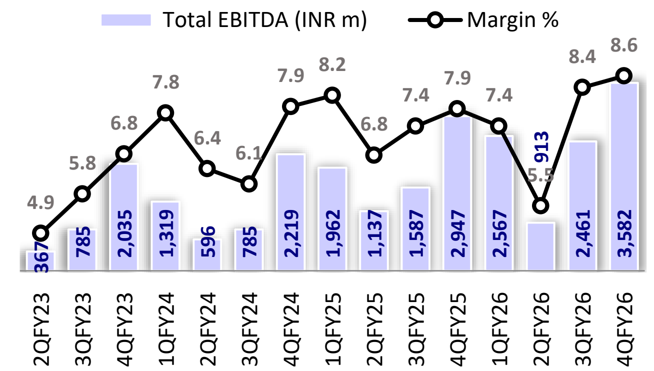
Source: Company, MOFSL

Exhibit 7: Group revenue increased 10% YoY



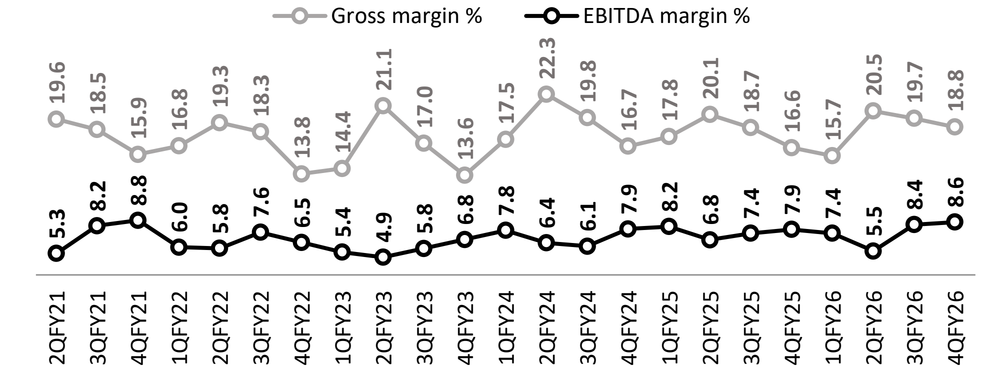
Source: Company, MOFSL

Exhibit 8: Group EBITDA grew 22% YoY



Source: Company, MOFSL

Exhibit 9: Gross margin/EBITDA margins expanded 220bp/70bp YoY during the quarter



Source: Company, MOFSL

Exhibit 10: We lower our EPS estimates by 6%/2% for FY27/FY28 to factor in slightly lower margins

(INR m)	FY27E			FY28E		
	Rev	Old	Chg (%)	New	Old	Chg (%)
Net Sales	1,55,653	1,44,221	7.9	1,85,990	1,72,975	7.5
EBITDA	12,300	11,894	3.4	16,129	15,937	1.2
EBITDA (%)	7.9	8.2	-30 bp	8.7	9.2	-50 bp
Adj. PAT	4,372	4,613	(5.2)	6,584	6,700	(1.7)
EPS (INR)	124	131	(5.5)	187	191	(2.1)

Source: MOFSL

Exhibit 11: Expected compressor demand in India for next three years based on 1.1x of AC projections (units m)

Units mn	FY23	FY24	FY25	FY26	FY27E
AC demand	**8.4**	**9.4**	**13.0**	**13.0**	**14.6**
YoY %	*31.3*	*11.9*	*38.3*	*0.0*	*12.0*
Compressors demand (1.1x)	**9.2**	**10.3**	**14.3**	**14.3**	**16.0**
YoY %	*31.3*	*11.9*	*38.3*	*0.0*	*12.0*

Source: Industry, MOFSL

Exhibit 12: Total compressor manufacturing capacity in India expected to more than double after the completion of planned expansions over next few years (units m)

Companies	Current capacity	Future additional capacity	Total future capacity
Highly	2.4	2.4	4.8
GMCC	2.2	2.2	4.4
Daikin	2.0	2.0	4.0
LG	1.0	2.0	3.0
PG Electroplast		5.0	5.0
Mitsubishi Electric		0.7	0.7
Total Capacity in India	**7.6**	**14.3**	**21.9**

