

Indus Towers

Estimate changes 

TP change 

Rating change 

CMP: INR410

TP: INR430(+5%)

Neutral

Slightly weaker 4Q; elevated capex weighs on FCF generation in FY26

Bloomberg	INDUSTOW IN
Equity Shares (m)	2638
M.Cap.(INRb)/(USD\$)	1081.5 / 11.4
52-Week Range (INR)	482 / 313
1, 6, 12 Rel. Per (%)	-9/19/2
12M Avg Val (INR M)	2865

Financials & Valuations (INR b)

INR b	FY26	FY27E	FY28E
Net Sales	324.9	339.1	354.1
EBITDA	178.2	185.8	194.1
Adj. PAT	69.4	74.7	78.4
EBITDA Margin (%)	54.8	54.8	54.8
Adj. EPS (INR)	26.3	28.3	29.7
EPS Gr. (%)	13.2	7.7	4.9
BV/Sh. (INR)	147.1	161.1	167.7

Ratios

Net D:E	-0.1	-0.2	-0.2
RoE (%)	19.2	18.0	17.7
RoCE (%)	22.5	20.9	20.9

Valuations

EV/EBITDA (x)	5.8	5.4	5.2
P/E (x)	15.6	14.5	13.8
P/BV (x)	2.8	2.5	2.4
Div. Yield (%)	3.4	5.6	6.1

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	51.3	51.0	50.0
DII	19.7	19.0	18.4
FII	25.1	26.0	26.5
Others	3.9	4.1	5.1

FII includes depository receipts

- Indus Towers' (Indus) 4QFY26 was slightly weaker than our estimates, with recurring EBITDA (excl. provisions) declining 1% QoQ to INR44.3b.
- Operationally, tower additions picked up QoQ and tenancy additions remained steady. Management indicated that orderbook remains robust.
- Indus' capex increased 18% QoQ (in line with tower additions). However, the QoQ lower receivables aided in improved FCF of INR11b in 4Q (vs. ~INR8b in 3Q).
- For FY26, Indus' capex remained elevated at INR88.2b and weighed on FCF generation (~INR38b vs. INR98.5b in FY25, which was boosted by bad debt collections). The company reinstated dividends at INR14/share, which implies a payout of ~100% of FY26 FCF generation, while the company has retained FY25 FCF along with the collection of past dues for investments.
- A potential fundraise by Vi, following the recent AGR relief, could improve visibility on the commencement of INR450b capex plan, which would also potentially benefit Indus. We currently bake in ~30k/~50k tenancies/5G loadings from Vi over FY26-29, while we build in modest ~5k exits from RJio (~10% of its overall portfolio with Indus).
- Our FY27-28E estimates are broadly unchanged. We build in a CAGR of ~4-6% in Indus' revenue/pre-IND AS EBITDA/adj. PAT over FY26-28E.
- We reiterate our **Neutral rating** with a revised **DCF-based TP of INR430**, premised on DCF-based 6.6x FY28E pre-IND AS EV/EBITDA. RJio's tenancy risks cloud the potential benefits from Vi's planned capex.

Slightly weaker 4Q; tower additions picked up, ARPT declined

- Tower additions picked up QoQ to 4.99k (vs. 3.55k in 3Q and our est. of 3.5k), while tenancy additions remained steady at ~6.2k (vs. 6.1k QoQ and our est. of 6k).
- Reported average revenue per tenant (ARPT) at INR41.1k (-2% YoY) declined 1% QoQ. The base quarter had certain one-off reconciliation benefits.
- Consolidated revenue moderated 0.6% QoQ to INR81b (+5% YoY), as service revenue grew 0.6% QoQ (+5.2% YoY), while energy reimbursements declined 2.8% QoQ (+4% YoY).
- Consolidated reported EBITDA declined 1% QoQ at INR44.2b (+2% YoY, 2.2% below), largely due to an increase in repairs and maintenance expenses.
 - Adjusted service EBITDA at INR45.3b (flat QoQ, +7% YoY) was slightly below our estimate, largely due to weaker ARPT.
 - Energy under-recovery was in line with our estimate at ~INR1b (vs. under-recovery of INR0.8b in 3Q and INR1.5b YoY).
 - Indus reported a bad debt provision of INR153m in 4Q (vs. reversals of INR13m QoQ, our est. of NIL and INR2.3b YoY).
- Adjusted for provision reversals, recurring EBITDA at INR44.3b, declined 1% QoQ (+8% YoY) and below our estimate of INR45.2b

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- Reported PAT at INR17.9b (stable QoQ and YoY) was broadly in line with our estimate. Adjusted PAT was also broadly in line with our estimate.
- FY26 revenue at INR325b grew 8% YoY, with service revenue at INR209b rising 9% YoY and energy reimbursement rising 6% YoY to INR192b.
- Reported FY26 EBITDA at INR178b declined ~14% YoY due to lower bad debt reversals. Adjusted for bad debt reversal of INR2.7b (vs. INR50.9b YoY), recurring EBITDA grew ~13% YoY to INR175b, driven largely by the acquisition of towers from Bharti Airtel in Mar'25.
- Indus added 15.2k net towers and ~22.6k net tenancy in FY26, with incremental tenancy ratio of 1.48x (1.62x on EoP basis).

Elevated capex continues, though receivables moderate QoQ

- With a pick-up in tower addition, capex surged 18% QoQ to ~INR23.3b. Maintenance capex remained elevated as the company continues to invest in energy efficiency initiatives such as solarization and battery replacement.
- Receivables declined ~INR3.7b QoQ to ~INR49.4b.
- Reported FCF came in at INR11b in 4Q (vs. INR7.9b in 3Q).
- For FY26, FCF remained muted at INR37.6b (vs. INR 98.5b in FY25, which was boosted by the collection of Vi's past dues), due to elevated capex.
- Net cash (excluding leases) improved to ~INR49.3b (up ~INR15b QoQ).

Key highlights from the management commentary

- **Elevated capex:** Capex remains elevated, driven by tower additions, investments in energy efficiency initiatives, creation of additional infrastructure to support second tenants on existing towers, and continued maintenance capex for strengthening the aging tower portfolio and battery replacements. Management noted that 70-75% of the capex is directed towards driving growth and depends on the tower/tenancy additions, while maintenance capex could remain elevated over the next few years due to ongoing battery replacement.
- **Shareholders' returns:** Given an improved visibility on business momentum and Gol's continued support for Vi, Indus has reinstated dividends at INR14/share, equivalent to FY26 FCF generation. Management indicated that the company would follow a steady and progressive dividend policy after taking into account capex and other requirements, though it remained non-committal on paying out a collection of significant past dues from FY25.
- **Orderbook:** Indus continues to garner a high share in its key customers' rollouts. Management indicated that the order book remains healthy, but it remains watchful of ongoing supply disruptions due to the West Asia conflict. The company has also been gaining share from other tower cos through migration by key customers, driven by Indus' superior cost efficiency and network uptime track record.

Valuation and view

- A potential fundraise by Vi, following the recent AGR relief, could improve visibility on the commencement of INR450b capex plan, which would also benefit Indus.
- We currently bake in ~30k/~50k tenancies/5G loadings from Vi over FY26-29, while we build in modest ~5k exits from RJio (~10% of its overall portfolio with Indus).

- Our FY27-28E estimates are broadly unchanged. We build in a CAGR of ~4-6% in Indus' revenue/pre-IND AS EBITDA/adj. PAT over FY26-28E.
- We reiterate our **Neutral rating** with a revised **DCF-based TP of INR430** (earlier INR440), premised on DCF-based 6.6x FY28E pre-IND AS EV/EBITDA. RJio's tenancy risks cloud the potential benefits from Vi's planned capex.
- Indus' elevated capex weighed on FY26 FCF generation and, thereby, dividend yield. A moderation in maintenance capex remains the key for improved FCF generation.

