

# MTAR Technologies

|                 |   |
|-----------------|---|
| Estimate change | ↑ |
| TP change       | ↓ |
| Rating change   | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | MTARTECH IN |
| Equity Shares (m)     | 31          |
| M.Cap.(INRb)/(USDb)   | 167.7 / 1.8 |
| 52-Week Range (INR)   | 8715 / 1391 |
| 1, 6, 12 Rel. Per (%) | -30/90/269  |
| 12M Avg Val (INR M)   | 4096        |

## Financials & Valuations (INR b)

| Y/E Mar              | FY26  | FY27E | FY28E |
|----------------------|-------|-------|-------|
| Sales                | 8.8   | 16.2  | 27.7  |
| EBITDA               | 1.7   | 3.9   | 6.7   |
| Adj. PAT             | 1.0   | 2.5   | 4.6   |
| EBITDA Margin (%)    | 19.5  | 24.0  | 24.3  |
| Cons. Adj. EPS (INR) | 31.5  | 80.3  | 149.5 |
| EPS Gr. (%)          | 83.1  | 154.9 | 86.3  |
| BV/Sh. (INR)         | 267.4 | 347.7 | 497.2 |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| Net D:E  | 0.2  | 0.1  | 0.2  |
| RoE (%)  | 12.5 | 26.1 | 35.4 |
| RoCE (%) | 11.3 | 20.7 | 28.0 |

## Valuations

|               |       |      |      |
|---------------|-------|------|------|
| P/E (x)       | 172.8 | 67.8 | 36.4 |
| EV/EBITDA (x) | 98.6  | 43.4 | 25.2 |

## Shareholding pattern (%)

| As on    | Jun-26 | Mar-26 | Jun-25 |
|----------|--------|--------|--------|
| Promoter | 29.4   | 30.4   | 31.7   |
| DII      | 22.4   | 27.7   | 23.5   |
| FII      | 24.8   | 17.3   | 7.6    |
| Others   | 23.5   | 24.6   | 37.3   |

Note: FII includes depository receipts

**CMP: INR5,454 TP: INR7,550 (+38%) Buy**

## Strong 1QFY27; multiple growth engines gain traction

### Earnings above estimates

- MTAR Technologies (MTARTECH) delivered a strong 1QFY27 performance, with revenue/EBITDA increasing 2.3x/3x YoY, led by 2.1x YoY growth in fuel cells (61% of revenue) and 4.7x YoY growth in products division (28% of revenue). The order book grew 5.5x YoY/2x QoQ to INR51.4b, with strong inflows (~INR29.2b) in the fuel cells segment (~INR23.3b).
- Further, drastic improvement in working capital to 59 days (vs. 172 in FY26, guidance for FY27 is 100 days) strengthens cash flows and balance-sheet quality. With strong order book growth across segments, ongoing fuel-cell capacity expansion, robust nuclear opportunities, expected doubling of aerospace revenue in FY27, and growing contribution from Product Solutions & Data Centre Infrastructure, we believe MTARTECH is well positioned to achieve growth across all segments.
- Factoring in strong 1QFY27 results, we raise our FY27/FY28 earnings estimates by 9%/2%. **We reiterate our BUY rating on the stock** with a TP of INR7,550 (50x FY28E EPS translating into a ~0.4x PEG ratio on FY26-28E EPS CAGR).

### Favorable operating leverage drives margin expansion

- MTARTECH's consolidated revenue grew 2.3x YoY to INR3.6b (est. INR3.1b). EBITDA grew 3x YoY to INR851m (est. INR673m). EBITDA margin expanded 550bp YoY to 23.6% (est. 21.5%). Gross margin was 45.5% (-870bp YoY) due to a change in the product mix. Employee costs/other expenses as a % of sales stood at 12.9%/9.0% (-900bp/-510bp YoY), indicating operating leverage.
- Adj. PAT surged 4.7x YoY to INR502m (est. INR399m) for the quarter.
- Revenue from Clean Energy – Fuel Cell/Aerospace & Defense (A&D)/Product & Others grew 2.1x/47%/4.7x YoY to INR2.2b/INR364m/INR1b, while Clean energy–civil nuclear declined 41% YoY to INR32m.
- The order book as of Jun'26 stood at INR51.4b (vs. INR25.8b/INR9.3b in Mar'26/Jun'25), with inflows of ~INR29b in 1QFY27 (INR24.8b in FY26). The order book mix was ~66.7%/13.3%/7.4%/12.6% for Clean Energy – Fuel Cell/Clean Energy – Nuclear/A&D/Product & Others.
- NWC days declined to 59 as of Jun'26 from 172/267 as of Mar'26/Jun'25, led by better payment terms with customers, faster collection cycles and weekly monitoring of receivable and inventory. The inventory/receivable/payable days stood at 145/82/168 (vs. 140/208/176 in Mar'26). Management aims to maintain NWC level at ~100 days in FY27 (vs. previous guidance of 150-172 days).

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**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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### Highlights from the management commentary

- **Guidance and capacity:** The company has reiterated its FY27 guidance of ~80% revenue growth and EBITDA margins of 24% ( $\pm 100$ bp). Management targets 4-5x asset turn on incremental capex (INR5b by FY28 and 70% for fuel cell). The company is commissioning Fuel Cell Phase-2 expansion by Sep-Oct'26 and a multi-fold Phase-3 expansion by Mar'27. Management stated that all current orders will be executed in three years.
- **Civil Nuclear:** MTARTECH's nuclear business is entering a strong growth phase, backed by its largest-ever order for Kaiga 5 & 6 (INR5b), expected refurbishment orders and a total nuclear order book likely to exceed INR8b (INR1.3b expected in 2QFY27). Execution is set to accelerate from 2HFY27, while upcoming opportunities such as Mahi Banswara (four reactors) and future Prototype Fast Breeder Reactor (PFBR) projects provide additional growth visibility. With India's target of 100GW nuclear capacity by CY47; nuclear segment emerging as a long-term sustainable growth driver.
- **A&D:** This segment is entering volume-led growth phase as multiple qualified products transition from first-article approvals to commercial production. The company expects segment revenue to double in FY27, supported by increasing orders from MNC customers, domestic defense opportunities exceeding INR2.5b and strong traction in actuator assemblies, wing flaps and electromechanical systems. Management believes A&D revenue will reach INR6-7b in the next 3-4 years (vs. INR1b in FY26).

