motilal oswal
Financial Services

5 August 2026

MORNING INDIA

Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	78,429	-0.3	-8.0
Nifty-50	24,615	-0.6	-5.8
Nifty-M 100	63,492	-0.3	5.0
Equities-Global	**Close**	**Chg .%**	**CYTD.%**
S&P 500	7,737	1.8	13.0
Nasdaq	26,585	2.6	14.4
FTSE 100	10,879	0.2	9.5
DAX	26,202	0.8	7.0
Hang Seng	8,574	-0.9	-3.8
Nikkei 225	63,958	0.3	27.1
Commodities	**Close**	**Chg .%**	**CYTD.%**
Brent (US$/Bbl)	86	-5.8	38.1
Gold ($/OZ)	4,078	0.6	-5.6
Cu (US$/MT)	14,169	1.6	13.8
Almn (US$/MT)	3,241	-0.3	9.2
Currency	**Close**	**Chg .%**	**CYTD.%**
USD/INR	95.4	0.0	6.1
USD/EUR	1.2	0.2	-1.8
USD/JPY	157.8	0.4	0.7
YIELD (%)	**Close**	**1MChg**	**CYTD chg**
10 Yrs G-Sec	6.8	-0.02	0.2
Flows (USD b)	**4-Aug**	**MTD**	**CYTD**
FIIs	0.26	0.41	-26.4
DIIs	-0.10	-0.03	53.8
Volumes (INRb)	**4-Aug**	**MTD***	**YTD***
Cash	1,341	1341	1361
F&O	5,14,641	3,55,065	2,65,134

Note: Flows, MTD includes provisional numbers.
*Average

Today's top research idea

Consumer | QSR: QSR at an inflection point; risk-reward favorable

- The quick-service restaurant (QSR) sector has been an underperformer in the last four years and the aggregate market cap of listed QSR companies Jubilant Foodworks 465 625 Upgrade to Buy has declined by 20% during FY22-26, with the last 12 months seeing a ~25% Devyani Internat. 119 160 Buy correction. The entire QSR universe represents a market cap of INR670b, Sapphire Foods 192 245 Buy with India revenue of ~INR200b and India store network of more than RBA 85 125 Buy 6,600.
- New stores added in the last four years account for over 40% of total Westlife 548 550 Neutral stores (>65% of FY22 store count). However, the faster rollout has affected United Foodbrands 735 775 Neutral the unit economics of the QSR sector. We expect the store addition pace will be slower to 10-11% over FY27-28 vs. 15% over FY22-26. As a result, we believe store unit economics might not see any more deterioration.
- We retain BUY on Devyani International, Restaurant Brands Asia (RBA) and Sapphire Foods. Given a 35% correction in its stock price in the last 12 months, we upgrade Jubilant FoodWorks (JUBI) to BUY from Neutral.

Research covered

Cos/Sector	Key Highlights
Consumer | QSR	QSR at an inflection point; risk-reward favorable
Strategy | The Eagle Eye	Earnings and FII flows anchor India as global tech retreats
Other Updates	Nestlé India | DLF | BSE | Marico | FSN E-Commerce | Uno Minda | Kalyan Jewellers | Godrej Prop. | Jindal Stain. | KEI Inds. | Motherson Wiring | Cams Services | Emami | Zydus Wellness | Century Plyboard | Alembic Pharma | Dr Agarwal's Health. | Jain Resource | Alkyl Amines | Sri Lotus | Safari Inds. | Unimech Aero | Prine Pipes | United Foodbrands | Bharti Airtel | ONGC | Pidilite Inds. | Bharti Hexacom | Multi Comm. Exc. | United Breweries | PNB Housing | Metro Brands | Deepak Nitrite | Castrol India | Ventive Hospital | Happy Forgings | Avalon Tech. | VRL Logistics

Chart of the Day: Consumer | QSR (QSR at an inflection point; risk-reward favorable)

Peer comparison

Company	CMP (INR)	TP (INR)	Reco	EV/EBITDA Pre Ind As(x)			EV/sales(x)			RoE(%)	Div (%)
				FY26	FY27E	FY28E	FY26	FY27E	FY28E	FY26	FY26
Jubilant Foodworks	465	625	Upgrade to Buy	23.0	20.0	17.1	3.3	2.9	2.6	18	0.4
Devyani International	119	160	Buy	34.5	25.8	20.5	2.8	2.4	2.3	(1)	-
Sapphire Foods	192	245	Buy	25.6	19.4	15.6	2.0	1.7	1.5	(1)	-
RBA	85	125	Buy	67.1	27.9	16.5	1.8	1.5	1.3	(26)	-
Westlife	548	550	Neutral	43.2	35.4	26.6	3.3	2.9	2.5	(1)	-
United Foodbrands	735	775	Neutral	40.8	22.7	18.4	2.2	1.7	1.5	(16)	-

Source: Company, MOFSL

Research Team

In the news today

Kindly click on textbox for the detailed news link

1

Indian economy to hit USD 5-trillion mark in FY29 as per IMF: FM

India's economic landscape is on a promising trajectory, aiming to exceed five trillion dollars by the fiscal year twenty twenty-nine. To attain this ambitious goal, the government is implementing a comprehensive growth strategy that emphasizes advancements in agriculture, manufacturing

2

L&T secures 'ultra-mega' order worth over ₹15,000 crore from ADNOC

Larsen & Toubro's (L&T) Energy Hydrocarbon Offshore business (LTEH Offshore) has secured an ultra-mega order worth more than ₹15,000 crore from Adnoc Offshore for development of multiple offshore facilities in West Asia.

3

PVR INOX takes movies to smaller towns with low-cost screens, plans 300-city expansion

PVR INOX plans to expand its footprint beyond India's biggest cities by launching its new low-cost Smart Screens format across nearly 300 emerging towns, as the country's largest multiplex operator looks to tap rising demand for cinema in Tier 2 and Tier 3 markets.

4

Zydus gets USFDA nod for surgical imaging drug, may get 6-month monopoly in $125 million US market

Zydus Lifesciences has received final approval from US Food and Drug Administration (USFDA) for its abbreviated new drug application (ANDA) for Indocyanine Green for Injection USP, 25 mg/vial.

5

Ather Energy to enter ₹1-1.25 lakh e2W space with new EL platform

Ather Energy is foraying into the ₹1-1.25 lakh electric two-wheeler (e2W) segment on the back of its new EL platform, which will be showcased in August-end. This price bracket currently accounts for 55-60 per cent share of the overall electric two-wheeler play in India.

6

HFCL to invest ₹400 cr to expand optical fibre cable manufacturing capacity

Telecom equipment maker HFCL on Tuesday announced that its board has approved a fresh investment of approximately Rs 400 crore to expand its optical fibre and optical fibre cable manufacturing capacities. expected to be completed by July 2028.

7

Adani Infra buys 1.03% stake in Adani Green Energy for ₹2,380 crore

Adani Infra (India) Ltd, a promoter group entity of Adani Green Energy Ltd, has bought 1.03 per cent stake in the company for ₹2,380 crore. The seller was Ardour Investment Holding Ltd, a promoter entity of AGEL, which offloaded an equal number of shares at the same price.

QSR

QSR snapshot

Company	CMP (INR)	TP (INR)	Rating
Jubilant Foodworks	465	625	Upgrade to Buy
Devyani Internat.	119	160	Buy
Sapphire Foods	192	245	Buy
RBA	85	125	Buy
Westlife	548	550	Neutral
United Foodbrands	735	775	Neutral

QSR at an inflection point; risk-reward favorable

- The quick-service restaurant (QSR) sector has been an underperformer in the last four years and the aggregate market cap of listed QSR companies has declined by 20% during FY22-26, with the last 12 months seeing a ~25% correction. The entire QSR universe represents a market cap of INR670b, with India revenue of ~INR200b and India store network of more than 6,600. New stores added in the last four years account for over 40% of total stores (>65% of FY22 store count). However, the faster rollout has affected the unit economics of the QSR sector. We expect the store addition pace will be slower to 10-11% over FY27-28 vs. 15% over FY22-26. As a result, we believe store unit economics might not see any more deterioration.
- The sector had faced similar challenges in FY13-17, when aggressive expansion met with weak demand and same-store sales deteriorated (**Error! Reference source not found.**). A recovery then came from a familiar playbook of slower expansion, value offering, menu innovation, digital engagement and focus on unit economics of existing stores. We expect a similar turnaround possibility, with early signs of recovery visible in improving SSSG and profitability. Operating margins are currently lower than the FY19 level (significantly lower than the FY22 levels). We believe a margin recovery will be driven by price hikes, better throughput from new stores added in recent years, and improving SSSG.
- Listed QSR companies operate one of the largest consumer retail networks in India with 6,627 stores, far exceeding the total store network of Trent, Titan Jewellery and Avenue Supermarts (**Error! Reference source not found.**). Despite operating a 5-6x larger store network than the leading organized retailers and generating revenue comparable to Trent's, the listed QSR universe trades at a fraction of their valuation. Although weaker unit economics warrant a discount, we believe the current valuation captures these concerns. Any improvement in profitability metrics will drive up the valuation quickly for QSR companies.
- **We retain BUY on Devyani International, Restaurant Brands Asia (RBA) and Sapphire Foods. Given a 35% correction in its stock price in the last 12 months, we upgrade Jubilant FoodWorks (JUBI) to BUY from Neutral.**

India QSR - Recap of last five years

- Aggregate revenue of QSR operators in India has increased to INR195b at a 15% CAGR during FY22-26 (13% in FY19-26), reflecting healthy consumption trends. Their aggregate store count in India has expanded at a 15% CAGR during FY22-26 (14% in FY19-26) to 6,627 (2,725 in FY19), indicating a healthy store expansion trajectory.
- However, due to faster store rollouts, network supply has exceeded consumer growth, which has led to cannibalization among brands and started impacting store unit economics. Average daily sales (ADS) and same-store-sales growth (SSSG) have declined significantly. Aggregate EBITDA (pre-Ind As) has clocked a mere 7% CAGR over FY22-26 (10% in FY19-26); it was even weaker after FY23, down ~6% during FY23-FY26 (from INR19b to INR18b).

Weak operating performance; demand not an issue

- In our widespread consumer coverage universe, a compendium of ~60 consumer companies with a combined revenue of >INR6t in FY26, the QSR segment has posted the second-highest revenue CAGR of 13% over FY19-26 after Jewelry (24%). The consumer universe has registered an 11% revenue CAGR.
- QSR CAGR looks even healthier given (1) no price hike support, (2) more focus on value offerings impacted AOVs (suggesting customer footfall growth will be more than the revenue CAGR of 13%), (3) actual consumption growth (no support of trade pipeline filling). Thereby, looking at aggregate growth, we do not believe QSR had demand issues. Unit economics was impacted by faster store rollout-driven excess supply.

Faster store rollout and improvement in geographic diversification

- The listed QSR universe has more than 6,600 stores, with nearly 60% of them concentrated in the top 30 cities. In our store locator analysis, store density in the top 30 cities is ~20 stores per million population as compared to the Indian average of four stores per million population (**Error! Reference source not found.Error! Reference source not found.**). It reflects long-term store potential for QSR companies. Store expansion has accelerated meaningfully, with India's listed QSR industry adding 550-600 net stores annually during FY23-FY26, compared to ~225-230 stores per year in the pre-Covid period.
- The pace of expansion has been fast in Tier-2 and Tier-3 cities over the last 3-4 years, reducing dependence on the largest metros. The share of stores in the top 30 cities has gradually declined to ~60-62% in FY26 from ~66% in FY23.
- The store mix within the listed QSR sector has shifted meaningfully over the past decade. Domino's maintains the largest footprint, with its share of the listed store base rising from 41% in FY15 to 48% in FY18 and moderating to 39% by FY26 as peers accelerated expansion. KFC steadily increased its presence, with its share of the store base expanding from 18% in FY15 to 21% in FY26. Burger King witnessed the sharpest gain, growing its share from just 1% in FY15 to 9% by FY26.