Quarterly Performance												(INR b)
Y/E March (Consolidated)	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
Revenue from operations	73.8	74.7	75.5	77.3	80.6	81.9	81.5	81.0	301	325	82	-1.5
YoY Change (%)	4.3	4.7	4.8	7.4	9.1	9.7	7.9	4.8	5.3	7.9		
Total Expenditure	28.8	26.0	5.9	34.0	37.1	36.2	36.7	36.8	95	147	37	-0.6
Provisions / (reversals)	-8	-11	-30	-2	-1	-2	0	0	-51	-3	0	
Recurring EBITDA	37.4	37.9	39.3	41.0	42.6	43.8	44.7	44.4	156	176	45	-1.9
EBITDA	45.0	48.6	69.6	43.2	43.5	45.7	44.8	44.2	207	178	45	-2.2
YoY Change (%)	29.4	42.2	94.1	6.2	-3.4	-6.0	-35.7	2.3	41.9	-13.7		
Depreciation	15.6	15.8	15.7	16.9	17.0	18.0	18.0	18.4	64	71	18	0.0
Interest	4.1	4.2	2.5	3.6	4.0	3.8	4.0	3.8	14	16	4	-6.0
Other Income	0.6	1.1	0.8	0.9	0.9	0.8	1.5	1.6	3	5	1	21.4
PBT before EO expense	25.9	29.8	52.2	23.6	23.3	24.8	24.3	23.7	132	96	24	-2.0
Extra-Ord expense	(7.6)	(10.8)	(30.2)	(2.3)	(0.9)	(2.0)	(0.0)	0.2	-51	-3	0	
PBT	18.3	19.0	21.9	21.4	22.5	22.8	24.3	23.8	81	93	24	-1.4
Tax	6.7	7.6	12.2	5.8	6.0	6.4	6.4	5.7	32	25	6	
Rate (%)	25.7	25.4	23.3	24.7	25.6	25.8	26.5	24.2	24.5	25.5		
Reported PAT	19.3	22.2	40.0	17.8	17.4	18.4	17.8	17.9	99	72	18	-0.7
Adj PAT	13.6	14.2	17.4	16.1	16.7	16.9	17.8	18.0	61	70	18	-0.1
YoY Change (%)	-3.9	1.7	9.6	1.7	23.1	19.4	2.4	12.1	2.4	13.5		

E: MOFSL Estimates

Exhibit 1: Valuation based on Mar'28E

DCF summary (in INR m)	Mar'28
Discount rate (%)	11.5%
Terminal growth rate (%)	2.5%
Present value of FCF	5,32,776
Present value of Terminal value	4,31,083
Enterprise value	9,63,858
Implied EV/EBITDA on FY27 (x)	6.6
Net debt (ex-leases)	-72,373
Equity value	10,36,231
Equity value (INR/share)	393
TP (including dividends, INR/share)	430
CMP (INR/share)	410
Upside (%)	5%

Source: MOFSL, Company

Exhibit 2: RJio's tenancy exits could offset potential benefits from Vi's tenancy additions

Indus Tower scenario analysis	Bull	Base	Bear
Vi's tenancy additions FY26-29E	35,000	30,000	20,000
RJio's tenancy exits FY27-28E	-	5,000	25,000
FY28E pre-INDAS EBITDA (INR b)	150	145	138
FY28E FCF (INR b)	52	60	63
Terminal growth rate (%)	3.0	2.5	2.0
Implied Mar'28 pre-INDAS EV/EBITDA (x)	7.4	6.6	6.5
TP including dividends (INR/share)	495	430	395
Upside/downside (%)	21%	5%	-4%

Source: Company, MOFSL

Exhibit 3: We ascribe a TP of INR430/share to Indus (implies ~6.6x Mar'28 pre IND AS EBITDA)

	2026	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	2035E	2036E	2037E	2038E
Assumptions													
Average macro tenancies ('000)	428	445	465	483	495	505	512	518	523	528	532		
Net macro tenancy additions ('000)	22.6	17.0	20.0	17.5	12.0	10.0	7.5	6.0	5.0	4.5	4.0		
Sharing revenue per macro tenant (INR/month)													
YoY	1.1	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5		
Revenue contribution from leaner sites (INR b)	2.7	2.8	2.9	3.1	3.4	3.8	4.3	4.9	5.6	6.5	7.4		
DCF model													
pre Ind-AS 116 EBITDA	136	140	145	152	158	163	166	169	172	174	176		
Adjusted tax expense	(19.9)	(25.1)	(26.4)	(28.0)	(29.3)	(30.3)	(31.1)	(31.8)	(32.3)	(32.8)	(33.2)		
Change in working capital	4.7	5.1	(1.0)	(1.0)	(1.0)	(1.1)	(1.1)	(1.1)	(1.1)	(1.1)	(1.2)		
Operating cash flow	121	120	118	123	128	131	134	136	138	140	142		
Capital expenditure	(86.3)	(67.6)	(58.0)	(50.1)	(52.9)	(49.0)	(43.7)	(40.7)	(38.9)	(38.2)	(37.4)		
Free cash flow	35	52	60	73	75	82	90	96	99	102	104	107	110
Discounted cash flow-now	-	47.9	49.4	53.9	49.7	49.0	48.3	45.9	42.7	39.3	36.0	-	-
Discounted cash flow-Y+1		-	55.1	60.1	55.4	54.7	53.9	51.2	47.7	43.8	40.2	36.9	-
Discounted cash flow-Y+2			-	67.1	61.7	61.0	60.1	57.1	53.1	48.8	44.8	41.2	37.9
	Now	Y+1	Y+2										
Discount rate (%)	11.5%	11.5%	11.5%										
Total PV of free cash flow	462	499	533										
Terminal value assumption													
Growth in perpetuity	2.5%	2.5%	2.5%										
FCF in terminal year	104.2	106.8	109.5										
Exit FCF multiple (X)	11.4	11.4	11.4										
Exit EV/EBITDA multiple (X)	6.7	6.9	7.1										
Terminal value	1,187	1,217	1,247										
PV of terminal value	410	421	431										
Enterprise value	872	919	964										
Implied EV/EBITDA multiple	6.4	6.6	6.6										
Net debt (ex leases)	-11	-49	-72										
Equity value (INR b)	883	969	1,036										
Equity value (INR/share)	335	367	393										
Shares outstanding (m)	2.6	2.6	2.6										
Fair value including dividends (INR/share)	335	381	430										

Exhibit 4: Near-term outlook is dependent on Vi's tenancy additions

FY26-29E CAGR	Bull	Base	Bear
Net tenancy adds	4.8%	4.1%	1.9%
ARPT	0.9%	0.5%	0.5%
Service revenue	6.0%	4.9%	2.8%
pre Ind-AS EBITDA	5.1%	3.7%	1.0%
without provisions	5.8%	4.4%	1.7%

Source: MOFSL, Company

Exhibit 5: However, LT growth is likely to remain modest at ~1-4%

FY26-36E CAGR	Bull	Base	Bear
Net tenancy adds	2.6%	2.2%	1.3%
ARPT	0.7%	0.5%	0.5%
Service revenue	3.7%	3.1%	2.2%
pre Ind-AS EBITDA	3.3%	2.6%	1.1%
without provisions	3.5%	2.8%	1.3%

