

Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	75,201	-0.2	-11.8
Nifty-50	23,618	-0.1	-9.6
Nifty-M 100	61,022	0.9	0.9
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	7,354	-0.7	7.4
Nasdaq	25,871	-0.8	11.3
FTSE 100	10,331	0.1	4.0
DAX	24,401	0.4	-0.4
Hang Seng	8,640	0.5	-3.1
Nikkei 225	60,551	-0.4	20.3
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	115	-0.4	83.6
Gold (\$/OZ)	4,483	-1.8	3.8
Cu (US\$/MT)	13,334	-1.5	7.1
Almn (US\$/MT)	3,653	0.7	23.1
Currency	Close	Chg .%	CYTD.%
USD/INR	96.5	0.2	7.4
USD/EUR	1.2	-0.4	-1.2
USD/JPY	159.1	0.2	1.5
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	7.1	-0.02	0.5
Flows (USD b)	19-May	MTD	CYTD
FII	-0.25	-1.79	-22.6
DII	0.39	5.26	37.6
Volumes (INRb)	19-May	MTD*	YTD*
Cash	1,424	1503	1348
F&O	6,55,218	2,87,330	2,77,685

Note: Flows, MTD includes provisional numbers.

*Average



Today's top research idea

GE Vernova T&D India: Strong margin performance

- ❖ GE Vernova T&D India's (GVTD) 4QFY26 results came in ahead of our estimates, with a strong beat on margins. Order inflows for the year stood strong at INR148b (up 37% YoY). Though base ordering was weak in 4Q and can remain weak in the near term from domestic markets till capacities ramp up from players, export orders can offset the weakness in domestic orders in the near term. The company expressed confidence in securing INR70-80b of base orders from the domestic market (excluding HVDC) and expects inflows to improve from export markets too, mainly from the US.
- ❖ Margin performance stood strong in the quarter at 30%, adjusted for MTM loss, and we expect GVTD to sustain strong margins, aided by healthy revenue mix, adequate variable pricing clause and operating leverage benefits.
- ❖ We increase our estimates by 7%/8% for FY27/28E to bake in higher margins and roll forward our valuation to Jun'28 estimates. We reiterate BUY with a revised TP of INR5,200 (INR4,750 earlier), implying 58x Jun'28E EPS.



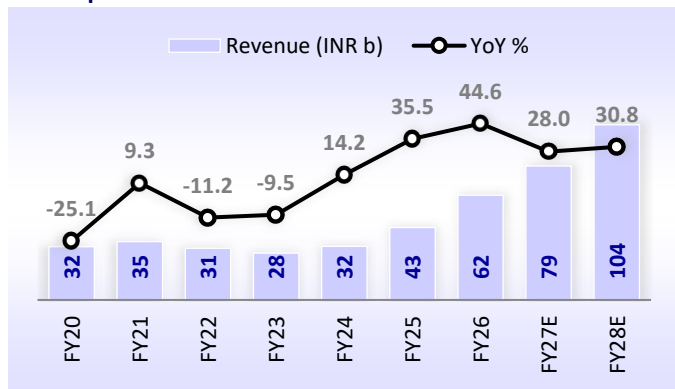
Research covered

Cos/Sector	Key Highlights
GE Vernova T&D India	Strong margin performance
Titan Company	Regulatory headwinds vs. Gold price cycle vs. Titan
IOCL	Near-term headwinds prevail
Zydus LifeSciences	DF/EM offset moderating US business
Indraprastha Gas	1QFY27 margins pressured by higher gas costs
Other Updates	Triveni Turbine Anant Raj Zee Entertainment Equitas Small Finance Bank Safari Industries VRL Logistics Indian General Insurance Bharat Electronics Hindalco - Novelis 4QFY26 BPCL Mankind Pharma PI Industries Fine Organic Industries Prince pipes United Foodbrands



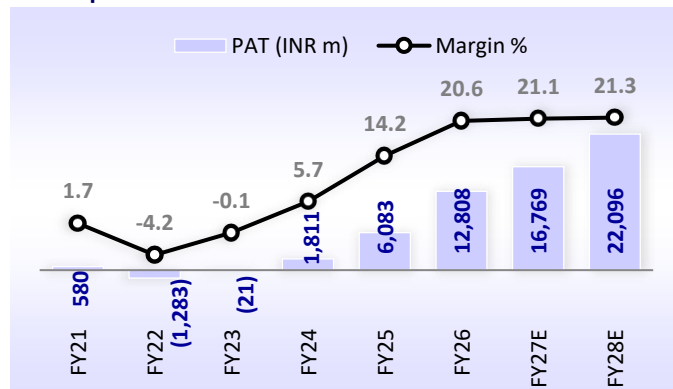
Chart of the Day: GE Vernova T&D India (Strong margin performance)

We expect 29% revenue CAGR over FY26-28



Source: Company, MOFSL

We expect 31% CAGR in PAT over FY26-28



Source: Company, MOFSL

Research Team

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.



Kindly click on textbox for the detailed news link

1

Mercury Rising: Peak power demand hits record 260.5 GW

India's electricity demand has hit an all-time high of 260.5 gigawatts. This record was set on Tuesday as heat waves gripped the nation. The demand is rising sharply even before the peak summer months. This surge underscores the growing need for electricity.

2

RIL, NTPC, Adani and Lalitpur line up Rs 6.5 lakh cr for nuclear energy

Reliance Industries will invest Rs 2 lakh crore to develop 7,200 MW of nuclear capacity. Adani Power has outlined Rs 1.5 lakh crore for 6,000 MW projects, while state-run NTPC will invest Rs 1 lakh crore in building 7,200 MW capacity.

3

Banks seek RBI relief on InvIT lending rules, warn 3-yr track record rule may slow infra monetisation & fresh funding

Banks have asked the Reserve Bank of India to relax new lending rules for Infrastructure Investment Trusts. The proposed three-year operational track record requirement could delay infrastructure monetisation and new project funding.

4

Ready to flex ethanol muscle, E100 gets road map to cut oil imports

India is set to boost E100 flex fuel availability with 5,000 dispensing stations planned within two years. This initiative aims to significantly cut crude oil imports. Automobile and oil companies are collaborating on this roadmap.

5

Automakers' joy ride hits a big cost hurdle

Rising input costs and freight charges, driven by the West Asia crisis, are pressuring automakers to increase vehicle prices. This surge in expenses, coupled with a depreciating rupee, threatens to derail the strong demand rally seen post-GST cuts.

6

More than 8,800 cases admitted under IBC, creditors realise over Rs 4.11 lakh cr till Dec 2025

India's Insolvency and Bankruptcy Code has seen significant success. By December 2025, over 8,800 corporate insolvency cases were admitted. Creditors have recovered more than Rs 4.11 lakh crore through approved plans.

7

INOXGFL leads race for Vena's India biz buyout; Proposed deal may give Rs 4,500-5,000 crore enterprise value

INOXGFL Group is poised to acquire Vena Energy's Indian renewable energy business. The deal is valued between ₹4,500-5,000 crore. This move signifies INOXGFL's aggressive expansion in India's clean energy sector.

GE Vernova T&D India

Estimate changes



TP change



Rating change



Bloomberg	GVTD IN
Equity Shares (m)	256
M.Cap.(INRb)/(USD\$b)	1122.8 / 11.6
52-Week Range (INR)	4850 / 1755
1, 6, 12 Rel. Per (%)	9/53/143
12M Avg Val (INR M)	2186

Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	62.1	79.4	103.9
EBITDA	16.8	22.2	29.1
PAT	12.8	16.8	22.1
EPS (INR)	50.0	65.5	86.3
EPS Growth (%)	110.5	30.9	31.8
BV/Share (INR)	105.1	156.8	225.0

Ratios

RoE (%)	57.4	50.0	45.2
RoCE (%)	57.9	50.4	45.5

Valuations

P/E (x)	87.7	67.0	50.8
P/BV (x)	41.7	28.0	19.5
EV/EBITDA (x)	65.8	49.4	37.3

Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	51.0	51.0	51.0
DII	21.4	23.3	28.2
FII	20.4	18.5	13.1
Others	7.2	7.3	7.8

FII includes depository receipts

CMP: INR4,385

TP: INR5,200 (+19%)

Buy

Strong margin performance

GE Vernova T&D India's (GVTD) 4QFY26 results came in ahead of our estimates, with a strong beat on margins. Order inflows for the year stood strong at INR148b (up 37% YoY). Though base ordering was weak in 4Q and can remain weak in the near term from domestic markets till capacities ramp up from players, export orders can offset the weakness in domestic orders in the near term. The company expressed confidence in securing INR70-80b of base orders from the domestic market (excluding HVDC) and expects inflows to improve from export markets too, mainly from the US. Margin performance stood strong in the quarter at 30%, adjusted for MTM loss, and we expect GVTD to sustain strong margins, aided by healthy revenue mix, adequate variable pricing clause and operating leverage benefits. We increase our estimates by 7%/8% for FY27/28E to bake in higher margins and roll forward our valuation to Jun'28 estimates. We reiterate BUY with a revised TP of INR5,200 (INR4,750 earlier), implying 58x Jun'28E EPS.

In-line revenue, beat on profitability

GVTD reported in-line revenue, while EBITDA and PAT beat our estimates in 4Q. Revenue came in at INR16.4b, up 42% YoY. Gross margin stood at 47.0%, up 470bp YoY. This, coupled with operating leverage benefits, led to EBITDA growth of 77% YoY to INR4.4b (14% beat). EBITDA margin expanded 530bp YoY to 27.2% vs. our estimate of 24.0%. EBITDA margin, adjusted for forex MTM loss of INR500m, stood at 30.2%. Fueled by strong margins, higher-than-expected other income, and lower-than-expected tax rate, PAT at INR3.5b (+86% YoY) beat our estimate by 33%. For FY26, order intake rose 37% YoY to INR148b. For FY26, revenue/EBITDA/PAT grew 45%/106%/111% YoY to INR62b/INR17b/INR13b, while margins expanded 800bp YoY to 27.1%. OCF/FCF rose 89%/86% to INR17b/INR15b. The board has declared a dividend of INR10/share for FY26.

Domestic transmission pipeline remains healthy

GVTD delivered a strong domestic performance in FY26, with revenue rising 34% YoY to INR41.7b. FY26 inflows increased 81% YoY to INR136b, aided by the large HVDC order win in Jan'26, while base ordering remained relatively weaker. In the near term, ordering can remain weak from domestic markets till capacities ramp up from players. In the **medium term**, with over 33 transmission projects currently under bidding, including 21 projects at the 765kV level, GVTD remains well-positioned to benefit given its strong capabilities in advanced transmission technologies. **In the long term**, India's targets of ~800GW renewable capacity, 900GW of non-fossil fuel electricity generation capacity, and more than 10 HVDC projects expected by 2035 support a multi-year capex cycle. Additionally, emerging segments such as data centers are expected to gradually become incremental growth drivers as larger 400kV and 765kV-linked facilities scale up over the next four to five years. Low exposure to state utilities at below 2% of backlog should also continue to support execution quality. We expect a CAGR of 16%/30% in domestic inflows/ revenue over FY26-28. The current HVDC win is likely to contribute to revenue from FY29 onward.

Execution timeline of the recent HVDC win

GVTD secured a large VSC-based HVDC order from Adani in Jan'26, which materially boosted FY26 inflows and strengthened its order book. Given the long execution cycle associated with HVDC projects, the initial two years are expected to remain largely focused on engineering, design finalization and supply-chain preparation. Revenue contribution from this project is likely to remain limited over FY27-28, with meaningful revenue recognition expected to commence from FY29 onward.

Export opportunities led by rising HVDC and data center demand

Export order inflow growth remained subdued in FY26 at INR12b, as FY25 inflows included large project wins. Excluding those, base ordering grew 15-20% YoY in FY26. Export revenue contributed ~30% of overall revenue, while GVTD expects this contribution to grow steadily over the medium term. The company is seeing rising opportunities across the US, Europe, the Middle East and Asia, driven by renewable integration, grid modernization, aging transmission infrastructure and large-scale data center investments. GVTD expects to cater to largely transformers, switchgear, HVDC-related equipment and other HV products. The company expects FY27 export ordering to improve materially, supported by potential finalization of ~INR14b-15b high-voltage product order for US data center applications in the near term. This single order itself could exceed the entire FY26 export ordering base. Another order worth INR30b from the parent entity is likely to get finalized by 2HFY27. We expect export inflows to recover and export revenue CAGR of 27% over FY26-28.

Strong margin performance leading to upgrade in estimates

4Q EBITDA margin stood at 27.2% (expanding 530bp YoY), supported by stronger export contribution, better execution and operating leverage. Margins also included the impact of ~INR500m forex MTM loss and stood at 30% adjusted for MTM loss. We expect GVTD to sustain strong margins, aided by healthy revenue mix, adequate variable pricing clause and operating leverage benefits. The company has guided for margins to remain at mid-to-high 20s going forward.

Capex aimed at catering to strong domestic and export demand

GVTD had earlier announced a capex plan of over INR10b through FY28 aimed at expanding manufacturing capacity across multiple product categories. The company is increasing investments in HVDC-related capabilities, including thyristor valves, controls and air-core reactors to improve localization in future projects. Additionally, the company announced an incremental INR550m investment toward a new disconnecter and drive manufacturing facility at Vallam, Tamil Nadu, for creating new capacity for Disconnectors and Drives for 362kV Dead Tank Circuit Breakers. The capex rollout will remain phased across FY27-FY28 and is expected to be fully internally funded, supported by a net cash balance of ~INR25b at FY26-end.

Financial outlook and valuation

We increase our estimates by 7%/8% for FY27/28 to factor in better margin profile. We expect revenue/EBITDA/PAT CAGR of 29%/31%/31% over FY26-28. The stock is currently trading at 67.0x/50.8x on FY27/FY28 EPS. We maintain BUY on the stock with a revised DCF-based TP of INR5,200, implying 58x multiple on Jun'28E EPS.

Key risks and concerns

Key risks include lower-than-expected growth in base orders, margin pressure, higher competition, and delays in execution ramp-up across HVDC projects.

Standalone - Quarterly Earnings Model
(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net sales	9,583	11,078	10,737	11,525	13,301	15,385	17,006	16,371	42,923	62,063	16,192	1
YoY Change (%)	33.6	58.8	28.0	26.2	38.8	38.9	58.4	42.0	35.5	44.6	40.5	
EBITDA	1,822	2,047	1,797	2,521	3,876	3,965	4,546	4,449	8,187	16,836	3,890	14
YoY Change (%)	258.5	237.5	86.1	127.2	112.7	93.7	153.0	76.5	156.7	105.6	54.3	
Margins (%)	19.0	18.5	16.7	21.9	29.1	25.8	26.7	27.2	19.1	27.1	24.0	
Depreciation	121	121	117	115	111	116	116	121	473	464	139	-13
Interest	20	28	39	57	28	22	28	70	143	148	80	-12
Other Income	118	39	258	211	163	186	188	372	626	908	180	106
PBT before EO expense	1,799	1,938	1,899	2,561	3,900	4,013	4,590	4,630	8,197	17,133	3,851	20
Extra-Ord expense	0	0	0	0	0	0	693	-57	0	636	0	
PBT	1,799	1,938	1,899	2,561	3,900	4,013	3,897	4,687	8,197	16,497	3,851	22
Tax	454	491	472	696	988	1,018	989	1,170	2,113	4,165	1,222	
Rate (%)	25.2	25.4	24.9	27.2	25.3	25.4	25.4	25.0	25.8	25.2	31.7	
Reported PAT	1,345	1,446	1,427	1,865	2,912	2,995	2,908	3,518	6,083	12,333	2,630	34
Adj PAT	1,345	1,446	1,427	1,865	2,912	2,995	3,425	3,476	6,083	12,808	2,619	33
YoY Change (%)	376.4	289.1	189.1	181.3	116.4	107.1	140.1	86.4	236.0	110.5	40.4	
Margins (%)	14.0	13.1	13.3	16.2	21.9	19.5	20.1	21.2	14.2	20.6	16.2	

Y/E March	FY25				FY26				FY25	FY26
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue breakup										
Domestic	6,633	7,882	8,420	8,903	8,051	10,488	12,303	10,890	31,115	41,732
YoY Change (%)	32.3	58.7	63.8	41.3	21.4	33.1	46.1	22.3	45.3	34.1
Exports	2,950	3,196	2,317	2,622	5,250	4,897	4,703	5,481	11,808	20,331
YoY Change (%)	36.4	58.9	-28.7	-7.6	78.0	53.2	103.0	109.0	15.1	72.2
Total revenue	9,583	11,078	10,737	11,525	13,301	15,385	17,006	16,371	42,923	62,063
YoY Change (%)	33.5	58.8	28.0	26.1	38.8	38.9	58.4	42.0	35.5	44.6
Order inflow breakup										
Domestic	8,374	21,957	17,558	27,277	13,923	13,365	25,153	83,487	75,166	1,35,928
YoY Change (%)	7.0	165.4	62.9	158.8	66.3	-39.1	43.3	206.1	100.8	80.8
Exports	1,916	24,867	3,200	2,634	2,276	2,696	4,208	2,653	32,617	11,833
YoY Change (%)	-14.3	878.2	-75.2	-6.2	18.8	-89.2	31.5	0.7	59.2	-63.7
Total order inflows	10,290	46,824	20,758	29,911	16,199	16,061	29,361	86,140	1,07,783	1,47,761
YoY Change (%)	2.2	332.9	-12.3	124.1	57.4	-65.7	41.4	188.0	86.1	37.1

Titan Company

BSE SENSEX 75,201 S&P CNX 23,618

CMP: INR4,102 TP: INR5,150 (+26%) Buy



Stock Info

Bloomberg	TTAN IN
Equity Shares (m)	888
M.Cap.(INRb)/(USDb)	3641.8 / 37.7
52-Week Range (INR)	4605 / 3301
1, 6, 12 Rel. Per (%)	-6/14/19
12M Avg Val (INR M)	3964
Free float (%)	47.1

Financials Snapshot (INR b)

Y/E Dec	2026	2027E	2028E
Sales	875.8	994.7	1,146.2
Sales Gr. (%)	44.9	13.6	15.2
EBITDA	83.6	99.9	120.1
Margins (%)	9.5	10.0	10.5
Adj. PAT	51.5	63.2	77.3
Adj. EPS (INR)	57.9	71.1	86.8
EPS Gr. (%)	36.9	22.8	22.2
BV/Sh.(INR)	176.4	226.2	287.0

Ratios

RoE (%)	37.7	35.3	33.8
RoCE (%)	15.4	16.1	18.3
Payout (%)	19.3	30.0	30.0

Valuations

P/E (x)	70.8	57.6	47.2
P/BV (x)	23.2	18.1	14.3
EV/EBITDA (x)	44.3	36.7	30.6
Div. Yield (%)	0.3	0.5	0.6

Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	52.9	52.9	52.9
DII	15.0	15.0	12.2
FII	15.7	15.6	17.9
Others	16.3	16.5	17.0

FII Includes depository receipts

Regulatory headwinds vs. Gold price cycle vs. Titan

- Titan has been an outlier in FY26 among the most category leaders in terms of both earnings performance and stock performance ([link](#)). However, there are several challenges for Titan related to (1) the recent customs duty hike on gold from 6% to 15%, (2) any potential regulatory intervention, and (3) Titan's performance in no gold inflation. In this note, we share our analysis on each challenge. To understand the challenges, we have analyzed previous phases of flat gold prices and Titan's performance.
- Moreover, in this note, we compare Titan with other category leaders like HUL, Asian Paints, UNSP, PAGE and Jubilant FoodWorks to highlight the performance difference among leaders and the TAM opportunity. Titan is the market leader in jewelry with 8% share, while the organized jewelry market still makes up <40%. This gives us confidence in Titan's growth longevity. Other category leaders have high market share in highly penetrated categories and they already enjoy a major share in the organized market. Titan is still disrupting regional players and new competition, while other market leaders are struggling with new competition, thereby focusing on retaining their share. It gives Titan long-term growth visibility in the jewelry segment beyond gold cycles.
- We reduce our EPS estimates by 2% for FY27 and 1% for FY28 due to increase in custom duty. However, we believe Titan can manage the ongoing situation well by keep finding new gold sourcing avenues (temple jewellery, exchange, etc), superior balance sheet can help in regulator tightening. With better long term growth prospects, historically stock performance post one-year of regulatory announcement has mostly been positive (outperforming to NIFTY-50 as well). We reiterate our BUY rating on the stock with a TP of INR5,150 at 60x Mar'28E EPS.