India relevance for global QSR

- India's organized QSR industry is still at an early stage of penetration relative to global markets, despite strong store expansion over the last five years. The top three giants (Domino's, McDonald's and Yum! Brands) in India operate at <7000 stores, while these global QSR leaders collectively operate >130,000 restaurants globally, generating ~USD215b of system sales in CY25. While store expansion in mature markets has been relatively moderate, emerging international markets continue to drive incremental growth.
- India has become an increasingly important market for global QSR brands. India is now Domino's largest international market, contributing ~11% of global stores and ~16% of international stores. India accounts for ~4% of Yum!'s global store base (6% of international stores), while McDonald's India contributes only ~2% of its global and international store network.

Familiar cycle in the past; hopeful for similar recovery

- The slowdown in the QSR market is not new. The listed QSR industry had witnessed a similar phase during FY13-FY17 (**Error! Reference source not found.**), when companies expanded their store networks aggressively. This led to lower store productivity, weaker SSSG and pressure on profitability. During such periods, companies typically slowed store expansion and shifted their focus to improving the performance of existing stores.
- JUBI adopted a similar strategy in FY18. After expanding its store network at an ~18% CAGR during FY14-17, the company reduced store additions to ~2% in FY18 as demand weakened and SSSG moderated to low single digits. Management focused on improving value offerings, menu innovation, product quality and the overall customer experience, which helped drive a recovery in SSSG and profitability. Westlife Foodworld followed a similar approach by moderating store expansion and prioritizing store productivity during periods of weaker demand.

Improving print in recent performances

- We believe the QSR sector is once again at a similar inflection point. Following an aggressive expansion phase over the last four years (FY22-FY26), most listed QSR players' network expansion as a percentage of total stores has been moderating now. Besides, companies have been shifting their focus to improving ADS, SSSG and restaurant-level profitability. It should support a gradual recovery in unit economics and earnings over the medium term.
- QSR companies have been taking multiple initiatives, such as value platforms, menu innovation, better consumer offers and expanding beverages. All such initiatives should help improve consumer footfalls and order frequency for QSR companies.
- Management commentary during the 1QFY27 results indicated that the QSR sector recovery is gradually strengthening. Companies reported improving demand, with positive or better SSSG across most brands, supported by higher customer traffic and strong value offerings. Dine-in demand improved across brands, while management highlighted that the positive momentum continued into July. While food, LPG and wage inflation remained elevated, disciplined pricing and cost management helped the companies to support margins.
- Most listed QSR players reported better SSSG in 2HFY26 (**Error! Reference source not found.**), supported by improving dine-in traffic, resilient delivery demand, value-led offerings, menu innovation and a favorable base. This indicates that companies' efforts to improve customer traffic and order frequency are gradually translating into better store productivity.

QSR trading at steep discount to other retail players

- The listed QSR sector operates one of the largest consumer retail networks in India with ~6,627 stores, far exceeding the total store count of Trent, Titan Jewellery and Avenue Supermarts.
- Despite operating a 5-6x larger store network than the leading organized retailers and generating revenue comparable to Trent's, the listed QSR universe trades at a fraction of their valuation. Although weaker unit economics warrant a

discount, we believe the current valuation captures these concerns. Any improvement in profitability metrics will drive up the valuation quickly.

- As demand recovers and restaurant-level productivity improves, the QSR sector offers an attractive risk-reward proposition, with meaningful scope for valuation re-rating from the current depressed levels.

Valuation correction mitigates risk

- The aggregate market cap of QSR companies has corrected by 20% during FY22-FY26, with the last 12 months witnessing a ~25% correction. The entire QSR universe is available at a market cap of ~INR670b, with India revenue of ~INR200b and India store network of >6,600 stores.
- The sector has witnessed a valuation correction following weak profitability over FY23-26. Going forward, valuation multiples are likely to be driven more by the improvement in SSSG, store productivity and earnings delivery rather than by store expansion alone. Since the sector has been witnessing sequential improvements in earnings for the past two quarters, we believe a gradual re-rating in valuations is likely.
- **Given a 35% correction in stock price over the last 12 months, we upgrade JUBI to BUY from Neutral with a revised TP of INR625.**
- **We maintain BUY on Devyani (TP INR160), Sapphire (TP INR245) and RBA (TP INR125).**
- **We maintain Neutral rating on Westlife and United Foodbrands (UFB) with a TP of INR550 and INR775.**

Peer comparison

Company	CMP (INR)	TP (INR)	Reco	EV/EBITDA Pre Ind As(x)			EV/sales(x)		
				FY26	FY27E	FY28E	FY26	FY27E	FY28E
Jubilant Foodworks	465	625	Upgrade to Buy	23.0	20.0	17.1	3.3	2.9	2.6
Devyani International	119	160	Buy	34.5	25.8	20.5	2.8	2.4	2.3
Sapphire Foods	192	245	Buy	25.6	19.4	15.6	2.0	1.7	1.5
RBA	85	125	Buy	67.1	27.9	16.5	1.8	1.5	1.3
Westlife	548	550	Neutral	43.2	35.4	26.6	3.3	2.9	2.5
United Foodbrands	735	775	Neutral	40.8	22.7	18.4	2.2	1.7	1.5

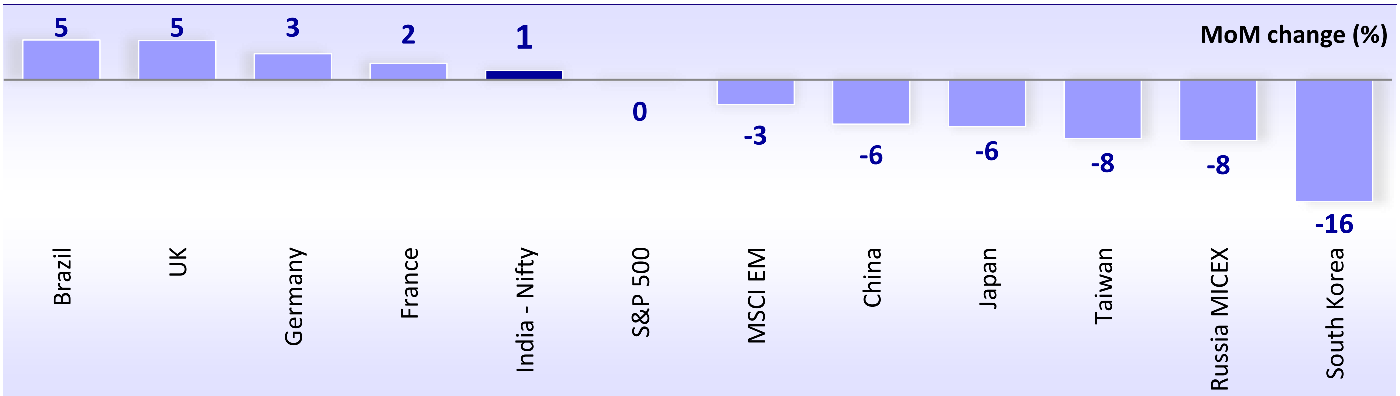
Source: Company, MOFSL

INDIA STRATEGY – Aug’26 (The Eagle Eye): Earnings and FII flows anchor India as global tech retreats

The key highlights of the 'The Eagle Eye' are as follows:

- a) India edges higher as AI and tech-heavy markets plunge MoM; b) Mean reversion signals flash green for Indian equities; c) Developed market bond yields hit multi-decade highs; d) India’s top market cap rankings reshuffle meaningfully; e) High-frequency indicators signal macro and earnings strength; f) Interim review 1QFY27: OMCs temper Financials and Metal strength; g) Flat benchmark returns mask sharp stock-level dispersion and market rotations; h) FIIs return as DII inflows hit a 15-month low; i) SMIDs' market cap share hits record high as large caps touch all-time lows; j) Valuations tick up MoM; SMIDs stay firm due to strong earnings and domestic inflows.
- Notable Published reports during the month: A) Initiating coverage on- 1) Vedanta Aluminum; 2) Uno Minda; 3) Saatvik Green Energy; 4) Unimech Aerospace, 5) Emcure Pharma, 6) Meesho.

MoM performance of global equity indices in USD terms (%)



YoY returns (in USD): After two years of underperformance, is India poised to outperform?

Rank	CY17	CY18	CY19	CY20	CY21	CY22	CY23	CY24	CY25	CY26YTD
1	Nifty-500	Brazil	US Nasdaq	US Nasdaq	Nifty-500	Brazil	US Nasdaq	US Nasdaq	South Korea	South Korea
2	China	US Nasdaq	US S&P 500	South Korea	US S&P 500	Nifty-50	Brazil	US S&P 500	Brazil	Taiwan
3	South Korea	Nifty-50	Brazil	Taiwan	Taiwan	Nifty-500	Taiwan	Taiwan	Germany	Japan
4	Nifty-50	US S&P 500	Taiwan	Japan	Nifty-50	France	Nifty-500	China	Taiwan	Brazil
5	MSCI EM	Japan	France	US S&P 500	US Nasdaq	Germany	Germany	Nifty-500	China	MSCI EM
6	Germany	Taiwan	Germany	MSCI EM	France	China	US S&P 500	Germany	MSCI EM	US S&P 500
7	US Nasdaq	Nifty-500	Japan	Nifty-500	Germany	US S&P 500	France	Japan	Japan	US Nasdaq
8	Taiwan	France	MSCI EM	Germany	MSCI EM	Japan	Japan	Nifty-50	France	France
9	Brazil	MSCI EM	China	China	South Korea	MSCI EM	Nifty-50	MSCI EM	US Nasdaq	Germany
10	France	China	Nifty-50	Nifty-50	Japan	South Korea	South Korea	France	US S&P 500	China
11	Japan	South Korea	Nifty-500	France	China	Taiwan	MSCI EM	South Korea	Nifty-50	Nifty-500
12	US S&P 500	Germany	South Korea	Brazil	Brazil	US Nasdaq	China	Brazil	Nifty-500	Nifty-50

Nestlé India

BSE SENSEX	S&P CNX
78,429	24,615

CMP: INR1,520 TP: INR1,525 Neutral

Growth priorities continue; near-term consumption challenges

Nestlé India (NEST) hosted its Analyst Meet 2026, outlining its growth journey and the key focus areas going forward. Management reiterated that the company is well positioned to capitalize on India's structural growth opportunities by remaining consumer-centric in a rapidly evolving marketplace. Growth will be driven by a dual engine of core category expansion and premiumization. Management has laid out five strategic pillars going forward: 1) Growth through penetration-led volumes and premiumization; 2) Cost efficiency through value chain optimization; 3) Continued investments in brands and capacity expansion; 4) Digital acceleration across sales and operations; and 5) Profitability backed by disciplined margins and cash generation.