Source: MOFSL, Company



Detailed takeaways from the management interaction

- **Elevated capex:** Capex remains elevated, driven by tower additions, investments in energy efficiency initiatives, creation of additional infrastructure to support second tenants on existing towers, and continued maintenance capex for strengthening the aging tower portfolio and battery replacements. Management noted that 70-75% of the capex is directed towards driving growth and depends on the tower/tenancy additions, while maintenance capex could remain elevated over the next few years due to ongoing battery replacement.
- **Shareholders' returns:** Given an improved visibility on business momentum and Gol's continued support for Vi, Indus has reinstated dividends at INR14/share, equivalent to FY26 FCF generation. Management indicated that the company would follow a steady and progressive dividend policy after taking into account capex and other requirements, though it remained non-committal on paying out collection of significant past dues from FY25.
- **Orderbook:** Indus continues to garner high share in its key customers' rollouts. Management indicated that order book remains healthy, but it remains watchful of ongoing supply disruptions due to the West Asia conflict. The company has also been gaining share from other tower cos through migration by key customers, driven by Indus' superior cost efficiency and network uptime track record.
- **Higher tenancy exits in 2H:** Indus reported ~1,300 cumulative tenancy exits in 2H (vs. ~300 quarterly rate earlier). Management indicated that some of these tenancy exits were due to the relocation of towers. Some of RJio's tenancy have expired but exits have been minimal. Indus remains engaged with all tenants for renewals within the existing renewal framework.
- **Africa foray:** The company is making steady progress on its Africa strategy, with Zambia operations already licensed and on-ground execution underway, while regulatory approvals in Uganda and Nigeria are in the final stages. Commercial arrangements with anchor customers have been established, and supply chain readiness is improving to support deployment. The rollout in Zambia is expected to begin shortly, potentially earlier than six months. The overall strategy remains long term, focused on driving lower capital costs, strong network uptime, and energy optimization to build a scalable presence.
- **Rental movement:** Management indicated that quarterly fluctuations in service rentals is driven by certain one-offs in the base quarter (~INR2.1b one-time settlement). Further, the organic growth (excluding Bharti's tower acquisition) would be ~5-5.5%, broadly in line with the tenancy increase. Several variables impact ARPT, such as the tower mix, quarterly volatility on rates and taxes, renewal discounts, annual escalation (for renewed towers), etc.
- **Higher costs and diesel price impact:** Given the favorable weather conditions, repair and maintenance expenses are typically higher in 2H. The company's cost efficiency measures have enabled minimal cost escalations despite a significant increase in rollout over the last few years. Further, management noted that the company's energy costs remain indexed to retail diesel prices rather than industrial diesel. The pass-through of any increase in fuel costs happens without any lag and should not materially impact the company's energy under-recoveries.

- **Energy efficiency measures:** The company remains committed to reducing diesel consumption by transitioning to cleaner energy sources. It added ~2,500 solar-enabled sites in 4Q, taking the total to ~42,400. Diesel consumption declined by ~7% YoY despite growth in co-locations and equipment loading, reflecting improved energy efficiency initiatives.

4QFY26 review: Slightly weaker 4Q; recurring EBITDA declines 1% QoQ

- Consolidated reported revenue moderated 0.6% QoQ to INR81b (+5% YoY, vs. our est. of INR82.2b).
 - Service revenue came in at INR53b (+0.6% QoQ, +5% YoY, vs. our estimate of INR53.9b) as tenancy additions were partly offset by weaker ARPT (-1% QoQ).
 - Energy reimbursements stood at INR27.9b (-3% QoQ, +4% YoY).
- Consolidated reported EBITDA declined ~1% QoQ to INR44.2b (+2% YoY, vs. our est. INR45.2b).
 - Adjusted service EBITDA at INR45.3b (flat QoQ, +7% YoY) was slightly weaker than our estimate of INR46.2b, largely due to weaker ARPT.
 - Energy under-recovery was in line with our estimate at INR1b (vs. INR0.83b QoQ, and lower than INR1.47b YoY).
 - Indus reported a bad debt provision of INR153m (vs. reversals of INR13m QoQ and INR2.3b YoY). We did not build in any bad debt provision reversal for 4QFY26.
- Adjusted for bad-debt provisions, recurring EBITDA at INR44.3b (-1% QoQ, +8% YoY) was slightly weaker than our estimate of INR45.2b.
- Reported PAT at INR17.9b was stable QoQ (and YoY). Adjusted PAT at INR18b (+1% QoQ, +12% YoY) was broadly in line with our estimates.

Tower additions pick up, tenancy additions steady QoQ; ARPT slightly weaker

- Net macro tower adds rose to 4,898 (vs. 3,548 QoQ, vs. our estimate of 3,500); EoP macro tower count stood at ~264.5k.
 - Indus added modest 55 net leaner towers QoQ (vs. 26 QoQ in 3Q), taking the overall leaner tower count to ~14.04k.
 - For the eighth successive quarter, net macro tenancy additions were higher than tower adds at 6,192 (6,105 QoQ in 3Q and our est. of 6k). Indus' total macro tenants count increased to ~428k.
 - End-period tenancy ratio was stable QoQ at 1.62x, though incremental tenancy ratio was lower at ~1.26x.
- Reported ARPT declined ~1% QoQ to INR41.1k (-2% YoY, our est. INR41.7k).

Other highlights: Receivables moderate QoQ, capex remains elevated

- Indus' receivables declined by ~INR3.7b QoQ to INR49.4b (though still INR1.7b higher YoY).
- Capex grew ~18% QoQ to INR23.3b, in line with a pick-up in tower additions.
- Reported adjusted fund from operations (EBITDA net of lease payment and maintenance capex) at INR28.6b declined 3% QoQ.
- Net debt including lease liabilities declined ~INR11.5b QoQ to INR153b (vs. ~INR180b as of end-FY25), while excluding lease liabilities, the company's net cash increased ~INR15b QoQ to ~INR49.3b net cash (vs. ~INR8.7b net cash as of end-FY25).
- Indus' reported 4Q FCF improved to ~INR11b (vs. INR7.9b QoQ). For FY26, Indus' FCF remained muted at INR37.6b (vs. INR98.5b in FY25 due to the collection of Vi's past dues), drive by elevated capex.
- The company reinstated dividends with INR14/share dividend, which is broadly equal to FCF generated in FY26.

Indus Towers - Quarterly results (INR m)

	4QFY25	3QFY26	4QFY26	QoQ	YoY	4QFY26E	vs. est
Service revenues	50,420	52,735	53,060	0.6	5.2	53,895	(1.5)
Energy reimbursements	26,796	28,689	27,879	(2.8)	4.0	28,322	(1.6)
Exit / one-off revenue	55	39	71			-	
Reported revenue	77,271	81,463	81,010	(0.6)	4.8	82,217	(1.5)
Power and fuel	(28,266)	(29,517)	(28,883)	(2.1)	2.2	(29,322)	(1.5)
Employee expenses	(2,203)	(2,220)	(2,307)	3.9	4.7	(2,313)	(0.3)
Other costs	(5,826)	(4,989)	(5,430)	8.8	(6.8)	(5,344)	1.6
Bad debt provision reversals	2,264	13	(153)			-	
Total operating costs	(34,031)	(36,713)	(36,773)	0.2	8.1	(36,979)	(0.6)
EBITDA	43,240	44,750	44,237	(1.1)	2.3	45,238	(2.2)
Service EBITDA	42,391	45,526	45,323	(0.4)	6.9	46,238	(2.0)
Energy EBITDA	(1,470)	(828)	(1,004)	21.3	(31.7)	(1,000)	0.4
One-offs (Exit revenue/provisions)	2,319	52	(82)			(0)	
D&A	(16,930)	(17,979)	(18,378)	2.2	8.6	(18,379)	(0.0)
EBIT	26,310	26,771	25,859	(3.4)	(1.7)	26,858	(3.7)
Net finance costs and other income	(2,680)	(2,497)	(2,206)	(11.7)	(17.7)	(2,719)	(18.9)
PBT	23,630	24,274	23,653	(2.6)	0.1	24,139	(2.0)
Provision for taxes	(5,839)	(6,444)	(5,724)			(6,076)	
Recurring PAT	16,097	17,873	18,043	1.0	12.1	18,117	(0.4)
EO items	2,264	(58)	(224)			-	
Reported PAT	17,791	17,830	17,929	0.6	0.8	18,064	(0.7)
Recurring EPS (INR/share)	6.1	6.8	6.8	1.0	12.1	6.9	(0.4)
Core operational performance analysis							
	4QFY25	3QFY26	4QFY26	QoQ	YoY	4QFY26E	vs. est
Revenue	77,216	81,424	80,939	(0.6)	4.8	82,217	(1.6)
EBITDA	40,921	44,698	44,319	(0.8)	8.3	45,238	(2.0)
EBIT	23,991	26,719	25,941	(2.9)	8.1	26,858	(3.4)
PBT	21,311	24,222	23,735	(2.0)	11.4	24,139	(1.7)
PAT	16,042	17,799	17,972	1.0	12.0	18,064	(0.5)
Key operating metrics							
	4QFY25	3QFY26	4QFY26	QoQ	YoY	4QFY26E	vs est
Total towers (#)	2,49,305	2,59,622	2,64,514	1.9	6.1	2,63,122	0.5
Total tenants (#)	4,05,435	4,21,822	4,28,014	1.5	5.6	4,27,822	0.0
Tenancy ratio (end-period)	1.63	1.62	1.62			1.63	
Sharing revenue per operator (INR/month)	41,893	41,429	41,078	(0.8)	(1.9)	41,748	(1.6)
Sharing revenue per tower (INR/month)	68,582	67,285	66,604	(1.0)	(2.9)	69,692	(4.4)
Margins (%)							
Overall EBITDA	56.0	54.9	54.6	(33)bps	(135)bps	55.0	(42)bps
Service EBITDA (inc. one-offs)	84.2	86.4	85.6	(85)bps	137 bps	85.8	(24)bps
EBIT	34.0	32.9	31.9	(94)bps	(213)bps	32.7	(75)bps
PAT	20.8	21.9	22.3	33 bps	144 bps	22.0	24 bps
Effective tax rate	24.7	26.5	24.2			25.2	