### Valuation and view

- MTARTECH has a strong order book of ~INR51.4b as of Jun'26, driven by a healthy pipeline across the clean energy (fuel cells), A&D, nuclear sectors, and products & others. Further, commercialization of new products and onboarding of new clients across all segments will drive further growth. We anticipate these initiatives to translate into strong growth and margin expansion, led by operating leverage, as guided by the management.
- Working capital concerns have been addressed with better payment terms and capital advances, leading to strong operating cash flow. Management indicated that ongoing measures will help to sustain NWC at ~100 days in FY27.
- We estimate a CAGR of 78%/98%/118% in revenue/EBITDA/adj. PAT over FY26-FY28. **We reiterate our BUY rating on the stock** with a TP of INR7,550 (based on 50x FY28E EPS and translating into a ~0.4x PEG ratio on FY26-28E EPS CAGR).

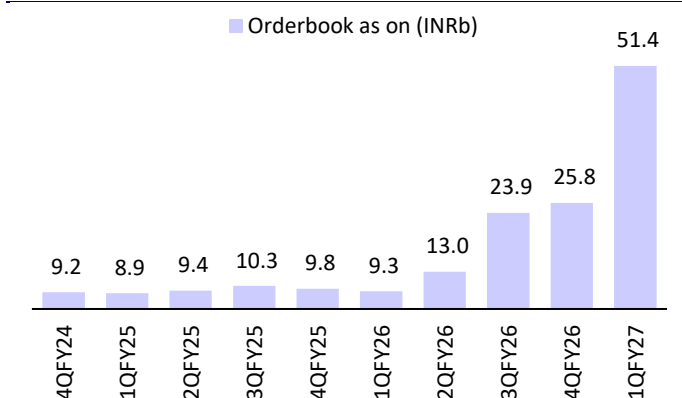
## Consolidated - Quarterly Earning

(InR m)

| Y/E March                    | FY26         |              |              |              | FY27         |              |              |              | FY26         | FY27E         | FY27         | Var        |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|------------|
|                              | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2QE          | 3QE          | 4QE          |              |               | 1QE          | %          |
| <b>Gross Sales</b>           | <b>1,566</b> | <b>1,356</b> | <b>2,780</b> | <b>3,061</b> | <b>3,607</b> | <b>3,254</b> | <b>4,364</b> | <b>4,985</b> | <b>8,762</b> | <b>16,210</b> | <b>3,132</b> | <b>15%</b> |
| YoY Change (%)               | 22.1         | -28.7        | 59.3         | 67.2         | 130.4        | 140.0        | 57.0         | 62.9         | 29.6         | 85.0          | 100.0        |            |
| Total Expenditure            | 1,282        | 1,186        | 2,139        | 2,443        | 2,757        | 2,506        | 3,314        | 3,739        | 7,050        | 12,316        | 2,458        |            |
| <b>EBITDA</b>                | <b>284</b>   | <b>170</b>   | <b>640</b>   | <b>618</b>   | <b>851</b>   | <b>749</b>   | <b>1,050</b> | <b>1,246</b> | <b>1,712</b> | <b>3,895</b>  | <b>673</b>   | <b>26%</b> |
| Margins (%)                  | 18.1         | 12.5         | 23.0         | 20.2         | 23.6         | 23.0         | 24.1         | 25.0         | 19.5         | 24.0          | 21.5         |            |
| Depreciation                 | 84           | 88           | 88           | 90           | 97           | 108          | 112          | 116          | 350          | 433           | 90           |            |
| Interest                     | 58           | 62           | 77           | 96           | 158          | 90           | 80           | 78           | 294          | 406           | 100          |            |
| Other Income                 | 6            | 37           | 24           | 164          | 79           | 50           | 55           | 59           | 231          | 243           | 50           |            |
| <b>PBT before EO expense</b> | <b>148</b>   | <b>57</b>    | <b>499</b>   | <b>595</b>   | <b>674</b>   | <b>601</b>   | <b>913</b>   | <b>1,112</b> | <b>1,299</b> | <b>3,299</b>  | <b>533</b>   |            |
| Extra-Ord expense            | 0            | 0            | 38           | 0            | 0            | 0            | 0            | 0            | 38           | 0             | 0            |            |
| <b>PBT</b>                   | <b>148</b>   | <b>57</b>    | <b>461</b>   | <b>595</b>   | <b>674</b>   | <b>601</b>   | <b>913</b>   | <b>1,112</b> | <b>1,261</b> | <b>3,299</b>  | <b>533</b>   |            |
| Tax                          | 40           | 14           | 114          | 153          | 172          | 151          | 229          | 279          | 321          | 830           | 134          |            |
| Rate (%)                     | 27.0         | 25.2         | 24.8         | 25.6         | 25.5         | 25.1         | 25.1         | 25.1         | 25.5         | 25.2          | 25.2         |            |
| <b>Reported PAT</b>          | <b>108</b>   | <b>42</b>    | <b>347</b>   | <b>443</b>   | <b>502</b>   | <b>450</b>   | <b>684</b>   | <b>833</b>   | <b>940</b>   | <b>2,469</b>  | <b>399</b>   |            |
| <b>Adj PAT</b>               | <b>108</b>   | <b>42</b>    | <b>375</b>   | <b>443</b>   | <b>502</b>   | <b>450</b>   | <b>684</b>   | <b>833</b>   | <b>968</b>   | <b>2,469</b>  | <b>399</b>   | <b>26%</b> |
| YoY Change (%)               | 144.2        | -77.4        | 135.0        | 222.6        | 364.5        | 959.9        | 82.2         | 88.1         | 83.1         | 154.9         | 269.0        |            |
| Margins (%)                  | 6.9          | 3.1          | 13.5         | 14.5         | 13.9         | 13.8         | 15.7         | 16.7         | 11.1         | 15.2          | 12.7         |            |