- NEST remains constructive on India's long-term growth opportunity, supported by a rapidly expanding affluent consumer base and low packaged food penetration. Management highlighted that Elite households are expected to increase from 18m in 2025 to 40m by 2034, while Affluent households are projected to rise from 47m to 83m over the same period. The overall household base is expected to expand from 330m to 407m, with Elite + Affluent households accounting for 30.1% of consumer spending by 2034 (vs. 19.6% in 2025), reinforcing a multi-year runway for both penetration-led growth and premiumization.
- The company continues to execute its long-term growth strategy, which is centered on penetration, premiumization, productivity, digitalization, and sustained investments in brands and capacity. Premium products now contribute 14% of sales (vs. 11% in 2021) and are growing faster than the overall portfolio. E-commerce continues to scale rapidly, contributing 8.5% of domestic sales, while the company has expanded its retail reach to 6.2m outlets and rural presence to 216,000 villages. NEST is also accelerating investments in AI-led planning, sales execution, and manufacturing.
- Management flagged that the near-term operating environment remains challenging despite improving business momentum. Consumption trends remain mixed, with rural demand continuing to outperform urban markets, while geopolitical uncertainty, commodity inflation, and supply chain disruptions remain the key monitorables. Volatility in energy, edible oil, packaging, and freight costs could keep input cost pressures elevated.
- Over the long term, NEST remains focused on expanding penetration to drive volume-led growth. We model revenue/EBITDA/APAT CAGR of 14%/17%/20% over FY26-28E. The stock is trading at 69x/61x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating with a revised TP of INR1,525 (based on 60x P/E Mar'28E).**

Stock Info

Bloomberg	NEST IN
Equity Shares (m)	1928
M.Cap.(INRb)/(USDb)	2931 / 30.7
52-Week Range (INR)	1536 / 1083
1, 6, 12 Rel. Per (%)	3/21/34
12M Avg Val (INR M)	2116
Free float (%)	37.2

Financials Snapshot (INR b)

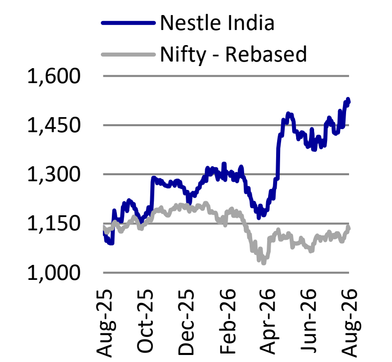
Y/E Dec	FY26	FY27E	FY28E
Sales	231.5	271.9	301.5
Sales Gr. (%)	14.6	17.4	10.9
EBITDA	53.7	66.1	73.4
Margin (%)	23.2	24.3	24.4
Adj. PAT	33.2	42.2	47.9
Adj. EPS (INR)	17.2	21.9	24.9
EPS Gr. (%)	8.1	27.3	13.5
BV/Sh.(INR)	27.5	33.0	39.2
Ratios			
RoE (%)	71.2	72.4	68.9
RoCE (%)	69.2	75.2	70.9
Payout (%)	69.8	75.0	75.0
Valuations			
P/E (x)	88.4	69.4	61.2
P/BV (x)	55.2	46.1	38.8
EV/EBITDA (x)	54.2	43.8	39.3
Div. Yield (%)	0.8	1.1	1.2

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	62.8	62.8	62.8
DII	11.9	12.4	11.2
FII	10.3	9.7	10.3
Others	15.0	15.1	15.8

FII Includes depository receipts

Stock Performance (1-year)



Valuation view

- NEST has sustained its strong double-digit revenue growth momentum since 2QFY26, supported by continued investments in brands, distribution expansion, and capacity augmentation. In our view, 1HFY27 growth is expected to be further supported by calibrated price hikes, stable RM prices, and GST 2.0-led tailwinds.
- With the weak base gradually anniversaried, we believe the growth rate can start moderating (on double digit base) from 3QFY27 onwards. That said, general trade is expected to continue delivering strong double-digit growth with continued rural distribution expansion, while alternate channels are likely to maintain robust growth momentum. Moreover, commodity trends remain mixed, with persistent inflation in cocoa, sugar, and protein inputs offset by stable trends in coffee, edible oils, wheat, and milk.
- The combination of **low category penetration, increasing premiumization, new consumption occasions, and sustained innovation** provides NEST a long runway for growth across its core categories, despite its already large scale in the Indian market. We model revenue/EBITDA/APAT CAGR of 14%/17%/20% over FY26-28E. The stock is trading at 69x/61x FY27/FY28 EPS. Given its expensive valuation, we reiterate our Neutral rating with a revised TP of INR1,525 (based on 60x P/E Mar'28E).

NEST's segmental performance

Revenue (INR bn) - (Dom+Export)	CY19	CY20	CY21	CY22	FY24 (15m)	FY25	FY26
Milk and Nutrition	56.5	61.5	62.7	68.2	98.7	76.6	77.2
Prepared dishes & Cooking Aids	35.0	39.1	45.5	53.0	73.9	62.0	72.7
Beverages	15.0	14.8	16.9	20.2	30.2	28.9	36.4
Chocolates	16.4	17.5	21.2	26.5	39.9	33.3	44.4
Total	**123.0**	**132.9**	**146.3**	**167.9**	**242.8**	**200.8**	**230.7**
Revenue mix (%)							
Milk and Nutrition	46	46	43	41	41	38	33
Prepared dishes & Cooking Aids	28	29	31	32	30	31	32
Beverages	12	11	12	12	12	14	16
Chocolates	13	13	15	16	16	17	19
Total	**100**	**100**	**100**	**100**	**100**	**100**	**100**
Revenue Growth (%)							
Milk and Nutrition	9	9	2	9	16	0	1
Prepared dishes & Cooking Aids	13	12	16	16	12	8	17
Beverages	-1	-2	15	19	20	23	26
Chocolates	17	7	21	25	20	8	33
Total	**10**	**8**	**10**	**15**	**16**	**7**	**15**
Volume Growth (%)							
Milk and Nutrition	1	0	-3	0	0	-6	-2
Prepared dishes & Cooking Aids	10	7	16	6	2	2	12
Beverages	-2	-21	18	14	9	-1	18
Chocolates	16	3	11	12	10	1	26
Total	**7**	**3**	**11**	**6**	**3**	**0**	**11**
Price Growth (%)							
Milk and Nutrition	7	9	5	9	15	4	3
Prepared dishes & Cooking Aids	3	5	0	10	10	3	5
Beverages	1	25	-3	4	10	21	6
Chocolates	1	4	10	11	9	3	6
Total	**3**	**5**	**0**	**9**	**13**	**7**	**4**

Source: Company, MOFSL

DLF

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	DLFU IN
Equity Shares (m)	2475
M.Cap.(INRb)/(USDb)	1592.6 / 16.7
52-Week Range (INR)	799 / 489
1, 6, 12 Rel. Per (%)	-6/2/-18
12M Avg Val (INR M)	2402

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	81.9	106.2	126.2
EBITDA	14.4	30.5	38.3
EBITDA (%)	17.6	28.7	30.4
PAT	42.0	54.5	65.4
EPS (INR)	17.0	22.0	26.4
EPS Gr. (%)	-10.0	29.5	20.1
BV/Sh. (INR)	183.7	194.7	208.1
Ratios			
Net D/E	-0.2	-0.2	-0.2
RoE (%)	9.6	11.6	13.1
RoCE (%)	5.7	7.7	8.8
Payout (%)	44.9	50.0	49.2
Valuations			
P/E (x)	37.9	29.2	24.3
P/BV (x)	3.5	3.3	3.1
EV/EBITDA (x)	105.2	49.8	39.5
Div Yield (%)	1.2	1.7	2.0

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	74.1	74.1	74.1
DII	8.0	6.9	5.0
FII	12.3	13.5	16.0
Others	5.6	5.4	4.9

CMP: INR643 TP: INR755 (+17%) Buy

Upcoming launches to likely revive pre-sales

Very low pre-sales; expected to improve in the coming quarters

In 1QFY27, pre-sales at INR6.6b (-94% YoY) were very weak due to the impact of deferred launches (56% below estimates). Overall, it has a launch pipeline of ~INR200b in FY27, comprising major launches in DLF City (INR80-90b potential), Arbour Senior Living, Westpark P-2, and the Goa project. Overall, DLF has a healthy launch pipeline of INR602b over the medium-term. Further, out the projects already launched, DLF has a balance inventory worth INR124b, which is likely to support pre-sales in the upcoming quarters. On the basis of launch plans, **we expect a muted 2% CAGR in pre-sales to INR209b in FY26-28E.**

Healthy traction in the leasing portfolio

DCCDL's rental income in 1QFY27 increased 9% YoY to INR14.4b, driven by steady growth across the portfolio (DLF + DCCDL + Atrium rentals @INR16.3b). Overall occupancy in the office portfolio was 95% (98% non-SEZ/89% SEZ), while retail occupancy stood at 97%. DCCDL's net debt fell by INR140m QoQ to INR181b. Atrium Place is fully leased, with occupancy certificates received for three towers; final tower OC expected in the coming quarter.

Execution at the retail developments is progressing well – Midtown Plaza (97% leased; operational), Summit Plaza (~97% leased; expected in Jul'26), and Promenade Goa (64% leased; expected to improve to 85-90% in the next 6-8 weeks). DLF expects existing assets to deliver ~10-11% rental growth in FY27, excluding incremental contribution from new assets. It expects FY27-exit rentals at ~INR73-75b, whereas the ongoing and planned asset additions would lead to rental income increasing to INR100b over the medium term. **We tweak our rental income estimates and now expect INR71b/INR79b in FY27E/28E.**

Strong cash generation; balance sheet remains sturdy

Residential collections declined 11% YoY to INR24.1b and DLF generated surplus cash of INR10.5b. As a result, its net cash position improved to INR152b in 1QFY27. In the DCCDL portfolio, net debt declined to INR181b from INR182b in 4QFY26, with a net debt-to-GAV ratio of 0.18x. Cost of debt inched up to 7.14% from 7.08% in 4QFY26.

Financials

1Q revenue declined 53% YoY to INR12.8b, while EBITDA fell 59% YoY to INR1.5b. EBITDA margin stood at 11.7%. PAT increased 4% YoY to INR7.9b. Net cash position improved by INR10.5b QoQ to INR152b. Out of the inventory launched till 1QFY27, the company has a surplus cash potential of ~INR438b. It also has a residual gross margin of INR390b yet to be recognized.

Valuation and view

We value DLF at its NAV and currently do not assign a growth premium to it since the potential of its sizable landbank is already getting captured in our estimates. Further, delta to valuations would come via new project additions in MMR and/or other markets. Hence, we believe the company's valuation at 0% NAV premium is justified. We value the commercial portfolio at 7.5% cap rate. **We maintain a BUY rating with a TP of INR755.**

Quarterly Performance

Y/E March	FY26				FY27E				FY26	FY27	FY27	1QE Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q Est.	(%/bp)
Net Sales	**27,167**	**16,430**	**20,202**	**18,141**	**12,803**	**21,244**	**26,555**	**45,617**	**81,940**	**1,06,219**	**23,684**	**-46**
YoY Change (%)	99.4	-16.8	32.2	-42.0	-52.9	29.3	31.4	151.5	2.5	29.6	-12.8	
Total Expenditure	23,525	13,595	16,304	14,033	11,300	15,505	18,946	29,939	67,537	75,691	16,973	
EBITDA	**3,642**	**2,836**	**3,899**	**4,108**	**1,503**	**5,739**	**7,608**	**15,678**	**14,403**	**30,528**	**6,711**	**-78**
Margins (%)	13.4	17.3	19.3	22.6	11.7	27.0	28.7	34.4	17.6	28.7	28.3	-1660bp
Depreciation	345	295	302	483	351	353	355	557	1,424	1,616	422	
Interest	786	631	363	211	176	125	100	86	1,991	487	11	
Other Income	2,642	6,188	4,593	2,798	3,252	2,658	3,323	4,059	16,220	13,292	2,599	
PBT before EO expense	**5,153**	**8,097**	**7,828**	**6,212**	**4,228**	**7,919**	**10,477**	**19,093**	**27,208**	**41,717**	**8,877**	**-52**
Extra-Ord expense	0	-2,352	602	-279	0	0	0	0	-2,029	0	0	
PBT	**5,153**	**10,449**	**7,226**	**6,491**	**4,228**	**7,919**	**10,477**	**19,093**	**29,237**	**41,717**	**8,877**	**-52**
Tax	1,332	2,763	-74	-921	1,147	2,148	2,842	120	3,100	6,257	1,332	
Rate (%)	25.8	26.4	-1.0	-14.2	27.1	27.1	27.1	0.6	18.0	18.0	15.0	
MI & P/L of Asso. Cos.	3,806	4,116	4,733	5,274	4,858	3,799	4,749	5,590	17,928	18,996	4,822	
Reported PAT	**7,627**	**11,801**	**12,034**	**12,686**	**7,939**	**9,570**	**12,383**	**24,563**	**44,066**	**54,455**	**12,367**	**-36**
Adj PAT	**7,627**	**9,449**	**12,635**	**12,407**	**7,939**	**9,570**	**12,383**	**24,563**	**42,037**	**54,455**	**12,367**	**-36**
YoY Change (%)	18.1	-31.6	-7.2	-3.2	4.1	1.3	-2.0	98.0	-10.0	29.5	62.2	
Margins (%)	28.1	57.5	62.5	68.4	62.0	45.0	46.6	53.8	51.3	51.3	52.2	979bps

Source: Company, MOFSL.