Source: MOFSL, Company

Exhibit 6: Energy under-recoveries remained high at ~INR1b

	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Energy Reimbursements	27,195	26,147	27,464	27,575	27,309	26,851	29,474	29,453	28,689	27,879
Power and Fuel	-27,956	-26,725	-29,006	-28,925	-28,253	-28,266	-30,687	-30,869	-29,517	-28,883
Energy Spread	-761	-578	-1,542	-1,350	-944	-1,415	-1,213	-1,416	-828	-1,004
Energy EBITDA margins (%)	-2.8%	-2.2%	-5.6%	-4.9%	-3.5%	-5.3%	-4.1%	-4.8%	-2.9%	-3.6%

Exhibit 7: Indus' tower additions have been higher than Bharti's in past few quarters, implying a shift from other towercos

Tower additions	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
Bharti Airtel	6327	5045	5214	3272	1831	2479	1147
Indus Towers (ex- Bharti deal)	6666	3930	5117	4442	2859	4329	3,574
Macro towers	6174	3748	4985	4282	2755	4301	3,548
Lean towers	492	182	132	160	104	28	26
delta (Indus vs. Bharti)	339	-1115	-97	1170	1028	1850	2,427

Exhibit 8: We believe Indus has gained ~70% share of Vi's network rollout since 2QFY25

Incremental tenancy additions	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	Cumulative
Vodafone Idea	922	3,463	7,576	1,855	1,289	5,127	20,232
Indus Towers gross adds (ex-Bharti deal)	799	2,926	4,329	3,611	499	3,168	15,332
Incremental macro tenancies	560	2,598	3,954	3,309	204	2,557	13,182
Tenancy exits	239	328	375	302	295	611	2,150
Indus' gross adds as % of Vi's	87	84	57	195	39	62	76
Indus' net adds as % of Vi's	61	75	52	178	16	50	65

Exhibit 9: Key metrics

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	QoQ	YoY
Consolidated financials (INR m)										
Service revenues	46,366	47,078	48,165	50,420	51,102	52,429	52,774	53,131	0.7	5.4
Energy reimbursements	27,464	27,575	27,309	26,851	29,474	29,453	28,689	27,879	(2.8)	3.8
Gross revenues	73,830	74,653	75,474	77,271	80,576	81,882	81,463	81,010	(0.6)	4.8
EBITDA	45,041	48,638	69,581	43,240	43,495	45,721	44,750	44,237	(1.1)	2.3
EBIT	29,436	32,837	53,896	26,310	26,452	27,713	26,771	25,859	(3)	(2)
PBT	25,918	29,801	52,188	23,630	23,338	24,784	24,274	23,653	(3)	0
Reported PAT	19,259	22,235	40,032	17,791	17,368	18,393	17,830	17,929	1	1
pre Ind-AS 116 EBITDA	36,372	40,629	60,955	35,018	33,913	35,974	34,780	33,962	(2)	(3)
Capex	18,819	15,176	12,260	22,444	19,477	25,587	19,799	23,307	18	4
Maintenance capex	2,598	2,979	2,902	5,396	5,513	5,605	5,310	5,388	1.5	(0.1)
Operating FCF = pre-IND-AS EBITDA - capex	17,553	25,453	48,695	12,574	14,436	10,387	14,981	10,655	(29)	(15)
Adjusted funds from operations (AFFO)	33,774	37,650	58,053	29,622	28,400	30,369	29,470	28,574	(3)	(4)
Operating metrics										
EoP macro towers (#)	2,25,91	2,29,65	2,34,64	2,49,30	2,51,77	2,56,07	2,59,62	2,64,51	1.9	6.1
QoQ macro tower net adds	6,174	3,748	4,985	14,662	2,468	4,301	3,548	4,892		
EoP macro colocations (#)	3,74,92	3,79,23	3,86,81	4,05,43	4,11,21	4,15,71	4,21,82	4,28,01	1.5	5.6
QoQ macro colocation net adds (#)	6,340	4,308	7,583	18,616	5,777	4,505	6,105	6,192		
Macro colocation exits (#)	(310)	(239)	(328)	(375)	(302)	(295)	(611)	(689)		
QoQ macro colocation gross addition (#)	6,650	4,547	7,911	18,991	6,079	4,800	6,716	6,881		
Tenancy ratio (end-period)	1.66	1.65	1.65	1.63	1.63	1.62	1.62	1.62		
EoP leaner colocations (#)	11,178	11,360	11,492	13,878	13,935	13,963	13,989	14,044	0.4	1.2
QoQ leaner colocations added	492	182	132	2,386	57	28	26	55		

Exhibit 10: Summary of changes in estimates

	FY26	FY27E	FY28E
Tower Count			
Old		2,75,122	2,85,122
Actual/New	2,64,514	2,76,514	2,86,514
Change (%)		0.5	0.5
Tenancy Count			
Old		4,44,822	4,62,322
Actual/New	4,28,014	4,45,014	4,65,014
Change (%)		0.0	0.6
ARPT (INR/month)			
Old		41,767	42,014
Actual/New	41,302	41,520	41,740
Change (%)		-0.6	-0.7
Service Revenue (INR b)			
Old		222	232
Actual/New	209	220	231
Change (%)		-0.5	-0.3
Overall Revenue (INR b)			
Old		341	355
Actual/New	325	339	354
Change (%)		-0.6	-0.4
Bad Debt Provisions (INR b)			
Old		-	-
Actual/New	3	-	-
Change (%)		-	-

Source: MOFSL, Company

Exhibit 11: Summary of changes in estimates

	FY26	FY27E	FY28E
EBITDA (INR b)			
Old		187	195
Actual/New	178	186	194
Change (%)		-0.5	-0.3
EBITDA (ex-provisions) (INR b)			
Old		187	195
Actual/New	176	186	194
Change (%)		-0.5	-0.3
Pre-INDAS EBITDA (INR b)			
Old		143	148
Actual/New	136	140	145
Change (%)		-2.5	-2.3
Pre-INDAS EBITDA (ex-provisions) (INR b)			
Old		143	148
Actual/New	133	140	145
Change (%)		-2.5	-2.3
Recurring PAT (INR b)			
Old		73.9	77.2
Actual/New	69.4	74.7	78.4
Change (%)		1.2	1.6
Recurring EPS			
Old		28.0	29.3
Actual/New	26.3	28.3	29.7
Change (%)		1.2	1.6