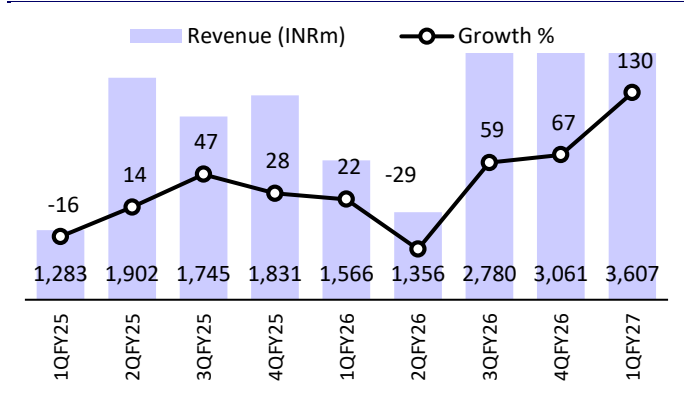
## Key Exhibits

Exhibit 1: Consolidated order book trend



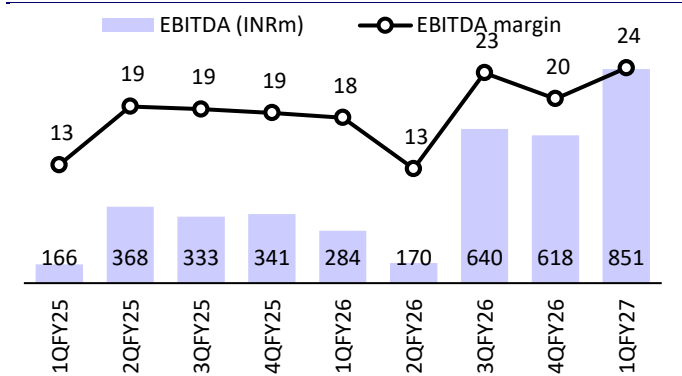
Source: Company, MOFSL

Exhibit 2: Consolidated revenue trend



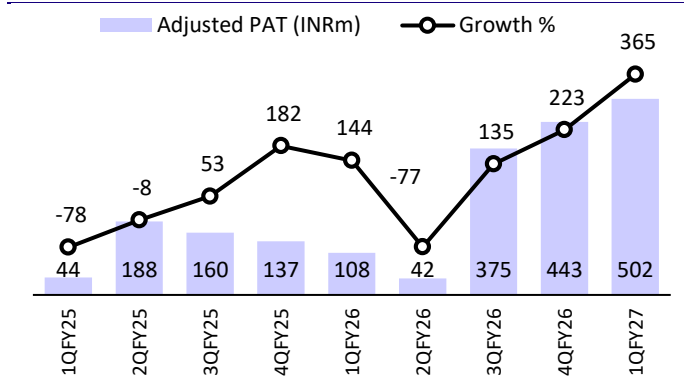
Source: Company, MOFSL

Exhibit 3: Consolidated EBITDA trend



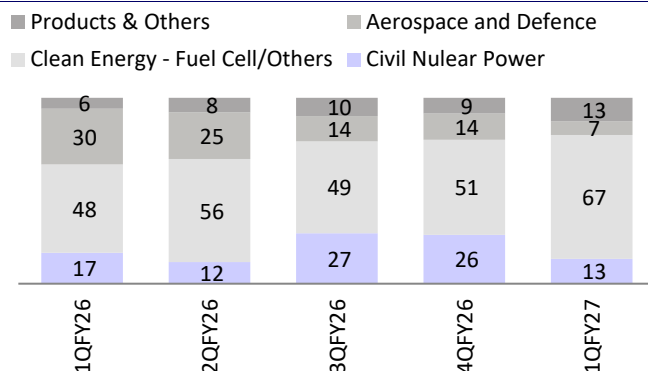
Source: Company, MOFSL

Exhibit 4: Consolidated adj. PAT trend



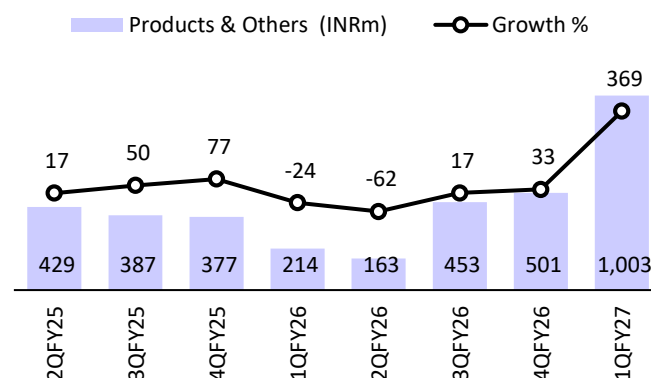
Source: Company, MOFSL

**Exhibit 5: Segment-wise order book mix**



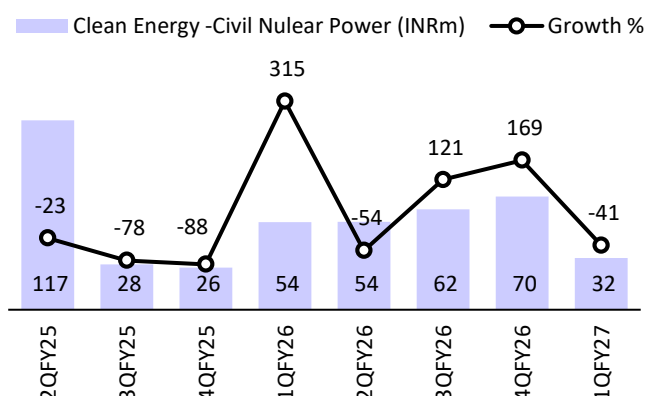
Source: Company, MOFSL

**Exhibit 6: Product and others – revenue trend**



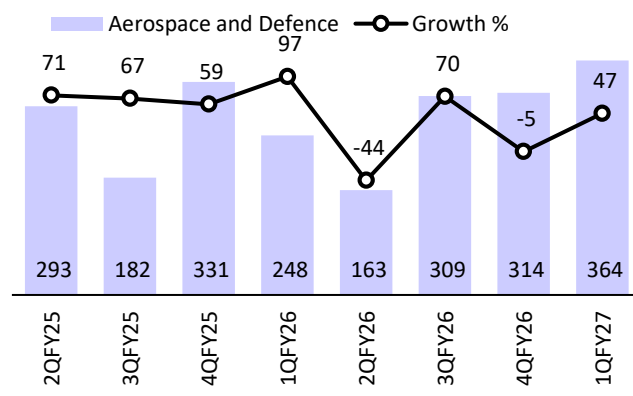
Source: Company, MOFSL

**Exhibit 7: Clean Energy – Civil nuclear power revenue trend**



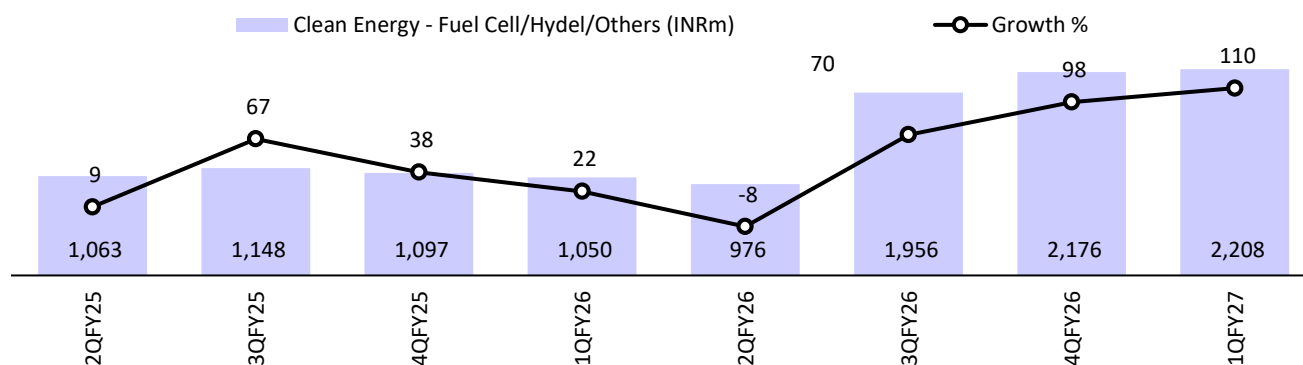
Source: Company, MOFSL

**Exhibit 8: A&D segment – revenue trend**



Source: Company, MOFSL

**Exhibit 9: Clean Energy – Fuel cells, Hydel, and others revenue trend**



Source: MOFSL, Company



## Highlights from the management commentary

### Guidance & Outlook

- Management reiterated FY27 guidance of ~80% revenue growth with EBITDA margin of 24% (±100bp) while indicating confidence of outperforming the current guidance.
- Order book has already crossed management's FY27 target, providing strong visibility for the next several years.
- Management expects 2HFY27 to be significantly stronger than 1HFY27 for Clean Energy, Nuclear and Product Solutions businesses.

- The company believes it is at an inflection point in all three major verticals—Civil Nuclear, Clean Energy and A&D.
- Focus remains on scaling up execution, improving operating leverage, expanding capacities and improving EBITDA margins as revenues ramp up.
- Management expects A&D revenue to double in FY27, while Clean Energy remains the largest growth driver.
- Long-term growth visibility remains strong due to favorable industry tailwinds in Nuclear, Clean Energy, Data Centers and Aerospace.

#### **Order Book & Execution**

- Closing order book stood at INR51.4b at 1QFY27 end, exceeding management's earlier FY27-end target of INR50b.