BSE

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	BSE IN
Equity Shares (m)	408
M.Cap.(INRb)/(USDb)	1475.7 / 15.5
52-Week Range (INR)	4447 / 2022
1, 6, 12 Rel. Per (%)	-7/29/46
12M Avg Val (INR M)	13076

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Net Sales	48.3	63.0	73.4
EBITDA	31.6	42.6	49.9
PAT	24.6	34.1	39.7
Adj. PAT	24.8	34.1	39.7
EPS (INR)	60.4	83.5	97.3
EPS Gr (%)	87.1	38.2	16.5
BV / Sh (INR)	164	228	302
Ratios (%)			
RoE	44.4	42.7	36.7
Payout ratio	16.6	23.3	23.3
Valuations			
P/E (x)	59.9	43.3	37.2
P / BV (x)	22.1	15.9	12.0

Shareholding Pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	0.0	0.0	0.0
DII	24.2	25.2	11.3
FII	21.3	19.4	38.7
Others	54.5	55.4	50.0

FII includes depository receipts

CMP: INR3,618 TP: INR3,900 (+8%) Neutral

Steady quarter; muted near-term outlook

- BSE reported an operating revenue of ~INR15.7b (in line), reflecting a growth of 63% YoY/flat QoQ. This was driven by 70% YoY growth in transaction charges, while revenue from services to corporates declined 4% YoY.
- Opex came in at INR4.9b, up 49% YoY/down 2% QoQ (in line), with employee costs growing 24% YoY, while other expenses/55% YoY. EBITDA stood at INR10.7b, growing 71% YoY (flat QoQ), leading to an EBITDA margin of 68.4% vs. our expectations of 70.2% and 65.3% in 1QFY26.
- Higher investment income was offset by SGF costs and lower-than-expected EBITDA, which led to in-line PAT performance at ~INR8.7b (+62% YoY).
- Approval has been received for two additional indices, which will be launched after Focused IT contracts gain traction. The company aims to achieve double-digit market share in cash volumes by CY27 on the back of better adoption of common contract note and higher listings.
- We have cut our earnings estimates by 9%/8% for FY27E/FY28E, factoring in higher opex trajectory and extrapolating the weak volume trajectory being witnessed in the past few months. However, we have not baked in any impact from the RBI regulations on proprietary trading. **We reiterate our Neutral rating on the stock with a TP of INR3,900 (premised on 40x FY28E EPS).**

Trading activity at an all-time high

- Transaction charges witnessed strong growth of 70% YoY to INR13.3b, driven by 93%/20%/20% YoY growth in derivative/cash/Star MF revenue.
- Cash ADTO grew 39% YoY to an all-time high of INR99.6b, while premium ADTO rose 96% YoY to an all-time high of INR296b in 1QFY27, backed by an increase in listings, market volatility, and rising share of longer-tenure contracts.
- STAR MF delivered another good quarter, with total transactions growing 28% YoY to ~234m. During the quarter, BSE launched Star NPS, which is expected to improve NPS penetration.
- Revenue from services to corporates declined 4% YoY to INR1b, driven by a 47% YoY decline in book building fees. During 1QFY27, there were eight mainboard listings (nine in 1QFY26), while SME listing activity remained strong with 24 listings (12 in 1QFY26). With a strong mainboard IPO pipeline for FY27, recovery is expected in this revenue stream.
- Other operating income at INR977m grew 40% YoY, including INR510m revenue from colocation services.
- Treasury income declined 12% YoY to INR400m. Investment income stood at INR1.4b (our est. of INR767m), growing 63% YoY.
- SGF contribution came in at INR259m for the quarter (vs. our estimates of INRnil).
- Among subsidiaries, BSE Index Service has a total AUM of INR9.78t across 200+ indices and witnessed a 100% increase in revenue from core index operations.

- ICCL has been renamed to BSE Clearing Ltd. It has significantly scaled capacity, with daily trade capacity in equity increasing to 100m from 20m and in derivatives to 90m from 40m. The number of contracts settled during the quarter ranged between 1.25b and 1.35b/month.
- Trades/second per member surged 9x to 27,000, enabling faster trade processing and attracting large-scale participants.

Key takeaways from the management commentary

- Colocation order charges currently remain at ~20% of prevailing market rates, with management indicating that pricing could be revisited at an appropriate stage.
- The exchange plans to broaden its product ecosystem, with initiatives spanning corporate bonds, NPS, electronic gold receipts, market data services, and index offerings.
- Liquidity in contracts with one-week-forward expiries continues to improve, indicating increasing market depth.

Valuation and view

- BSE continues to report new peaks in revenue and profitability, supported by improving institutional participation, derivative traction owing to market volatility, and structural expansion in STAR MF and index businesses. However, recent trends reflect a declining volume trajectory across cash and derivatives, with geopolitical conditions easing out as well as possible impact of RBI tightening on proprietary book lending.
- We have cut our earnings estimates by 9%/8% for FY27E/FY28E, factoring in higher opex trajectory and extrapolating the weak volume trajectory witnessed over the past few months. However, we have not baked in any impact from the RBI regulations on proprietary trading. **We reiterate our Neutral rating on the stock with a TP of INR3,900 (premised on 40x FY28E EPS).**

Cons. Quarterly perf. (INR m)

Y/E March	FY26				FY27				FY26	FY27E	Est.	Vav.	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q	(%/bp)	(%)	(%)
Revenue from operations	**9,580**	**10,684**	**12,441**	**15,635**	**15,660**	**15,312**	**15,833**	**16,231**	**48,340**	**63,037**	**16,145**	**-3.0**	**63**	**0**
YoY Change (%)	57.6	44.2	62.0	84.7	63.5	43.3	27.3	3.8	63.5	30.4	69			
Total Expenditure	3,325	3,775	4,426	5,022	4,941	5,127	5,147	5,256	16,785	20,471	4,814	2.6	49	-2
EBITDA	**6,255**	**6,909**	**8,015**	**10,614**	**10,719**	**10,184**	**10,686**	**10,975**	**31,555**	**42,566**	**11,331**	**-5.4**	**71**	**1**
Margins (%)	65.3	64.7	64.4	67.9	68.4	66.5	67.5	67.6	65.3	67.5	70.2	-173bp	315bp	57bp
Depreciation	269	325	448	548	426	435	439	445	1,590	1,744	553	-23.0	58	-22
Interest	0	0	0	0	0	0	0	0	0	0	0			
Investment income	865	711	899	667	1,407	915	969	1,016	3,142	4,307	767	83.5	63	111
PBT before EO expense	**6,851**	**7,296**	**8,465**	**10,732**	**11,700**	**10,664**	**11,217**	**11,547**	**33,107**	**45,129**	**11,544**	**1.4**	**71**	**9**
SGF	0	106	456	207	259	0	250	241	770	750	0			
Exceptional items	120	0	-238	0	0	0	0	0	-118	0	0			
PBT	**6,971**	**7,189**	**7,772**	**10,525**	**11,441**	**10,664**	**10,967**	**11,306**	**32,220**	**44,379**	**11,544**	**-0.9**	**64**	**9**
Tax	1,752	1,819	1,987	2,680	2,910	2,666	2,742	2,821	8,238	11,139	2,886	0.8	66	9
Rate (%)	25	25	26	25	25	25	25	25	26	25	25			
P/L of Asso. Cos.	163	200	182	109	195	205	209	208	654	818	142	37.4	20	79
Reported PAT	**5,382**	**5,570**	**5,966**	**7,955**	**8,727**	**8,204**	**8,434**	**8,692**	**24,636**	**34,057**	**8,800**	**-0.8**	**62**	**10**
Adj PAT	**5,292**	**5,570**	**6,143**	**7,955**	**8,727**	**8,204**	**8,434**	**8,692**	**24,753**	**34,057**	**8,800**	**-0.8**	**65**	**10**
YoY Change (%)	104	61	173	61	62	47	41	9	87	38	64			
Margins (%)	55.2	52.1	49.4	50.9	55.7	53.6	53.3	53.6	51.0	54.0	55	122bp	48bp	485bp

Marico

Estimate changes	↑
TP change	↑
Rating change	↔

Bloomberg	MRCO IN
Equity Shares (m)	1298
M.Cap.(INRb)/(USDb)	1136.1 / 11.9
52-Week Range (INR)	890 / 690
1, 6, 12 Rel. Per (%)	3/24/21
12M Avg Val (INR M)	1513

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	134.8	155.2	171.9
Sales Gr. (%)	24.4	15.1	10.8
EBITDA	23.3	29.1	34.8
EBITDA Margin. %	17.3	18.8	20.2
Adj. PAT	17.7	22.0	26.7
Adj. EPS (INR)	13.6	16.9	20.6
EPS Gr. (%)	9.7	24.7	21.4
BV/Sh.(INR)	32.4	35.8	41.9
Ratios			
RoE (%)	43.2	49.7	52.9
RoCE (%)	39.2	45.5	48.9
Payout (%)	92.2	79.7	70.5
Valuations			
P/E (x)	64.4	51.6	42.5
P/BV (x)	27.0	24.4	20.9
EV/EBITDA (x)	47.8	37.9	31.4
Div. Yield (%)	1.4	1.5	1.7

Shareholding Pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	58.9	58.9	59.0
DII	13.0	12.3	12.7
FII	23.6	24.3	23.7
Others	4.5	4.5	4.5

FII includes depository receipts

CMP: INR875 TP: INR1,050 (+20%) Buy

Robust start to FY27; growth momentum intact

- Marico (MRCO) witnessed a strong start to FY27 with consolidated revenue growth of 23% YoY (in line) in 1QFY27. Domestic revenue growth was 21% YoY, with volume growth of 11%. International revenue growth was 15% YoY CCG (+29% INR). Demand remained steady in 1Q, supported by healthy economic activity. Management continues to monitor inflation and monsoon developments amid evolving El Niño forecasts.
- GM expanded by 30bp YoY to 46.6% (in line) and improved 220bp QoQ owing to recent corrections in copra prices. While crude oil prices are steady, vegetable oil prices remain inflationary amid the ongoing geopolitical developments. EBITDA margin expanded by 40bp YoY to 20.7% (in line). Management expects to deliver high-teen EBITDA growth in FY27.
- MRCO expects to sustain high single-digit volume growth in India business in FY27, aided by both core portfolio and new growth engines. International business is expected to sustain its mid-teen constant-currency growth. At the consolidated level, the company aims to achieve double-digit revenue growth, crossing INR150b in FY27. In the medium term, MRCO aims to cross the INR200b revenue mark by FY30 (10-11% CAGR), along with mid-teen EBITDA CAGR. Management expects EBITDA margin to expand 140-150bp. We model EBITDA margins of 18.8%/20.0% for FY27/FY28.
- The company aims to deliver a double-digit revenue CAGR over FY26-30, backed by strong volume growth and CC growth in teens in international business with mid-teen EBITDA CAGR. In line with its aspiration, we model a CAGR of 13% in revenue and 22% in EBITDA over FY26-28E. Given the stable growth trajectory, diversifying revenue streams and strong focus on TAM expansion, we believe the stock's premium valuation is likely to be sustained. The stock is trading at 52x/46x FY27E/FY28E EPS. MRCO has delivered 20% return in the last six months and remains one of our top picks in our coverage universe. **We reiterate our BUY rating on the stock with a TP of INR1,050 (based on 50x Mar'28E EPS).**

Robust 25% EBITDA growth; volume up 11%

- **Revenue continues to grow in 20%+ trajectory**: Consolidated net sales grew 23% YoY to INR39.6b (est. INR39.3b) in 1QFY27. Domestic sales rose 21% YoY with 11% domestic volume growth, one of the strongest performances in recent years. The international business delivered 15% CC growth (29% in INR terms), supported by broad-based contribution across markets. Vietnam/MENA/South Africa posted a robust 27%/24%/8% CC growth, while Bangladesh reported 4% CC growth on a high base amid elevated inflation and pricing anniversarization. NCD and exports also remained healthy with 16% growth during the quarter.