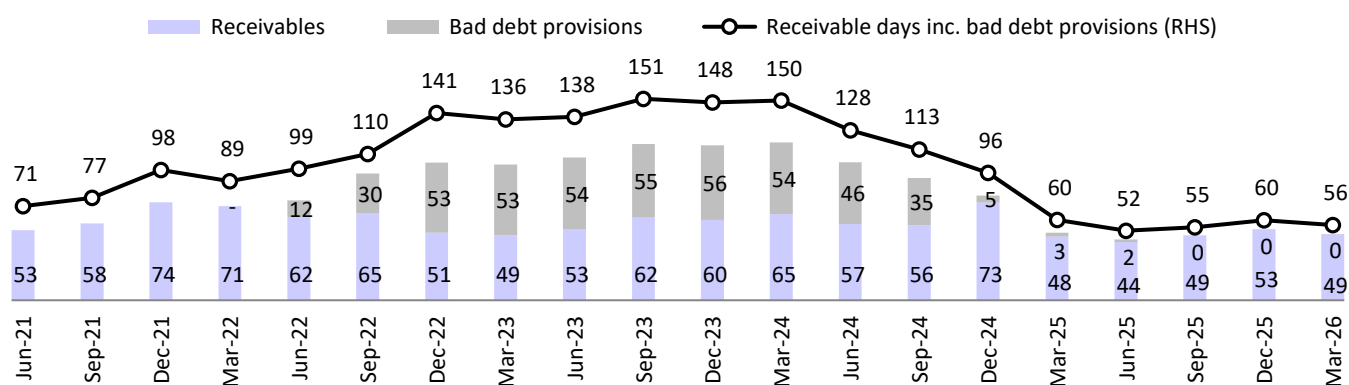
Source: MOFSL, Company

Exhibit 12: Quarterly per tenant model (INR/tenant/month)

Per tenant model	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Rentals	41,454	41,435	41,094	41,125	41,426	41,893	41,132	41,714	41,429	41,078
Energy	25,387	23,903	24,625	24,376	23,766	22,595	24,061	23,745	22,836	21,870
Exit revenue and one-offs	363	420	479	491	490	534	585	554	578	601
Revenue	67,204	65,757	66,199	65,992	65,682	65,022	65,778	66,013	64,843	63,550
Power and fuel	(26,098)	(24,431)	(26,008)	(25,569)	(24,587)	(23,785)	(25,051)	(24,886)	(23,495)	(22,658)
Employee	(1,853)	(1,857)	(1,767)	(1,832)	(1,886)	(1,854)	(1,741)	(1,654)	(1,767)	(1,810)
Other expenses	(5,796)	(2,249)	1,962	4,405	21,345	(2,965)	(3,467)	(2,607)	(3,940)	(4,344)
Repairs and Maintenance	(3,363)	(3,230)	(3,221)	(3,387)	(3,143)	(2,839)	(3,018)	(3,035)	(2,792)	(2,904)
Other expenses	(1,483)	(2,038)	(1,260)	(1,342)	(1,490)	(1,432)	(838)	(818)	(836)	(1,001)
CSR	(351)	(283)	(369)	(383)	(339)	(599)	(331)	(327)	(323)	(318)
Provisions (write-offs)/reversal	(598)	3,302	6,812	9,517	26,318	1,905	721	1,574	10	(120)
Total costs	(33,747)	(28,536)	(25,813)	(22,997)	(5,128)	(28,604)	(30,260)	(29,147)	(29,202)	(28,811)
EBITDA	33,457	37,221	40,386	42,995	60,554	36,418	35,518	36,866	35,641	34,738
Adj. core EBITDA	33,805	37,330	41,289	43,697	60,885	37,074	35,924	37,454	35,722	34,925
Adj. energy EBITDA	(710)	(528)	(1,383)	(1,193)	(822)	(1,191)	(990)	(1,142)	(659)	(788)
Depreciation and Amortization	(14,896)	(14,302)	(13,992)	(13,968)	(13,650)	(14,246)	(13,913)	(14,518)	(14,311)	(14,417)
on assets	(9,759)	(8,788)	(8,447)	(8,709)	(8,391)	(8,634)	(8,529)	(9,187)	(8,805)	(8,918)
on leases	(5,137)	(5,514)	(5,545)	(5,259)	(5,259)	(5,612)	(5,383)	(5,331)	(5,506)	(5,499)
EBIT	18,561	22,919	26,394	29,027	46,904	22,171	21,605	22,348	21,330	20,322
Interest cost (net)	3,712	2,859	(165)	281	1,568	1,005	662	836	1,294	1,398
Interest on leases	(2,888)	(3,026)	(2,989)	(2,965)	(3,055)	(3,260)	(3,204)	(3,197)	(3,282)	(3,128)
PBT	19,385	22,753	23,239	26,344	45,417	19,916	19,063	19,986	19,342	18,591
PAT	14,381	16,940	17,268	19,655	34,838	15,003	14,190	14,834	14,213	14,101
Pre Ind-AS 116 EBITDA	25,933	29,599	32,243	35,533	52,707	28,900	27,365	28,680	27,438	26,360

Exhibit 13: Quarterly per tower model (INR/tower/month)

Per tower model	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Rentals	71,166	70,027	68,562	68,080	68,349	68,582	67,036	67,924	67,285	66,604
Energy	43,583	40,396	41,085	40,353	39,212	36,989	39,214	38,664	37,088	35,460
Exit revenue and one-offs	623	709	800	813	808	875	953	902	939	975
Revenue	1,15,372	1,11,132	1,10,446	1,09,245	1,08,369	1,06,445	1,07,204	1,07,489	1,05,311	1,03,039
Power and fuel	(44,803)	(41,289)	(43,392)	(42,328)	(40,567)	(38,938)	(40,828)	(40,523)	(38,158)	(36,737)
Employee	(3,181)	(3,138)	(2,949)	(3,034)	(3,111)	(3,035)	(2,838)	(2,692)	(2,870)	(2,934)
Other expenses	(9,951)	(3,801)	3,273	7,292	35,217	(4,855)	(5,650)	(4,245)	(6,399)	(7,043)
Repairs and Maintenance	(5,774)	(5,458)	(5,373)	(5,608)	(5,186)	(4,648)	(4,919)	(4,942)	(4,534)	(4,709)
Other expenses	(2,547)	(3,444)	(2,102)	(2,221)	(2,458)	(2,345)	(1,366)	(1,332)	(1,357)	(1,623)
CSR	(603)	(479)	(616)	(634)	(560)	(981)	(540)	(533)	(525)	(516)
Provisions (write-offs)/reversals	(1,027)	5,580	11,365	15,755	43,422	3,119	1,175	2,562	17	(195)
Total costs	(57,935)	(48,227)	(43,067)	(38,070)	(8,461)	(46,827)	(49,316)	(47,460)	(47,427)	(46,714)
EBITDA	57,438	62,905	67,379	71,176	99,908	59,618	57,887	60,029	57,884	56,325
Adj. core EBITDA	58,034	63,088	68,886	72,338	1,00,455	60,693	58,548	60,986	58,016	56,627
Adj. energy EBITDA	(1,220)	(893)	(2,307)	(1,976)	(1,355)	(1,949)	(1,614)	(1,859)	(1,070)	(1,277)
Depreciation and Amortization	(25,573)	(24,171)	(23,344)	(23,123)	(22,521)	(23,322)	(22,675)	(23,640)	(23,242)	(23,376)
on assets	(16,754)	(14,851)	(14,093)	(14,417)	(13,844)	(14,135)	(13,901)	(14,960)	(14,300)	(14,460)
on leases	(8,819)	(9,320)	(9,251)	(8,706)	(8,678)	(9,188)	(8,774)	(8,680)	(8,942)	(8,916)
EBIT	31,865	38,734	44,035	48,053	77,387	36,296	35,212	36,389	34,642	32,949
Interest cost (net)	6,372	4,833	(275)	465	2,587	1,645	1,079	1,361	2,102	2,267
Interest on leases	(4,958)	(5,114)	(4,988)	(4,908)	(5,040)	(5,337)	(5,222)	(5,206)	(5,330)	(5,072)
PBT	33,278	38,452	38,772	43,610	74,934	32,604	31,069	32,544	31,414	30,144
PAT	24,688	28,630	28,811	32,538	57,480	24,560	23,126	24,154	23,083	22,863
Pre Ind-AS 116 EBITDA	44,521	50,023	53,795	58,822	86,962	47,311	44,599	46,700	44,562	42,740

Exhibit 14: Receivables declined ~INR3.7b QoQ with the collection of prior quarters' dues