- The company subsequently received an additional ~INR8b order, taking total order book to approximately INR59b+.
- Record order inflows were witnessed during the quarter across key segments.
- Nuclear order book is expected to reach approximately INR8.1b (incl. expectation of INR1.3b), the highest in company history.
- Nuclear orders are expected to be executed over the next 3-3.5 years, while refurbishment projects have a two-year execution cycle.
- Management highlighted that many long-cycle projects are entering the execution phase, supporting strong revenue growth over the next few years.
- Demand visibility remains substantially ahead of current production capacity in several businesses.

#### **Clean Energy, Fuel Cells & Data Centre Infrastructure**

- Clean Energy continues to be the largest revenue driver and remains the company's highest-growth business.
- Fuel-cell expansion is progressing as planned: Phase 1 already commissioned, Phase 2 to be operational by Sep-Oct'26 and Phase 3 (multi-fold capacity expansion) to be commissioned by Mar'27.
- Management indicated Phase 3 capacity expansion is significantly larger than previously disclosed, though exact numbers cannot be shared due to NDA restrictions.
- Extensive manpower hiring, training and automation initiatives have already begun ahead of capacity commissioning.
- Product demand remains extremely strong, with continuous order inflows from key customers.
- MTAR has entered the Data Centre Infrastructure Solutions segment and secured an initial order of approximately INR450m.
- The company is currently completing first-article qualifications and expects meaningful scale-up thereafter.
- Management indicated potential demand for eight similar infrastructure sets annually, creating a sizeable long-term opportunity.
- Current Data Centre Infrastructure business is entirely export-oriented.
- Concerns around slowdown in US data center investments were dismissed by management, which continues to see strong customer demand.