- **Broad-based growth across categories**: Parachute Coconut Oil (PCNO) reported 23% revenue growth and 10% volume growth, aided by strong consumer offtake and calibrated pricing actions despite easing copra prices. Value-added hair oils (VAHO) sustained their strong momentum with 22% value growth, supported by healthy performance across key franchises. Saffola edible oils registered 7% revenue growth, although volumes fell in high-single digits as MRCO rationalized the supply of select variants to protect profitability amid edible oil inflation. The Foods portfolio grew 43% YoY, crossing INR13b+ in an annualized revenue run rate.
- **Steady expansion in margins:** Consolidated gross margin expanded by 30bp YoY to 46.6% (est. 47%) and improved 220bp QoQ owing to recent corrections in copra prices. MRCO indicated that copra prices have dropped ~35% from the peak levels, and the company expects them to remain range-bound in the near term. However, vegetable oil prices remain inflationary. Employee expenses rose 22% YoY, ad-spends grew 25% YoY and other expenses increased 21% YoY. EBITDA margin expanded by 40bp YoY to 20.7% in 1QFY27 (est. 21%).
- **Stable double-digit growth in profitability:** EBITDA grew 25% YoY (est. 26%) to INR8.2b. PBT/PAT grew 20%/25% YoY to INR7.9b/INR6.3b (est. INR8.2b/INR6.1b).

Highlights from the management commentary

- In PCNO, MRCO has already reduced prices by ~10% in non-price point packs following the correction in copra prices.
- Crude has corrected moderately from its peak in 1Q; however, prices remain volatile. Vegetable oil prices inflated further and remain at elevated levels.
- QC now contributes approximately 5% of total India business revenue.
- **MRCO targets double-digit consolidated revenue growth in FY27 with revenue expected to cross INR150b.**
- **Management expects ~150bp operating margin expansion in FY27, considering the uncertain operating environment.**
- Management guided for a consolidated effective tax rate of 18% for FY27, which is expected to increase to 19-20% in FY28.

Valuation and view

- We largely maintain our EBITDA estimates for FY27 and FY28, but the company's lower tax rate guidance led to an increase in our EPS estimates for FY28.
- MRCO plans to cross INR150b in revenue in FY27 and INR200b by FY30. It aims to deliver a double-digit revenue CAGR over FY26-30, backed by strong volume growth and CC growth in teens in the international business with a mid-teen EBITDA CAGR.
- Diversification is steadily improving the resilience of the international portfolio, with Bangladesh's revenue share declining from ~50% in FY20 to ~45% in FY26 and expected to reduce further to ~35% by FY30.
- To improve its domestic distribution reach, MRCO has also started Project SETU, which helps to drive growth in GT through a transformative expansion of its direct reach.
- In line with its aim of delivering a double-digit revenue CAGR and a mid-teen EBITDA CAGR over FY26-30, we model a CAGR of 13% in revenue and 22% in EBITDA over FY26-28E. Given the stable growth trajectory, diversifying revenue streams and strong focus on TAM expansion, we believe the stock's premium valuation is likely to be sustained. MRCO remains one of our top picks in our coverage universe. **We reiterate our BUY rating on the stock with a TP of INR1,050 (based on 50x Mar'28E EPS).**

Quarterly Performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Domestic volume growth (%)	9.0	7.0	8.0	9.0	11.0	11.3	11.3	12.4	8.3	11.5	14.7	
Net Sales	32,210	34,500	35,060	33,010	39,570	40,735	39,493	35,381	1,34,780	1,55,180	39,306	0.7%
YoY Change (%)	21.9	29.5	25.5	20.9	22.9	18.1	12.6	7.2	24.4	15.1	20.6	
Gross Profit	14,910	14,530	15,090	14,660	18,450	18,005	18,562	16,366	59,190	71,383	18,474	-0.1%
Gross margin (%)	46.3	42.1	43.0	44.4	46.6	44.2	47.0	46.3	43.9	46.0	47.0	
EBITDA	6,550	5,600	5,980	5,210	8,190	7,091	7,906	5,932	23,340	29,119	8,235	-0.6%
Margins (%)	20.3	16.2	17.1	15.8	20.7	17.4	20.0	16.8	17.3	18.8	21.0	
YoY Change (%)	4.6	7.3	12.2	13.8	25.0	26.6	32.2	13.9	9.1	24.8	25.7	
Depreciation	450	470	500	600	560	575	590	624	2,020	2,349	520	
Interest	100	120	140	170	210	200	150	140	530	700	105	
Other Income	560	490	390	600	480	540	450	566	2,040	2,036	590	
PBT	6,560	5,500	5,730	5,040	7,900	6,856	7,616	5,734	22,830	28,106	8,200	-3.7%
Tax	1,430	1,180	1,070	960	1,380	1,371	1,523	1,347	4,640	5,621	1,968	
Rate (%)	21.8	21.5	18.7	19.0	17.5	20.0	20.0	23.5	20.3	20.0	24.0	
Adjusted PAT	5,040	4,200	4,515	3,910	6,300	5,358	5,965	4,403	17,665	22,026	6,105	3.2%
YoY Change (%)	8.6	7.3	13.2	14.0	25.0	27.6	32.1	12.6	10.6	24.7	21.1	
Reported PAT	5,040	4,200	4,470	3,910	6,300	5,358	5,965	4,403	17,620	22,026	6,105	

E: MOFSL Estimates

4 August 2026

1QFY27 Results Update | Sector: Internet

FSN E-commerce Ventures

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	NYKAA IN
Equity Shares (m)	2864
M.Cap.(INRb)/(USDb)	980.9 / 10.3
52-Week Range (INR)	345 / 200
1, 6, 12 Rel. Per (%)	9/41/72
12M Avg Val (INR M)	1824

Financials & Valuations (INR b)

INR b	FY26	FY27E	FY28E
BPC GMV	149.5	196.9	251.2
Net Sales	100.2	134.3	174.0
Change (%)	26.1	34.0	29.6
EBITDA	7.5	12.6	17.6
EBITDA margin (%)	7.5	9.4	10.1
Adj. PAT	2.2	5.0	8.4
PAT margin (%)	2.1	3.7	4.8
RoE (%)	14.4	28.5	34.7
RoCE (%)	19.9	33.0	39.4
EPS	0.7	1.7	2.9
EV/ Sales	9.6	7.2	5.5
Price/ Earnings	471.9	192.3	114.4
Price/ Book	64.0	48.0	33.8

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	52.1	52.1	52.1
DII	24.1	25.4	23.6
FII	13.7	12.4	11.6
Others	10.1	10.2	12.6

FII includes depository receipts

CMP: INR343 TP: INR370 (+8%) Neutral

Premiumization picking up; Fashion now accelerating…

…but valuations remain full

- FSN E-commerce Ventures (NYKAA) reported a 1QFY27 net revenue of INR27.8b, up 29% YoY vs. our estimate of 27% YoY growth.
- BPC vertical's NSV grew 29% YoY to INR23.7b, supported by acceleration in both growth and profitability vs. our estimate of 28% YoY growth in 1QFY27. BPC vertical's EBITDA margin was 10.3% in 1QFY27 vs. our estimate of 9.7%.
- The Fashion vertical's NSV grew 54% YoY to INR4.5b vs. our estimate of 31% YoY growth in 1QFY27. The vertical reported a contribution margin of 11.4% vs. our estimate of 12.1% in 1QFY27. The EBITDA margin for the Fashion business stood at 0.1% vs. our estimates of 0.7%.
- Consolidated adj. PAT came in at INR797m (up 226% YoY) vs. our estimate of INR858m. For 1QFY27, NYKAA's revenue/EBITDA/adj. PAT grew 29.1%/ 67.8%/3.25x YoY. For 2QFY27, we expect its revenue/EBITDA/adj. PAT to grow 35.6%/87.3%/3.7x YoY.
- We value NYKAA on an SoTP basis to arrive at our TP of INR370. **Valuations remain a key deterrent, and we await a better risk-reward profile to turn constructive on the stock. Reiterate Neutral.**

Our view: Fashion margins should drive the next leg of earnings

- **Premiumization in beauty is playing out more intensely, visible in improving AOVs (up 5% YoY).** Management continues to focus on both penetration and premiumization, while **marquee launches such as Rare Beauty, SK-II, and K18 strengthen the premium portfolio**. As premiumization picks up further, we expect it to drive an improving NOV growth rate. We expect an NSV growth CAGR of 27.9% over FY26-30.
- **Nykaa Fashion is growing stronger. Fashion continues to surprise us, and we believe it is now accelerating**, with **GMV/NSV growth of ~53%/~54% YoY** and the business remaining EBITDA positive (**~0.1% margin**) for the second consecutive quarter. On a relatively benign base, we expect Fashion to grow at ~40% CAGR over FY26-30, led by NYKAA's flywheel as it continues to add premium brands and keeps acquiring discerning, profitable consumers.
- **Nykaa is on track to deliver ~5x consolidated EBITDA by FY30E, led by Fashion's EBITDA margin, which is likely to improve to 10.1% from ~0% currently**, as well as BPC margin, which is on an improving trajectory. Improving **ROCE (~26.8%)** and disciplined working capital continue to reflect financial discipline.
- **We continue to view Nykaa's deep moat in Beauty and Personal Care as difficult to displace**, supported by **10,000+ brands, 324 stores across 105 cities**, strong owned brands, and deep brand partnerships. At the same time, we view **the company as building an assortment-intelligence-led Fashion vertical, with marquee partnerships** such as Nike, H&M Move, and Birkenstock strengthening its long-term positioning.