Source: Industry, MOFSL

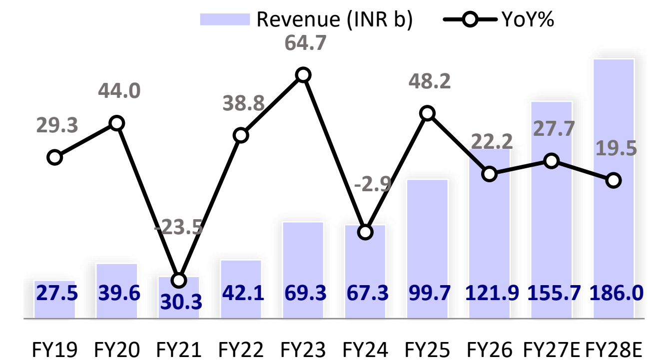
Financial outlook

Exhibit 13: Segmental revenue and EBITDA

Y/E March (INR m)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Segmental revenue							
Consumer Durables Division	32,810	53,339	50,083	73,290	83,830	1,02,435	1,15,610
Growth YoY (%)	*38.5*	*62.6*	*-6.1*	*46.3*	*14.4*	*22.2*	*12.9*
Electronics Division	6,310	11,776	12,410	21,940	32,680	45,752	61,765
Growth YoY (%)	*36.9*	*86.6*	*5.4*	*76.8*	*49.0*	*40.0*	*35.0*
Railway Sub-systems & Mobility division	2,944	4,156	4,800	4,500	5,350	7,466	8,615
Growth YoY (%)	*46.5*	*41.2*	*15.5*	*-6.3*	*18.9*	*39.6*	*15.4*
Total Revenues	**42,064**	**69,271**	**67,293**	**99,730**	**1,21,860**	**1,55,653**	**1,85,990**
Growth YoY (%)	*38.8*	*64.7*	*-2.9*	*48.2*	*22.2*	*27.7*	*19.5*
Operating EBITDA							
Consumer Durables Division	2,030	3,260	3,520	5,620	5,930	6,658	8,093
Margin (%)	*6.2*	*6.1*	*7.0*	*7.7*	*7.1*	*6.5*	*7.0*
Electronics Division	260	510	690	1,510	2,870	4,575	6,485
Margin (%)	*4.1*	*4.3*	*5.6*	*6.9*	*8.8*	*10.0*	*10.5*
Railway Sub-systems & Mobility division	670	990	980	830	900	1,269	1,551
Margin (%)	*22.8*	*23.8*	*20.4*	*18.4*	*16.8*	*17.0*	*18.0*
Total Operating EBITDA	**2,960**	**4,760**	**5,190**	**7,960**	**9,700**	**12,503**	**16,129**
Margin (%)	*7.0*	*6.9*	*7.7*	*8.0*	*8.0*	*8.0*	*8.7*
ESOP & Other adjustments	206	581	271	326	177	202	100
EBITDA	**2,754**	**4,179**	**4,919**	**7,634**	**9,523**	**12,300**	**16,029**
Margin (%)	*6.5*	*6.0*	*7.3*	*7.7*	*7.8*	*7.9*	*8.7*

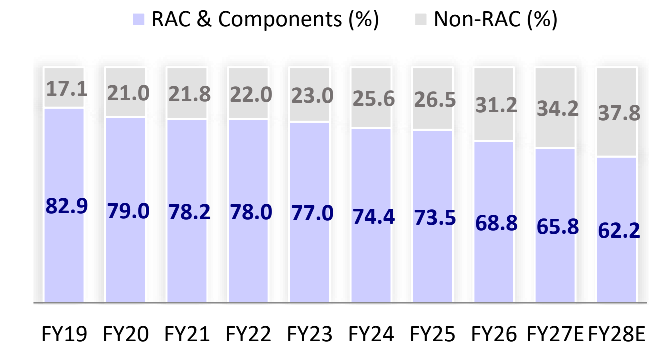
Source: Company, MOFSL

Exhibit 12: We expect AMBER's revenue to post a 24% CAGR over FY26-FY28



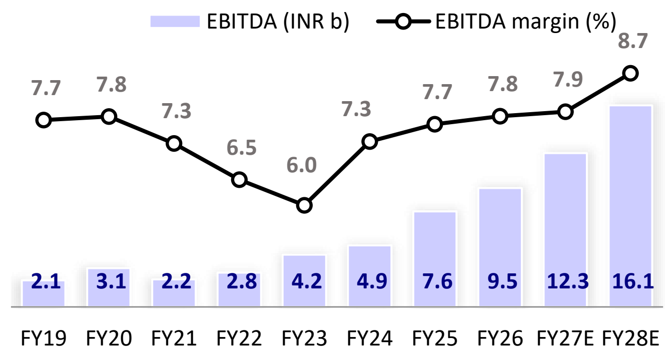
Source: Company, MOFSL

Exhibit 13: We expect the share of non-AC revenue to improve from the current levels