Regulatory headwinds vs. Titan

The Government of India has increased customs duty on gold and silver imports to 15% from 6% (and platinum to 15.4% from 6.4%) to reduce pressure on forex reserves amid ongoing West Asia tensions. The current duty hike is aimed at controlling gold imports and reducing the pressure on CAD and currency depreciation. Gold accounts for ~9% of India's total imports (~USD72.4bn in FY26).

Given gold inflation is 40-50%, another 9-10% additional increase will possibly hurt the demand in the short term. Inventory gains will be observed across companies, even for companies that hedge gold, as hedging does not cover customs duty hikes. We have seen inventory losses in FY25 after custom duty reductions.

Gold price cycle vs. Titan

During 2017-2018, when gold prices were largely flat, Titan delivered 25% revenue CAGR in FY17-FY19 and >35% EBIT CAGR. Similarly, gold prices were flat during 2021-2022, and Titan clocked 35% revenue CAGR and 60% EBIT CAGR during FY21-23. In the flat gold price scenario, consumers regain the momentum to purchase high-carat products, along with positive buying trends across income segments.

FY25 and FY26 have seen sharp gold inflation (2x jump), which impacted Titan's FY25 EBIT performance but it managed well in FY26. Customer footfall has been subdued, and Titan saw flat buyer growth in 1HFY26 ([link](#)), although it improved in 2HFY26 after the company's exchange offer initiative. The current gold price gives 35% gold inflation YoY for 9MFY27, which gives enough time for consumers and Titan to adjust to the new price level. Titan can drive buyer growth and sales of high-carat products in such a stable price environment as seen in the past.

Structural growth tailwind; formalization driving opportunity

- India's jewellery market continues to offer a strong structural growth opportunity, led by ongoing formalization. Since only ~40% of the market is served by organized players, there is significant headroom for branded players to gain share.
- With ~8% market share, Titan is well positioned to benefit from this shift and is targeting 10-11% share by FY27E. Organized players consistently outpaced the broader industry (20% CAGR vs. 8% over FY19-25).
- While industry-wide buyer growth has remained muted, Titan's exchange programs (TEP+GEP; ~50% of the mix) have supported new customer onboarding. Titan has also enhanced customer value by removing the traditional deduction on low-carat gold (<22k), now offering 0% loss on gold up to 9k. While gold exchange schemes exert minor pressure at the transaction level, they can enhance lifetime value through repeat purchases, referrals, and trust-building, resulting in strong ROI and share gains.

Multi-format provides more headroom for store and customer expansion

- Titan has over the years expanded into multiple jewelry formats, ranging from lightweight jewelry (CaratLane) to Tanishq, Mia (daily wear mid to premium format) and Zoya (super-premium format). Besides, its entry into LGDs (BeYon) gives store expansion headroom for capturing new-age customers.
- The organized jewellery market has expanded to over 2,700 stores, with Titan accounting for ~43% share (1,194 India jewelry stores by FY26, Exhibit 10).
- Multi-format presence drives new customer acquisition and helps Titan become a relevant player in any change in consumer trends. CaratLane and LGDs can give such opportunities in the future.

EBIT growth a key metric; hedging gives comfort in gold price volatility

- Titan registered 12% EBIT growth in jewelry in FY25 as margins were down by ~100bp. Gold inflation, weak mix and competitive pressure impacted operating margin. In FY26, standalone EBIT margin (ex-bullion) contracted by ~60bp to 10.8%, though EBIT growth grew by 24%.
- We model standalone jewelry (ex-bullion) EBIT growth of 22%/18% in FY27/FY28. The company follows a 100% gold hedging strategy, among the highest in the industry, which protects it from volatility in gold prices. In contrast, many peers, especially unorganized players (~60% of the market), either do not hedge or only partially hedge, leaving them exposed to margin pressure during periods of gold price correction.
- While the surge in gold prices over the past year has led to inventory gains for several players, Titan still maintained a margin advantage over domestic peers. Titan benefits from a higher share of value-added and designed products,

supported by a large portfolio of 14,000+ designs. This enables better pricing power and higher realizations, supporting its margin profile despite competitive intensity.

Inspiring progress for CaratLane

- Titan's acquisition of Caratlane in 2016 marked its entry into the online jewelry segment. Caratlane is delivering robust performance, with revenue rising from INR4.2b in FY19 to INR47b in FY26 (40% CAGR). The business has transitioned from losses to profitability, achieving breakeven in FY21. EBIT margins have now reached double digits (~10% in FY26), reflecting operating leverage and a stable contribution to Titan's profitability.
- Caratlane has scaled up its store network from 55 in FY19 to 370 in FY26, significantly improving its reach and brand visibility. The company plans to expand to 425 stores across 200+ towns by FY27 and expand its customer base to ~3m from ~1.5m in FY24.
- Caratlane is well positioned to benefit from premiumization in lightweight jewelry (18k/14k), particularly among younger consumers.

Damas acquisition expands international footprint

- Titan is strengthening its GCC presence with a focus on catering not only to the Indian diaspora but also to the Arab population. Titan has acquired a 67% stake in Damas Jewelry (excluding the luxury brand Graff) in Jul'25.
- Damas, headquartered in Dubai, operates 146 stores across GCC markets and has strong brand equity among Arab consumers, with a premium positioning and higher studded jewellery mix compared to Tanishq.
- The company plans to adopt a dual-brand strategy in the GCC, with Tanishq catering to the South Asian diaspora and Damas targeting local Arab consumers.
- The transaction is funded through a mix of debt, internal accruals, and cash reserves, with a significant portion of borrowings at 6% interest. The acquisition is expected to be EPS-dilutive in CY26 and neutral in CY27, it is projected to turn EPS-accretive from CY28 onward.




Valuation and view

- TTAN, with its superior competitive positioning (in sourcing, studded ratio, youth-centric focus, and reinvestment strategy), continues to outperform other branded players. Its brand recall and business moat are not easily replicable; therefore, Tanishq's competitive edge will remain strong in the category.
- The Jewelry store count reached 1,349 as of Mar'26, and the expansion story remains intact. The non-jewelry business is also scaling up well and will contribute to growth in the medium term.
- We reduce our EPS estimates by 2% for FY27 and 1% for FY28 due to increase in custom duty. However, we believe Titan can manage the ongoing situation well by keep finding new gold sourcing avenues (temple jewellery, exchange, etc), superior balance sheet can help in regulator tightening. With better long term growth prospects, historically stock performance post one-year of regulatory announcement has mostly been positive (outperforming to NIFTY-50 as well). **We model sales, EBITDA and APAT CAGR of 14%/20%/22% over FY26-28E and reiterate BUY rating on the stock with a TP of INR5,150 at 60x Mar'28E EPS.**

Titan performance over the years

Consolidated Segmental	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Sales (INR b)										
Jewelry	163.9	173.2	193.2	255.2	359.1	455.2	539.7	796.6	903.2	1040.9
Watches & Wearables	24.5	26.2	15.9	23.2	33.1	39.3	46.0	52.7	60.6	69.7
Eyewear	5.1	5.4	3.8	5.2	6.9	7.3	8.0	9.2	10.4	11.7
Others	6.2	7.2	5.5	6.8	9.7	14.4	15.8	22.9	26.4	30.1
Total	199.6	212.0	218.3	290.3	408.8	516.2	609.4	881.4	1000.5	1152.4
Sales Growth (YOY)										
Jewelry	23.6	5.7	11.6	32.1	40.7	26.8	18.5	47.6	13.4	15.2
Watches & Wearables	14.8	7.1	-39.5	46.0	42.9	18.7	17.0	14.5	15.0	15.0
Eyewear	22.6	6.9	-31.1	37.9	33.3	5.4	10.3	14.4	13.0	13.0
Others	39.3	17.0	-23.9	23.4	43.5	48.1	9.7	45.4	15.0	14.0
Sales mix (%)										
Jewelry	82%	82%	89%	88%	88%	88%	89%	90%	90%	90%
Watches & Wearables	12%	12%	7%	8%	8%	8%	8%	6%	6%	6%
Eyewear	3%	3%	2%	2%	2%	1%	1%	1%	1%	1%
Others	3%	3%	3%	2%	2%	3%	3%	3%	3%	3%
EBIT (INR b)										
Jewelry	19.1	20.5	17.0	30.8	43.9	48.1	54.4	72.1	86.2	104.3
Watches & Wearables	2.7	3.2	-1.3	1.2	4.1	3.9	5.5	8.2	9.4	10.8
Eyewear	0.0	-0.1	0.2	0.6	1.0	0.8	0.8	0.8	0.9	1.2
Others	-1.6	-0.8	-0.6	-0.6	-1.5	-0.4	-0.5	-0.3	-0.3	-0.4
EBIT Growth (YOY)										
Jewelry	30.4	7.5	-17.1	81.3	42.2	9.7	13.1	32.5	19.5	21.1
Watches & Wearables	27.9	18.5	-141.8	-190.2	242.9	-3.7	39.4	50.4	13.9	15.0
Eyewear	-199.2	502.1	-260.5	158.7	64.7	-18.4	0.0	-3.8	21.0	25.6
Others	79.1	-48.0	-26.9	-4.8	147.5	-70.5	9.3	-40.4	15.0	14.0
EBIT Margin (%)										
Jewelry	11.6	11.8	8.8	12.1	12.2	10.6	10.1	9.0	9.5	10.0
Watches & Wearables	10.9	12.1	-8.3	5.1	12.3	10.0	11.9	15.6	15.5	15.5
Eyewear	-0.5	-2.6	6.1	11.5	14.2	11.0	10.0	8.4	9.0	10.0
Others	-26.5	-11.8	-11.3	-8.7	-15.1	-3.0	-3.0	-1.2	-1.2	-1.2

Source: MOFSL, Company

Estimate change	
TP change	
Rating change	

CMP: INR135 TP: INR150 (+11%) Neutral

Near-term headwinds prevail

Bloomberg	IOCL IN
Equity Shares (m)	14121
M.Cap.(INRb)/(USDb)	1906.4 / 19.7
52-Week Range (INR)	189 / 130
1, 6, 12 Rel. Per (%)	-4/-11/-1
12M Avg Val (INR M)	2280

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	7,844	8,816	7,881
EBITDA	843	410	523
Adj. PAT	398	130	175
Adj. EPS (INR)	28.9	9.4	12.7
EPS Gr. (%)	272.6	-67.4	34.5
BV/Sh.(INR)	159.4	165.9	174.2

Ratios

Net D:E	0.5	0.5	0.5
RoE (%)	19.6	5.8	7.5
RoCE (%)	15.9	5.8	7.5
Payout (%)	27.0	31.3	34.2

Valuations

P/E (x)	4.7	14.3	10.6
P/BV (x)	0.8	0.8	0.8
EV/EBITDA (x)	3.6	7.5	5.9
Div. Yield (%)	6.1	2.2	3.2
FCF Yield (%)	26.3	3.4	9.1

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	51.5	51.5	51.5
DII	28.7	29.6	29.6
FII	9.9	8.6	7.4
Others	10.0	10.3	11.6

FII includes depository receipts

- IOCL's EBITDA/APAT came in 56%/47% above our estimate at INR263b/INR132b (up 88%/81% YoY). LPG under-recovery of INR2.4b was booked in 4Q (INR9.6b in 3Q). Marketing and refining throughput came in line with our estimate. The petchem segment posted an EBIT of INR12.1b (vs. EBIT loss of INR3.6b in 3Q). The company has recognized an impairment loss of INR24.3b in 4Q.
- **Key things we liked about the result:** 1) IOCL posted a strong performance with EBITDA/APAT rising 88%/81% YoY, likely fueled by inventory gains. 2) Operational efficiency has increased, with Project SPRINT delivering INR22b in savings (FY27 savings target: INR25b). 3) IOCL's standalone net debt stood at INR663b as of 31st Mar'26 (31 Mar'25: INR1,339b). 4) Key projects such as the Panipat, Gujarat, and Barauni refinery expansions are scheduled for commissioning by Dec'26, Nov'26, and Aug'26, respectively. Additionally, the PX-PTA plant and polybutadiene rubber plant are expected to come online by Aug'26 and Jun'26.
- **Key monitorables:** 1) Domestic LPG losses have worsened to ~INR670/cylinder in May'26 (vs. ~INR170/cylinder in Apr'26 and ~INR80/cylinder in 4QFY26). 2) After the ~INR4/lit petrol/diesel retail price hike, gross auto-fuel marketing losses are still in the range of INR10-20/lit. We see the possibility of another INR2-3/lit MS/HSD retail price hike if the situation continues. 3) With OMCs making huge marketing losses, we believe that some form of government compensation/support remains a possibility.
- **Key assumption:** In FY27, we model a consol. EBITDA/APAT of INR410b/INR130b (declining 51%/67% YoY), as we assume: 1) gross MS and HSD marketing margin losses of INR5/INR2.5 per lit in 1QFY27/2QFY27 (normalizing to INR4.5/lit in 2HFY27-FY28). 2) LPG under-recovery per cylinder of INR200/100 in 1QFY27/2QFY27. 3) GRM of USD16/15 per bbl in 1QFY27/2QFY27 (normalizing to USD6.5/bbl in 2HFY27-FY28).
- **Valuation and view:** IOCL currently trades at 0.8x one-year forward P/B, below its 10-year average. We value the stock at 0.9x Dec'27E consol. P/B to arrive at our TP of INR150.

Beat likely led by inventory gains

- EBITDA came in 56% above our estimate at INR262.6b (rising 88% YoY).
 - LPG under-recovery of INR2.4b was booked in 4Q (INR9.6b in 3Q).
 - Marketing and refining throughput came in line with our estimate.
 - The petchem segment posted an EBIT of INR12.1b (vs. an EBIT loss of INR3.6b in 3Q).
- IOCL's reported PAT came in 27% above our estimate at INR113.8b. However, adj. PAT stood 47% above est. at INR131.8b.
 - The company has recognized an impairment loss of INR24.3b in 4Q.
 - Other income stood above est., while interest and depreciation stood below est.
- **As of 31st Mar'26**, IOCL had a cumulative negative net buffer of INR231b due to the under-recovery on LPG cylinders (INR243.2b in Dec'25).

- The MoP&NG, through letters dated 3rd/24th Oct'25, approved a compensation of INR144.9b to the company for under-recoveries on the sale of domestic LPG up to 31st Mar'25, and those expected up to 31st Mar'26. The amount will be released in 12 equal monthly installments, with accruals recognized monthly starting Nov'25. Accordingly, three equal monthly instalments totaling INR36.2b have been recognized in 4Q.
- IOCL's standalone net debt stood at **INR663b** as of 31st Mar'26 (31 Mar'25: INR1,339b) **(positive)**.
- IOCL generated cash flow from operations of **INR714b** in FY26 (FY25: INR333b).
- The Board has declared a final dividend of INR1.25/sh (FV: INR10/sh).

Valuation and view

- IOCL is set to commission multiple projects over the next two years, driving growth acceleration. Refinery projects that are currently underway, including the Panipat refinery (15mmtpa to 25mmtpa), Gujarat refinery (13.7mmtpa to 18mmtpa), and Barauni refinery (6mmtpa to 9mmtpa), are expected to be completed in 2HFY27.
- The stock trades at 10.6x consolidated FY28E EPS of INR12.7 and 0.8x FY28E P/B. **We reiterate our Neutral rating on the stock with a TP of INR150, valuing it at 0.9x Dec'27E P/B.**

Standalone - Quarterly Earning Model

(INR b)

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	1932.4	1738.5	1939.0	1949.7	1929.7	1788.8	2044.2	2078.8	7559.5	7841.6	2501.5	-17%
YoY Change (%)	-2.2	-3.3	-2.6	-1.5	-0.1	2.9	5.4	6.6	-2.4	3.7	28.3	
EBITDA	86.3	41.9	91.7	140.0	126.7	167.2	215.8	262.6	359.9	772.3	168.1	56%
Margin (%)	4.5	2.4	4.7	7.2	6.6	9.3	10.6	12.6	4.8	9.8	6.7	
Depreciation	37.6	37.2	39.0	39.1	38.4	38.7	40.8	39.6	152.8	157.5	41.7	
Interest	19.6	24.1	23.1	20.5	19.7	21.7	19.8	18.5	87.3	79.7	20.1	
Other Income	5.3	13.7	18.8	11.7	6.1	15.2	12.2	16.3	49.6	49.9	13.4	
PBT	34.5	1.7	34.7	87.9	74.0	100.7	159.9	153.2	158.8	487.8	119.7	28%
Rate (%)	23.4	-4.2	17.2	17.3	23.2	24.4	24.2	25.7	18.4	24.6	25.2	
Adj PAT	26.4	-10.3	23.1	72.6	56.9	76.1	121.3	131.8	111.2	392.3	89.6	47%
YoY Change (%)	-80.8	-107.9	-71.3	50.2	115.2	-842.2	424.8	81.5	-71.9	252.7	23.3	
Margin (%)	1.4	-0.6	1.2	3.7	2.9	4.3	5.9	6.3	1.5	5.0	3.6	
Key Assumptions												
Refining throughput (mmt)	18.2	16.7	18.1	18.5	18.7	17.6	19.4	19.7	71.6	75.5	19.3	2%
Reported GRM	6.4	1.6	2.9	8.0	2.2	10.7	12.3	NA*	4.7	NA*	19.0	-58%
Domestic sale of refined products (mmt)	24.1	21.9	24.8	24.6	25.0	22.9	26.0	26.1	95.4	99.9	25.6	2%
Marketing GM incld. inv. per litre (INR/litre)	4.9	5.9	6.3	6.0	7.8	6.2	6.3	NA*	5.8	NA*	2.0	394%

*Note: IOCL has not reported 4QFY26 GRMs

Zydu LifeSciences

Estimate change	↑
TP change	↑
Rating change	↔

CMP: INR1,019 TP: INR1,080 (+6%) Neutral

DF/EM offset moderating US business

Work in progress to scale up new growth levers

Bloomberg	ZYDUSLIF IN
Equity Shares (m)	1006
M.Cap.(INRb)/(USD\$)	1025.3 / 10.6
52-Week Range (INR)	1059 / 836
1, 6, 12 Rel. Per (%)	11/19/17
12M Avg Val (INR M)	841

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	271.5	318.5	349.4
EBITDA	71.9	79.6	81.8
Adj. PAT	45.0	46.7	51.7
EBIT Margin (%)	21.3	19.6	19.8
Cons. Adj. EPS (INR)	44.7	46.4	51.4
EPS Gr. (%)	-2.9	3.8	10.8
BV/Sh. (INR)	269.5	311.9	359.6

Ratios

Net D:E	0.5	0.3	0.1
RoE (%)	17.6	16.0	15.3
RoCE (%)	13.9	12.4	12.7
Payout (%)	7.8	8.6	7.8

Valuations

P/E (x)	22.8	22.0	19.8
EV/EBITDA (x)	15.8	13.8	13.0
Div. Yield (%)	0.3	0.4	0.4
FCF Yield (%)	-7.0	4.6	4.0
EV/Sales (x)	4.2	3.4	3.0

Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	75.0	75.0	75.0
DII	11.2	11.1	11.0
FII	7.0	7.1	7.3
Others	6.9	6.9	6.7

FII Includes depository receipts

- Zydu LifeSciences (ZYDUSLIF) delivered a better-than-expected financial performance in 4QFY26, with 9.5%/19%/11% beat on revenue/EBITDA/PAT. Revenue traction in the US and emerging markets was higher than expected for the quarter. Domestic formulation (DF) and consumer wellness revenue came largely in line with expectations.
- After three consecutive years of strong YoY growth in the US segment over FY23-25, ZYDUSLIF reported stable sales in FY26 (down 11% in CC terms in 4Q). In addition to a limited-competition generics pipeline, ZYDUSLIF is building a specialty franchise through developing 505b2 products, as well as acquisitions.
- It has progressed well in the DF segment, outperforming the industry and improving the share of chronic therapies in the DF portfolio. Further, it is scaling up biosimilar offerings in the DF segment through new launches (Nivolumab, Aflibercept, Semaglutide).
- With the therapy-focused approach and market-specific targets, ZYDUSLIF has delivered strong YoY growth in the emerging market segment in 4Q and FY26.
- We raise our earnings estimates by 5%/4% for FY27/FY28, factoring in a) increased traction in limited-competition products in the US, b) industry-beating performance in DF and other emerging markets, c) higher R&D spending, and d) enhanced efforts toward marketing/promotion. We value ZYDUSLIF at 21x 12-month forward earnings to arrive at a TP of INR1,080.
- Considering a higher base of FY26, we expect 7% earnings CAGR over FY26-28. The current valuation provides limited upside and hence, we maintain Neutral rating on the stock.