Valuations and changes to our estimates

- **We believe BPC should continue to deliver mid-to-high 20% NSV growth, supported by premiumization**, improving AOVs, owned brands, and healthy customer additions, while margins should gradually improve despite continued reinvestment. Fashion is also showing structural improvement, with stronger growth and sustained EBITDA breakeven. We now expect NYKAA to report a PAT margin of 3.7%/4.8% in FY27/28E. We raise our estimates by ~14.8%/17.8% for FY27/FY28, driven by stronger Fashion growth and better margin expectations across both Beauty and Fashion.
- For the BPC business, we assign a 50x EV/EBITDA multiple, reflecting its category leadership, deep competitive moat, and relatively superior margins versus horizontal platforms, implying a per-share value of INR286. We value the Fashion business using a DCF approach, implying a per-share value of INR87. Adjusting for net debt, we arrive at our **TP of INR370.**
- **However, valuations remain a key deterrent, and we await a better risk-reward profile to turn constructive**. **We reiterate our Neutral rating on the stock.**

BPC's NSV growth in line; beat on Fashion's NSV growth and miss on Fashion's margins

- NYKAA's consolidated GMV and NSV both grew 34%/33% YoY vs. our estimates of 28.8%/28.6%
- NYKAA reported 1QFY27 net revenue of INR27.8b (up 29% YoY vs. our estimate of 27%).
- BPC vertical's NSV/revenue grew 29%/27% YoY vs. our estimate of 28%/26% YoY growth in 1QFY27.
- Fashion vertical's NSV/revenue grew 54%/48% YoY vs. our estimate of 31%/31.4% YoY growth in 1QFY27.
- Average unique transacting customers (AUTC) for the BPC vertical grew 25% YoY to 20.8m.
- BPC vertical's EBITDA margin came in at 10.3% in 1QFY27 vs. our estimate of 9.7%.
- The Fashion vertical reported a contribution margin of 11.4% vs. our estimate of 12.1% in 1QFY27. The EBITDA margin for the Fashion business stood at 0.1% vs. our estimate of 0.7%.
- Consolidated adj. PAT came in at INR 797m (up 226% YoY) vs. our estimate of INR858m.

Key highlights from the management commentary

- **Beauty:** GMV grew ~28% YoY to ~INR 41.05b, with NSV up ~29% YoY to ~INR 23.71b; growth was aided by a successful Pink Summer Sale and continued network expansion in retail.
- EBITDA rose ~48% YoY to ~INR 2.44b, with margin expanding ~130 bps YoY to ~10.3%, driven by gross margin gains and operating leverage.
- Retail footprint expanded to 324 stores across 105 cities (11 stores/6 cities added in the quarter), with retail space up ~29% YoY to ~3.3 lakh sq. ft. and same-store sales growth in double digits; over 50% of stores are now in Tier-2 cities and beyond.

- **Fashion:** GMV grew ~53% YoY to ~INR 14.71b, with NSV up ~54% YoY to ~INR4.51b, a multi-quarter high driven by richer brand assortment, strong customer acquisition, and early Nike partnership traction.
- The segment turned EBITDA-positive (margin at ~0.1%, a ~627 bps YoY improvement), aided by a ~534 bps improvement in marketing/S&D efficiency (to ~22.9% of NSV) and a ~292 bps improvement in overhead costs (to ~11.3% of NSV).
- CAC has fallen ~30% over the last two years, with unique-visitor-to-order conversion improving ~70 bps YoY to ~4.0%.

Consolidated - Quarterly Earnings **(INR M)**

Y/E march	FY26				FY27E				FY26	FY27E	Estimate	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QFY27	(%/bp)
Revenue	**21,549**	**23,460**	**28,733**	**26,482**	**27,820**	**31,804**	**38,912**	**35,745**	**1,00,224**	**1,34,282**	**27,346**	**1.7**
YoY Change (%)	23.4	25.1	26.7	28.4	29.1	35.6	35.4	35.0	26.1	34.0	26.9	220bp
Inventory of traded goods	11,934	12,924	15,759	14,449	15,064	17,651	21,791	19,660	55,065	74,166	15,314	-1.6
Gross Profit	**9,615**	**10,535**	**12,974**	**12,033**	**12,756**	**14,153**	**17,121**	**16,085**	**45,157**	**60,115**	**12,032**	**6.0**
Margins (%)	44.6	44.9	45.2	45.4	45.9	44.5	44.0	45.0	45.1	44.8	44	190bp
Employee Benefit expenses	1,820	1,828	2,030	2,038	2,249	2,672	3,269	3,003	7,715	11,191	2,297	-2.1
Others	6,388	7,120	8,650	7,765	8,147	8,507	10,065	9,642	29,923	36,361	7,515	8.4
EBITDA	**1,407**	**1,588**	**2,294**	**2,230**	**2,360**	**2,974**	**3,787**	**3,441**	**7,519**	**12,563**	**2,220**	**6.3**
Margins (%)	6.5	6.8	8.0	8.4	8.5	9.4	9.7	9.6	7.5	9.4	8.1	40bp
Depreciation	761	790	809	842	895	900	800	1,424	3,203	4,018	700	27.8
Interest	302	315	292	263	267	300	300	313	1,171	1,180	300	-10.9
Other Income	93	80	63	92	93	100	100	100	328	393	100	-6.9
PBT before EO expense	**437**	**563**	**1,256**	**1,216**	**1,291**	**1,874**	**2,787**	**1,804**	**3,472**	**7,757**	**1,320**	**-2.2**
Tax	192	220	480	428	494	656	975	632	1,320	2,757	462	6.9
Rate (%)	44.0	39.1	38.2	35.2	38.3	35.0	35.0	35.0	38.0	35.5	35.0	330bp
Adj PAT	**245**	**343**	**776**	**788**	**797**	**1,218**	**1,812**	**1,173**	**2,152**	**5,000**	**858**	**-7.1**
Extra-Ord expense	0	0	101	0	0	0	0	0	101	0	0	
MI & Profit/Loss of Asso. Cos.	0	15	0	0	0	0	0	0	15	0	0	
Reported PAT	**245**	**329**	**675**	**788**	**797**	**1,218**	**1,812**	**1,173**	**2,037**	**5,000**	**858**	**-7.1**
YoY Change (%)	81%	152%	156%	315%	226%	271%	168%	49%	182%	145%	2.5	
Margins (%)	1.1	1.4	2.4	3.0	2.9	3.8	4.7	3.3	2.0	3.7	3.1	

Uno Minda

Estimate changes	⟷
TP change	⟷
Rating change	⟷

Bloomberg	UNOMINDA IN
Equity Shares (m)	577
M.Cap.(INRb)/(USDb)	708.6 / 7.4
52-Week Range (INR)	1382 / 994
1, 6, 12 Rel. Per (%)	8/6/16
12M Avg Val (INR M)	1108

Consol. Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	196.6	234.1	275.8
EBITDA	22.5	25.5	32.2
Adj. PAT	12.2	13.5	18.0
EPS (INR)	20.7	23.3	31.2
EPS growth %	27.0	12.5	33.9
BV/Sh. (INR)	125.7	147.8	176.9
Ratios			
RoE (%)	19.1	18.2	20.5
RoCE (%)	19.0	18.6	21.3
Payout (%)	12.5	12.9	12.8
Valuations			
P/E (x)	59.1	52.5	39.2
P/BV (x)	9.7	8.3	6.9
Div. Yield (%)	0.2	0.2	0.3
FCF Yield (%)	0.2	0.4	0.7

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	68.4	68.4	68.7
DII	17.5	16.9	15.9
FII	8.2	9.0	9.6
Others	6.0	5.8	5.9

CMP: INR1,227 TP: INR1,406 (+15%) Buy

Steady performance in a tough macro

Entry into new segments to open up significant growth avenues

- Uno Minda's (UML) 1QFY27 earnings at INR3b came in line with our estimates. EBITDA margin contracted 180bp YoY to 10.3% (vs an estimate of 10.8%), primarily due commodity cost inflation and wage revision impact. Revenue grew ~24% YoY to INR55.6b and beat our estimates, driven by broad-based growth across segments.
- Management expects FY27 to be a defining growth year for the company, as seven of its 11 new projects will be operational or in a ramp-up phase in FY27. This is in addition to the commercialization of two new plants in 4QFY26. Some notable breakthroughs achieved in 1Q include: 1) entry into the PV seating business, 2) another order win in sunroofs, 3) increasing customer traction for ambient lighting, and 4) new order from a global OEM for PV lighting. Overall, we expect UML to post a healthy CAGR of 19%/20%/23% in revenue/EBITDA/PAT over FY26-28. Returns are expected to rise in FY28 following the ramp up of new capacities. Overall, we value UML at 45x FY28E EPS to arrive at a TP of INR1,406 per share and maintain our BUY rating on the stock.

1Q earnings in line with estimates

- UML's consolidated 1QFY27 revenue came in line with our estimate, growing 23.8% YoY to INR55.6b. Growth was broad-based across its core product segments, led by Castings at 32%, followed by Seatings at 28% and Green Mobility at 78%.
- Gross margin contracted 350bp YoY to 23.3%, primarily due to RM cost inflation.
- This, coupled with wage inflation, resulted in EBITDA margin coming in slightly below our estimate at 10.3% (estimated 10.8%). EBITDA grew 5.3% YoY to INR5.7b (in line with estimate).
- Adj. PAT grew 1.8% YoY to ~INR3b and was broadly in line with our expectations.

Segmental Updates:

- The **Swicthes** segment witnessed a healthy 20.2% YoY growth in revenue to INR13.4b (in line), with revenue share declining YoY to 23%.
- The **Lighting** segment recorded ~14% YoY growth to INR11.5b (in line), with the revenue mix declining to 21%.
- The **Casting** segment beat our expectations with a strong 32.3% YoY growth to INR10.9b, with the revenue mix improving to 20%.
- The **Seatings** segment witnessed 27.5% YoY growth to INR4b (in line), with the revenue mix remaining stable at 7%.
- The **Green Mobility** segment now makes up 10% of UML's consolidated revenue.
- **Others**, which includes **Acoustics**, witnessed a 12.3% YoY growth to INR10.3b, broadly in line with our estimates. The revenue mix remained stable at 19% in 1Q.

Key highlights from the management commentary

- In the 2W lighting business, management expects meaningful market share gains over the coming years, supported by previously announced order wins with an annual peak revenue potential of ~INR4.5b.
- The company secured its first business nomination from a global OEM for the domestic PV lighting business.
- Interior ambient lighting has started gaining commercial traction, opening a new growth avenue within the lighting portfolio.
- Indonesia’s four-wheeler lighting plant has secured a second customer order, with SOP expected in 2QFY28, validating the company's international manufacturing strategy.
- In alloy wheels, the new 60k wheels/month line at Kharkhoda is expected to be fully ramped up from 2QFY27, while an additional 30k wheels/month capacity is scheduled for commissioning in 2HFY27.
- The two-wheeler alloy wheel business is set for a significant ramp-up, with four of the planned six Bawal production lines expected to become operational in 2HFY27, adding ~1m units of annual capacity.
- In the seatings business, growth visibility is supported by export orders worth ~INR3.8b annual peak revenue from three new customers across Europe and North America (announced in 4Q).
- UML has entered the PV seating business through its JV with Tachi-S. It has already won an order from an anchor customer for PV seatings, for which it is setting up a new plant at Chhatrapati Sambhaji Nagar at a capex of INR3.2b (asset turn expected of over 2x). The facility is expected to commence operations in 2QFY28.
- UML has now secured an additional panoramic sunroof order from a new OEM with annual peak revenue potential of INR1.3b, along with an electric roller shade order worth INR400m. Total sunroof order book has now exceeded INR5b, with production expected to commence from end-FY27.
- Management reiterated its FY27 EBITDA margin guidance of 11% +/-50bp.
- The company has maintained its current capex guidance of ~INR17.5b for FY27.

Valuation and view

Management expects FY27 to be a defining growth year for the company, as seven of its 11 new projects will be operational or in a ramp-up phase in FY27. This is in addition to the commercialization of two new plants in 4QFY26. Some notable breakthroughs achieved in 1Q include: 1) entry into the PV seating business, 2) another order win in sunroofs, 3) increasing customer traction for ambient lighting, and 4) new order from a global OEM for PV lighting. Overall, we expect UML to post a healthy CAGR of 19%/20%/23% in revenue/EBITDA/PAT over FY26-28. Returns are expected to rise in FY28 following the ramp-up of new capacities. Overall, we value UML at 45x FY28E EPS to arrive at a TP of INR1,406 per share and reiterate our BUY rating on the stock.