### Civil Nuclear & PFBR Opportunity

- MTAR received its largest-ever nuclear order during the quarter for Kaiga Units 5 & 6.
- The company expects additional INR1.3-1.4b refurbishment orders during the current quarter.
- Total refurbishment opportunity across existing reactors exceeds INR2b.
- Execution of major nuclear orders is expected to accelerate from 2HFY27 onward.
- Management highlighted that the Civil Nuclear business has transitioned into a more sustainable growth phase with significantly lower cyclicity than in the past.
- MTAR supplied a majority of critical assemblies for India's Prototype Fast Breeder Reactor (PFBR) program, which recently achieved criticality.
- Following PFBR criticality, management expects meaningful opportunities from future breeder reactor programs.
- For the proposed Mahi Banswara Nuclear Project (four reactors), the opportunity size is expected to be larger than Kaiga 5 & 6 due to the higher number of reactors.
- The government's target of 100GW nuclear capacity by 2047 creates a substantial long-term opportunity pipeline for MTAR.
- Management believes nuclear momentum is likely to remain strong for many years given the government's aggressive capacity addition plans.

### A&D and Product Solutions

- A&D continues to witness strong momentum as several qualified products enter commercial production.
- Management expects A&D revenue to double in FY27.
- Key domestic defense opportunities include: LCA Tejas Mk-1A actuator assemblies, Wing flaps and electromechanical actuators and Multiple niche defense programs.
- MNC aerospace customers are increasing order volumes for already-qualified products, providing multi-year visibility.
- Dedicated aerospace facilities and NADCAP-approved special process facilities are supporting future volume growth.
- Auckland aerospace facility is expected to become operational by Oct'26.
- Product Solutions revenue has increased sharply and now contributes nearly 50% of the Clean Energy run-rate.
- Growth is being driven by a combination of aerospace, defense, clean energy and other engineered products developed over the past few years.
- Ball screw assemblies are witnessing strong export demand, including a large contract from a multinational customer.
- Management expects Product Solutions to continue growing rapidly as more qualified products move into volume production.

### Other Points

- Working capital days improved significantly to 59 from 172 in FY26.

- Management now expects working capital to remain below 100 days, driven by: better customer payment terms, improved credit arrangements, faster collection cycles and weekly monitoring of receivables and inventory.
- Operating cash flow remained strong at INR2.48b.
- Net debt is effectively negligible after adjusting investments and cash balances.
- MTAR plans to invest approximately INR5b capex over FY27-FY28.
- Around 70% of capex will be directed toward Clean Energy, while 30% will support Nuclear, Aerospace and Defense.
- 1QFY27 capex stood at approximately INR350m.
- Future growth investments will be funded through a combination of internal accruals and debt.
- Management targets 4-5x asset turnover on incremental capex, indicating strong capital efficiency expectations.

#### Valuation and view

- MTARTECH has a strong order book of ~INR51.4b as of Jun'26, driven by a healthy pipeline across the clean energy (fuel cells), A&D, nuclear sectors, products & others. Further, commercialization of new products and onboarding of new clients across all segments will drive further growth. We anticipate these initiatives to translate into strong growth and margin expansion, led by operating leverage, as guided by the management.
- Working capital concerns have been addressed with better payment terms and capital advances, leading to strong operating cash flow. Management indicated ongoing measures to sustain NWC at ~100 days in FY27.
- We estimate a CAGR of 78%/98%/118% in revenue/EBITDA/adj. PAT over FY26-FY28. **We reiterate our BUY rating on the stock** with a TP of INR7,550 (based on 50x FY28E EPS and translating into a ~0.4x PEG ratio on FY26-28E EPS CAGR).

#### Exhibit 10: Changes to our earnings estimates

| Earnings change<br>(INR m) | Old    |        | New    |        | Change |       |
|----------------------------|--------|--------|--------|--------|--------|-------|
|                            | FY27E  | FY28E  | FY27E  | FY28E  | FY27E  | FY28E |
| Revenue                    | 15,312 | 26,796 | 16,210 | 27,745 | 6%     | 4%    |
| EBITDA                     | 3,598  | 6,511  | 3,895  | 6,742  | 8%     | 4%    |
| Adj. PAT                   | 2,259  | 4,529  | 2,469  | 4,600  | 9%     | 2%    |