Lower operating leverage/product mix benefits impacted profitability

- ZYDUSLIF sales grew 16.2% YoY to INR75.9b (our est. INR69.2b).
- Gross margin was stable at 74%.
- EBITDA margin contracted 800bp YoY to 25.2% (our est. 23.1%) due to higher opex (other expenses up 465bp YoY each as % of sales), R&D spend (up 185bp YoY as % of sales), and employee expenses (up 145bp YoY as % of sales).
- EBITDA decreased 11.8% YoY to INR19.1b (our est. INR16.0b).
- ZYDUSLIF had forex gains of INR6.5b. An exceptional item of INR3.9b pertains to a one-time settlement cost with Astellas Pharma.
- Adjusting for the same, PAT declined 21.4% YoY to INR10.7b (our est.: INR9.6b).
- For FY26, revenue/EBITDA grew 17%/3% YoY to INR271b/INR72b, while PAT fell 3% YoY to INR45b.

Double-digit revenue growth led by India/EM, offset by US/API sales

- India sales (42% of sales), comprising DF and consumer businesses, grew 31.4% YoY to INR32.2b.
- Within India sales, branded formulations grew 14% YoY to INR17.5b. Consumer wellness grew 61.1% YoY to INR14.6b.
- Emerging market sales grew 18% YoY to INR7.1b (9% of sales).
- US sales decreased 5.7% YoY (down 11% YoY in CC terms) to INR29.5b (USD323m; 39% of sales).
- API sales decreased 5.5% YoY to INR1.2b (2% of sales).
- Med-tech segment revenue was INR3.3b (4% of sales) for 4QFY26.
- **Excl. consumer wellness, ZYDUSLIF sales grew 9% YoY to INR61b, EBITDA fell 17% YoY to INR16.4b, and EBITDA margin contracted 800bp YoY to 27% in 4Q.**

Highlights from the management commentary

- Management guided for consolidated revenue growth in high-teens in FY27.
- Consolidated EBITDA margin is expected to rise above 24% in FY27, supported by an improving product mix and operating leverage.
- R&D spending is guided at ~8% of sales, mainly on generics/value-added generics (~50%) and NCs, biologics, vaccines (>40%).
- North America segment is expected to deliver single-digit growth in FY27 despite a high FY26 base, aided by new portfolio additions.
- The specialty segment within US sales is expected to scale up meaningfully over the next 3-4 years.
- DF segment is expected to outperform IPM by 200-400bp.
- FY27 capex guidance stands at ~INR15b, reflecting continued investments in manufacturing and specialty capabilities.
- Quarterly depreciation for FY27 is expected at ~INR5.5b till the capitalization of licensing fees paid to Astellas.

Quarterly performance

Y/E March	FY25				FY26				FY25	FY26	FY26	Chg. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	4QE	4QE		
INRm												
Net Revenues	62,075	52,370	52,691	65,279	65,737	61,232	68,645	75,870	232,415	271,484	69,276	9.5
YoY Change (%)	20.8	19.9	17.0	18.0	5.9	16.9	30.3	16.2	18.9	16.8	6.1	
Total Expenditure	40,983	38,210	39,691	43,630	45,423	45,215	52,125	56,775	162,514	199,538	53,273	
EBITDA	21,092	14,160	13,000	21,649	20,314	16,017	16,520	19,095	69,901	71,946	16,003	19.3
YoY Change (%)	37.6	33.1	20.2	33.2	-3.7	13.1	27.1	-11.8	31.8	2.9	-26.1	
Margins (%)	34.0	27.0	24.7	33.2	30.9	26.2	24.1	25.2	30.1	26.5	23.1	
Depreciation	2,153	2,336	2,290	2,379	2,381	3,019	3,596	5,084	9,158	14,080	3,575	
EBIT	18,939	11,824	10,710	19,270	17,933	12,998	12,924	14,011	60,743	57,866	12,428	
YoY Change (%)	40.0	34.4	20.7	35.7	-5.3	9.9	20.7	-27.3	33.8	-4.7	-35.5	
Margins (%)	30.5	22.6	20.3	29.5	27.3	21.2	18.8	18.5	26.1	21.3	17.9	
Interest	322	251	320	766	847	1,013	1,299	1,230	1,659	4,389	1,310	
Other Income	632	682	575	806	1,549	1,090	1,114	1,342	2,695	5,095	1,250	
PBT before EO Income	19,249	12,255	10,965	19,310	18,635	13,075	12,739	14,123	61,779	58,572	12,368	
EO Exp/(Inc)	252	-454	-876	2,590	-571	-4,141	-795	-2,474	1,512	-7,981	0	
PBT after EO Income	18,997	12,709	11,841	16,720	19,206	17,216	13,534	16,597	60,267	66,553	12,368	
Tax	4,361	3,731	1,795	4,232	4,340	4,540	3,883	3,184	14,119	15,947	3,525	
Rate (%)	23.0	29.4	15.2	25.3	22.6	26.4	28.7	19.2	23.4	24.0	28.5	
Min. Int/Adj on Consol	-437	131	192	-779	-198	252	770	-688	-893	136	800	
Reported PAT	14,199	9,109	10,238	11,709	14,668	12,928	10,421	12,725	45,255	50,742	9,643	
Adj PAT	14,393	8,788	9,495	13,643	14,226	10,150	9,854	10,726	46,320	44,956	9,643	11.2
YoY Change (%)	28.2	19.1	26.3	16.1	-1.2	15.5	3.8	-21.4	22.3	-2.9	-29.3	
Margins (%)	23.2	16.8	18.0	20.9	21.6	16.6	14.4	14.1	19.9	16.6	13.9	

Indraprastha Gas

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR157 **TP: INR220 (+40%)** **Buy**

1QFY27 margins pressured by higher gas costs

Bloomberg	IGL IN
Equity Shares (m)	1400
M.Cap.(INRb)/(USDb)	220.3 / 2.3
52-Week Range (INR)	229 / 142
1, 6, 12 Rel. Per (%)	-4/-14/-20
12M Avg Val (INR M)	660

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	161.7	186.0	203.0
EBITDA	18.5	15.7	25.7
Adj. PAT	13.6	11.4	19.1
Adj. EPS (INR)	9.7	8.2	13.7
EPS Gr. (%)	-7.1	-16.3	67.4
BV/Sh.(INR)	71.3	76.1	84.0

Ratios

Net D:E	-0.3	-0.3	-0.3
RoE (%)	14.2	11.1	17.1
RoCE (%)	13.6	10.6	16.4
Payout (%)	48.8	42.0	42.0

Valuation

P/E - SA (x)	17.4	20.8	12.4
P/BV (x)	2.4	2.2	2.0
EV/EBITDA (x)	11.3	13.3	7.9
Div. Yield (%)	2.8	2.0	3.4

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	45.0	45.0	45.0
DII	28.3	29.2	31.2
FII	17.1	17.0	14.7
Others	9.7	8.8	9.2

FII includes depository receipts

■ Indraprastha Gas' (IGL) 4QFY26 EBITDA/scm came in 44% above our est. at INR4.8. Gas costs and opex increased ~INR1/0.8 per scm QoQ in 4Q. Total volumes were slightly below our estimate at 9.69mmscmd, rising 6% YoY. Resulting EBITDA beat our estimate by 51% at INR4.2b (-15% YoY). IGL's PAT beat our est. by 44% at INR2.8b (-21% YoY).

■ **Key things we liked about the result:** 1) Total 4Q volumes were slightly above our estimate at 9.7mmscmd (our est.: 9.3mmscmd), rising 5.6% YoY. CNG volumes grew 5.5% YoY. 2) Management has guided for a robust 10.6mmscmd exit volume for FY27, driven by 10-13% YoY growth in CNG volumes, and EBITDA margins at INR7-8/scm. 3) The National PNG drive 2.0 is expected to support natural gas adoption. IGL has connected a total of 3.44m D-PNG customers, of which 2.45m are currently billed. Under PNG Drive 2.0, the company is targeting 0.35m new billed domestic connections in FY27 (vs. 0.23-0.25m earlier), supported by a strong pipeline of ~0.5m already-connected but non-consuming customers that offer a low-cost, near-term conversion opportunity with minimal incremental infrastructure requirement.

■ **Key investor concerns:** 1) Management indicated that gas procurement costs have increased ~25% from pre-geopolitical crisis levels (3QFY26 gas cost: INR35.8/scm). However, it has taken an INR3/kg CNG price hike, which is likely to provide margin support. 2) Supply to I&C customers has been cut by 20%, leading to soft I&C-PNG volumes in 4Q. Volumes are expected to remain weak in 1QFY27. 3) Delhi volumes growth is still lagging, with only 1% YoY growth in 4Q. Additionally, while only 25 DTC buses are left, there are 1,790 DIMTS CNG buses with 0.13m kg consumption per day.

■ **Valuation and view:** We value IGL at 15x Dec'27E SA P/E and add INR43/sh as the value of JVs to arrive at our TP of INR220/sh. At 2% FY27E dividend yield and 18% EPS CAGR over FY26-28, we believe the valuation is attractive. Reiterate BUY.

Higher-than-estimated EBITDA/scm margin drives beat

- Total volumes were slightly above our estimate at 9.7mmscmd (our est.: 9.3mmscmd), rising 5.6% YoY.
- CNG volumes came in line with our estimate, while D-PNG/I&C PNG volumes stood 19%/7% above est.
- EBITDA/scm beat our estimate by 44% at INR4.8 (est.: INR3.4/scm).
- Realization increased ~INR0.8/scm QoQ and **gas costs/opex increased ~INR1/0.8 per scm QoQ.**
- EBITDA was 51% above our estimate at INR4.2b (-15% YoY).
- IGL's PAT was 44% above our est. at INR2.8b (-21% YoY).
- Interest expense stood above estimate.
- The Board has recommended a final dividend of INR1.5/sh (FV: INR2/sh).

Valuation and view

- IGL currently trades at 18.3x one-year forward P/E, at par with its mean – 1 S.D. P/E. We estimate EBITDA margin of INR4.3/INR6.5 per scm in FY27/28 and volumes to clock 8% CAGR over FY26-28. Resultant EBITDA and PAT are estimated to clock a CAGR of 18% each over FY26-28.
- We value IGL at 15x Dec'27E SA P/E and add INR43/sh as the value of JVs to arrive at our TP of INR220/sh. At 2% FY27E dividend yield and 18% EPS growth over FY26-28, we believe the valuation is attractive. Reiterate BUY.

Standalone Quarterly performance

Y/E March	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
Net Sales	35,206	36,973	37,591	39,506	39,139	40,233	40,672	41,626	1,49,276	1,61,670	39,316	6%
Change (%)	3.3	6.9	5.9	9.8	11.2	8.8	8.2	5.4	6.6	8.3	-0.5	
EBITDA	5,819	5,359	3,636	4,972	5,118	4,428	5,008	4,229	19,787	18,500	2,799	51%
EBITDA (INR/scm)	7.4	6.5	4.3	6.0	6.2	5.2	5.8	4.8	6.0	5.4	3.4	44%
Change (%)	-9.4	-18.4	-34.9	-4.8	-12.0	-17.4	37.7	-14.9	-16.4	-6.5	-43.7	
Depreciation	1,143	1,184	1,216	1,198	1,238	1,279	1,311	1,319	4,741	5,146	1,328	
Interest	22	23	21	26	22	22	21	74	92	139	24	
Other Income	727	1,493	1,288	908	901	1,626	1,301	1,012	4,416	4,840	1,118	
PBT before EO	5,380	5,645	3,687	4,656	4,758	4,754	4,978	3,849	19,369	18,056	2,565	50%
EO	0	0	0	0	0	0	-283	0	0	0	0	
PBT after EO	5,380	5,645	3,687	4,656	4,758	4,754	4,695	3,849	19,369	18,056	2,565	50%
Tax	1,366	1,334	829	1,164	1,199	1,029	1,109	1,078	4,693	4,415	646	
Rate (%)	25.4	23.6	22.5	25.0	25.2	21.6	23.6	28.0	24.2	24.4	25.2	
PAT	4,015	4,311	2,858	3,492	3,559	3,725	3,586	2,771	14,676	13,641	1,919	44%
PAT (INR/scm)	5.1	5.2	3.4	4.2	4.3	4.3	4.1	3.2	4.1	3.8	2.3	
Change (%)	-8.4	-19.4	-27.1	-8.8	-11.3	-13.6	25.5	-20.7	-16.0	-7.1	-45.1	
EPS (INR)	2.9	3.1	2.0	2.5	2.5	2.7	2.7	2.0	10.5	9.9	1.4	44%
Gas volumes (mmscmd)												
CNG	6.5	6.8	6.7	6.7	6.8	7.0	6.9	7.1	6.7	6.9	6.9	2%
PNG - Domestic	1.2	1.2	1.2	1.3	1.2	1.2	1.3	1.4	1.2	1.3	1.1	19%
PNG - I&C	1.0	1.1	1.2	1.2	1.1	1.2	1.2	1.3	1.1	1.2	1.2	7%
Total	8.6	9.0	9.1	9.2	9.1	9.3	9.4	9.7	9.0	9.4	9.3	5%

Triveni Turbine

Estimate changes



TP change



Rating change



	TRIV IN
Bloomberg Equity Shares (m)	318
M.Cap.(INRb)/(USD\$)	202.8 / 2.1
52-Week Range (INR)	675 / 428
1, 6, 12 Rel. Per (%)	27/26/12
12M Avg Val (INR M)	670

Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Net Sales	21.8	24.1	29.1
EBITDA	4.5	5.1	6.2
PAT	3.7	4.1	5.1
EPS (INR)	11.5	12.9	16.2
GR. (%)	1.1	13.8	25.0
BV/Sh (INR)	45.5	54.8	66.4

Ratios

ROE (%)	27.1	25.8	26.7
RoCE (%)	27.3	26.0	26.8

Valuations

P/E (X)	56.2	49.4	39.5
P/BV (X)	14.0	11.7	9.6
EV/EBITDA (X)	44.5	39.4	31.8
Div Yield (%)	0.3	0.6	0.7

Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	55.8	55.8	55.8
DII	16.5	14.6	10.6
FII	20.8	22.4	28.0
Others	6.8	7.2	5.5

FII includes depository receipts

CMP: INR638

TP: INR720 (+13%)

Buy

Inflows ramping up

Triveni Turbine (TRIV)'s 4Q result came below our estimates, as a strong revenue ramp-up was offset by weak margins. This resulted in a lower-than-estimated PAT for the quarter. However, order inflows ramped up (+19% YoY) in 4QFY26. Export orders, which had remained weak over the last few quarters, have now started improving. The inquiry book has nearly doubled over the past year, supported by increasing visibility across thermal power generation, industrial capex, and renewable energy-linked applications across India, Southeast Asia, Europe, and the US. In the US market, the company is eyeing projects in combined cycle applications, geothermal, biomass, paper & pulp, IPPs, and small modular reactor-related applications, with a large part of the demand linked to data centers' power requirements. This allays concerns about the visibility of export order inflows. With improved contribution from exports and aftermarket and completion of the low-margin pilot project on the domestic side, we expect margins to rebound to ~21-21.5% levels in FY27/FY28. We tweak our estimates and roll forward our valuation to Jun'28 estimates. We reiterate our BUY rating with a revised TP of INR720 (based on 40x P/E Jun'28E earnings).

In-line revenue, miss on profitability

TRIV reported in-line revenue for 4QFY26, while EBITDA and PAT came in below our estimates. Revenue was in line and increased 26% YoY to INR7b. Gross margin dipped 900bp YoY to 41.1%, leading to an EBITDA margin contraction of 360bp YoY/270bp QoQ to 18.8% (vs. est. of 21.4%). Consequently, EBITDA increased 6% YoY to INR1.3b. Lower margins and weaker-than-expected other income impacted profitability, with PAT rising 8% YoY to INR1b, 15% below our estimate. Order inflows increased 19% YoY to INR7.5b, supported by a sharp ramp-up in export orders, while the consolidated order book stood at INR21b as of Mar'26 (+8% YoY). For FY26, revenue/EBITDA/PAT grew 9%/3%/1% YoY to INR22b/INR5b/INR4b, respectively, while EBITDA margin contracted 120bp YoY to 20.6%. Cash flow generation remained weak, with OCF/FCF declining 41%/73% YoY to INR1b/INR394m due to higher working capital requirements.

Domestic inquiry momentum remains strong

TRIV reported a domestic order inflow of INR11b in FY26, which remained stable YoY, driven by healthy demand across steel, cement, waste heat recovery, thermal power, chemicals, paper, and process cogeneration segments. Domestic revenue stood at INR9.2b (-11% YoY), while the domestic order book increased 22% YoY to INR10b. Management highlighted strong inquiry momentum in the domestic market, supported by thermal power generation and fixed capital formation across industries. Steel and cement contributed the highest share of inquiries, although demand growth remained broad-based across sectors. Going ahead, management expects domestic demand to remain strong, supported by continued industrial investments.