Quarterly Performance (S/A)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Op Revenues	44,891	48,140	50,181	53,364	55,569	57,813	59,454	61,259	196,576	234,095	53,798	3.3
Growth YoY (%)	17.6	13.4	19.9	17.8	23.8	20.1	18.5	14.8	17.2	19.1	19.8	
Total Cost	39,460	42,623	44,645	47,336	49,852	51,627	52,855	54,311	174,064	208,644	47,988	3.9
RM Cost (% sales)	63.2	64.2	64.1	65.2	66.7	65.9	65.5	64.8	64.2	65.7	65.5	
Staff Cost (% sales)	13.9	13.2	13.1	12.4	12.9	12.8	12.8	12.5	13.1	12.7	13.5	
Other Exp (% sales)	10.8	11.1	11.7	11.0	10.1	10.6	10.6	11.4	11.2	10.7	10.2	
EBITDA	5,431	5,518	5,535	6,028	5,717	6,186	6,599	6,947	22,512	25,451	5,810	-1.6
EBITDA Margins (%)	12.1	11.5	11.0	11.3	10.3	10.7	11.1	11.3	11.5	10.9	10.8	
Change (%)	33.2	14.4	21.1	14.5	5.3	12.1	19.2	15.2	20.1	13.1	7.0	
Other Income	120	129	37	57	63	146	42	138	344	389	136	
Depreciation	1,593	1,734	1,790	1,918	1,766	1,995	2,081	2,202	7,036	8,043	1,919	
EBIT	3,958	3,913	3,782	4,168	4,014	4,338	4,561	4,884	15,821	17,797	4,027	
Finance Cost	440	454	528	449	461	480	485	490	1,870	1,915	439	
PBT before JV, associates and tax	3,518	3,459	3,255	3,719	3,553	3,858	4,076	4,394	13,951	15,882	3,588	-1.0
Share of Profit of associates/ JVs	473	634	740	642	476	660	770	744	2,489	2,650	646	
Tax	901	865	714	844	873	994	1,042	1,168	3,323	4,077	953	-8.3
Effective Tax Rate (%)	25.6	25.0	21.9	22.7	24.6	25.8	25.6	26.6	23.8	25.7	26.5	
PAT after Share of profit of JVs	3,090	3,228	3,281	3,518	3,155	3,524	3,804	3,970	13,116	14,455	3,281	
Non controlling interests	183	188	239	260	197	231	250	305	869	983	242	
Adj. PAT	2,907	3,040	3,042	3,258	2,958	3,292	3,554	3,665	12,247	13,471	3,039	-2.6
Growth (%)	46.0	28.5	30.8	22.4	1.8	8.3	16.8	12.5	31.1	10.0	4.5	

UNO Minda	FY26				FY27E							Var.
Key Performance Indicators												
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY26	FY27E	1QE	(%)
Net Op Revenues	44,891	48,140	50,181	53,364	55,569	57,813	59,454	61,259	196,576	234,095	53,798	
Growth YoY (%)	17.6	13.4	19.9	17.8	23.8	20.1	18.5	14.8	17.2	19.1	19.8	
Cost Break-up												
RM Cost (% of sales)	63.2	64.2	64.1	65.2	66.7	65.9	65.5	64.8	64.2	65.7	65.5	120bp
Staff Cost (% of sales)	13.9	13.2	13.1	12.4	12.9	12.8	12.8	12.5	13.1	12.7	13.5	-60bp
Other Cost (% of sales)	10.8	11.1	11.7	11.0	10.1	10.6	10.6	11.4	11.2	10.7	10.2	-10bp
Gross Margins (%)	36.8	35.8	35.9	34.8	33.3	34.1	34.5	35.2	35.8	34.3	34.5	-120bp
EBITDA Margins (%)	12.1	11.5	11.0	11.3	10.3	10.7	11.1	11.3	11.5	10.9	10.8	-50bp
EBIT Margins (%)	8.8	8.1	7.5	7.8	7.2	7.5	7.7	8.0	8.0	7.6	7.5	-30bp

Segmental Revenues

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Switches Segment	11,110	11,760	12,410	13,430	13,350	13,877	14,272	14,932	48,710	56,431	13,443	-0.7
YoY Change %	16.0	11.3	18.8	17.4	20.2	18.0	15.0	11.2	15.9	15.8	21.0	
Lighting Segment	10,130	11,060	11,290	11,540	11,530	12,277	12,984	13,264	44,020	50,054	11,670	-1.2
YoY Change %	13.3	14.0	15.0	13.5	13.8	11.0	15.0	14.9	14.0	13.7	15.2	
Castings Segment	8,240	9,170	9,710	9,820	10,900	11,371	11,652	11,807	36,940	45,730	10,382	5.0
YoY Change %	9.9	8.9	26.4	14.2	32.3	24.0	20.0	20.2	14.7	23.8	26.0	
Seatings Segment	3,200	3,540	3,610	3,810	4,080	4,248	4,332	4,615	14,160	17,275	4,096	-0.4
YoY Change %	18.1	23.8	32.2	17.2	27.5	20.0	20.0	21.1	22.6	22.0	28.0	
Green Mobility Segment	3,050	3,210	3,560	4,230	5,420	5,585	5,696	5,836	14,050	22,538	4,200	29.0
YoY Change %					77.7	74.0	60.0	38.0	NM	60.4	37.7	
Others	9,161	9,400	9,601	10,534	10,290	10,455	10,519	10,804	38,696	42,068	10,007	2.8
YoY Change %	-3.1	-13.9	-14.0	892.0	12.3	11.2	9.6	2.6	28.1	8.7	9.2	

E:MOFSL Estimates

Kalyan Jewellers

Estimate change	⟷
TP change	↑
Rating change	⟷

Bloomberg	KALYANKJ IN
Equity Shares (m)	1033
M.Cap.(INRb)/(USDb)	610.8 / 6.4
52-Week Range (INR)	649 / 327
1, 6, 12 Rel. Per (%)	53/57/0
12M Avg Val (INR M)	4672

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	357.4	466.8	550.7
EBITDA	24.9	29.8	34.6
Margins (%)	7.0	6.4	6.3
Adj. PAT	13.8	17.6	20.8
Adj. EPS (INR)	13.4	17.0	20.2
EPS Growth (%)	71.0	27.1	18.7
BV/Sh.(INR)	61.1	73.6	87.3
Ratios			
RoE (%)	24.9	25.3	25.1
RoIC (%)	17.0	16.4	17.1
Valuations			
P/E (x)	44.1	34.7	29.2
P/BV (x)	9.7	8.0	6.8
EV/Sales (x)	1.7	1.3	1.1
EV/EBITDA(x)	24.3	20.4	17.1

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	62.9	62.9	62.8
DII	15.8	14.1	13.3
FII	10.8	14.6	16.8
Others	10.5	8.5	7.0

FII includes depository receipts

CMP: INR591 TP: INR700 (+18%) Buy

Growth momentum continues; miss on margins

- Kalyan Jewellers (Kalyan)'s consolidated revenue growth was at 46% YoY to INR105.9b (est. INR105.7b). The India business delivered 47% YoY revenue growth and registered a robust 28% SSSG (30% in the South, 27% in the non-South). Candere's revenue grew to INR1,410m vs. INR660m in 1QFY26. Management indicated that on-ground demand momentum remained healthy in 1QFY27, driven by wedding traction.
- There is a one-time gain of INR410m due to an increase in customs duty from 6% to 15%. Adjusted for the gain, the India business GM dipped 280bp YoY to 10.8%. It was hit by a higher proportion of exchanged gold, promotional offers as part of the exchange campaign, and a one-off gain in platinum and silver sales during the base quarter (1QFY26). Studded share moderated to 28% in 1QFY27 vs 30% in 1QFY26. EBITDA margin contracted by 280bps YoY to 5.1% (est. 6.7%). PBT up 14% YoY. Candere reported a profit of INR21m (vs. a loss of INR100m in 1QFY26).
- The company added 12 net Kalyan Indian stores and 5 Candere stores, taking the total store count to 483 in India. It will open its first regional store in Chennai in Aug'26. In FY27, the company plans to open 84 Kalyan (all FOCO) and 50 Candere stores.
- The Middle East business delivered a 29% revenue growth, driven by 25% SSSG. Studded share was 16%. Demand picked up from the end of Apr'26. The company opened no stores during the quarter; however, discussions are underway with potential investors in the region for a larger FOCO partnership.
- With the successful scale-up of franchise businesses (>50% revenue contribution) and stable success in non-Southern markets, Kalyan has established itself as a leading brand in the industry. Consistent success on customer acquisition, improving operating margin, and deleveraging the balance sheet remains the key rationale for our constructive view on the business. We model a 24%/18%/23% revenue/EBITDA/PAT CAGR during FY26-28E. **Reiterate BUY with a TP of INR700 (based on 35x Mar'28E P/E).**

Strong revenue performance; margins below our estimate

India business

- **Strong revenue growth with 28% SSSG**: India revenue grew 47% YoY to INR90.3b (est. INR92.9b). Same-store sales grew 28% YoY in 1QFY27. SSSG of the South region was 30%, and Non-South regions were 27%. Revenue growth in the South was 34%, and in non-South regions it was 43%. Studded share moderated to 28% vs. 30% in 1QFY26. Studded revenue rose 36%.
- **Store expansion:** The company added a net of 12 Kalyan stores in India, reaching a total of 354 stores. Candere added 5 stores, reaching a total of 129 stores. Total stores in India stood at 483.
- **Moderation in profitability:** There is a one-time gain of INR410m due to an increase in customs duty from 6% to 15%. Adjusted to custom duty gain, Gross margin contracted 280bp YoY to 10.8%. EBITDA margin contracted 200bp YoY to 5.1%. EBITDA grew 6% YoY to INR4.6b. PBT grew 14% YoY to INR3.9b, and APAT rose 14% YoY to INR2.9b.

Middle East

- The ME business revenue grew 29% YoY. SSSG grew 25% YoY. Walk-ins in the showrooms were back on track from the end of Apr'26.
- Studded share stood at 16.3% vs. 18.3% YoY.
- GM contracted 200bp YoY to 12% in 1QFY27.
- EBITDA grew 24%. EBITDA margin contracted 30bp YoY to 6.8%.
- PBT and APAT grew by 12% and 14%.
- There were no new store additions during the quarter.

Consolidated performance

- Kalyan's consolidated revenue grew 46% YoY to INR105.9b (est. INR105.7).
- There is a one-time gain of INR410m due to an increase in customs duty from 6% to 15%. Adjusted for the one-time gain, gross margin contracted 230bp YoY to 11.5% (est. 12.4%).
- Gross margin was impacted by a higher proportion of exchanged gold, promotional offers as part of the exchange campaign, and a one-off gain in platinum and silver sales during the base quarter (1QFY26).
- Adjusted for the customs duty gain, EBITDA margin contracted 140bp YoY to 5.6%. (est. 6.7%). EBITDA grew 16% YoY to INR5.9b (est. INR7.1b).
- PBT increased 20% YoY to INR4.2b, and APAT grew 21% YoY to INR3.2b.

Key takeaways from the management commentary

- The company highlighted that demand on the ground continues to remain healthy, with July witnessing strong traction similar to the trend seen in 1QFY27.
- The company recycled gold, contributing over 46% of revenue during 1QFY27 and exceeding 55% in June. Management intends to maintain the recycled gold contribution in the 55-60% range going forward.
- Kalyan unveiled its first regional jewelry brand, Akshaya Thangam, designed exclusively for the Tamil Nadu market.
- Kalyan remains on track to become debt-free (excluding gold metal loans) by the end of Sep'26.
- In the Middle East, discussions are underway with potential investors in the region for a larger FOCO partnership.