## Financials and valuations

| Consolidated - Income Statement     |              |              |              |              |              |              |              |              |               | (INRm)        |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|
| Y/E March                           | FY19         | FY20         | FY21         | FY22         | FY23         | FY24         | FY25         | FY26         | FY27E         | FY28E         |
| <b>Total Income from Operations</b> | <b>1,837</b> | <b>2,138</b> | <b>2,464</b> | <b>3,220</b> | <b>5,738</b> | <b>5,808</b> | <b>6,760</b> | <b>8,762</b> | <b>16,210</b> | <b>27,745</b> |
| Change (%)                          | 15           | 16           | 15           | 31           | 78           | 1            | 16           | 30           | 85            | 71            |
| RM Cost                             | 708          | 835          | 912          | 1,163        | 2,695        | 3,024        | 3,419        | 4,584        | 8,360         | 13,651        |
| Employees Cost                      | 435          | 516          | 530          | 708          | 935          | 970          | 1,238        | 1,509        | 2,282         | 4,162         |
| Other Expenses                      | 157          | 208          | 192          | 406          | 568          | 687          | 895          | 957          | 1,674         | 3,191         |
| <b>Total Expenditure</b>            | <b>1,300</b> | <b>1,558</b> | <b>1,634</b> | <b>2,276</b> | <b>4,198</b> | <b>4,681</b> | <b>5,552</b> | <b>7,050</b> | <b>12,316</b> | <b>21,003</b> |
| <b>EBITDA</b>                       | <b>537</b>   | <b>580</b>   | <b>831</b>   | <b>944</b>   | <b>1,540</b> | <b>1,127</b> | <b>1,208</b> | <b>1,712</b> | <b>3,895</b>  | <b>6,742</b>  |
| Margin (%)                          | 29.2         | 27.1         | 33.7         | 29.3         | 26.8         | 19.4         | 17.9         | 19.5         | 24.0          | 24.3          |
| Depreciation                        | 112          | 121          | 126          | 143          | 187          | 232          | 322          | 350          | 433           | 542           |
| <b>EBIT</b>                         | <b>425</b>   | <b>459</b>   | <b>705</b>   | <b>801</b>   | <b>1,353</b> | <b>895</b>   | <b>886</b>   | <b>1,362</b> | <b>3,462</b>  | <b>6,200</b>  |
| Int. and Finance Charges            | 45           | 48           | 70           | 66           | 146          | 223          | 222          | 294          | 406           | 469           |
| Other Income                        | 35           | 44           | 13           | 88           | 195          | 58           | 52           | 231          | 243           | 416           |
| <b>PBT bef. EO Exp.</b>             | <b>415</b>   | <b>455</b>   | <b>648</b>   | <b>822</b>   | <b>1,402</b> | <b>730</b>   | <b>716</b>   | <b>1,299</b> | <b>3,299</b>  | <b>6,147</b>  |
| EO Items                            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 38           | 0             | 0             |
| <b>PBT after EO Exp.</b>            | <b>415</b>   | <b>455</b>   | <b>648</b>   | <b>822</b>   | <b>1,402</b> | <b>730</b>   | <b>716</b>   | <b>1,261</b> | <b>3,299</b>  | <b>6,147</b>  |
| Total Tax                           | 24           | 142          | 188          | 213          | 368          | 169          | 187          | 321          | 830           | 1,547         |
| Tax Rate (%)                        | 5.7          | 31.2         | 29.0         | 26.0         | 26.2         | 23.2         | 26.1         | 25.5         | 25.2          | 25.2          |
| <b>Reported PAT</b>                 | <b>392</b>   | <b>313</b>   | <b>461</b>   | <b>609</b>   | <b>1,034</b> | <b>561</b>   | <b>529</b>   | <b>940</b>   | <b>2,469</b>  | <b>4,600</b>  |
| <b>Adjusted PAT</b>                 | <b>392</b>   | <b>313</b>   | <b>461</b>   | <b>609</b>   | <b>1,034</b> | <b>561</b>   | <b>529</b>   | <b>968</b>   | <b>2,469</b>  | <b>4,600</b>  |
| Change (%)                          | 625.7        | -20.1        | 47.1         | 32.2         | 69.9         | -45.7        | -5.8         | 83.1         | 154.9         | 86.3          |
| Margin (%)                          | 21.3         | 14.6         | 18.7         | 18.9         | 18.0         | 9.7          | 7.8          | 11.1         | 15.2          | 16.6          |