Growing traction in the US market

TRIV continued to experience strong traction in the US market, with the inquiry pipeline surging from a low base and now contributing ~15% of the overall inquiry book vs. ~1-2% earlier. North America's inquiry generation stood at

~3GW, driven by combined-cycle, geothermal, biomass, paper & pulp, IPPs, and small modular reactor-related opportunities, with a large part of the demand linked to data centers. The company also highlighted strong traction in the aftermarket segment, supported by the large installed base and faster order conversion cycles. While some delays could impact conversion timelines for certain projects, both product and aftermarket businesses are expected to support future growth. The US subsidiary, which remained loss-making in FY26, turned profitable in 4QFY26 and is expected to achieve break-even or profitability in FY27, aided by higher execution, overhead absorption, and improving order conversion.

Export orders rebound sharply in 4QFY26

TRIV reported an export order inflow of INR12b in FY26 (-3% YoY), contributing 52% to order booking. However, 4QFY26 export order inflow surged 174% YoY to INR5b, driven by strong demand across Europe, Turkey, and Southeast Asia, taking the export order book to INR11b (-3% YoY). The company highlighted strong inquiry momentum across geothermal, process industries, biomass, and refurbishment opportunities, with refurbishment emerging as a key aftermarket growth driver. North America also emerged as a key growth market supported by rising inquiries from data centers and power generation applications, while higher oil prices led to a resurgence in API inquiries globally. Despite geopolitical disruptions, the company remains optimistic about export growth, aided by a strong global inquiry pipeline.

Margins hit by product mix and lower aftermarket contribution

TRIV's 4QFY26 EBITDA margin dipped 360bp YoY to 18.8% due to lower aftermarket contribution (especially spares execution), a higher share of the low-margin strategic NTPC order, and mark-to-market forex losses due to rupee volatility. The company indicated that quarterly margins may remain volatile depending on product and export mix, although commodity inflation had a limited impact due to long-term rate contracts, diversified sourcing, and selective pass-through clauses. Higher exports and growing aftermarket contribution are expected to support margins going ahead. We estimate EBITDA margins of 21%/21.5% for FY27E/28E.

Expanding portfolio through product innovations

TRIV continued to focus on new product development across geothermal turbines, ORC turbines, CO₂-based energy storage solutions, MVR systems, and heat pumps. The company highlighted that geothermal and ORC products offer meaningful medium-term growth opportunities driven by renewable and waste heat recovery applications. TRIV also indicated that CO₂-based energy storage solutions remain under evaluation, while MVR and heat pump solutions are expected to remain niche but important growth areas.

Financial outlook and valuation




We marginally tweak our estimates by -4%/3% for FY27E/28E, and we expect TRIV's revenue/EBITDA/PAT to clock a CAGR of 15%/18%/19% over FY26-28. TRIV is currently trading at 49.4x/39.5x on FY27E/28E earnings. **We reiterate our BUY rating with a revised TP of INR720 (based on 40x P/E Jun'28E earnings).**

Key risks and concerns

Slowdown in capex initiatives; intensified competition; technology disruption; inability to innovate and launch new products; and geopolitical headwinds resulting in a sharp slowdown in exports and aftermarket segments.

Consolidated - Quarterly Earnings Model
(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26E 4QE	Est Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	4,633	5,011	5,034	5,380	3,713	5,062	6,240	6,796	20,058	21,811	6,692	2
YoY Change (%)	23.1	29.2	16.6	17.5	-19.9	1.0	24.0	26.3	21.3	8.7	24.4	
Total Expenditure	3,677	3,897	3,941	4,176	2,977	3,916	4,899	5,516	15,691	17,308	5,259	
EBITDA	956	1,114	1,093	1,204	736	1,146	1,341	1,280	4,367	4,503	1,433	-11
YoY Change (%)	34.8	49.8	30.6	34.0	-23.0	2.9	22.7	6.3	37.0	3.1	19.0	
Margins (%)	20.6	22.2	21.7	22.4	19.8	22.6	21.5	18.8	21.8	20.6	21.4	
Depreciation	62	61	65	75	77	80	94	90	263	341	54	66
Interest	10	8	4	7	8	4	7	7	29	26	14	-48
Other Income	194	196	221	199	222	184	195	164	810	765	295	-44
PBT before EO expense	1,078	1,241	1,245	1,321	873	1,246	1,435	1,347	4,885	4,901	1,661	-19
Extra-Ord expense	0	0	0	0	0	0	157	0	0	157	0	
PBT	1,078	1,241	1,245	1,321	873	1,246	1,278	1,347	4,885	4,744	1,661	-19
Tax	274	331	320	375	228	332	352	325	1,300	1,237	475	
Rate (%)	25.4	26.7	25.7	28.4	26.1	26.6	27.5	24.1	26.6	26.1	28.6	
MI & P/L of Asso. Cos.	0	0	1	0	-1	0	-9	-3	1	-13	10	
Reported PAT	804	910	926	946	644	914	917	1,019	3,586	3,494	1,195	-15
Adj PAT	804	910	926	946	644	914	1,031	1,021	3,586	3,610	1,195	-15
YoY Change (%)	31.8	41.4	35.0	25.9	-19.9	0.4	11.3	8.0	33.3	0.7	26.3	
Margins (%)	17.4	18.2	18.4	17.6	17.3	18.1	16.5	15.0	17.9	16.6	17.9	

Estimate change 
 TP change 
 Rating change 

CMP: INR482 **TP: INR650 (+35%)** **Buy**

Data center business scaling well

Real estate expected to grow at a steady state

Bloomberg	ARCP IN
Equity Shares (m)	360
M.Cap.(INRb)/(USDb)	173.6 / 1.8
52-Week Range (INR)	744 / 403
1, 6, 12 Rel. Per (%)	-3/-13/-2
12M Avg Val (INR M)	2218

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	25.1	29.9	35.2
EBITDA	6.6	9.4	12.4
EBITDA Margin (%)	26.1	31.6	35.3
Adj PAT	5.5	7.5	9.5
Cons. EPS (Rs)	15.4	20.9	26.3
EPS Growth (%)	30.4	35.8	25.4
BV/Share (Rs)	160.8	181.3	207.0

Ratios

Net D:E	(0.1)	0.1	0.1
RoE (%)	9.6	11.5	12.7
RoCE (%)	9.5	12.3	13.7
Payout (%)	6.5	2.4	1.9

Valuations

P/E (x)	31.3	23.0	18.4
P/BV (x)	3.0	2.7	2.3
EV/EBITDA (x)	25.7	18.6	14.3
Div. yield (%)	0.2	0.1	0.1

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	57.4	57.4	60.2
DII	4.8	5.2	6.6
FII	10.9	11.1	12.9
Others	26.9	26.3	20.4

- Anant Raj (ARCP) launched an additional phase of a group housing project in 4QFY26, with a GDV of INR10b and an area of 0.5 msf, which was largely sold out. In FY27, the company plans to launch two projects with a combined GDV of INR40-45b spanning 2 msf, which is expected to drive pre-sales.
- It expects to receive RERA registration for the Group Housing 2 (GH-2) project (Sector 63A, Gurugram) in 1QFY27. The project would have a saleable area of 0.9 msf and a GDV potential of ~INR20b. Moreover, the license for GH-3, having 1.2 msf of saleable area, is at an advanced stage; launch is expected in 2HFY27.
- Factoring in the launch pipeline and the balance potential in Sector 63 A, we expect INR30.5b/INR33.4b pre-sales in FY27/28E, respectively, with collections of INR20.2b/INR22.5b in the same period. Accordingly, we expect cumulative free cash worth INR20b from the real estate business over the next two years.

Chalking out the next leg of growth in the data center business

- In FY26, ARCP operationalized 28 MW IT load capacity (21 MW at Manesar + 7 MW at Panchkula). Of this, 24 MW pertains to co-location and the balance to cloud. In FY26, 21 MW colocation and 0.5 MW cloud capacity generated INR1.8b revenue.
- ARCP has been empaneled with MeitY as a sovereign cloud service provider and with BSNL as a data center service provider. It has also entered into a partnership with Submer, a Spain-based AI solutions provider, to develop AI-ready, liquid-cooled data centers across India.
- The company plans to scale the data center capacity to 357 MW IT load by 2032, of which 117 MW is expected to be operational by FY28. Construction at the Rai facility has commenced with an initial capacity of 20 MW IT load, which would eventually be scaled to ~200 MW IT load through a mix of greenfield and brownfield expansions.
- Of the existing 28MW, incremental 3MW colocation and 1.5MW cloud are expected to start generating revenue in FY27. We bake in a 134% CAGR in data center revenue over FY26-28E, reaching INR9.6b, supported by capacity ramp-up and improvement in utilization.

Financial performance

- 4QFY26 revenue came in at INR6.5b, rising 20% YoY. EBITDA was INR1.7b, rising 18% YoY. EBITDA margin stood at 26%. Adj. PAT was INR1.5b, rising 24% YoY. PAT margin was 22.7%.
- In FY26, revenue stood at INR25.1b, rising 22% YoY. EBITDA was INR6.6b, rising 33% YoY, and EBITDA margin stood at 26%. Adj. PAT was INR5.5b, rising 30% YoY, and PAT margin was 22.1%.

- We expect ARCP to post a revenue CAGR of 18% over FY26-28, reaching INR35b, whereas EBITDA margin is expected to expand 915bp to 35.3% during this period.

Valuation and view

- We have discounted the residential business cash flow at 12.4% WACC, while assigning a 25% premium to capture the growth potential, since the company is aggregating land in Sector 63 A and is expected to partner for a joint development project.
- The commercial business cash flow is discounted at a capitalization rate of 8.5%, while delivering a 4% terminal growth rate.
- The data center business is valued on a DCF basis.
- We reiterate our BUY rating on the stock with a TP of INR650 based on our SoTP valuation.

Financial performance

Y/E March	FY25				FY26				FY25	FY26
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Net Sales	4,718	5,129	5,346	5,407	5,924	6,308	6,416	6,468	20,600	25,116
YoY Change (%)	49.2	54.3	36.3	22.2	25.6	23.0	20.0	19.6	38.9	21.9
Total Expenditure	3,689	4,001	4,011	3,983	4,418	4,630	4,718	4,794	15,683	18,559
EBITDA	1,030	1,128	1,336	1,424	1,507	1,678	1,698	1,674	4,917	6,557
Margins (%)	21.8	22.0	25.0	26.3	25.4	26.6	26.5	25.9	23.9	26.1
Depreciation	55	81	82	87	79	106	135	169	305	489
Interest	36	15	29	30	24	29	33	38	110	124
Other Income	98	109	93	103	100	101	188	286	403	675
PBT before EO expense	1,037	1,141	1,318	1,409	1,504	1,644	1,718	1,754	4,905	6,619
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	1,037	1,141	1,318	1,409	1,504	1,644	1,718	1,754	4,905	6,619
Tax	142	97	223	228	257	275	296	255	690	1,083
Rate (%)	13.7	8.5	16.9	16.2	17.1	16.7	17.2	14.5	14.1	16.4
MI & Profit/Loss of Asso. Cos.	15	11	10	5	12	12	20	-33	41	12
Reported PAT	910	1,056	1,104	1,186	1,259	1,381	1,443	1,466	4,257	5,549
Adj PAT	910	1,056	1,104	1,186	1,259	1,381	1,443	1,466	4,257	5,549
YoY Change (%)	79.7	75.7	53.7	38.2	38.3	30.8	30.6	23.6	60.1	30.4
Margins (%)	19.3	20.6	20.7	21.9	21.2	21.9	22.5	22.7	20.7	22.1

Source: Company, MOFSL

Zee Entertainment

Estimate changes

TP change

Rating change



CMP: INR88

TP: INR80(-9%)

Neutral

Bloomberg	Z IN
Equity Shares (m)	961
M.Cap.(INRb)/(USD\$b)	84.2 / 0.9
52-Week Range (INR)	152 / 68
1, 6, 12 Rel. Per (%)	11/-2/-26
12M Avg Val (INR M)	1336

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	81.0	84.0	88.1
EBITDA	3.5	8.3	9.0
Adj. PAT	2.8	5.8	6.5
EBITDA Margin (%)	4.3	9.8	10.3
Adj. EPS (INR)	2.9	6.0	6.8
EPS Gr. (%)	nm	105.5	12.2
BV/Sh. (INR)	122.1	125.7	130.0

Ratios

Net D:E	-0.2	-0.3	-0.3
RoE (%)	2.4	4.9	5.3
RoCE (%)	2.3	4.7	5.1
Payout (%)	70.4	41.4	36.9

Valuations

P/E (x)	29.8	14.5	12.9
P/B (x)	0.7	0.7	0.7
EV/EBITDA (x)	17.1	6.1	5.2
Div. Yield (%)	2.3	2.9	2.9

Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	4.0	4.0	4.0
DII	10.9	12.1	16.0
FII	25.3	24.2	22.8
Others	59.8	59.7	57.2

FII includes depository receipts

Dismal end to a subdued FY26

- Zee Entertainment (Zee) exited a subdued FY26 on a dismal note with ~7% YoY decline in consol. revenue (ad revenue dipped 4% YoY); adj. EBITDA declined 51% YoY (36% miss) due to higher A&P and other expenses. Reported profitability was even weaker due to a change in accounting of the movie rights (loss of INR2.7b vs. INR2.9b EBITDA YoY).
- For FY26, Zee's ad revenue declined 11% YoY (~37% below FY19 levels), while its adjusted EBITDA declined ~37% YoY with ~510bp margin contraction to 9.3% (vs. aspiration of achieving ~18% margins in FY26).
- Zee5 delivered a robust ~53% YoY revenue growth in FY26, achieving operational EBITDA breakeven in line with the guidance. However, it was offset by the dismal performance in linear TV (10% YoY revenue decline, ~18pp YoY margin contraction).
- Management expects near-term weakness in ad revenue due to the curtailment of ad spends by FMCG companies post-West Asia conflict.
- We further cut our FY27-28E EBITDA by 11-13% and adj. PAT by 5-6%, driven by persistent weakness in ad revenue and higher expenses.
- Despite a continued trend of ad. revenue decline for the past several years, we have built in a 3.5% CAGR in ad revenue over FY26-28E, which has downside risks from the structural shift in ad spending to the digital medium.
- We model a CAGR of 4% in revenue over FY26-28E, while we expect the FY28E EBITDA/PAT to decline 24%/17% vs. FY25 levels.
- We reiterate our Neutral rating with an unchanged TP of INR80, premised on ~12x FY28E P/E.**
- Zee trades at <5x FY28E EV/EBITDA, with ~INR27b cash balance. Zee's cheap valuations are the only reason for our Neutral stance.

Another dismal quarter

- Consol. revenue declined 11% QoQ (-7% YoY) to INR20.2b (in line), driven by lower income from movies and persisting weakness in ad revenue.
- Ad revenue declined 4% YoY to INR8.1b (vs. -10% YoY in 3Q) as **domestic ad revenue declined ~3% YoY (vs. ~10% YoY in 3Q)** due to the curtailed ad spending by FMCG companies in Mar'26 (because of the West Asia crisis), a shift in ILT20, etc.
- Subscription revenue grew 4% YoY to INR10.3b (-2% QoQ), with domestic subscription revenue rising ~4.4% YoY (vs. 7.5% YoY in 3Q), driven largely by continued traction in ZEE5.
- Revenue from other sales and services declined sharply by ~47% YoY to INR1.9b due to the weaker performance of movies.
- Zee changed the accounting for movie rights amortization with higher amortization (INR4.1b impact in 4Q) in initial years (50% in the first two years vs. the earlier policy of 20% each year), in line with consumption patterns.

- As a result, programming costs grew ~17% YoY, while advertisement and promotional spends rose 44% YoY due to increased marketing of content in Z5, KidZ, etc.
- Employee costs declined further by ~11% YoY, and other expenses were higher due to legal charges.
- **Zee reported an operating loss of INR2.7b (vs. INR2.9b EBITDA YoY) due to higher costs.** Adjusted for content inventory accounting charges, EBITDA stood at INR1.4b (still -51% YoY and ~36% below our estimate).
- Reported 4Q loss came in at INR1.02b.

Zee5: Revenue growth accelerates, second consecutive quarter of operating profit (on an adjusted basis).

- Zee5 revenue grew 12% QoQ to INR4.7b (+71% YoY), driven by stable trends in usage and engagement metrics.
- Reported operating loss of INR84m, which management indicated would have been in positive territory, adjusted for the content inventory accounting change.
- **Adjusted for Zee5, linear TV business revenue declined 19% YoY, while the reported operating loss stood at INR2.6b.**

FY26 performance: Struggle continues

- Consol. revenue at INR81b declined ~2% YoY due to weak domestic ad. revenue (-11% YoY vs. -13% YoY in FY25). Domestic subscription revenue grew ~5% YoY.
- Reported EBITDA declined sharply by ~70%+ YoY to INR3.5b with margin contracting to ~4.3% (vs. 14.45 YoY). Adjusted for change in content inventory accounting, EBITDA still declined ~37% YoY to INR7.6b, with adjusted EBITDA margin contracting ~510bp YoY to 9.3%.
- Revenue from Zee5 grew ~53% YoY to INR14.9b in FY26, while operating losses declined to INR0.5b (vs. INR5.5b YoY).
- Adjusted for Zee5, linear TV revenue declined ~10% YoY to INR66.1b, while linear TV EBITDA declined ~77% YoY to INR3.95b as margin sharply contracted to ~6% (vs. ~24% YoY).
- In line with the muted profitability, Zee generated OCF of modest ~INR6b in FY26 (vs. INR11b YoY, largely due to WC release of ~INR5.1b). FCF declined sharply to ~INR4.5b (vs. ~INR10b YoY).

Key highlights from the management commentary

- **Ad revenue trends and outlook:** Advertising revenues declined 4% YoY in 4Q, impacted by cautious advertiser spending amid the ongoing Middle East conflict, particularly in Mar'26. Management highlighted that Jan-Feb witnessed healthy traction, and adjusted for the weakness in March, ad revenues **would have reported low single-digit growth**. The company remains optimistic on medium-term recovery, supported by investments in omnichannel strategy, a diversified advertiser base, and improved content performance.
- **Zee5:** It achieved an EBITDA breakeven in FY26 and remained operationally profitable for the second consecutive quarter. Revenue grew 71% YoY in 4Q and 53% YoY for FY26, supported by enhanced content offerings across seven languages, a revised pricing strategy, and growth in syndication revenue.

Management expects continued momentum ahead without materially impacting EBITDA despite incremental investments.

- **Margins:** Adjusted 4Q EBITDA margin stood at 6.9%. Operating costs remained largely flat YoY, aided by lower programming costs due to the shift of ILT20 to 3Q and lower studio production costs, partly offset by higher marketing spends and expenses towards Zee Cine Awards. Management indicated that, excluding one-off legal costs and higher ad spends, margins **would have remained similar to 3QFY26**.
- **Subscription trends and outlook:** Subscription revenues grew 4% YoY, primarily driven by continued momentum in the digital business. Management highlighted stable trends in the linear TV industry, with weekly impressions remaining above 28b and weekly reach exceeding 740m.