Source: MOFSL, Company

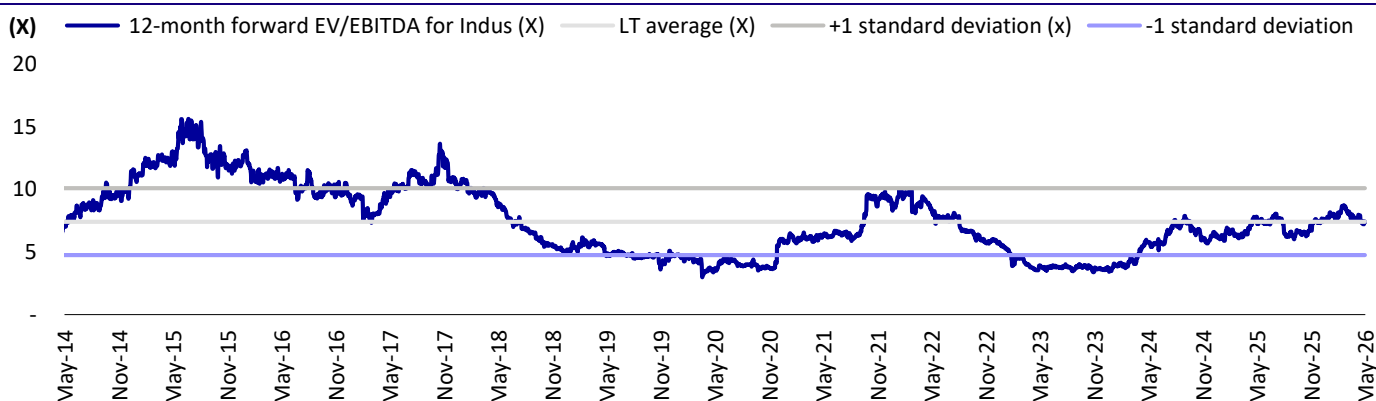
Exhibit 15: Indus trades at 7.4x one-year forward pre IND-AS-116 EBITDA, in line with its LT average


Exhibit 16: Annual per-tenant model (INR/tenant/month)

Per tenant model	2020	2021	2022	2,023	2,024	2025	2026	2027E
Rentals	40,167	41,209	41,617	41,063	41,173	40,856	41,302	41,520
Energy	25,519	24,475	25,601	25,542	25,464	23,513	23,096	22,686
Exit revenue and one-offs	1,63,188	7,413	11,855	12,399	1,468	1,971	2,316	2,157
Revenue	1,06,483	67,537	70,181	69,704	67,004	64,862	64,977	64,746
Power and fuel	(39,558)	(25,210)	(25,993)	(26,011)	(26,121)	(24,644)	(23,988)	(23,450)
Employee	(3,189)	(2,021)	(1,955)	(1,901)	(1,833)	(1,812)	(1,742)	(1,763)
Other expenses	(11,288)	(5,853)	(4,503)	(18,047)	(4,947)	6,067	(3,593)	(4,055)
Repairs and Maintenance	(3,662)	(3,798)	(3,410)	(3,317)	(3,278)	(3,103)	(2,934)	(2,881)
Other expenses	(4,331)	(1,632)	(986)	(1,451)	(1,527)	(1,365)	(873)	(850)
CSR	(349)	(422)	(107)	(242)	(322)	(419)	(325)	(324)
Provisions (write-offs)/reversals	-	-	-	(13,036)	179	10,953	539	-
Total costs	(54,034)	(33,083)	(32,452)	(45,959)	(32,901)	(20,389)	(29,323)	(29,267)
EBITDA	52,448	34,454	37,729	23,746	34,102	44,473	35,654	35,478
Adj. core EBITDA	25,690	33,335	35,158	21,114	34,393	45,111	35,967	35,703
Adj. energy EBITDA	(14,039)	(735)	(393)	(468)	(658)	(1,131)	(892)	(764)
Depreciation and Amortization	(21,616)	(14,046)	(13,484)	(13,075)	(14,197)	(13,785)	(14,280)	(14,662)
on assets	(4,887)	(9,459)	(8,704)	(8,186)	(8,954)	(8,435)	(8,854)	(9,162)
on leases	(2,240)	(4,624)	(4,780)	(4,889)	(5,243)	(5,350)	(5,426)	(5,500)
EBIT	30,832	20,408	24,246	10,670	19,906	30,688	21,375	20,817
Interest cost (net)	191	(169)	(133)	31	2,018	674	1,051	1,498
Interest on leases	(1,208)	(2,734)	(2,766)	(2,715)	(2,895)	(3,030)	(3,200)	(3,250)
PBT	29,815	17,504	21,347	7,987	19,029	28,331	19,226	19,065
Pre Ind-AS 116 EBITDA	-	27,755	30,507	16,310	26,668	36,835	27,214	26,661

Exhibit 17: Annual per-tower model (INR/tower/month)

Per tower model	2020	2021	2022	2,023	2,024	2025	2026E	2027E
Rentals	74,118	74,973	75,118	73,657	70,990	67,422	66,995	66,999
Energy	47,089	44,529	46,209	45,817	43,904	38,802	37,463	36,607
Exit revenue and one-offs	75,281	3,372	5,350	5,560	633	813	939	870
Revenue	1,96,488	1,22,874	1,26,676	1,25,034	1,15,527	1,07,037	1,05,397	1,04,477
Power and fuel	(72,995)	(45,866)	(46,918)	(46,657)	(45,038)	(40,668)	(38,910)	(37,840)
Employee	(5,884)	(3,676)	(3,529)	(3,410)	(3,160)	(2,990)	(2,826)	(2,844)
Other expenses	(20,829)	(10,648)	(8,128)	(32,372)	(8,530)	10,011	(5,828)	(6,543)
Repairs and Maintenance	(6,758)	(6,910)	(6,155)	(5,950)	(5,651)	(5,120)	(4,759)	(4,649)
Other expenses	(7,991)	(2,969)	(1,781)	(2,604)	(2,634)	(2,252)	(1,417)	(1,372)
CSR	(643)	(769)	(193)	(433)	(555)	(692)	(527)	(522)
Provisions (write-offs)/reversals	-	-	-	(23,384)	309	18,075	874	-
Total costs	(99,708)	(60,191)	(58,575)	(82,440)	(56,728)	(33,647)	(47,564)	(47,227)
EBITDA	96,781	62,684	68,101	42,594	58,799	73,390	57,834	57,250
Adj. core EBITDA	47,405	60,649	63,460	37,874	59,300	74,443	58,341	57,612
Adj. energy EBITDA	(25,905)	(1,337)	(709)	(840)	(1,134)	(1,866)	(1,447)	(1,232)
Depreciation and Amortization	(39,887)	(25,555)	(24,338)	(23,454)	(24,478)	(22,749)	(23,163)	(23,659)
on assets	(9,017)	(17,210)	(15,710)	(14,684)	(15,439)	(13,920)	(14,361)	(14,784)
on leases	(4,134)	(8,413)	(8,628)	(8,771)	(9,039)	(8,829)	(8,801)	(8,875)
EBIT	56,893	37,129	43,763	19,140	34,321	50,641	34,671	33,591
Interest cost (net)	352	(308)	(240)	56	3,479	1,112	1,705	2,418
Interest on leases	(2,229)	(4,975)	(4,992)	(4,869)	(4,991)	(5,000)	(5,191)	(5,244)
PBT	(1,877)	(5,283)	(5,232)	(4,813)	(1,512)	(3,888)	(3,486)	(2,826)
Pre Ind-AS 116 EBITDA	-	50,495	55,065	29,256	45,980	60,785	44,143	43,022

Story in charts

Exhibit 18: Consolidated revenue declined 1% QoQ, with core EBITDA margin contracting ~12bp QoQ