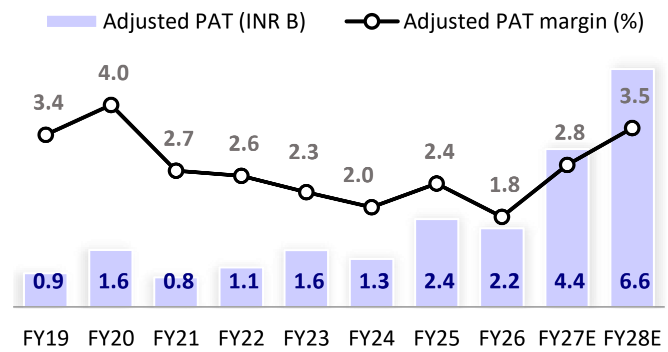
Source: Company, MOFSL

Exhibit 14: EBITDA margin expected to expand on improved revenue from higher-margin segments



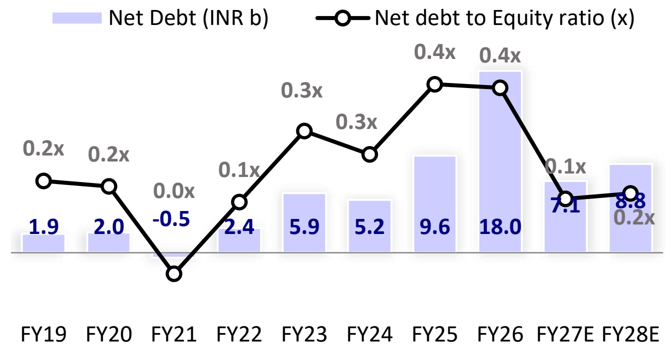
Source: Company, MOFSL

Exhibit 15: We expect its PAT to grow meaningfully on better execution and higher margins



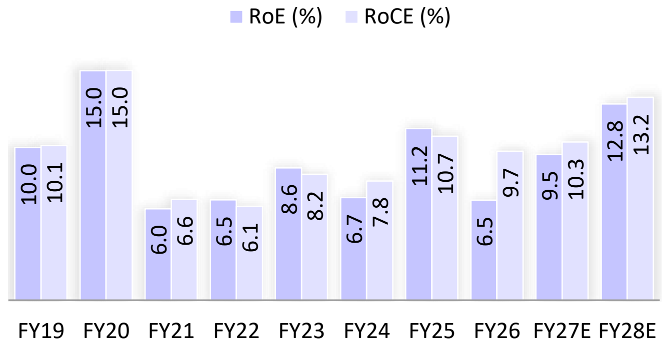
Source: Company, MOFSL

Exhibit 16: We expect net debt to normalize after the currently planned capex and repayment of debt



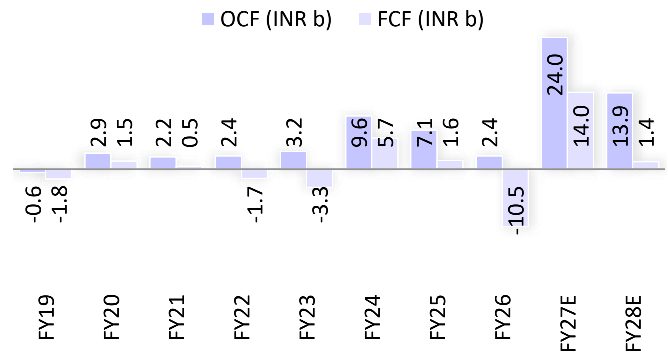
Source: Company, MOFSL

Exhibit 17: We expect RoE & RoCE to reach double-digit in FY27/FY28



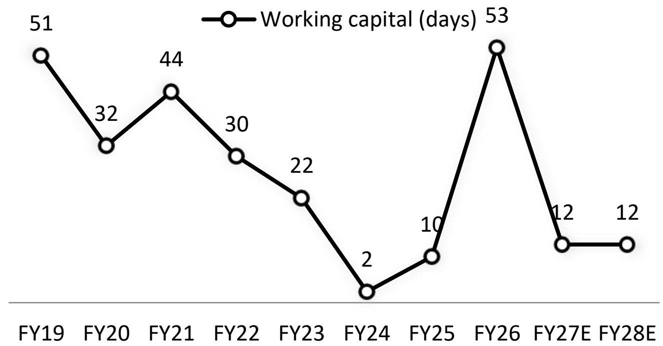
Source: Company, MOFSL

Exhibit 18: FCF expected to climb back to moderate levels once capex requirements are fulfilled