Valuation and view

- Slowdown in FMCG's ad spending on linear platforms continues to weigh on Zee's domestic ad revenue (~37% decline over FY19-26).
- We believe that a sustainable recovery in ad revenue remains the key to any potential re-rating of multiples for Zee.
- We further cut our FY27-28E EBITDA by 11-13% and adj. PAT by 5-6%, driven by persistent weakness in ad revenue and higher expenses.
- Despite a continued trend of decline in ad. revenue for the past several years, we have built in 3.5% CAGR in ad revenue over FY26-28E, which has downside risks from the structural shift in ad spending to the digital medium.
- We model a CAGR of 4% in revenue over FY26-28E, while we expect the FY28E EBITDA/PAT to decline 24%/17% from the FY25 levels.
- We **reiterate our neutral rating with an unchanged TP of INR80**, premised on ~12x FY28E P/E.
- Zee trades at <5x FY28E EV/EBITDA, with ~INR27b cash balance. Zee's cheap valuations are the only reason for our Neutral stance.

Consolidated - Quarterly Earnings

Y/E March	(INR m)											
	FY25				FY26E				FY25	FY26E	FY26	v/s
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			4QE	Est (%)
Revenue	21,305	20,007	19,788	21,841	18,248	19,692	22,801	20,248	82,941	80,989	20,443	-1.0
YoY Change (%)	7.4	-17.9	-3.3	0.7	-14.3	-1.6	15.2	-7.3	-4.0	-2.4		
Total Expenditure	18,589	16,797	16,604	18,989	15,968	18,228	20,396	22,934	70,979	77,526	18,259	25.6
EBITDA	2,717	3,210	3,184	2,852	2,280	1,464	2,405	-2,686	11,963	3,463	2,184	Nm
EBITDA Margin (%)	12.8%	16.0%	16.1%	13.1%	12.5%	7.4%	10.5%	-13.3%	14.4%	4.3%	10.7%	Nm
Depreciation	756	732	658	639	591	571	537	473	2,785	2,172	532	-11.0
Interest	55	83	108	81	77	130	92	149	327	448	91	63.7
Other Income	190	337	345	362	250	264	184	763	1,234	1,461	302	152.6
Fair Value through P&L gain/(loss)	-11	22	23	125	109	126	151	138	159	524	114	21
PBT before EO expense	2,084	2,754	2,786	2,619	1,971	1,153	2,111	-2,407	10,243	2,828	1,978	Nm
Extra-Ord expense	286	-109	809	0	0	0	94	0	986	94	0	
PBT	1,798	2,863	1,977	2,619	1,971	1,153	2,017	-2,407	9,257	2,734	1,978	Nm
Tax	542	769	342	734	535	389	469	-1,370	2,387	23	493	Nm
Rate (%)	30.2	26.9	17.3	28.0	27.1	33.7	23.3	56.9	25.8	0.8	25.0	
MI & P/L of Asso. Cos.	-1	-1	-1	-1	-1	-1	-5	-13	-4	-20	0	
Reported PAT	1,257	2,095	1,636	1,886	1,437	765	1,553	-1,024	6,874	2,731	1,484	Nm
Adj PAT	1,543	1,986	2,445	1,886	1,437	765	1,647	-1,024	7,860	2,825	1,484	Nm
YoY Change (%)	211	15	130	78	-6.8	-61.5	-32.6	-154.3	81	-64		

E: MOFSL Estimates

Equitas Small Finance Bank

BSE SENSEX 75,201
S&P CNX 23,618

CMP: INR68 **TP: INR80 (+19%)** **Buy**



Stock Info

Bloomberg	EQUITASB IN
Equity Shares (m)	1141
M.Cap.(INRb)/(USDb)	77.6 / 0.8
52-Week Range (INR)	75 / 50
1, 6, 12 Rel. Per (%)	7/16/10
12M Avg Val (INR M)	254
Free float (%)	100.0

Financials Snapshot (INR b)

Y/E March	FY26	FY27E	FY28E
NII	33.9	41.1	48.0
OP	12.6	16.5	20.8
NP	1.0	6.9	9.8
NIM (%)	6.8	7.1	7.0
EPS (INR)	0.9	6.0	8.6
BV/Sh. (INR)	54	57	64
ABV/Sh. (INR)	52	55	62

Ratios

RoA (%)	0.2	1.1	1.3
RoE (%)	1.7	10.9	14.1

Valuations

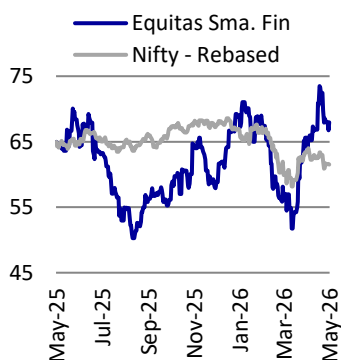
P/E(X)	74.7	11.2	7.9
P/BV (X)	1.3	1.2	1.1
P/ABV (X)	1.3	1.2	1.1

Shareholding pattern (%)

As on	Mar-26	Dec-25	Mar-25
Promoter	0.0	0.0	0.0
DII	50.9	50.0	42.7
FII	14.7	14.6	16.5
Others	34.4	35.4	40.8

FII includes depository receipts

Stock's performance (one-year)



Healthy business momentum; asset quality holding up Guides 1.5% exit RoA over FY27

We met with the management team of Equitas Small Finance Bank (EQUITASB) to understand the business momentum and growth outlook, alongside the progress on key profitability indicators.

- EQUITASB is expected to grow its loan book at a CAGR of 18.5% over FY26-FY28E on the back of steady growth in core vehicle finance, small business loans, and recovery in the MFI segment. Deposit growth is likely to marginally outpace loan growth as management aims to keep the CD ratio under control after it jumped ~800bp to ~92% over FY26.
- EQUITASB reported a sharp uptick in margins during 4QFY26; however, expect some near-term pressure (~15bp) mainly due to some uptick in funding costs. The bank has recently increased SA rates and is now offering a peak savings rate of 7% for accounts with an SA balance of >INR250m.
- The cost-to-income and opex-to-asset ratios are expected to moderate from the current levels, with better margin outcomes and operating leverage playing out gradually as most of the businesses are now RoA accretive.
- Asset quality continues to improve, with GNPA/NNPA declining to 2.6%/0.7% and a healthy PCR of 73.0% as on Mar-26. Slippages and credit costs are expected to trend lower with stability in the MFI segment, and management currently does not see any signs of additional stress owing to the West Asia crisis.
- At current valuations of 1.1x FY28E ABV, EQUITASB trades attractively. Rerating catalysts include a pick-up in business growth, steady NIM, and further normalization in credit quality. We reiterate our BUY rating with a TP of INR80 (premised on ~1.4x Sep-27E ABV).

Business remains resilient with no meaningful impact of the West Asia crisis

Management indicated that currently, there is no visible adverse impact of the West Asia crisis on business momentum, and asset quality trends on the ground have been steady in April and May. The bounce rates, early bucket delinquencies, and collection efficiencies continue to be in line with management estimates. EQUITASB also expects that a 10-15% hike in fuel prices shall not really impact the asset quality performance in the vehicle finance portfolio. Management has guided a steady-state RoA of 1.5% for the medium term and 1.2% for FY26.

Growth rebounds – MFI book stabilizes

Management has indicated that loan growth will be driven primarily by secured assets, like the VF, SBL, and HL segments. The growth in the VF segment shall continue to be driven by the used CV segment, with the segment now contributing over 90% of the total VF disbursements. Management believes that the SBL book, which is currently growing at 13% YoY, has the potential to grow at 20% YoY and shall remain insulated from inflationary pressures. The MFI book is likely to remain at 10-12% of the loan book with improvement in asset quality and disbursement rate. We model a loan CAGR of 18.5% over FY26-FY28 vs. management guidance of 20%.

Deposit growth to outpace loan growth; CD ratio remains in focus

Deposits are expected to grow faster (at a CAGR of ~19% for FY26-FY28) than credit, led by improvement in CASA balances and a focus on granular retail deposits. We expect the CASA ratio to pick up to ~27.4% in Mar-28 from ~26.0% currently. This pickup would be fueled by higher deposit pricing and strengthening of the CASA proposition through newly launched programs such as Artha (HNIs), Elite Lite (mass affluent), and EPIC (non-resident HNIs). The bank continues to focus on building a granular deposit franchise and remains well-positioned to grow the liability base.

Improved deposit mix to stabilize NIM around 7.0-7.1%

The NIM has started to rebound after bottoming out at 6.3% in 2QFY26, with stress in the MFI segment receding and disbursements picking up. The management has already taken SA rate hikes in FY26 and expects to take only a marginal increase in SA rates going forward. The NIMs are expected to inch marginally upwards to 7.1%/7.0% in FY27E/FY28E from 6.9% in FY26E on the back of an increase in retail deposits and continued growth momentum in higher-yielding secured assets. However, management indicated that margins would compress by 10-15bp on a sequential basis, primarily driven by an increase in funding costs, reflecting the recent increase in SA and wholesale TD rates.

Operating leverage to improve; estimate C/I ratio at 66.7% by FY28

EQUITASB has rationalized its employee costs by reducing support roles and merging functions across two business segments. Most of the businesses are now RoA accretive, and scale benefits from the same are expected to play out in FY27-FY28. The cost/income ratio, which had picked up recently from 63.4% in FY23 to 71.7% in FY26, is expected to normalize downwards to 66.7% by FY28E with stable margins and improved staff productivity. The bank opened 66 branches during FY26 and aims to follow a controlled expansion (~20 branches) in FY27 to keep a tight leash on opex growth. We factor in a total opex CAGR of 14% over FY26-FY28E as against a total assets CAGR of 17%, modeling operating efficiency to kick in during FY27 and FY28E.

Asset quality normalizing to pre-MFI stress cycle levels

EQUITASB continues to witness notable improvement in asset quality, with GNPA/NNPA improving to 2.6%/0.7% in 4QFY26 from 2.9%/1.5% a year ago. Management has shored up the PCR (excluding TWO) to 73.0% as of Mar'26 from 55% as of Mar'25, with guidance to maintain PCR at ~70%. Slippages and credit costs declined to 3.2% and 1.1%, respectively, in 4QFY26 vs. the peak of 8.0% and 6.5% in 1QFY26, with improving delinquencies in the MFI portfolio, even as stress in the Karnataka state remains elevated for MFIs. Incrementally, the entire MFI disbursements are covered under CGFMU; this provides comfort over the medium-term asset quality. The bank is currently not witnessing any immediate impact due to the West Asia crisis on the ground, with asset quality trends holding up across portfolios. Management has guided credit costs to stabilize at 3.0-3.5% for the MFI book and ~1.0% for the secured book. We expect credit costs to ease to 1.5%/1.3% over FY27/28E, with continued stability in the MFI segment.

Valuation and view

- EQUITASB is gradually returning to a growth trajectory, led by growth in core secured retail asset segments alongside normalcy returning in the MFI portfolio.
- With a hike in SA and TD rates already taken in 4QFY26, we envisage the CASA mix to improve from the current ~26.0%, aiding the bank to sustain NIMs at >7.0% over the medium term (though with a marginal decline over 4QFY26).
- Operating leverage is expected to play out in FY27-FY28 on the back of scale benefits, controlled branch expansion, and the merger of functions across business segments to aid internal synergies.
- With stability in asset quality across portfolios, we believe the credit costs and slippages shall continue to trend lower, being the key driver for earnings reflation.
- At current valuations of 1.1x FY28E, EQUITASB trades attractively. **We reiterate our BUY rating with a TP of INR80 (premised on ~1.4x Sep-27E ABV).** Rerating catalysts include a pickup in business growth, stabilizing NIM, and continued improvement in asset quality trends.

Safari Industries

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	SII IN
Equity Shares (m)	49
M.Cap.(INRb)/(USDb)	69.9 / 0.7
52-Week Range (INR)	2507 / 1363
1, 6, 12 Rel. Per (%)	-6/-28/-31
12M Avg Val (INR M)	105
Free float (%)	55.3

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	20.5	23.6	27.5
EBITDA	2.7	3.2	3.9
Adj. PAT	1.7	2.0	2.4
EPS (INR)	34.2	40.7	49.5
EPS Gr.%	17.2	18.9	21.5
BV/Sh. (INR)	227.5	264.0	308.4

Ratios

Net D:E	-0.1	-0.2	-0.3
RoE (%)	16.2	16.6	17.3
RoCE (%)	13.2	13.5	14.0
Payout (%)	11.7	10.3	10.3

Valuations

P/E (x)	41.8	35.1	28.9
P/B (x)	6.3	5.4	4.6
EV/EBITDA (x)	25.3	20.8	16.9
Div. yield (%)	0.3	0.3	0.4

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	44.9	45.4	45.4
DII	26.1	24.7	22.9
FII	12.3	13.1	12.2
Others	16.7	16.9	19.5

CMP: INR1,427
TP: INR2,250 (+58%)
Buy

Robust volume growth in teens; room for further price hike

Safari Industries (SII) delivered in-line revenue performance in 4QFY26. Revenue grew 12.4% to INR4.7b, supported by ~15% YoY volume growth. EBITDA grew 1.6% YoY to INR618m, while PAT was largely flat YoY at INR375m. Higher raw material prices impacted margins in 4QFY26, with flat gross margin (+10bp YoY). The offline channel delivered double-digit growth, while e-commerce grew slower at mid- to high-single digits. As per our channel checks, the company has taken a price hike of 5-6% in Apr'26 end (lower than raw material inflation of 10%, which shows that there is a scope to take further price hikes). We expect SII's revenue momentum to outpace the industry (+16% CAGR), driven by the new addition of 0.15m pieces per month capacity at the Jaipur plant, while EBITDA margins are likely to be in the range of ~13.5-14.0% over the next two years. The board has recommended a final dividend of INR2 per share. Mr. Vineet Poddar will step down from the position of CFO, effective 30th Jun'26.

Higher volumes drive industry-leading growth

SII's revenue grew 12.4% YoY to INR4.7b in 4QFY26, driven by strong volume growth of ~15% YoY. The raw material cost of Polypropylene/Polycarbonate has risen by 35-40%, while as per our channel checks, the company has taken price hike of 5-6%. There was a one-time impact of ESOP cost in employee expenses amounting to ~INR80m. Currently, utilization at Jaipur plant is at 80%, with plans to add 0.15m pieces capacity per month over the next three months. The premium portfolio forms 5% of sales and management expects 25%+ CAGR over FY26-28. In FY26, revenue grew at 15.5% YoY to INR20.5b, while gross margins improved 143bp YoY to 47.1%. EBITDA grew 20.3% YoY to INR2.7b and EBITDA Margins improved by ~53bp YoY to 13.2%. The company's FCF improved and turned positive to INR1.0b, while the net debt position remained negative indicating a net cash balance.

Raw material inflation impacting the margins

In 4Q, gross margin was flat ~10bp YoY and up 280bp QoQ to 49.3%, despite higher raw material prices (Polypropylene- PP and Polycarbonate- PC). EBITDA grew 1.6% to INR618m, with EBITDA margin settling at 13.1% (-140 YoY and +219bp QoQ). EBIT declined 3.4% to INR439m, with high depreciation (+16.1%). PAT declined 0.4% to INR375m in spite of higher other income (+18.4%) and lower interest costs (-1.0%). We expect EBITDA margins to settle in the ~13.5-14.0% range over the next two years.

Valuation and view: Reiterate BUY

We expect SII to deliver industry-leading growth and expand its market share by focusing on: 1) building the Urban Jungle brand along with SI-Select (premium positioning), 2) adding capacity at Jaipur, 3) introducing the new SKUs, and 4) adding 4-5 EBOs every month. Though we are confident about SII's growth story, we expect rising competitive intensity from VIP, Samsonite, and D2C players to impact SII's growth rates. Considering the FY26 performance, we have trimmed our earnings estimates while reiterating our BUY rating with a DCF-based TP of INR2,250 (based on an implied P/E of 45x on FY28). Key risks: sudden rise and discounting by regional competition.

Console Qtrly performance

(INR m)

Y/E March	FY25				FY26				FY25	FY26	4Q FY26E	v/s Est (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4Q				
Net Sales	4,500	4,578	4,427	4,211	5,278	5,336	5,124	4,733	17,716	20,470	4,865	-3%
<i>YoY Change (%)</i>	5.5	23.7	14.0	15.2	17.3	16.5	15.7	12.4	14.3	15.5	15.6	
Gross Profit	2,002	2,007	2,011	2,072	2,416	2,511	2,382	2,335	8,092	9,643	2,333	
Total Expenditure	3,842	4,099	3,923	3,602	4,486	4,595	4,567	4,115	15,466	17,762	4,217	-2%
EBITDA	659	479	504	609	793	740	557	618	2,250	2,708	648	-5%
<i>Margin (%)</i>	14.6	10.5	11.4	14.5	15.0	13.9	10.9	13.1	12.7	13.2	13.3	
Depreciation	142	147	147	154	174	176	177	179	591	706	179	
Interest	24	24	20	20	22	21	23	20	88	86	26	
Other Income	82	71	72	60	58	58	61	71	285	248	75	
PBT before EO items	575	378	408	494	654	601	417	491	1,856	2,163	518	
Extraordinary Inc / (Exp)	0	0	0	0	0	0	0	0	0	0	0	
PBT	575	378	408	494	654	601	417	491	1,856	2,163	518	-5%
Tax	131	82	97	118	150	133	89	116	428	486	115	
<i>Rate (%)</i>	22.8	21.6	23.7	24.0	22.8	22.1	21.2	23.6	23.0	22.4	22.1	
JV and Associates	0	0	0	0	0	0	0	0			0	
Reported PAT	444	297	311	376	505	469	329	375	1,428	1,678	404	-7%
Adj PAT	444	297	311	376	505	469	329	375	1,428	1,678	404	
<i>YoY Change (%)</i>	-11.1	-25.4	-28.9	-13.0	13.7	58.0	5.6	-0.3	-18.8	17.5	7.4	
<i>Margin (%)</i>	9.9	6.5	7.0	8.9	9.6	8.8	6.4	7.9	8.1	8.2	8.3	

Changes to our estimates (INR m)

INR m	Old		New		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	24,008	27,990	23,617	27,526	-1.6	-1.7
EBITDA	3,374	4,035	3,219	3,861	-4.6	-4.3
EBITDA margin %	14.1	14.4	13.6	14.0		
PAT	2,099	2,581	1,994	2,423	-5.0	-6.1
EPS	42.9	52.8	40.7	49.5	-5.2	-6.3

Source: MOFSL, Company

VRL Logistics

Estimate change	↔
TP change	↔
Rating change	↔

CMP: INR244 **TP: INR300 (+23%)** **Buy**

Recovery in volumes; margin resilience to support earnings growth ahead

Bloomberg	VRL IN
Equity Shares (m)	175
M.Cap.(INRb)/(USDb)	42.7 / 0.4
52-Week Range (INR)	325 / 225
1, 6, 12 Rel. Per (%)	-4/-2/-6
12M Avg Val (INR M)	80

Financial Snapshot (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	32.2	35.4	38.6
EBITDA	6.5	7.2	7.7
Adj. PAT	2.4	2.7	2.9
EBITDA Margin (%)	20.2	20.3	20.1
Adj. EPS (INR)	13.5	15.3	16.7
EPS Gr. (%)	29.5	13.0	9.3
BV/Sh. (INR)	65.3	70.6	75.3