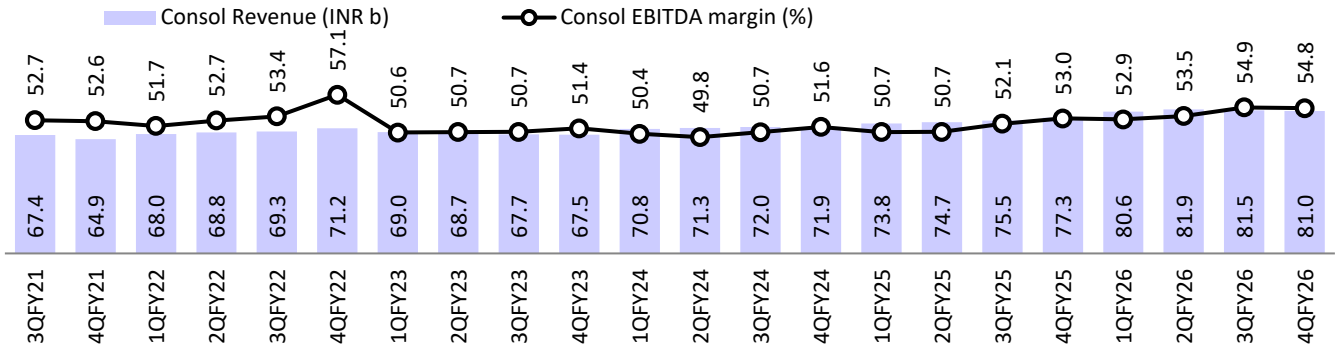


Exhibit 19: Service rentals up 1% QoQ

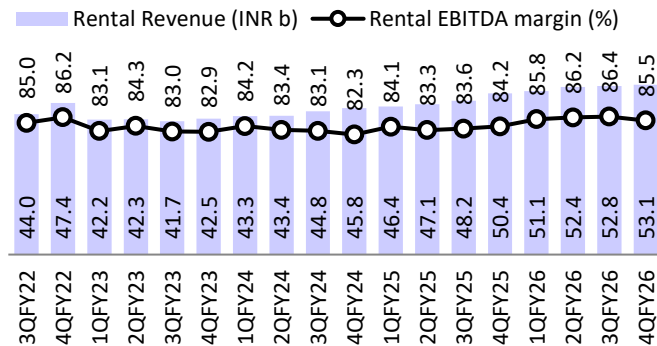


Exhibit 20: Energy margins remain negative in 4QFY26

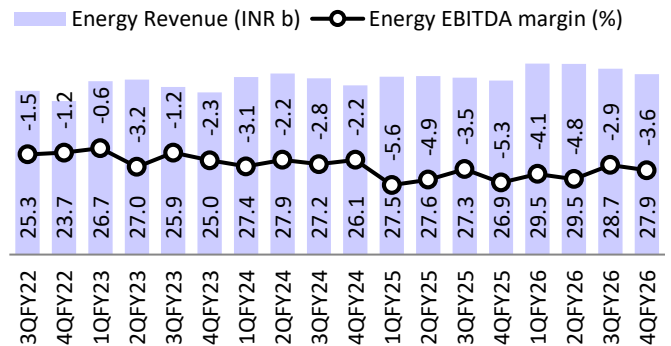


Exhibit 21: Average sharing factor stable QoQ at ~1.6x

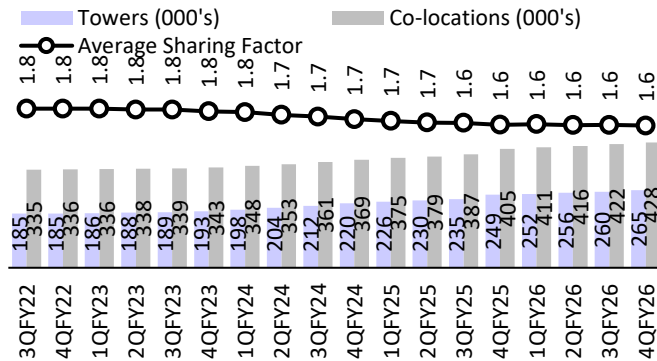


Exhibit 22: Sharing revenue per operator (ARPT) down 1% QoQ

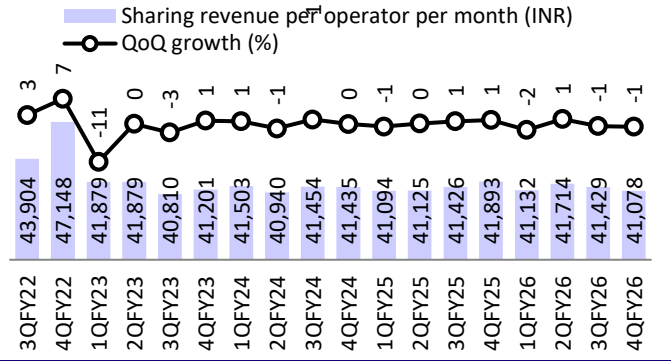
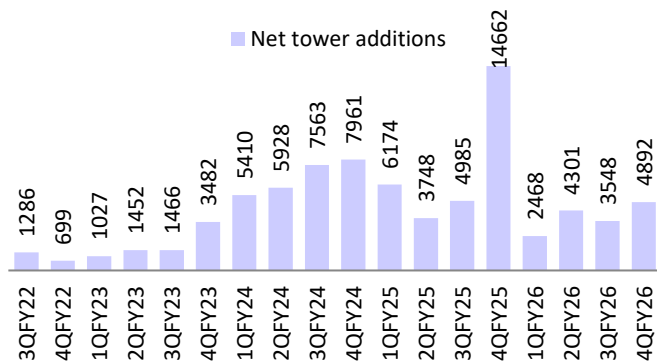
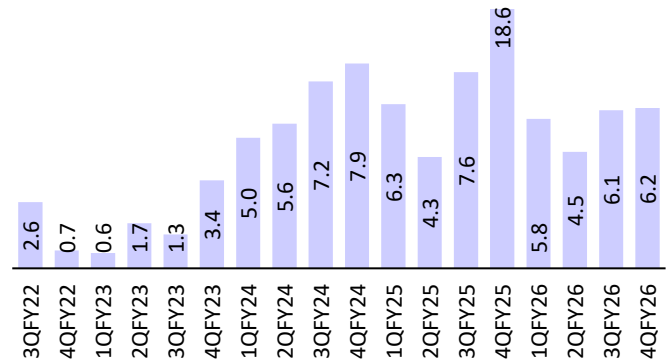


Exhibit 23: Tower additions improved QoQ



Source: MOFSL, Company

Exhibit 24: Tenancy additions continued to outpace tower additions in 4Q (in '000s)



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	
Total Income from Operations	2,56,729	2,77,172	2,83,818	2,86,006	3,01,228	3,24,931	3,39,149	3,54,100	
Change (%)	0.4	8.0	2.4	0.8	5.3	7.9	4.4	4.4	
Power and fuel	95,831	1,02,658	1,05,908	1,11,499	1,14,488	1,20,049	1,22,834	1,27,399	
Employee benefits expenses	7,681	7,722	7,741	7,823	8,414	8,711	9,234	9,561	
Other Expenses	22,248	17,785	73,483	21,118	-28,174	17,968	21,240	23,016	
Total Expenditure	1,25,760	1,28,165	1,87,132	1,40,440	94,728	1,46,728	1,53,307	1,59,976	
% of Sales	49.0	46.2	65.9	49.1	31.4	45.2	45.2	45.2	
EBITDA	1,30,969	1,49,007	96,686	1,45,566	2,06,500	1,78,203	1,85,842	1,94,123	
Margin (%)	51.0	53.8	34.1	50.9	68.6	54.8	54.8	54.8	
Depreciation	53,394	53,252	53,239	60,599	64,021	71,408	76,800	80,694	
EBIT	77,575	95,755	43,447	84,967	1,42,479	1,06,795	1,09,043	1,13,430	
Int. and Finance Charges	14,021	14,973	14,539	7,354	18,579	18,930	17,823	19,206	
Other Income	2,983	3,525	3,613	3,611	7,637	8,184	8,648	10,547	
PBT bef. EO Exp.	66,537	84,307	32,521	81,224	1,31,537	96,049	99,868	1,04,770	
EO Items	0	0	-4,928	0	-50,868	-2,695	0	0	
PBT after EO Exp.	66,537	84,307	27,593	81,224	80,669	93,354	99,868	1,04,770	
Total Tax	16,786	20,576	7,193	20,862	32,220	24,529	25,137	26,371	
Tax Rate (%)	25.2	24.4	26.1	25.7	39.9	26.3	25.2	25.2	
Reported PAT	49,751	63,731	20,400	60,362	99,317	71,520	74,731	78,400	
Adjusted PAT	49,751	63,731	24,043	60,362	61,252	69,361	74,731	78,400	
Change (%)	-1.0	28.1	-62.3	151.1	1.5	13.2	7.7	4.9	
Margin (%)	19.4	23.0	8.5	21.1	20.3	21.3	22.0	22.1	