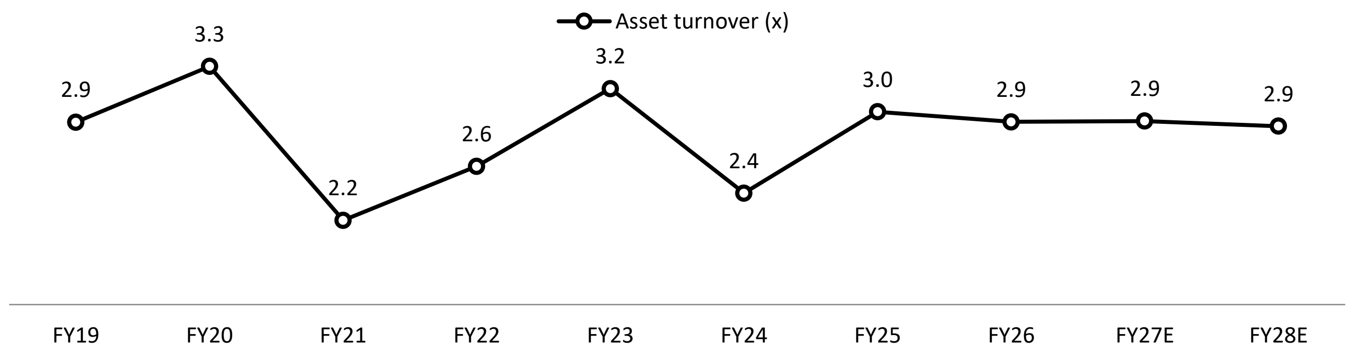
Source: Company, MOFSL

Exhibit 19: NWC cycle to normalize to comfortable levels going forward



Source: Company, MOFSL

Exhibit 20: With an improved product mix and increased government incentives, we expect the asset turnover ratio to improve



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement									(INR m)
Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	**39,628**	**30,305**	**42,064**	**69,271**	**67,293**	**99,730**	**1,21,865**	**1,55,653**	**1,85,990**
Change (%)	44.0	-23.5	38.8	64.7	-2.9	48.2	22.2	27.7	19.5
Raw Materials	33,017	25,135	35,297	58,678	54,999	81,856	99,478	1,27,755	1,52,655
Gross Profit	**6,611**	**5,170**	**6,767**	**10,593**	**12,293**	**17,875**	**22,387**	**27,898**	**33,335**
Employee Cost	1,063	1,021	1,500	2,116	2,572	3,246	4,593	4,405	5,264
Other Expenses	2,455	1,947	2,514	4,298	4,802	6,995	8,271	11,192	11,943
Total Expenditure	**36,535**	**28,102**	**39,310**	**65,092**	**62,374**	**92,096**	**1,12,342**	**1,43,353**	**1,69,861**
% of Sales	92.2	92.7	93.5	94.0	92.7	92.3	92.2	92.1	91.3
EBITDA	**3,093**	**2,203**	**2,754**	**4,179**	**4,919**	**7,634**	**9,523**	**12,300**	**16,129**
Margin (%)	7.8	7.3	6.5	6.0	7.3	7.7	7.8	7.9	8.7
Depreciation	848	923	1,079	1,391	1,865	2,283	3,226	4,022	4,839
EBIT	**2,245**	**1,280**	**1,675**	**2,788**	**3,054**	**5,351**	**6,298**	**8,278**	**11,290**
Int. and Finance Charges	419	410	464	1,118	1,670	2,087	2,844	2,604	2,495
Other Income	82	331	332	527	553	736	1,202	1,165	1,610
PBT bef. EO Exp.	**1,907**	**1,201**	**1,543**	**2,197**	**1,937**	**3,999**	**4,655**	**6,840**	**10,405**
EO Items	0	0	0	0	0	0	-391	0	0
PBT after EO Exp.	**1,907**	**1,201**	**1,543**	**2,197**	**1,937**	**3,999**	**4,265**	**6,840**	**10,405**
Total Tax	266	369	429	559	519	1,188	1,100	1,674	2,587
Tax Rate (%)	13.9	30.7	27.8	25.4	26.8	29.7	25.8	24.5	24.9
MI & Profit/Loss of Asso. Cos.	57	17	21	66	89	376	1,383	794	1,234
Reported PAT	**1,584**	**816**	**1,092**	**1,572**	**1,329**	**2,436**	**1,781**	**4,372**	**6,584**
Adjusted PAT	**1,584**	**816**	**1,092**	**1,572**	**1,329**	**2,436**	**2,172**	**4,372**	**6,584**
Change (%)	69.1	-48.5	33.8	44.0	-15.5	83.3	-10.8	101.3	50.6
Margin (%)	4.0	2.7	2.6	2.3	2.0	2.4	1.8	2.8	3.5