| Consolidated - Balance Sheet        |              |              |              |              |              |              |              |               |               | (INRm)        |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Y/E March                           | FY19         | FY20         | FY21         | FY22         | FY23         | FY24         | FY25         | FY26          | FY27E         | FY28E         |
| Equity Share Capital                | 282          | 268          | 308          | 308          | 308          | 308          | 308          | 308           | 308           | 308           |
| Total Reserves                      | 2,068        | 1,983        | 4,460        | 4,890        | 5,894        | 6,456        | 6,982        | 7,918         | 10,387        | 14,987        |
| <b>Net Worth</b>                    | <b>2,350</b> | <b>2,251</b> | <b>4,768</b> | <b>5,197</b> | <b>6,201</b> | <b>6,763</b> | <b>7,289</b> | <b>8,226</b>  | <b>10,694</b> | <b>15,294</b> |
| Total Loans                         | 287          | 291          | 170          | 959          | 1,434        | 1,909        | 1,773        | 3,692         | 4,192         | 5,192         |
| Deferred Tax Liabilities            | 0            | 53           | 127          | 163          | 182          | 209          | 224          | 249           | 249           | 249           |
| <b>Capital Employed</b>             | <b>2,638</b> | <b>2,595</b> | <b>5,064</b> | <b>6,319</b> | <b>7,817</b> | <b>8,881</b> | <b>9,285</b> | <b>12,167</b> | <b>15,136</b> | <b>20,736</b> |
| Gross Block                         | 1,978        | 2,028        | 2,273        | 2,710        | 3,842        | 4,569        | 5,873        | 6,830         | 8,355         | 10,660        |
| Less: Accum. Deprn.                 | 356          | 477          | 603          | 746          | 932          | 1,164        | 1,486        | 1,836         | 2,269         | 2,811         |
| <b>Net Fixed Assets</b>             | <b>1,622</b> | <b>1,551</b> | <b>1,671</b> | <b>1,964</b> | <b>2,910</b> | <b>3,405</b> | <b>4,387</b> | <b>4,993</b>  | <b>6,086</b>  | <b>7,849</b>  |
| Capital WIP                         | 56           | 117          | 105          | 438          | 644          | 729          | 532          | 344           | 1,319         | 1,514         |
| <b>Total Investments</b>            | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>623</b>   | <b>275</b>   | <b>0</b>     | <b>0</b>     | <b>2,153</b>  | <b>2,153</b>  | <b>2,153</b>  |
| <b>Curr. Assets, Loans&amp;Adv.</b> | <b>1,373</b> | <b>1,794</b> | <b>4,087</b> | <b>4,252</b> | <b>6,804</b> | <b>5,942</b> | <b>6,384</b> | <b>9,943</b>  | <b>13,268</b> | <b>22,381</b> |
| Inventory                           | 411          | 755          | 1,025        | 1,703        | 3,866        | 3,476        | 3,461        | 5,005         | 7,106         | 12,162        |
| Account Receivables                 | 504          | 616          | 773          | 1,360        | 2,084        | 1,466        | 2,098        | 3,368         | 3,997         | 6,841         |
| Cash and Bank Balance               | 108          | 233          | 1,909        | 669          | 312          | 508          | 169          | 212           | 544           | 603           |
| Loans and Advances                  | 351          | 191          | 380          | 520          | 543          | 492          | 657          | 1,358         | 1,621         | 2,775         |
| <b>Curr. Liability &amp; Prov.</b>  | <b>414</b>   | <b>868</b>   | <b>799</b>   | <b>958</b>   | <b>2,816</b> | <b>1,196</b> | <b>2,017</b> | <b>5,267</b>  | <b>7,690</b>  | <b>13,162</b> |
| Account Payables                    | 60           | 306          | 371          | 570          | 2,182        | 714          | 1,061        | 1,499         | 2,665         | 4,561         |
| Other Current Liabilities           | 329          | 495          | 397          | 353          | 559          | 422          | 872          | 3,608         | 4,863         | 8,324         |
| Provisions                          | 26           | 67           | 32           | 35           | 75           | 59           | 85           | 160           | 162           | 277           |
| <b>Net Current Assets</b>           | <b>959</b>   | <b>927</b>   | <b>3,288</b> | <b>3,294</b> | <b>3,989</b> | <b>4,747</b> | <b>4,367</b> | <b>4,677</b>  | <b>5,578</b>  | <b>9,220</b>  |
| <b>Appl. of Funds</b>               | <b>2,638</b> | <b>2,595</b> | <b>5,064</b> | <b>6,319</b> | <b>7,817</b> | <b>8,881</b> | <b>9,285</b> | <b>12,167</b> | <b>15,136</b> | <b>20,736</b> |

## Financials and valuations

### Ratios

| Y/E March                     | FY19        | FY20        | FY21        | FY22        | FY23        | FY24        | FY25        | FY26        | FY27E       | FY28E        |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| <b>Basic (INR)</b>            |             |             |             |             |             |             |             |             |             |              |
| <b>EPS</b>                    | <b>13.9</b> | <b>11.7</b> | <b>15.0</b> | <b>19.8</b> | <b>33.6</b> | <b>18.2</b> | <b>17.2</b> | <b>31.5</b> | <b>80.3</b> | <b>149.5</b> |
| Cash EPS                      | 17.9        | 16.2        | 19.1        | 24.4        | 39.7        | 25.8        | 27.7        | 42.9        | 94.3        | 167.2        |
| BV/Share                      | 83.3        | 84.1        | 155.0       | 169.0       | 201.6       | 219.9       | 237.0       | 267.4       | 347.7       | 497.2        |
| <b>Valuation (x)</b>          |             |             |             |             |             |             |             |             |             |              |
| P/E                           | 391.7       | 465.1       | 363.5       | 275.0       | 161.9       | 298.3       | 316.5       | 172.8       | 67.8        | 36.4         |
| Cash P/E                      | 304.5       | 335.9       | 285.6       | 222.6       | 137.1       | 211.1       | 196.6       | 126.9       | 57.7        | 32.6         |
| P/BV                          | 65.3        | 64.7        | 35.1        | 32.2        | 27.0        | 24.7        | 23.0        | 20.3        | 15.7        | 10.9         |
| EV/Sales                      | 83.7        | 68.1        | 67.2        | 51.9        | 29.3        | 29.1        | 25.0        | 19.3        | 10.4        | 6.1          |
| EV/EBITDA                     | 286.2       | 251.4       | 199.4       | 176.9       | 109.3       | 149.8       | 139.9       | 98.6        | 43.4        | 25.2         |
| FCF per share                 | 6.3         | 16.6        | -4.6        | -39.3       | -32.6       | -11.8       | 0.7         | 10.3        | -0.2        | -28.8        |
| <b>Return Ratios (%)</b>      |             |             |             |             |             |             |             |             |             |              |
| RoE                           | 17.8        | 13.6        | 13.1        | 12.2        | 18.1        | 8.7         | 7.5         | 12.5        | 26.1        | 35.4         |
| RoCE                          | 17.7        | 13.4        | 13.6        | 11.9        | 16.6        | 9.0         | 7.8         | 11.3        | 20.7        | 28.0         |
| RoIC                          | 17.0        | 13.4        | 18.9        | 15.5        | 17.9        | 9.7         | 8.1         | 11.3        | 25.2        | 33.6         |
| <b>Working Capital Ratios</b> |             |             |             |             |             |             |             |             |             |              |
| Fixed Asset Turnover (x)      | 0.9         | 1.1         | 1.1         | 1.2         | 1.5         | 1.3         | 1.2         | 1.3         | 1.9         | 2.6          |
| Asset Turnover (x)            | 0.7         | 0.8         | 0.5         | 0.5         | 0.7         | 0.7         | 0.7         | 0.7         | 1.1         | 1.3          |
| Inventory (Days)              | 82          | 129         | 152         | 193         | 246         | 218         | 187         | 209         | 160         | 160          |
| Debtor (Days)                 | 100         | 105         | 114         | 154         | 133         | 92          | 113         | 140         | 90          | 90           |
| Creditor (Days)               | 12          | 52          | 55          | 65          | 139         | 45          | 57          | 62          | 60          | 60           |
| <b>Leverage Ratio (x)</b>     |             |             |             |             |             |             |             |             |             |              |
| Current Ratio                 | 3.3         | 2.1         | 5.1         | 4.4         | 2.4         | 5.0         | 3.2         | 1.9         | 1.7         | 1.7          |
| Interest Cover Ratio          | 9.5         | 9.6         | 10.1        | 12.0        | 9.3         | 4.0         | 4.0         | 4.6         | 8.5         | 13.2         |
| Net Debt/Equity               | 0.1         | 0.0         | -0.4        | -0.1        | 0.1         | 0.2         | 0.2         | 0.2         | 0.1         | 0.2          |