Consolidated - Balance Sheet								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28	
Equity Share Capital	26,949	26,949	26,949	26,949	26,381	26,381	26,381	26,381	
Total Reserves	1,31,821	1,94,556	1,84,146	2,43,439	2,98,602	3,70,075	4,07,873	4,25,596	
Net Worth	1,58,770	2,21,505	2,11,095	2,70,388	3,24,983	3,96,456	4,34,254	4,51,977	
Total Loans	69,703	54,868	47,126	43,118	22,624	9,209	2,209	1,209	
Lease liabilities	1,34,119	1,42,392	1,44,723	1,62,192	1,88,934	2,02,060	1,98,098	1,89,039	
Deferred Tax Liabilities	703	918	-19,469	-18,471	4,049	7,662	7,662	7,662	
Capital Employed	3,63,295	4,19,683	3,83,475	4,57,227	5,40,590	6,15,387	6,42,222	6,49,887	
Net Fixed Assets	2,15,892	2,09,051	2,11,954	2,66,625	2,94,462	3,32,811	3,52,418	3,59,245	
Capital WIP	2,736	1,787	3,546	4,219	5,672	6,301	6,301	6,301	
Right of use assets	1,02,110	1,09,210	1,11,882	1,26,377	1,49,337	1,62,331	1,58,721	1,50,217	
Total Investments	22,714	16,521	2,756	28	14,861	43,156	43,156	43,156	
Curr. Assets, Loans&Adv.	1,05,985	1,43,107	1,16,117	1,42,956	1,67,347	1,68,552	1,82,804	1,95,362	
Account Receivables	38,285	70,586	48,687	64,507	47,675	49,393	46,459	48,507	
Cash and Bank Balance	145	9,802	224	631	18,561	15,523	31,426	39,798	
Loans and Advances	67,555	62,719	67,206	77,818	1,01,111	1,03,636	1,04,919	1,07,057	
Curr. Liability & Prov.	86,142	59,993	62,780	82,978	91,089	97,764	1,01,178	1,04,395	
Account Payables	32,588	21,293	21,219	22,797	24,450	26,724	27,893	29,123	
Other Current Liabilities	37,407	20,967	22,147	37,849	41,140	42,834	45,078	47,066	
Provisions	16,147	17,733	19,414	22,332	25,499	28,206	28,206	28,206	
Net Current Assets	19,843	83,114	53,337	59,978	76,258	70,788	81,626	90,968	
Appl. of Funds	3,63,295	4,19,683	3,83,475	4,57,227	5,40,590	6,15,387	6,42,222	6,49,887	

E: MOFSL Estimates

Financials and valuations

Ratios								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	18.5	23.6	8.9	22.4	23.2	26.3	28.3	29.7
Cash EPS	38.3	43.4	28.7	44.9	47.5	53.4	57.4	60.3
BV/Share	58.9	82.2	78.3	100.3	120.6	147.1	161.1	167.7
DPS	20.1	11.0	0.0	0.0	0.0	14.0	23.0	25.0
Payout (%)	126.4	54.0	0.0	0.0	0.0	51.6	81.2	84.1
Valuation (x)								
P/E	22.2	17.3	46.0	18.3	17.7	15.6	14.5	13.8
Cash P/E	10.7	9.4	14.3	9.1	8.6	7.7	7.1	6.8
P/BV	7.0	5.0	5.2	4.1	3.4	2.8	2.5	2.4
EV/Sales	4.5	4.1	4.0	4.0	3.6	3.2	3.0	2.8
EV/EBITDA	8.8	7.6	11.9	7.9	5.2	5.8	5.4	5.2
Dividend Yield (%)	4.9	2.7	0.0	0.0	0.0	3.4	5.6	6.1
FCF per share	28.2	23.2	17.6	-3.5	34.3	10.8	19.4	22.6
Return Ratios (%)								
RoE	29.6	33.5	11.1	25.1	20.6	19.2	18.0	17.7
RoCE	25.0	29.7	13.0	23.0	27.3	22.5	20.9	20.9
RoIC	17.2	19.9	8.4	15.2	17.9	15.0	14.7	15.1
Working Capital Ratios								
Fixed Asset Turnover (x)	1.2	1.3	1.3	1.1	1.0	1.0	1.0	1.0
Asset Turnover (x)	0.7	0.7	0.7	0.6	0.6	0.5	0.5	0.5
Inventory (Days)	0	0	0	0	0	0	0	0
Debtor (Days)	54	93	63	82	58	55	50	50
Creditor (Days)	46	28	27	29	30	30	30	30
Leverage Ratio (x)								
Current Ratio	1.2	2.4	1.8	1.7	1.8	1.7	1.8	1.9
Interest Cover Ratio	5.5	6.4	3.0	11.6	7.7	5.6	6.1	5.9
Net Debt/Equity	0.3	0.1	0.2	0.2	0.0	-0.1	-0.2	-0.2

Consolidated - Cash Flow Statement								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28	
OP/(Loss) before Tax	66,537	84,307	27,593	81,224	1,31,537	95,978	99,868	1,04,770	
Depreciation	53,394	53,252	53,239	60,599	64,021	71,408	76,800	80,694	
Interest & Finance Charges	14,021	16,033	16,704	18,638	14,400	15,516	9,175	8,659	
Direct Taxes Paid	-16,283	-19,129	-22,192	-18,700	-18,746	-19,929	-25,137	-26,371	
(Inc)/Dec in WC	-3,175	-33,897	-44,048	-10,445	64,397	4,739	5,065	-969	
CF from Operations	1,14,494	1,00,566	31,296	1,31,316	2,55,609	1,67,712	1,65,770	1,66,783	
Others	-6,930	-9,355	47,752	-15,495	-97,394	-53,079	-46,986	-49,265	
CF from Operating incl EO	1,07,564	91,211	79,048	1,15,821	1,58,215	1,14,633	1,18,785	1,17,519	
(Inc)/Dec in FA	-31,507	-28,697	-31,681	-84,465	-67,840	-86,258	-67,597	-58,016	
Free Cash Flow	76,057	62,514	47,367	31,356	90,375	28,375	51,188	59,502	
(Pur)/Sale of Investments	18,154	6,391	13,824	2,789	-44,107	-17,592	0	0	
Others	673	569	557	6,218	2,841	1,867	8,648	10,547	
CF from Investments	-12,680	-21,737	-17,300	-75,458	-1,09,106	-1,01,983	-58,949	-47,470	
Issue of Shares	37	-154	-75	-130	-26,658	-263	0	0	
Inc/(Dec) in Debt	-24,690	-55,244	-37,947	-31,734	-20,507	-13,418	-7,000	-1,000	
Interest Paid	-3,310	-4,418	-3,666	-4,066	0	0	0	0	
Dividend Paid	-65,654	0	0	0	0	0	-36,933	-60,676	
Others	0	0	-29,639	0	15,986	15,057	0	0	
CF from Fin. Activity	-93,617	-59,816	-71,327	-35,930	-31,179	1,376	-43,933	-61,676	
Inc/Dec of Cash	1,267	9,658	-9,579	4,433	17,930	14,026	15,903	8,372	
Opening Balance	-1,123	144	9,803	224	631	1,497	15,523	31,426	
Closing Balance	144	9,802	224	4,657	18,561	15,523	31,426	39,798	

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