Consolidated - Balance Sheet									(INR m)
Y/E Mar	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	314	337	337	337	337	338	352	352	352
Total Reserves	10,970	15,704	17,005	18,751	20,307	22,520	43,369	47,741	54,324
Net Worth	**11,284**	**16,041**	**17,342**	**19,088**	**20,644**	**22,858**	**43,721**	**48,093**	**54,676**
Minority Interest	348	365	387	452	518	245	14,295	14,789	15,723
Total Loans	3,205	3,495	10,318	13,437	14,332	19,400	23,059	21,059	21,059
Deferred Tax Liabilities	678	769	954	947	1,348	1,749	2,924	2,924	2,924
Capital Employed	**15,515**	**20,670**	**29,001**	**33,924**	**36,841**	**44,253**	**84,000**	**86,866**	**94,383**
Gross Block	13,465	14,683	18,037	25,621	31,309	35,305	48,272	58,272	70,772
Less: Accum. Deprn.	3,630	4,466	5,335	6,556	8,333	10,531	13,749	17,478	21,994
Net Fixed Assets	**9,836**	**10,218**	**12,702**	**19,065**	**22,977**	**24,774**	**34,523**	**40,794**	**48,778**
Goodwill on Consolidation	1,223	1,223	1,457	1,425	3,609	3,609	16,781	16,781	16,781
Capital WIP	118	433	1,282	503	908	1,977	7,464	7,464	7,464
Total Investments	**0**	**1,081**	**2,254**	**1,934**	**2,173**	**2,515**	**378**	**378**	**378**
Curr. Assets, Loans&Adv.	**17,813**	**22,892**	**31,401**	**39,475**	**36,236**	**51,390**	**78,448**	**89,730**	**1,01,087**
Inventory	6,557	7,163	8,408	10,913	8,408	16,551	24,520	26,013	31,083
Account Receivables	8,542	10,690	13,149	17,631	15,693	17,501	22,463	28,691	34,283
Cash and Bank Balance	1,203	2,899	5,626	5,594	6,913	7,268	4,656	13,560	11,898
Loans and Advances	293	321	18	39	49	356	429	555	663
Other Current Asset	1,218	1,818	4,200	5,297	5,173	9,715	26,380	20,912	23,161
Curr. Liability & Prov.	**13,474**	**15,175**	**20,095**	**28,478**	**29,060**	**40,012**	**53,594**	**68,282**	**80,104**
Account Payables	11,058	13,169	17,021	23,039	21,671	31,703	28,385	36,255	43,322
Other Current Liabilities	2,288	1,864	2,888	5,216	7,090	7,973	24,417	31,015	35,573
Provisions	128	141	186	223	300	336	792	1,012	1,209
Net Current Assets	**4,339**	**7,717**	**11,306**	**10,997**	**7,175**	**11,378**	**24,854**	**21,449**	**20,983**
Appl. of Funds	**15,515**	**20,670**	**29,001**	**33,924**	**36,841**	**44,253**	**84,000**	**86,866**	**94,383**