Ratios

Net D:E	0.4	0.3	0.2
RoE (%)	21.3	22.5	22.9
RoCE (%)	18.7	20.4	21.4
Payout (%)	55.4	65.3	71.7

Valuations

P/E (x)	18.1	16.0	14.6
P/BV (x)	3.8	3.5	3.3
EV/EBITDA(x)	7.3	6.5	5.9
Div. Yield (%)	3.1	4.1	4.9
FCF Yield (%)	8.4	7.7	9.2

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	60.2	60.2	60.2
DII	25.1	23.5	25.3
FII	3.0	3.8	3.6
Others	11.7	12.5	10.8

FII includes depository receipts

- VRL Logistics' (VRL) revenue grew 5% YoY to INR8.5b, in line with our estimate.
- EBITDA margins stood at 20.8% (-230bp YoY and +20bp QoQ) vs. our estimate of 19.6%. EBITDA margin continues to remain healthy, driven by higher realizations. EBITDA dipped ~5% YoY to INR 1.77b in 4QFY26 (vs. our estimate of INR1.66b). In line with the operating performance, APAT declined 3% YoY to INR 721m in 4Q FY26 (13% above our estimate).
- In FY26, VRL's revenue/EBITDA/APAT grew 2%/13%/29%.
- Volume grew 3% YoY to 1.04m tons, while realization grew 3% YoY to INR 8,147/ton. Volume growth resumed after four consecutive quarters of decline, limiting the FY26 volume decline to 7%, aided by strong marketing efforts and the gain of new customers with new branch additions.
- Fuel costs stood at ~23.9% (vs. 25.6% in 4QFY25) of total income in 4QFY26, whereas lorry charges rose to 5.8% from ~4.1% of total income YoY on account of a dip in the use of own vehicles and increased long-haul vehicles.
- In 4QFY26, VRL delivered a steady performance, aided by disciplined pricing and recovery in volumes. Going forward, the company's focus would be on growing tonnage as realizations would remain largely stable with a marginal hike driven by fuel price increases. We broadly maintain our FY27 and FY28 estimates. We expect volumes to recover from FY27, supported by branch additions, regaining lost customers, and industry consolidation towards organized players. **We expect VRL to clock a 7% volume CAGR and a revenue/EBITDA/PAT CAGR of 9%/9%/11% over FY26-28. Reiterate BUY with a TP of INR300 (based on 18x FY28E EPS).**

Highlights from the management commentary

- VRL indicated that an increase in diesel prices is unlikely to materially hurt EBITDA margin, as the additional fuel costs are being passed on to customers through selective freight hikes and fuel surcharge mechanisms.
- The company expects its volumes to grow ~6-7% in FY27, while the EBITDA margin is anticipated to be stable at 20% levels.
- Management expects volume growth to recover, driven by increasing tonnage from existing customers and the onboarding of new clients.
- FY26 capex stood at ~INR3b, of which ~INR1b was incurred towards vehicle additions, while the remaining ~INR2b was utilized for the acquisition of land and building infrastructure. For FY27, management has guided a total capex of ~INR3.0-3.5b, largely towards vehicle procurement and expansion of owned logistics infrastructure.

Valuation and view

- VRL expects to focus on generating volumes, as realizations have increased and stabilized now. It expects margins to be sustained at 20% levels going ahead.
- We maintain our FY27 and FY28 estimates. We expect volumes to recover from FY27, supported by branch additions, regaining lost customers, and industry consolidation towards organized players. **We expect VRL to clock 7% volumes and a revenue/EBITDA/PAT CAGR of 9%/9%/11% over FY26-28. Reiterate BUY with a TP of INR300 (based on 18x FY28E EPS).**

Quarterly performance

Y/E March (INR m)	INR m											
	FY25				FY26				FY25	FY26	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE vs. Est	
Net Sales	7,272	7,995	8,252	8,090	7,443	7,970	8,270	8,529	31,609	32,211	8,487	0
YoY Change (%)	7.9	12.7	12.0	5.3	2.4	-0.3	0.2	5.4	9.4	1.9	4.9	
EBITDA	869	1,331	1,664	1,866	1,516	1,511	1,700	1,775	5,730	6,502	1,661	7
Margins (%)	11.9	16.6	20.2	23.1	20.4	19.0	20.6	20.8	18.1	20.2	19.6	
YoY Change (%)	-14.7	44.9	76.3	77.1	74.5	13.6	2.1	-4.9	45.6	13.5	-11.0	
Depreciation	615	638	646	638	647	648	681	635	2,536	2,610	697	
Interest	226	224	241	258	262	242	219	227	948	950	196	
Other Income	148	25	57	25	65	70	38	64	255	237	87	
PBT before EO expense	176	493	835	996	672	691	838	977	2,500	3,179	855	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	176	493	835	996	672	691	838	977	2,500	3,179	855	
Tax	42	135	240	253	172	192	191	255	670	811	215	
Rate (%)	23.6	27.3	28.8	25.4	25.6	27.8	22.8	26.1	26.8	25.5	25.2	
Reported PAT	134	358	594	743	500	499	648	721	1,829	2,368	640	
Adj PAT	134	358	594	743	500	499	648	721	1,829	2,368	640	13
YoY Change (%)	-60.4	84.4	333.9	244.6	272.4	39.2	9.0	-2.8	106.5	29.5	-13.9	
Margins (%)	1.8	4.5	7.2	9.2	6.7	6.3	7.8	8.5	5.8	7.4	7.5	



Insurance Tracker

Premium and YoY growth (%)

GWP, INR b	Apr-26	YoY
Grand Total	364.2	8.4%
Total Public	124.8	1.6%
Total Private	198.7	8.4%
SAHI	39.5	36.3%
New India	60.8	1%
ICICI -Lombard	36.5	2%
Bajaj General	26.7	11%
United India	21.2	1%
Niva Bupa	6.3	30%
Tata-AIG	28.5	38%
National	16.1	5%
Star Health	12.6	19%
SBI General	13.0	1%
HDFC ERGO	17.4	8%

Source: GI Council, MOFSL

Industry GWP grows 8% YoY

SAHIs see 36% YoY growth, while PSUs and private post single-digit growth

- The industry's gross written premium (GWP) grew 8% YoY to INR364.2b in Apr'26, with health being the fastest-growing segment (+22% YoY), maintaining strong double-digit trajectory for the fourth consecutive month. Excluding specialized insurers, GWP grew 8% YoY to INR362.9b.
- The motor segment grew 16% YoY to INR95b, with the motor OD and motor TP segments growing 18% and 14% YoY, respectively. Motor OD segment continues double-digit growth momentum for the fifth consecutive month.
- The health segment's growth was driven by 31% YoY growth in retail health, 16% YoY growth in group health and 53% YoY growth in government schemes. Private players and SAHIs drove growth in this segment, reporting 35% and 34% YoY growth, respectively.
- During the month, GWP for private players grew 8% YoY to INR199b, while public players reported 2% YoY growth to INR125b. SAHIs maintained industry-leading growth momentum, with GWP growth of 36% YoY, supported by double-digit growth across all players.
- Among key multi-line insurers, Tata AIG was one of the fastest-growing players (+38% YoY). ICICI Lombard's growth was lower than the industry at 2% YoY, with market share of 10% in Apr'26 (10.7% in Apr'25). Aditya Birla Health was the fastest-growing SAHI (+67% YoY). Niva Bupa/Star Health reported 30%/19% YoY growth.

25%+ YoY growth in retail health for the seventh consecutive month

- The overall health business grew 22% YoY to INR168.9b, driven by 31% YoY growth in retail health to INR44.7b and 16% YoY growth in group health to INR110.4b.
- Within the retail health segment, SAHIs/private multi-line players grew 37%/42% YoY, while the public segment grew 7% YoY. Star Health reported 22% YoY growth, while all other SAHIs reported 40%+ YoY growth (Niva Bupa at +47% YoY). ICICIGI reported strong growth of 69% YoY, bringing its market share to 4.4% in Apr'26 from 3.4% in Apr'25. GST exemption is likely boosting the growth momentum.
- In the group health segment, private players witnessed 30% YoY growth, with ICICIGI growing 20% YoY. SAHIs witnessed YoY growth of 31%, whereas Star Health witnessed a decline of 32% YoY and Niva Bupa declined 5% YoY. Public insurers posted a 2% YoY decline.

Motor segment sees double-digit growth

- Motor GWP grew 16% YoY to INR91b, backed by 18% YoY growth in motor OD and 14% YoY growth in motor TP.
- Within motor OD, private players grew 22% YoY, while ICICIGI posted 9% YoY growth and BGen reported 6% YoY growth. Public players posted 7% YoY growth. High competitive intensity has resulted in a cautious approach by players, with a strong focus on profitable growth.
- Within motor TP, private players posted growth of 19% YoY, while ICICIGI and BGen both reported growth of 17% YoY. Public players reported growth of 4% YoY. The rate hike remains a key monitorable for growth in motor TP.

Apr'26 performance of key players

- **ICICIGI** reported a growth of 2% YoY (market share of 10% vs. 10.7% in Apr'25).
- **Bajaj General** reported a growth of 11% YoY (market share of 7.3% vs. 7.2%).
- **STARHEAL** registered a growth of 19% YoY (market share of 3.5% vs. 3.2%).
- **NIVABUPA** recorded a growth of 30% YoY (market share of 1.7% vs. 1.4%).

Overall GWP performance of key general insurance players

INRb	GWP						Market share		
	Apr-26	Apr-25	YoY	YTD FY27	YTD FY26	YoY	YTD FY27	YTD FY26	YoY bps
New India	60.8	60.3	1%	60.8	60.3	1%	16.7%	17.9%	-123
ICICI -Lombard	36.5	35.9	2%	36.5	35.9	2%	10.0%	10.7%	-66
Bajaj General	26.7	24.0	11%	26.7	24.0	11%	7.3%	7.2%	17
United India	21.2	20.9	1%	21.2	20.9	1%	5.8%	6.2%	-42
Niva Bupa	6.3	4.8	30%	6.3	4.8	30%	1.7%	1.4%	29
Tata-AIG	28.5	20.6	38%	28.5	20.6	38%	7.8%	6.1%	168
National	16.1	15.3	5%	16.1	15.3	5%	4.4%	4.6%	-16
Star Health	12.6	10.6	19%	12.6	10.6	19%	3.5%	3.2%	32
SBI General	13.0	12.9	1%	13.0	12.9	1%	3.6%	3.8%	-27
HDFC ERGO	17.4	16.2	8%	17.4	16.2	8%	4.8%	4.8%	-3
Public Players	124.8	122.8	1.6%	124.8	122.8	1.6%	34.3%	36.6%	-230
Private Players	198.7	183.3	8.4%	198.7	183.3	8.4%	54.6%	54.5%	2
SAHI	39.5	29.0	36.3%	39.5	29.0	36.3%	10.8%	8.6%	222
Specialized	1.2	0.9	31.6%	1.2	0.9	31.6%	0.3%	0.3%	6
Industry	364.2	336.0	8.4%	364.2	336.0	8.4%	100.0%	100.0%	0

Industry – Segmental performance and product mix

INRb	GWP						Product Mix		
	Apr-26	Apr-25	YoY	YTD FY27	YTD FY26	YoY	YTD FY27	YTD FY26	YoY bps
Fire	45.0	65.1	-30.9%	45.0	65.1	-30.9%	12.4%	19.4%	-702
Marine Total	11.6	8.7	33.6%	11.6	8.7	33.6%	3.2%	2.6%	60
Motor Total	91.0	78.7	15.6%	91.0	78.7	15.6%	25.0%	23.4%	156
Motor OD	38.1	32.3	18.3%	38.1	32.3	18.3%	10.5%	9.6%	88
Motor TP	52.8	46.4	13.8%	52.8	46.4	13.8%	14.5%	13.8%	69
Health Total	168.9	138.9	21.6%	168.9	138.9	21.6%	46.4%	41.3%	504
Health Retail	44.7	34.1	31.0%	44.7	34.1	31.0%	12.3%	10.2%	212
Health Group	110.5	95.4	15.8%	110.5	95.4	15.8%	30.3%	28.4%	194
Govt Schemes	12.6	8.2	53.3%	12.6	8.2	53.3%	3.5%	2.4%	101
Overseas	1.2	1.2	0.1%	1.2	1.2	0.1%	0.3%	0.4%	-3
Crop	0.3	3.7	-92.4%	0.3	3.7	-92.4%	0.1%	1.1%	-101
Others	47.4	40.9	15.7%	47.4	40.9	15.7%	13.0%	12.2%	82
Total	364.2	336.0	8.4%	364.2	336.0	8.4%	100.0%	100.0%	0

Source: GI Council, MOFSL

Growth in Motor OD premium and market share

INR m	Motor OD						Market share		
	Apr-26	Apr-25	YoY	YTD FY27	YTD FY26	YoY	YTD FY27	YTD FY26	YoY bps
ICICI -Lombard	4,781.4	4,380.2	9%	4,781.4	4,380.2	9%	12.5%	13.6%	-105
Tata-AIG	4,300.3	3,238.8	33%	4,300.3	3,238.8	33%	11.3%	10.0%	123
New India	4,004.5	3,155.6	27%	4,004.5	3,155.6	27%	10.5%	9.8%	71
Bajaj General	2,519.1	2,368.4	6%	2,519.1	2,368.4	6%	6.6%	7.3%	-74
Cholamandalam MS	2,097.4	1,941.0	8%	2,097.4	1,941.0	8%	5.5%	6.0%	-52
IndusInd General	1,596.7	1,361.6	17%	1,596.7	1,361.6	17%	4.2%	4.2%	-4
SBI General	1,994.5	1,859.9	7%	1,994.5	1,859.9	7%	5.2%	5.8%	-54
HDFC ERGO	1,766.8	1,233.3	43%	1,766.8	1,233.3	43%	4.6%	3.8%	81
National	1,485.1	1,413.0	5%	1,485.1	1,413.0	5%	3.9%	4.4%	-49
Go Digit	1,849.9	1,785.7	4%	1,849.9	1,785.7	4%	4.8%	5.5%	-69
Public Players	8,131.3	7,571.7	7.4%	8,131.3	7,571.7	7.4%	21.3%	23.5%	-216
Private Players	30,016.5	24,680.6	21.6%	30,016.5	24,680.6	21.6%	78.7%	76.5%	216
Industry	38,147.8	32,252.3	18.3%	38,147.8	32,252.3	18.3%	100.0%	100.0%	0

Source: GI Council, MOFSL

Bharat Electronics

BSE SENSEX 75,201
S&P CNX 23,618

CMP: INR423

Buy

Conference Call Details



Date: 20th May 2026

Time: 04:00pm IST

Dial-in details:

[Diamond pass](#)

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	274.8	328.5	391.1
EBITDA	29.2	28.5	28.0
EBITDA Margin (%)	60.5	71.3	83.5
Adj. PAT	8.3	9.8	11.4
Adj. EPS (INR)	14.4	17.9	17.2
EPS Gr. (%)	32.5	42.8	52.8
BV/Sh.(INR)	274.8	328.5	391.1

Ratios

RoE (%)	25.5	22.8	21.7
RoCE (%)	27.8	25.4	23.9
Payout (%)	6.6	12.4	12.4

Valuations

P/E (x)	51.1	43.4	37.0
P/BV (x)	13.0	9.9	8.0
EV/EBITDA (x)	37.5	31.0	26.0
Div. Yield (%)	0.1	0.3	0.3

Decent set of results, in line with our estimates

- BHE reported a decent set of results in 4QFY26, broadly in line with our estimates.
- Revenue grew 12% YoY to INR102b, supported by a strong opening order book of INR730b.
- Gross margin expanded 40bp YoY to 48.2% (170bp higher than our estimates).
- Absolute EBITDA increased 6% YoY to INR29.6b (vs. our est. of INR28.4b), while margin contracted 150bp YoY to 29.1% (vs. our estimate of 27.4%), mainly due to higher other expenses.
- PAT increased 5% YoY on a high base to INR22b, in line with our estimates.
- Order book as of FY26-end stood at INR739b, with an order inflow of ~INR300b during the year.
- For FY26, revenue/EBITDA/PAT increased 16%/18%/14% YoY, while margin expanded 60bp YoY to 29.2%.
- For FY26, OCF increased 211% YoY to INR14.9b, while the company reported FCF inflow of INR5b in FY26 vs. FCF outflow of INR5b in FY25.

Standalone Quarterly Performance

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	41,988	45,834	57,561	91,197	44,168	57,637	71,220	1,01,772	2,36,580	2,74,796	1,03,713	-2
Change (%)	19.6	14.8	39.1	6.9	5.2	25.8	23.7	11.6	17.3	16.2	13.7	
EBITDA	9,367	13,885	16,533	27,890	12,399	16,953	21,176	29,624	67,676	80,153	28,375	4
Change (%)	41.0	38.2	57.5	22.3	32.4	22.1	28.1	6.2	35.4	18.4	1.7	
As of % Sales	22.3	30.3	28.7	30.6	28.1	29.4	29.7	29.1	28.6	29.2	27.4	
Depreciation	997	1,032	1,029	1,298	1,129	1,185	1,275	1,651	4,356	5,239	1,380	20
Interest	12	13	13	58	14	17	20	16	96	67	45	-64
Other Income	2,015	1,668	2,051	1,942	1,636	1,591	1,595	1,082	7,676	5,904	1,969	-45
PBT	10,373	14,509	17,542	28,476	12,892	17,343	21,477	29,038	70,900	80,750	28,919	0
Tax	2,612	3,596	4,381	7,428	3,201	4,482	5,576	7,007	18,017	20,266	7,231	
Effective Tax Rate (%)	25.2	24.8	25.0	26.1	24.8	25.8	26.0	24.1	25.4	25.1	25.0	
Reported PAT	7,761	10,913	13,161	21,048	9,691	12,861	15,901	22,032	52,883	60,485	21,688	2
Change (%)	46.2	34.3	47.3	18.0	24.9	17.9	20.8	4.7	31.5	14.4	3.0	
Adj PAT	7,761	10,913	13,161	21,048	9,691	12,861	15,901	22,032	52,883	60,485	21,688	2
Change (%)	46.2	34.3	47.3	18.0	24.9	17.9	20.8	4.7	31.5	14.4	3.0	

BSE SENSEX
75,201

S&P CNX
23,618

CMP: INR1,048

Buy

Novelis 4QFY26: Beat on earnings; Oswego resumption to recover earning in 2HFY27

- Revenue came largely in line at USD4.7b, up 4% YoY and 14% QoQ, mainly driven by higher average aluminum prices, partially offset muted volume. NSR stood at USD5,672/t (+18% YoY and +10% QoQ), supported by favorable aluminum prices.
- The total rolled product shipments stood at 844kt, down 12% YoY (+4% QoQ) due to Oswego production disruption (~73kt) and softness in specialties markets due to geopolitical conditions.
- Adj. EBITDA stood at USD459m (our est. USD380m; down 3% YoY and up 32% QoQ) due to adverse shipment impact of USD54m and cash flow loss of USD577m related to Oswego fire. Adjusted EBITDA/t stood at USD544 (our est. USD451), up 10% YoY/down 26% QoQ.
- The company reported a net loss of USD84m, which included an exceptional item of USD439m. The exceptional item consisted of USD577m related to Oswego fire losses, partially offset by metal price lag of USD191 and Sierre flood net recoveries of USD37m. Adj. PAT stood at USD179m, down 28% YoY and up 161% QoQ (our estimate of USD108m).
- FY26 revenue stood at USD18.4b (+8% YoY), adj. EBITDA at USD1.65b (-9% YoY) and APAT at USD550m (-33% YoY).