### Consolidated - Cash Flow Statement

(INR m)

| Y/E March                        | FY19        | FY20        | FY21         | FY22          | FY23          | FY24        | FY25          | FY26          | FY27E         | FY28E         |
|----------------------------------|-------------|-------------|--------------|---------------|---------------|-------------|---------------|---------------|---------------|---------------|
| OP/(Loss) before Tax             | 416         | 455         | 648          | 822           | 1,402         | 730         | 716           | 1,299         | 3,299         | 6,147         |
| Depreciation                     | 112         | 121         | 126          | 143           | 187           | 232         | 322           | 350           | 433           | 542           |
| Interest & Finance Charges       | 38          | 38          | 57           | 66            | 146           | 165         | 222           | 63            | 163           | 53            |
| Direct Taxes Paid                | -94         | -72         | -117         | -180          | -323          | -213        | -134          | -321          | -830          | -1,547        |
| (Inc)/Dec in WC                  | -57         | 26          | -617         | -1,079        | -1,291        | -372        | -89           | -267          | -570          | -3,582        |
| <b>CF from Operations</b>        | <b>415</b>  | <b>567</b>  | <b>97</b>    | <b>-227</b>   | <b>121</b>    | <b>543</b>  | <b>1,036</b>  | <b>1,124</b>  | <b>2,495</b>  | <b>1,613</b>  |
| Others                           | 7           | -5          | -11          | -71           | -47           | 31          | -24           | -38           | 0             | 0             |
| <b>CF from Operating incl EO</b> | <b>421</b>  | <b>562</b>  | <b>86</b>    | <b>-298</b>   | <b>74</b>     | <b>574</b>  | <b>1,013</b>  | <b>1,087</b>  | <b>2,495</b>  | <b>1,613</b>  |
| (Inc)/Dec in FA                  | -243        | -119        | -228         | -911          | -1,078        | -938        | -990          | -769          | -2,500        | -2,500        |
| <b>Free Cash Flow</b>            | <b>178</b>  | <b>443</b>  | <b>-142</b>  | <b>-1,209</b> | <b>-1,004</b> | <b>-364</b> | <b>23</b>     | <b>317</b>    | <b>-5</b>     | <b>-887</b>   |
| (Pur)/Sale of Investments        | 0           | 0           | 0            | -780          | 377           | 298         | -48           | -2,153        | 0             | 0             |
| Others                           | -86         | -2          | 8            | 241           | -166          | 83          | 11            | 231           | 243           | 416           |
| <b>CF from Investments</b>       | <b>-329</b> | <b>-121</b> | <b>-220</b>  | <b>-1,450</b> | <b>-867</b>   | <b>-556</b> | <b>-1,027</b> | <b>-2,692</b> | <b>-2,257</b> | <b>-2,084</b> |
| Issue of Shares                  | 0           | 0           | 2,127        | 0             | 0             | 0           | 0             | 0             | 0             | 0             |
| Inc/(Dec) in Debt                | 90          | -5          | -122         | 789           | 457           | 476         | -137          | 1,920         | 500           | 1,000         |
| Interest Paid                    | -62         | -59         | -64          | 0             | -137          | -223        | -222          | -294          | -406          | -469          |
| Dividend Paid                    | -102        | -170        | -80          | -185          | 0             | 0           | 0             | 0             | 0             | 0             |
| Others                           | 0           | -179        | -60          | -64           | 0             | 0           | 0             | 0             | 0             | 0             |
| <b>CF from Fin. Activity</b>     | <b>-75</b>  | <b>-414</b> | <b>1,802</b> | <b>541</b>    | <b>320</b>    | <b>253</b>  | <b>-358</b>   | <b>1,626</b>  | <b>94</b>     | <b>531</b>    |
| <b>Inc/Dec of Cash</b>           | <b>17</b>   | <b>28</b>   | <b>1,667</b> | <b>-1,207</b> | <b>-473</b>   | <b>270</b>  | <b>-373</b>   | <b>21</b>     | <b>332</b>    | <b>60</b>     |
| Opening Balance                  | 91          | 108         | 233          | 1,909         | 670           | 312         | 508           | 169           | 212           | 544           |
| Other cash & cash equivalent     | 0           | 97          | 9            | -32           | 116           | -74         | 34            | 22            | 0             |               |
| <b>Closing Balance</b>           | <b>108</b>  | <b>233</b>  | <b>1,909</b> | <b>670</b>    | <b>312</b>    | <b>508</b>  | <b>169</b>    | <b>212</b>    | <b>544</b>    | <b>603</b>    |

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

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|----------------------------------|----------------------------------------------------------------------------------------------|
| Investment Rating                | Expected return (over 12-month)                                                              |
| BUY                              | >=15%                                                                                        |
| SELL                             | < - 10%                                                                                      |
| NEUTRAL                          | < - 10 % to 15%                                                                              |
| UNDER REVIEW                     | Rating may undergo a change                                                                  |
| NOT RATED                        | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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