Financials and valuations

Ratios									
Y/E Mar	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Basic (INR)									
EPS	**50.4**	**24.2**	**32.4**	**46.7**	**39.4**	**72.0**	**61.7**	**124.2**	**187.1**
Cash EPS	77.3	51.6	64.4	87.9	94.8	139.5	153.4	238.5	324.6
BV/Share	358.8	476.1	514.7	566.5	612.7	675.8	1,242.4	1,366.6	1,553.7
DPS	3.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	6.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)									
P/E	141.8	295.0	220.5	153.1	181.2	99.2	115.7	57.5	38.2
Cash P/E	92.4	138.4	110.9	81.2	75.4	51.2	46.6	30.0	22.0
P/BV	19.9	15.0	13.9	12.6	11.7	10.6	5.8	5.2	4.6
EV/Sales	5.7	8.0	5.8	3.6	3.7	2.5	2.2	1.7	1.4
EV/EBITDA	73.3	109.5	89.1	59.5	50.4	33.2	28.3	21.0	16.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	46.8	14.8	-49.6	-98.8	168.3	45.9	-297.8	397.3	38.4
Return Ratios (%)									
RoE	15.0	6.0	6.5	8.6	6.7	11.2	6.5	9.5	12.8
RoCE	15.0	6.6	6.1	8.2	7.8	11.1	10.2	10.5	13.4
RoIC	14.7	5.8	6.7	9.1	8.5	12.7	9.0	9.1	12.1
Working Capital Ratios									
Fixed Asset Turnover (x)	2.9	2.1	2.3	2.7	2.1	2.8	2.5	2.7	2.6
Asset Turnover (x)	2.6	1.5	1.5	2.0	1.8	2.3	1.5	1.8	2.0
Inventory (Days)	60	86	73	58	46	61	73	61	61
Debtor (Days)	79	129	114	93	85	64	67	67	67
Creditor (Days)	102	159	148	121	118	116	85	85	85
Leverage Ratio (x)									
Current Ratio	1.3	1.5	1.6	1.4	1.2	1.3	1.5	1.3	1.3
Interest Cover Ratio	5.4	3.1	3.6	2.5	1.8	2.6	2.2	3.2	4.5
Net Debt/Equity	0.2	0.0	0.1	0.3	0.3	0.4	0.4	0.1	0.2

Consolidated - Cashflow Statement									(INR m)
Y/E Mar	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
OP/(Loss) before Tax	1,907	1,201	1,543	2,197	1,913	3,700	3,364	6,540	10,105
Depreciation	848	923	1,079	1,391	1,865	2,283	3,226	4,022	4,839
Interest & Finance Charges	419	406	464	1,118	1,670	2,087	2,844	2,604	2,495
Direct Taxes Paid	-488	-79	-539	-539	-461	-710	-24	-1,674	-2,587
(Inc)/Dec in WC	44	-80	-62	-582	5,032	272	-6,999	12,492	-1,000
CF from Operations	**2,731**	**2,371**	**2,485**	**3,585**	**10,019**	**7,632**	**2,411**	**23,983**	**13,852**
Others	151	-162	-77	-379	-371	-523	-10	0	0
CF from Operating incl EO	**2,882**	**2,210**	**2,407**	**3,206**	**9,648**	**7,109**	**2,402**	**23,983**	**13,852**
(Inc)/Dec in FA	-1,411	-1,711	-4,077	-6,535	-3,977	-5,556	-12,881	-10,000	-12,500
Free Cash Flow	**1,471**	**499**	**-1,670**	**-3,329**	**5,671**	**1,553**	**-10,479**	**13,983**	**1,352**
(Pur)/Sale of Investments	-1,672	-1,568	-1,542	210	788	-159	1,170	0	0
Others	-183	-1,531	-1,277	1,437	-7,156	-3,814	-19,029	-182	-197
CF from Investments	**-3,266**	**-4,810**	**-6,896**	**-4,888**	**-10,345**	**-9,529**	**-30,740**	**-10,182**	**-12,697**
Issue of Shares	0	3,936	0	0	0	353	294	0	0
Inc/(Dec) in Debt	1,209	161	6,031	3,120	589	5,067	2,287	-2,000	0
Interest Paid	-430	-372	-430	-1,097	-1,567	-1,970	-2,637	-2,604	-2,495
Dividend Paid	-121	0	0	0	0	0	0	0	0
Others	-23	-24	-46	-96	-238	-221	26,882	0	0
CF from Fin. Activity	**634**	**3,700**	**5,555**	**1,928**	**-1,216**	**3,229**	**26,826**	**-4,604**	**-2,495**
Inc/Dec of Cash	**250**	**1,099**	**1,066**	**246**	**-1,913**	**809**	**-1,512**	**9,197**	**-1,340**
Opening Balance	450	700	1,920	2,986	3,232	1,319	2,128	4,656	13,560
Other Bank Balances	503	1,100	2,640	2,363	5,594	5,140	4,040	-293	-322
Closing Balance	**1,203**	**2,899**	**5,626**	**5,594**	**6,913**	**7,268**	**4,656**	**13,560**	**11,898**

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SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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