Quarterly Performance (in USD m)

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Vs Est (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Sales (000 tons)	951	945	904	957	963	941	809	844	3,757	3,555	842	0.2
Change (YoY %)	8.2	1.3	(0.7)	0.6	1.3	(0.4)	(10.5)	(11.8)	2.3	(5.4)		
Change (QoQ %)	-	(0.6)	(4.3)	5.9	0.6	(2.3)	(14.0)	4.3	-	-		
Net Sales	4,187	4,295	4,080	4,587	4,717	4,744	4,186	4,787	17,149	18,434	4,593	4.2
Change (YoY %)	2.3	4.6	3.7	12.5	12.7	10.5	2.6	4.4	5.8	7.5		
Change (QoQ %)	2.7	2.6	(5.0)	12.4	2.8	0.6	(11.8)	14.4	-	-		
EBITDA (adjusted)	500	462	367	473	416	422	348	459	1,802	1,645	380	20.8
Change (YoY %)	18.8	(4.5)	(19.2)	(8.0)	(16.8)	(8.7)	(5.2)	(3.0)	(3.8)	(8.7)		
Change (QoQ %)	(2.7)	(7.6)	(20.6)	28.9	(12.1)	1.4	(17.5)	31.9	-	-		
EBITDA per ton (USD)	526	489	406	494	432	448	430	544	480	463	451	20.6
Interest	64	67	61	60	62	63	62	58	252	245		
Depreciation	140	141	142	152	148	152	155	161	575	616		
PBT (before EO item)	296	254	164	261	206	207	131	240	975	784		
Extra-ordinary Income	(86)	(74)	(15)	42	(60)	17	(286)	(439)	(133)	(768)		
PBT (after EO item)	210	180	149	303	146	224	(155)	(199)	842	16	163	(221.8)
Total Tax	60	51	39	9	50	61	4	(114)	159	1		
% Tax	28.6	28.3	26.2	3.0	34.2	27.2	(2.6)	57.3	18.9	6.3		
Reported PAT (after MI)	151	128	110	294	96	163	(160)	(84)	683	15		
Change (YoY %)	(3.2)	(18.5)	(9.1)	77.1	(36.4)	27.3	(245.5)	(128.6)	13.8	(97.8)		
Adjusted PAT	237	202	125	252	156	146	69	179	816	550	108	65.9
Change (YoY %)	42.8	(9.4)	(35.6)	3.7	(34.2)	(27.7)	(45.0)	(28.8)	(1.2)	(32.6)		
Change (QoQ %)	(2.5)	(14.8)	(38.1)	101.6	(38.1)	(6.4)	(52.9)	160.8				

Key highlights from the management commentary

Operating performance guidance and outlook

- Novelis has reiterated its EBITDA target of +USD600/t over the next 2-3 years through cost reductions, Bay Minette ramp-up, and operational normalization.
- FY26-exit saving run rate stood at USD200m from its global cost efficiency program and expects USD350-400m in total savings by FY28 end.
- Management noted that North American aluminum markets remain structurally under-supplied, supporting rapid absorption of Oswego's volume resumption.
- On the energy side, the company disclosed that in Brazil, it has maintained energy hedges of +50%, while in EU, the current quarter was 100% hedged and it has hedged roughly two-thirds for the upcoming quarters.
- Beverage packaging demand remains robust globally, with long-term growth (ex-China) expected around 4% CAGR through the decade.
- Automotive demand expectations were moderated, with expected long-term aluminum growth at 3-5% instead of earlier high-single-digit assumptions.
- Management attributed slower automotive growth mainly to softer EV adoption trends in North America.
- Despite slower EV penetration, Novelis expects strong long-term aluminum substitution demand due to lightweighting and performance advantages.

Oswego update

- Novelis announced that the commissioning of the Oswego hot mill has started and coils are expected to roll off the mill in the next few weeks (vs. earlier guidance of Jun'26 end).
- Oswego will ramp up back to pre-fire operating levels quickly, as the same equipment are being restored rather than commissioning new assets.
- Management disclosed that roughly 65-70% of Oswego-related costs are linked to serving customers through alternative supply arrangements rather than direct repair expenses.
- Management hinted the annual insurance costs have increased by +USD20m.
- Novelis expects to recover ~70-75% of total Oswego-related losses via insurance claims over time. The company has already recovered ~USD90m from insurers and expects to recover +50% of the recoverable amount by FY27 end.
- The company acknowledged that current scrap spreads are unusually favorable because Oswego's outage temporarily reduced Novelis' own scrap buying activity. Management cautioned that some normalization in scrap spreads should be expected once Oswego returns to full operations.

Capital allocation update

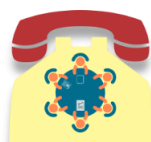
- FY27 capex is expected to be in the range of USD2.1-2.4b, of which USD1.7b for Bay Minette and USD350m for maintenance. From 4QFY27, capex is expected to decline significantly and Novelis would return to a free cash flow position by the end of FY27.
- FY26 adjusted free cash outflow was USD2.4b, driven mainly by USD2.3b of capex and ~USD1.1b Oswego-related cash impacts.
- Bay Minette cold mill commissioning began in Mar'26 and the project remains on track for full plant commissioning in 2HCY26.

- Total capex for Bay Minette remained USD5b. As of Mar'26, the company has already spent USD3.2b and the remaining to be incurred in FY27.
- Net leverage stands at 4.1x and expected to remain elevated in the short-term due to Oswego fire impacts and Bay Minette capital spend. Near-term expected to reverse to 4x by FY27 end.
- Parent company support remained strong, with a USD950m equity infusion received during the 2HFY26. Management clearly stated that no further parental equity support is expected going forward.
- Management confirmed to raise ~USD500m of short-term bridge financing to manage temporary cash flow timing mismatches arising from Bay Minette capex, Oswego restoration spending and delayed insurance recoveries.

BSE SENSEX
80,540

S&P CNX
24,619

Conference Call Details



Date: 20 Mar'26

Time: 1100 hours IST

Dial-in details:

+91 22 6280 1342

+91 22 7115 8243

CMP: INR286

Neutral

Beat driven by higher-than-expected blended gross marketing margin

- BPCL's reported GRM came in line with our est. at ~USD17.9/bbl (our est. USD18/bbl) in 4QFY26. Marketing margin (including inv.) stood at INR5.6/lit (est.: INR1.3/lit).
- Standalone EBITDA at INR110b beat our estimate by 34%.
 - Forex loss stood at INR9.4b and marketing inventory gain was INR12.8b.
 - Clean PAT, adjusted for forex loss, marketing inventory gain and impairment loss, stood 25% above our est. at INR62b.
 - LPG under-recovery amounted to INR13.4b (INR4.7b in 3Q).
- BPCL's investment in its wholly owned upstream subsidiary BPRL with a gross carrying value of INR154.3b has been impaired due to changed block prospects. BPCL, therefore, recognized an impairment loss of INR43.5b.
- Resulting standalone PAT, adjusted for impairment loss, came in 31% above our estimate at INR64.5b.
 - Other income and interest costs came in above our estimates.
- The MoP&NG, through letters dated 3rd/24th Oct'25, approved a compensation of INR75.9b to the company for under-recoveries on the sale of domestic LPG up to 31st Mar'25, and those expected up to 31st Mar'26. The amount would be released in 12 equal monthly instalments, with accruals recognized on a monthly basis starting Nov'25. Accordingly, three equal monthly instalments totaling INR19b have been recognized in 4Q.
- **Operational details:**
 - Refining throughput came in line with our estimate at 10.4mmt (-2% YoY).
 - Marketing volumes, excluding exports, were in line with our est. at 13.9mmt (+3% YoY).
 - As of Mar'26, BPCL had a cumulative negative net buffer of INR123.2b due to the under-recovery on LPG cylinders (INR128.8b as of Dec'25).
 - BPCL (standalone) has become net cash positive with a cash & bank surplus of INR64b over its total borrowings.

Standalone - Quarterly Earning Model
(INR b)

Y/E March	FY25				FY26					Var (%)	YoY (%)	QoQ (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	4QE			
Net Sales	1,131.0	1,027.6	1,131.4	1,111.8	1,125.1	1,049.1	1,190.0	1,186.5	1,125.4	5%	7%	0%
<i>YoY Change (%)</i>	<i>0.1</i>	<i>-0.2</i>	<i>-2.0</i>	<i>-4.6</i>	<i>-0.5</i>	<i>2.1</i>	<i>5.2</i>	<i>6.7</i>	<i>1.2</i>			
EBITDA	56.5	45.1	75.8	78.1	96.6	103.4	118.4	110.0	81.9	34%	41%	-7%
Forex loss	-0.2	0.4	2.7	0.5	-0.2	5.6	1.7	9.4	0.0			
Depreciation	16.8	17.7	18.0	19.7	18.8	19.5	19.7	20.4	21.4			
Interest	4.4	4.7	4.3	5.5	3.7	4.2	3.6	4.8	4.4			
Other Income	4.8	9.6	11.0	7.9	7.3	11.9	7.5	10.6	9.9			
PBT before EO expense	40.3	31.9	61.8	60.4	81.6	86.0	100.9	86.1	66.0	30%	43%	-15%
Extra-Ord expense	0.0	0.0	0.0	17.7	0.0	0.0	0.0	43.5	0.0			
PBT	40.3	31.9	61.8	42.6	81.6	86.0	100.9	42.6	66.0	-35%	0%	-58%
Tax	10.2	8.0	15.3	10.5	20.3	21.5	25.5	10.7	16.6			
<i>Rate (%)</i>	<i>25.2</i>	<i>24.9</i>	<i>24.7</i>	<i>24.6</i>	<i>24.9</i>	<i>25.0</i>	<i>25.2</i>	<i>25.0</i>	<i>25.2</i>			
Reported PAT	30.1	24.0	46.5	32.1	61.2	64.4	75.5	31.9	49.4	-35%	-1%	-58%
Adj PAT	30.1	24.0	46.5	45.5	61.2	64.4	75.5	64.5	49.4	31%	42%	-14%
<i>YoY Change (%)</i>	<i>-71.4</i>	<i>-71.8</i>	<i>36.9</i>	<i>-18.3</i>	<i>103.1</i>	<i>168.7</i>	<i>62.3</i>	<i>41.7</i>	<i>8.5</i>			
<i>Margin (%)</i>	<i>2.7</i>	<i>2.3</i>	<i>4.1</i>	<i>2.9</i>	<i>5.4</i>	<i>6.1</i>	<i>6.3</i>	<i>2.7</i>	<i>4.4</i>			
Key Assumptions												
Refining throughput (mmt)	10.1	10.3	9.5	10.6	10.4	9.8	10.5	10.4	10.4	0%	-2%	-1%
Reported GRM (USD/bbl)	7.9	4.4	5.6	9.2	4.9	10.8	13.4	17.9	18.0	-1%	94%	34%
Marketing sales volume exclud exports (mmt)	13.2	12.4	13.4	13.4	13.6	12.7	14.1	13.9	14.0	-1%	3%	-1%
Marketing GM incld inv (INR/litre)	4.8	5.8	7.4	6.0	8.3	7.2	6.2	5.6	1.3	335%	-6%	-9%
Clean PAT calculation												
Marketing inventory loss/(gain)	-4.1	11.1	7.2	-5.2	8.4	-9.0	4.9	-12.8				
Forex loss/(gain)	-0.2	0.4	2.7	0.5	-0.2	5.6	1.7	9.4				
Other exceptional items	0.0	0.0	0.0	17.7	0.0	0.0	0.0	43.5				
Clean PAT	26.9	32.6	54.0	41.9	67.4	61.9	80.4	62.0	49.4	25%	48%	-23%

Mankind Pharma

BSE SENSEX 75,201
S&P CNX 23,618

CMP: INR2,494

Conference Call Details



Date: 20th May 2026

Time: 12:00 pm IST

Dial-in details: [Link](#)

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	142.8	161.2	182.0
EBITDA	36.2	44.1	49.8
Adj. PAT	20.2	23.7	23.0
EBIT Margin (%)	25.4	27.4	27.4
Cons. Adj. EPS (INR)	49.0	57.5	55.8
EPS Gr. (%)	5.4	17.4	-2.9
BV/Sh. (INR)	395.1	439.4	482.6

Ratios

Net D:E	0.4	0.4	0.3
RoE (%)	13.2	13.8	12.1
RoCE (%)	11.6	12.4	11.8
Payout (%)	18.9	20.0	20.0

Valuations

P/E (x)	50.9	43.4	44.7
EV/EBITDA (x)	30.6	24.7	22.2
EV/Sales (x)	0.4	0.5	0.4
Div. Yield (%)	4.5	-0.7	4.0
FCF Yield (%)	7.8	6.8	6.1

In-line revenue; better-than-expected EBITDA/PAT for the quarter

- Sales grew 11.8% YoY to INR34.4b for the quarter (vs. est. of INR34.3b).
- Domestic business (84% of sales) grew 13.4% YoY to INR28.9b for the quarter, driven by strong growth in BSV specialty business.
- Prescription business (Rx) (93% of domestic sales) grew 12.9% YoY to INR26.7b, driven by strong performance in chronic therapies.
- The consumer business (7% of domestic sales) grew 19.8% YoY to INR2.1b, driven by growth in Manforce, Prega News, Gasofast, and Nimulid.
- Export (16% of sales) grew 4.2% YoY to INR5.6b., hit by the geopolitical headwinds.
- Gross margin expanded by 60bp to 72.2%.
- EBITDA margin expanded 400bp YoY to 27% (vs. est. of 24.3%), driven by lower employee costs (down 140bp YoY as % of sales) and other expenses (down 200bp YoY as % of sales).
- Accordingly, EBITDA grew at 31.3% YoY to INR9.3b (vs. est. of INR8.3b)
- Adj. PAT grew 80% YoY to INR5.8b (vs. est. of INR4.4b), due to a significant decline in interest cost.
- Revenue/EBITDA/PAT grew ~17%/18%/5% YoY to ~INR143b/36b/20b for FY26.

Consolidated - Quarterly Earning Model

Y/E March (INR m)	FY25				FY26E				FY25	FY26E	FY26	Var %
	1Q	2Q	3Q	4Q	1QE	2Q	3Q	4Q				
Gross Sales	28,934	30,765	31,988	30,794	35,704	36,972	35,672	34,429	1,22,481	1,42,776	34,334	0.3
YoY Change (%)	12.2	13.6	22.7	26.1	23.4	20.2	11.5	11.8	18.5	16.6	11.5	
Total Expenditure	21,697	22,265	23,828	23,712	27,236	27,758	26,442	25,131	91,698	1,06,567	25,991	
EBITDA	7,238	8,500	8,160	7,082	8,468	9,213	9,230	9,299	30,783	36,210	8,343	11.5
YoY growth %	10.5	24.5	34.5	19.8	17.0	8.4	13.1	31.3	21.4	17.6	17.8	
Margins (%)	25.0	27.6	25.5	23.0	23.7	24.9	25.9	27.0	25.1	25.4	24.3	
Depreciation	1,077	1,056	1,872	2,309	2,187	2,218	2,226	2,231	6,212	8,862	2,318	
Interest	109	71	2,209	1,905	1,707	1,697	1,572	1,418	4,294	6,393	1,350	
Other Income	1,006	1,094	770	1,013	799	919	728	1,143	5,368	3,588	797	
PBT before EO expense	7,057	8,468	4,849	3,881	5,373	6,217	6,160	6,793	25,645	24,543	5,472	24.1
Extra-Ord expense	420	0	0	-1,250	0	0	1,066	232	-830	1,298	0	
PBT	6,637	8,468	4,849	5,131	5,373	6,217	5,094	6,562	26,475	23,246	5,472	
Tax	1,246	1,904	1,105	864	958	1,038	951	998	5,097	3,946	974	
Rate (%)	18.8	22.5	22.8	16.8	17.8	16.7	18.7	15.2	19.3	17.0	17.8	
Minority Interest & P/L of Asso. Cos.	26.7	28.4	8.5	15.6	94.7	109.9	-32.1	-29.9	79.2	142.6	46.6	
Reported PAT	5,365	6,535	3,736	4,251	4,320	5,069	4,175	5,594	21,298	19,158	4,451	
Adj PAT	5,706	6,535	3,736	3,212	4,320	5,069	5,042	5,791	19,188	20,221	4,451	30.1
YoY Change (%)	17.2	30.4	-17.7	-31.8	-24.3	-22.4	35.0	80.3	0.3	5.4	38.6	
Margins (%)	19.7	21.2	11.7	10.4	12.1	13.7	14.1	16.8	15.7	14.2	13.0	
EPS	14.2	16.3	9.3	8.0	10.8	12.7	12.6	14.5	46.5	49.0	11.1	

E: MOFSL Estimates

PI Industries

BSE SENSEX 75,201
S&P CNX 23,618

CMP: INR3,125

Buy

Conference Call Details



Date: 20th May 2026
Time: 03:00pm IST
Dial-in details:
[Click Here](#)

Weak operating performance due to adverse operating leverage

Operating performance below estimates

- Revenue stood at INR15.7b (est. in line), declining 12% YoY.
- Agrochemicals business revenue declined 14% YoY to INR14.6b, and Pharma business revenue rose 23% YoY to INR1b.
- EBITDA stood at INR3.4b (est. INR3.8b), declining 26% YoY.
- EBITDA margins contracted 400bp YoY to 21.5% (est. 24.1%); gross margins stood at 58% (up 280bp YoY); employee expenses rose 350bp YoY to 14.5%; other expenses rose 330bp YoY to 21.8% of sales.
- EBIT margins for the Agrochemical business stood at 22.8% (down 660bp), and the Pharma business reported an operating loss of INR486m vs an operating loss of INR821m in 4QFY25.
- Adj. PAT declined 39% YoY to INR2.0b (est. INR2.7b).
- For FY26, Revenue/EBITDA/Adj PAT declined 16%/22%/25% to INR67b/INR17b/INR12b.
- Gross debt stood at INR2.4b vs INR1.1b as of Mar'25. CFO stood at INR4.7b vs INR14.1b as of Mar'25
- PAT was adjusted for a one-time labor code adjustment of INR20m.

Quarterly Earning Model

(INRm)

Y/E March	FY25				FY26				FY25	FY26E	FY26E	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	20,689	22,210	19,008	17,871	19,005	18,723	13,757	15,652	79,778	67,137	15,574	0
YoY Change (%)	8.3	4.9	0.2	2.6	-8.1	-15.7	-27.6	-12.4	4.1	-15.8	-12.9	
Total Expenditure	14,857	15,928	13,888	13,315	13,814	13,310	10,734	12,283	57,988	50,141	11,818	
EBITDA	5,832	6,282	5,120	4,556	5,191	5,413	3,023	3,369	21,790	16,996	3,756	-10
Margins (%)	28.2	28.3	26.9	25.5	27.3	28.9	22.0	21.5	27.3	25.3	24.1	
Depreciation	834	798	991	902	965	980	1,054	1,067	3,525	4,066	1,090	
Interest	83	85	83	79	39	26	62	37	330	164	50	
Other Income	727	1,222	759	734	859	825	667	756	3,442	3,107	850	
PBT before EO expense	5,642	6,621	4,805	4,309	5,046	5,232	2,574	3,021	21,377	15,873	3,466	
Extra-Ord expense	0	0	0	0	0	0	-1,051	20	0	-1,031	0	
PBT	5,642	6,621	4,805	4,309	5,046	5,232	3,625	3,001	21,377	16,904	3,466	
Tax	1,175	1,546	1,080	1,017	1,074	1,160	516	1,003	4,818	3,753	797	
Rate (%)	20.8	23.3	22.5	23.6	21.3	22.2	14.2	33.4	22.5	22.2	23.0	
MI & Profit/Loss of Asso. Cos.	-21	-7	-2	-13	-28	-21	-4	-4	-43	-57	-15	
Reported PAT	4,488	5,082	3,727	3,305	4,000	4,093	3,113	2,002	16,602	13,208	2,684	
Adj PAT	4,488	5,082	3,727	3,305	4,000	4,093	2,325	2,017	16,602	12,435	2,684	-25
YoY Change (%)	17.2	5.8	-16.9	-10.6	-10.9	-19.5	-37.6	-39.0	-1.3	-25.1	-19	
Margins (%)	21.7	22.9	19.6	18.5	21.0	21.9	16.9	12.9	20.8	18.5	17.2	

Fine Organic Industries

BSE SENSEX
75,201

S&P CNX
23,618

CMP: INR4,551

Sell

Conference Call Details



Date: 21st May 2026

Time: 15:30 hours IST

Link: [Click here](#)

Earnings beat our estimate

- Revenue came in at 6.2b (est. of INR5.9b), +3% YoY, +17% QoQ.
- Gross margin stood at 40.3% (+70bp YoY, +230bp QoQ).
- EBITDAM came in at 20.8% (+110bp YoY, +250bp QoQ).
- EBITDA stood at INR1.3b (est. INR1b), +9% YoY, +28% QoQ.
- Adjusted PAT stood at INR1.2b (est. INR919m), +21% YoY, +48% QoQ.
- In FY26, Revenue/Adj.PAT grew 4%/2% YoY to INR23.7b/INR4.2b, while EBITDA declined 4% to INR4.9b.
- CFO stood at INR4.3b as of Mar'26, compared to INR2b in Mar'25.

Consolidated - Income Statement

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Gross Sales	5,497	5,958	5,132	6,068	5,884	5,973	5,548	6,253	22,655	23,658	5,874	6%
YoY Change (%)	0.5	10.2	5.1	11.0	7.0	0.2	8.1	3.1	16.1	4.4	-3.2	
Gross Margin (%)	43.6%	42.8%	39.4%	39.6%	40.4%	41.6%	38.0%	40.3%	22.5%	20.7%	38.0%	
EBITDA	1,397	1,506	990	1,196	1,236	1,352	1,015	1,298	5,089	4,901	1,087	19%
Margin (%)	25.4	25.3	19.3	19.7	21.0	22.6	18.3	20.8	22.5	20.7	18.5	
Depreciation	117	124	130	148	118	128	138	180	520	564	148	
Interest	4	4	4	5	5	5	5	27	21	41	6	
Other Income	245	219	291	258	398	211	211	346	1,012	1,167	295	
PBT	1,521	1,597	1,146	1,300	1,581	1,430	1,013	1,437	5,561	5,461	1,228	
Tax	383	418	319	327	403	335	268	253	1,447	1,259	308	
Rate (%)	25.2	26.2	27.8	25.2	25.5	23.4	26.5	17.6	26.0	23.0	25.1	
MI & Profit/Loss of Asso. Cos.	5	5	0	-1	7	10	5	9	8	31	0	
Reported PAT	1,134	1,175	827	974	1,171	1,085	739	1,175	4,105	4,171	919	
Adj PAT	1,134	1,175	827	974	1,119	1,085	792	1,175	4,105	4,172	919	28%
YoY Change (%)	13.6	13.6	-12.2	-15.2	-1.3	-7.6	-4.3	20.6	11.6	1.6	11.1	
Margin (%)	20.6	19.7	16.1	16.1	19.0	18.2	14.3	18.8	18.1	17.6	15.6	

Prince pipes

BSE SENSEX
75,201

S&P CNX
23,618

CMP: INR269

BUY

Conference Call Details



Date: 20th May 26

Time: 11 am IST

Dial-in details:

[click here](#)

Performance below our estimates, largely due to lower-than-expected growth in realization

Earnings below our expectations

- Consolidated revenue grew 18% YoY and 48% QoQ to INR85b (est. INR9.9b).
- Total volume increased 23%/46% YoY/QoQ at 62.2KMT (est. 58KMT).
- Realization for 4QFY26 stood at INR136.7/kg (-4% YoY, +2% QoQ).
- Consolidated EBITDA surged 2x YoY to INR1.1b (est. INR1.4b) with an EBITDA margin of 12.9% (est. 13.7%), inclusive of expected inventory gains.
- EBITDA/kg stood at INR39.3/kg (2.2 YoY/ loss of INR1.3/kg QoQ).
- Adj. PAT (after tax) was INR561m vs. INR242m YoY (est. INR771m).
- For FY26, revenue/EBITDA/PAT grew 3%/45%/73% to INR26b/INR2.3b/INR747m
- CFO for the year stood at INR5.3b vs. INR1.2b. Net debt was (INR1.4b) vs. INR1.5b

Consolidated - Quarterly Earnings Model

Yo/E March	(INR m)											
	FY25				FY26				FY25	FY26	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4Q	%
Gross Sales	6,045	6,221	5,777	7,197	5,804	5,946	5,733	8,501	25,239	25,983	9,931	-14
YoY Change (%)	9.2	-5.2	-6.6	-2.8	-4.0	-4.4	-0.8	18.1	-1.7	2.9	38.0	
Total Expenditure	5,462	5,764	5,748	6,648	5,408	5,395	5,454	7,405	23,621	23,661	8,574	
EBITDA	583	457	30	548	396	551	279	1,096	1,618	2,322	1,357	-19
Margins (%)	9.6	7.3	0.5	7.6	6.8	9.3	4.9	12.9	6.4	8.9	13.7	
Depreciation	257	276	264	273	307	325	336	343	1,070	1,311	340	
Interest	14	16	32	33	52	45	-38	43	97	102	35	
Other Income	26	39	15	57	27	16	19	46	137	109	30	
PBT before EO expenses	337	204	-252	299	64	198	0	756	588	1,018	1,013	
Extra-Ord expenses	0	0	0	0	0	0	20	0	0	20	0	
PBT	337	204	-252	299	64	198	-20	756	588	997	1,013	
Tax	90	57	-48	58	15	51	4	195	157	266	242	
Rate (%)	26.7	28.0	18.9	19.2	24.2	26.0	-18.2	25.8	26.7	26.6	23.9	
Reported PAT	247	147	-204	242	48	146	-24	561	431	732	771	
Adj PAT	247	147	-204	242	48	146	-8	561	431	747	771	-27
YoY Change (%)	25.8	-72.1	-154.3	-55.8	-80.5	-0.5	-95.9	132.1	-73.8	73	219	
Margins (%)	4.1	2.4	-3.5	3.4	0.8	2.5	-0.1	6.6	1.7	2.9	7.8	

United Foodbrands

BSE SENSEX
75,201

S&P CNX
23,618

Conference Call Details



Date: 20th May 2026

Time: 11:00 AM

Dial-in details:

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Financials & Valuations (INR b)

Y/E MAR	FY26E	FY27E	FY28E
Net Sales	13.4	14.7	15.9
Sales Gr. (%)	8.6	9.7	8.3
EBITDA	2.1	2.3	2.6
Margin (%)	15.4	15.8	16.6
Adj. PAT	-0.5	-0.5	-0.4
Adj. EPS (INR)	-12.4	-13.9	-11.0
EPS Gr. (%)	N/M	N/M	N/M
BV/Sh. (INR)	79.4	65.5	54.4

Ratios

RoE (%)	-15.6	-21.3	-20.3
RoCE (%)	2.4	3.5	4.9

Valuations

P/E (x)	N/M	N/M	N/M
P/BV (x)	7.4	6.6	5.7
EV/EBITDA (x)	20.9	18.3	13.9

CMP: INR333

SSSG up 14%; operationally in-line performance

Consolidated performance

- United Foodbrands' (UFBL) sales grew 23% YoY to INR3.6b (est. INR 3.4b) in 4QFY26.
- Same store sales rose 14.4% in 4QFY26 (est. 8.4), led by transaction growth.
 - Dine-in channel (82% of sales) grew 21% YoY to INR3.0b.
 - Delivery channel (18% of sales) rose 32% YoY to INR0.6b.
- Digital KPIs
 - Cumulative app download was 9.1m in 4QFY26 vs 7.4m in 4QFY25
 - Own digital asset contribution was 60.9% vs. 33.6% in 4QFY25.
- The company has added 13 stores, bringing the total store count to 262.
 - Out of the 262 stores, 207 are BBQN stores, 13 are international BBQN stores, and 42 are Toscano and Salt stores.
 - Metro and tier-1 accounted for 207 stores and tier 2/3 accounted for 55 stores in 4QFY26.
- Gross margin contracted 300bp YoY to 65.5% (est. 67%).
- EBITDA rose 2% YoY to INR544m (est. INR568m). EBITDA margin contracted 310bp YoY to 15.1% (est. 16.6%).
 - Pre-Ind AS EBITDA increased 5% YoY to INR199m in 4QFY26, and margin contracted 100bp YoY to 5.5%.
 - RoM (Pre-Ind AS) expanded 23% YoY, and margin remained flat YoY at 12.6%.

BBQ India

- Revenue rose 22% YoY to INR2.8b. Same store sales grew 16.7%.
- BBQ India added net eight stores, reaching a total of 207 in 4QFY26.
- GP margin contracted 410bp YoY to 62.8%. GP rose 14% YoY.
- RoM (Pre-Ind AS) expanded 150bp YoY to 11.6%. RoM expanded 40% YoY, led by operating leverage.

BBQ International

- Revenue rose 27% YoY to INR336m. Same store sales increased 5.5%.
- BBQ International added one store during the quarter. The total store count was 13 stores.
- GP margin contracted 450bp YoY to 70.5%. GP rose 20% YoY.
- RoM (Pre-Ind AS) contracted 510bp YoY to 24.4%. RoM expanded 5% YoY.

Premium CDR

- Revenue rose 23% YoY to INR489m. Same store sales increased 7%.
- Premium CDR added four stores, bringing the total to 42 stores during the quarter.
- GP margin contracted 160bp YoY to 73%. GP rose 21% YoY.
- RoM (Pre-Ind AS) contracted 550bp YoY to 9.4%. RoM contracted 22% YoY at INR46m.

Cons. Quarterly Performance

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
SSSG (%)	-7.4	-2.5	-2.0	-2.0	-3.4	-2.2	8.2	14.4	-3.8	4.7	8.4	
No. of stores	219	222	226	230	236	241	249	262	230	262	260	
Net Sales	3,057	3,057	3,289	2,928	2,970	3,048	3,766	3,604	12,330	13,387	3,427	5.2
YoY change (%)	-5.6	1.3	-0.6	-1.8	-2.8	-0.3	14.5	23.1	-1.7	8.6	17.0	
Gross Profit	2,081	2,081	2,244	2,006	2,010	2,019	2,499	2,361	8,412	8,889	2,296	2.8
Margin (%)	68.1	68.1	68.2	68.5	67.7	66.2	66.4	65.5	68.2	66.4	67.0	
EBITDA	509	456	615	533	460	377	682	544	2,113	2,064	568	-4.2
EBITDA growth %	8.8	2.7	-7.2	-2.6	-9.6	-17.2	10.9	2.1	-0.4	-2.3	6.5	
Margin (%)	16.6	14.9	18.7	18.2	15.5	12.4	18.1	15.1	17.1	15.4	16.6	
Depreciation	405	409	428	523	449	483	482	486	1,765	1,900	488	
Interest	186	189	195	209	200	207	227	226	779	860	232	
Other Income	27	43	55	34	19	81	17	31	158	148	33	
PBT	-55	-100	47	-165	-170	-232	-10	-138	-272	-549	-120	
Tax	-11	-28	-3	42	-3	-7	-67	13	-1	-64	-2	
Rate (%)	20.9	28.4	-6.5	-25.2	1.8	2.8	692.6	-9.6	0.5	11.6	2.0	
Adjusted PAT	-43	-71	51	-207	-167	-225	57	-151	-271	-485	-117	
YoY change (%)	N/M	N/M	N/M	N/M	N/M	N/M	13.4	N/M	N/M	N/M	N/M	

E: MOFSL Estimates

BBQ Consolidated	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue (INR m)	3,057	3,057	3,289	2,928	2,970	3,048	3,766	3,604
YoY growth (%)	-6%	1%	-1%	-2%	-3%	0%	14%	23%
SSSG (%)	-7.4	-2.5	-2.0	-2.0	-3.4	-2.2	8.2	14.4
Stores	219	222	226	230	236	241	249	262
Store addition	2	3	4	4	6	5	8	13
YoY store addition (%)	3%	2%	5%	6%	8%	9%	10%	14%
Annualised revenue/ outlet (INR/mn)	55	56	60	53	54	54	54	54
GP (INR m)	2,081	2,081	2,244	2,006	2,010	2,019	2,499	2,361
GP margin (%)	68.1%	68.1%	68.2%	68.5%	67.7%	66.2%	66.4%	65.5%
ROM (pre -Ind AS) (INR m)	421	380	543	368	342	250	590	454
ROM (%)	13.8%	12.4%	16.5%	12.6%	11.5%	8.2%	15.7%	12.6%
YoY growth (%)	10%	12%	-2%	-14%	-19%	-34%	9%	23%
EBITDA (pre -Ind AS) (INR m)	212	166	339	190	136	33	361	199
EBITDA pre-Ind AS margin (%)	6.9%	5.4%	10.3%	6.5%	4.6%	1.1%	9.6%	5.5%
YoY growth (%)	43%	24%	-6%	-1%	-36%	-80%	6%	5%
EBITDA (INR m)	509	456	615	533	460	377	682	544
EBITDA margin (%)	8.8%	2.7%	-7.2%	-2.6%	-9.6%	-17.2%	10.9%	2.1%
YoY growth (%)	17%	15%	19%	18%	15%	12%	18%	15%

BBQ India	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue (INR m)	2,466	2,443	2,618	2,280	2,289	2,300	2,883	2,782
YoY growth (%)			-4%	-5%	-7%	-6%	10%	22%
SSSG (%)	-8.8	-3.0	-2.6	-2.9	-5.2	-4.3	8.3	16.7
Stores	186	187	190	191	193	195	199	207
Store addition	0	1	3	1	2	2	4	8
YoY store addition (%)	-2%	-1%	2%	3%	4%	4%	5%	8%
Annualised revenue/ outlet (INR/mn)	53	52	57	50	50	50	61	58
GP (INR m)	1,641	1,626	1,746	1,526	1,513	1,479	1,851	1,747
GP margin (%)	66.5%	66.6%	66.7%	66.9%	66.1%	64.3%	64.2%	62.8%
ROM (pre -Ind AS) (INR m)	293	269	389	231	220	140	422	323
ROM (%)	11.9%	11.0%	14.9%	10.1%	9.6%	6.1%	14.6%	11.6%
YoY growth (%)			-3.7%	-21.4%	-24.9%	-48.0%	8.5%	39.8%

BBQ International	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue	239	218	253	264	263	276	372	336
YoY growth (%)			8%	11%	10%	27%	47%	27%
SSSG (%)	-8.6	2	5.2	10.9	8.5	8.4	5.8	5.5
Stores	8	8	8	9	11	12	12	13
Store addition	0	0	0	1	2	1	0	1
Annualised revenue/ outlet (INR/mn)	119	109	126	132	105	105	123	122
GP (INR m)	178	159	188	198	191	200	277	237
GP margin (%)	74.5%	72.9%	74.3%	75.0%	72.6%	72.5%	74.5%	70.5%
ROM (pre -Ind AS) (INR m)	60	44	66	78	59	49	86	82
ROM (%)	25.1%	20.2%	26.1%	29.5%	22.4%	17.8%	23.1%	24.4%
YoY growth (%)			8%	28%	-3%	-2%	-3%	-5%
BBQ Premium CDR	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue	363	406	432	397	431	473	517	489
YoY growth (%)			24%	11%	19%	17%	20%	23%
SSSG (%)	0.9	-1.6	-2.7	-5.5	1.6	5.3	9.4	7.0
Stores	25	27	28	30	32	34	38	42
Store addition	2	2	1	2	2	2	4	4
YoY store addition (%)	67%	23%	27%	30%	28%	26%	36%	40%
Annualised revenue/ outlet (INR/mn)	58	60	62	55	57	60	64	56
GP (INR m)	273	305	324	296	317	345	378	357
GP margin (%)	75.2%	75.1%	75.0%	74.6%	73.5%	72.9%	73.1%	73.0%
ROM (pre -Ind AS) (INR m)	68	66	87	59	62	62	78	46
ROM (%)	18.7%	16.3%	20.1%	14.9%	14.4%	13.1%	15.1%	9.4%
YoY growth (%)			0%	-20%	-9%	-6%	-10%	-22%



Sanathan Textiles: Expects 75%+ EBITDA Growth In FY27; Sammir D Dattani, ED

- Targeting 75%+ YoY EBITDA growth to over ₹500 crore in FY27, driven by Punjab plant scale and double-digit standalone margins
- Conservatively guiding for ₹5,700–5,800 crore in FY27 revenue as the new Punjab facility stabilizes and fully kicks in from Q2
- Silvassa operates at 95%+ utilization; technical textile expansion completes in Q1, adding ₹110–120 crore annualized revenue
- Successfully passing through raw material price hikes (crude up 50%) to customers with a slight lag, backed by strong regional demand

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IGL: EBITDA margins to stay at ₹7–8/scm; Kamal Kishore Chatiwal, MD

- Q4 EBITDA dropped 10% sequentially due to a 25% surge in crude-linked input gas costs from West Asia disruptions
- Management expects full-year EBITDA margins to stay at ₹7–8/scm, insulated by stable Henry Hub contracts that form two-thirds of its supply
- Total volumes are projected to rise from 9.69 to 10.6 mmscmd in FY27, with domestic and commercial segments growing at 20%+
- Driving a 40% growth in domestic connections this year, backed by key network expansion into Gurugram and Faridabad

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Genus Power: Expect Revenue To Grow In The Range Of ₹6,000- 6,500 Cr In FY27; Jitendra Kumar Agarwal, Joint MD

- Guiding for ₹6,000–6,500 crore revenue in FY27, though margin pressures have capped EBITDA guidance at 18%
- The timeline to turn operating cash flow positive has shifted to FY28. However, working capital days will drop sub-200 by year-end
- Targeting 1 crore+ smart meter installations this year, backed by a massive 9 crore meter upcoming tender pipeline

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LatentView: Technology Sector Could Grow 6-8% This Year; Rajan Sethuraman, CEO

- Guiding for strong 18–20% revenue growth in FY27, despite temporary core technology sluggishness
- Financial services are projected to grow 40%, and consumer goods 20–25%, offsetting tech bottlenecks
- High-margin AI-driven services generated 28% of FY26 revenue, now expanding via an Anthropic partnership
- Resolved an insourcing issue with a primary tech account, targeting 95% revenue recovery via new US pilots

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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.