Valuation and view

- We cut our EPS estimates by 3-4% for FY27 and FY28.
- Kalyan repaid INR5.6b of non-GML debt in FY26, taking the total debt to INR3.2b.
- Management reiterated its target of becoming non-GML debt-free during FY27.
- With the successful scale-up of its new franchise businesses (>50% revenue contribution) and continued success in non-Southern markets, the company has established itself as a leading brand in the industry. Its non-South expansion has improved the studded jewelry mix, while the asset-light expansion supports healthy cash flow generation for debt repayment and enhances profitability by reducing interest costs.
- We model a 24%/18%/23% revenue/EBITDA/PAT CAGR during FY26-28E. **We reiterate our BUY rating with a TP of INR700 (based on 35x Mar'28 P/E).**

Consolidated Quarterly Performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Stores	**406**	**436**	**469**	**507**	**524**	**597**	**623**	**640**	**507**	**640**	**534**	
Net Sales	**72,685**	**78,560**	**1,03,434**	**1,02,749**	**1,05,889**	**1,10,906**	**1,28,790**	**1,21,244**	**3,57,429**	**4,66,829**	**1,05,663**	**0.2%**
Change (%)	31.3	29.5	41.9	66.2	45.7	41.2	24.5	18.0	42.7	30.6	45.4	
Raw Material/PM	62,603	68,395	89,857	89,531	93,661	98,465	1,12,728	1,05,209	3,10,385	4,10,062	92,553	
Gross Profit	**10,081**	**10,166**	**13,577**	**13,219**	**12,228**	**12,440**	**16,062**	**16,035**	**47,043**	**56,766**	**13,110**	**-6.7%**
Gross Margin (%)	13.9	12.9	13.1	12.9	11.5	11.2	12.5	13.2	13.2	12.2	12.4	
Operating Expenses	5,001	5,196	6,073	5,862	6,313	6,242	7,320	7,108	22,131	26,982	6,031	
% of Sales	6.9	6.6	5.9	5.7	6.0	5.6	5.7	5.9	6.2	5.8	5.7	
EBITDA	**5,080**	**4,970**	**7,505**	**7,357**	**5,915**	**6,199**	**8,743**	**8,927**	**24,912**	**29,784**	**7,079**	**-16.4%**
Margin (%)	7.0	6.3	7.3	7.2	5.6	5.6	6.8	7.4	7.0	6.4	6.7	
Change (%)	35.1	25.4	52.0	84.2	16.4	24.7	16.5	21.3	51.8	19.6	39.3	
Interest	1,036	949	1,043	1,300	1,084	1,050	950	952	4,329	4,036	1,250	
Depreciation	977	1,032	1,089	1,131	1,150	1,242	1,305	1,328	4,229	5,025	1,142	
Other Income	463	514	642	462	557	668	642	867	2,080	2,735	671	
PBT	**3,530**	**3,503**	**6,014**	**5,388**	**4,238**	**4,575**	**7,130**	**7,515**	**18,435**	**23,457**	**5,358**	**-20.9%**
Tax	889	898	1,436	1,293	1,162	1,166	1,818	1,742	4,516	5,888	1,366	
Effective Tax Rate (%)	25.2	25.6	23.9	24.0	27.4	25.5	25.5	23.2	24.5	25.1	25.5	
Adjusted PAT	**2,641**	**2,605**	**4,479**	**4,095**	**3,189**	**3,408**	**5,312**	**5,773**	**13,919**	**17,570**	**3,992**	**-20.1%**
Change (%)	48.7	43.1	72.4	118.2	20.8	30.8	18.6	41.0	72.5	26.2	51.2	
Reported PAT	**2,641**	**2,605**	**4,163**	**4,095**	**3,487**	**3,408**	**5,312**	**5,773**	**13,504**	**17,570**	**3,992**	**-12.7%**

E: MOFSL Estimates

India Quarterly Performance (Standalone) (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	(%)	4QE			1Q	
Stores	**368**	**396**	**428**	**466**	**483**	**555**	**580**	**596**	**466**	**596**	**492**	
SSSG (%)	**18**	**16**	**27**	**47**	**28**	**32**	**17**	**7**	**28**	**21**	**35**	
Net Sales	**61,422**	**68,428**	**90,477**	**89,943**	**90,255**	**99,649**	**1,14,440**	**1,08,616**	**3,10,271**	**4,12,960**	**92,862**	**-2.8%**
Change (%)	31.0	30.9	41.7	68.1	46.9	45.6	26.5	20.8	43.3	33.1	51.2	
Raw Material/PM	53,058	59,881	79,010	78,869	80,530	88,588	1,00,135	94,986	2,70,818	3,64,239	81,440	
Gross Profit	**8,364**	**8,548**	**11,467**	**11,074**	**9,725**	**11,061**	**14,305**	**13,630**	**39,453**	**48,721**	**11,422**	**-14.9%**
Gross Margin (%)	13.6	12.5	12.7	12.3	10.8	11.1	12.5	12.5	12.7	11.8	12.3	
Operating Expenses	4,023	4,227	4,929	5,032	5,135	5,596	6,447	6,357	18,210	23,535	5,216	
% of Sales	6.5	6.2	5.4	5.6	5.7	5.6	5.6	5.9	5.9	5.7	5.6	
EBITDA	**4,342**	**4,321**	**6,538**	**6,042**	**4,590**	**5,465**	**7,858**	**7,273**	**21,242**	**25,186**	**6,206**	**-26.0%**
Margin (%)	7.1	6.3	7.2	6.7	5.1	5.5	6.9	6.7	6.8	6.1	6.7	
Change (%)	37.9	30.1	53.8	75.9	5.7	26.5	20.2	20.4	50.0	18.6	42.9	
Interest	724	650	686	834	628	700	725	733	2,894	2,786	825	
Depreciation	697	723	769	775	774	825	875	906	2,963	3,380	800	
Other Income	521	569	744	521	722	650	650	568	2,354	2,590	600	
PBT	**3,443**	**3,517**	**5,826**	**4,953**	**3,911**	**4,590**	**6,908**	**6,202**	**17,739**	**21,610**	**5,181**	**-24.5%**
Tax	878	895	1,403	1,297	1,108	1,147	1,727	1,467	4,473	5,449	1,295	
Effective Tax Rate (%)	25.5	25.5	24.1	26.2	28.3	25.0	25.0	23.7	25.2	25.2	25.0	
Adjusted PAT	**2,565**	**2,622**	**4,323**	**3,656**	**2,919**	**3,442**	**5,181**	**4,735**	**13,163**	**16,161**	**3,886**	**-24.9%**
Change (%)	55.4	52.4	66.9	97.3	13.8	31.3	19.8	29.5	72.5	22.8	51.5	
Reported PAT	**2,565**	**2,622**	**4,008**	**3,656**	**3,213**	**3,442**	**5,181**	**4,735**	**12,851**	**16,161**	**3,886**	

E: MOFSL Estimates

Godrej Properties

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	GPL IN
Equity Shares (m)	301
M.Cap.(INRb)/(USDb)	612.6 / 6.4
52-Week Range (INR)	2352 / 1434
1, 6, 12 Rel. Per (%)	0/23/-3
12M Avg Val (INR M)	1769

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	51.3	86.6	128.2
EBITDA	-4.2	7.9	17.0
EBITDA (%)	-8.1	9.1	13.3
PAT	18.6	25.8	33.8
EPS (INR)	61.7	85.7	112.2
EPS Gr. (%)	148.6	85.9	81.9
BV/Sh. (INR)	636.0	711.7	813.9
Ratios			
Net D/E	0.4	0.4	0.3
RoE (%)	10	13	15
RoCE (%)	6	8	9
Payout (%)	16.4	11.7	8.9
Valuations			
P/E (x)	33	24	18
P/BV (x)	3	3	2
EV/EBITDA (x)	-165	88	40
Div Yield (%)	0	0	0

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	51.7	51.7	46.7
DII	9.0	8.2	9.1
FII	25.3	26.2	30.5
Others	14.0	14.0	13.7

CMP: INR2,034 TP: INR2,350 (+16%) Buy

Focus shifts to profitability and cash flow generation

BD continues in 1QFY27; the launch pipeline remains healthy

Godrej Properties (GPL) added three new projects, offering a GDV potential of INR95b. These include INR90b from group housing projects in NCR, and INR5b plotted development in Chennai. With these projects, it has already achieved 48% of its annual BD guidance of INR200b. GPL launched new projects with INR105b GDV in 1QFY27, and the planned pipeline of INR375b launches in the remaining FY27 would support pre-sales growth in the coming quarters.

Healthy pre-sales in 1Q; we maintain our growth estimates

In 1QFY27, pre-sales increased 22% YoY to INR86.5b, which was an 8% beat on our estimates. The performance was driven by new launches including Godrej Vanantara in Bengaluru (INR32.4b), Godrej Samaris in Gurugram (INR12.5b) and Godrej Brooklyn Avenue, Hyderabad (INR3.2b). Bengaluru was the largest contributor, accounting for INR38.0b (44%) of quarterly pre-sales, followed by MMR (INR18.1b; 21%), NCR (INR15.4b; 18%), Pune (INR9.4b; 11%), and Hyderabad (INR4.1b; 5%). Given the healthy launch pipeline and sustenance inventory, GPL guided INR390b of pre-sales in FY27 (+14% YoY). **We maintain our expectation of a 10% CAGR in pre-sales to INR413b during FY26-28E.**

Targets INR200-220b cumulative NOCF in FY27-28

Collections increased 18% YoY to INR43.5b (in line with our estimates), while operating cash flow stood at INR4.0b during the quarter. The company has guided cumulative collections of INR520-550b and INR200-220b of NOCF in FY27-28. Based on the pre-sales growth and progress in execution, we expect collections to grow by 17% CAGR to INR274b during FY26-28E. Accordingly, we have built in INR215b in NOCF during FY27-28. Net debt increased by INR12b QoQ to INR76b in 1QFY27, while net D/E remains comfortable at 0.39x. We expect net debt of INR80b/INR74b in FY27/FY28.

Financials

In 1QFY27, GPL's revenue stood at INR5.1b, up 16% YoY. Operating loss stood at INR2.8b with EBITDA margin at -56.3%. PAT profit was at INR3.5b, down 42% YoY, with a PAT margin of 69%. The company has guided a 20% RoE in FY28. Accordingly, we revise our revenue and profitability estimates to incorporate the impact of higher completions and a slightly better margin profile.

Valuation and view

GPL delivered healthy pre-sales growth despite a high base on the back of benefits of diversification across many regions. Further, collections growth has been healthy, which is encouraging. The continuing BD activity as well as launches planned in the coming quarters provide comfortable growth visibility over the medium term. We like the company's intense focus on generating better FCF in the coming quarters, and the profitability profile is likely to improve over the medium term. Hence, **we now assign a 15% NAV premium to the residential business and reiterate our BUY rating on the stock with an SoTP-based TP of INR2,350.**

Quarterly Performance

Y/E March	FY26				FY27E				FY26	FY27	FY27	1QE Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q Est.	(%/bp)
Net Sales	**4,346**	**7,404**	**4,984**	**34,581**	**5,062**	**15,234**	**25,764**	**40,557**	**51,314**	**86,617**	**5,996**	**-16**
YoY Change (%)	-41.2	-32.3	-48.6	63.0	16.5	105.8	417.0	17.3	4.2	68.8	38.0	
Total Expenditure	6,779	12,531	6,811	29,359	7,911	17,315	22,024	31,502	55,480	78,753	7,983	
EBITDA	**-2,433**	**-5,127**	**-1,827**	**5,222**	**-2,850**	**-2,081**	**3,740**	**9,055**	**-4,165**	**7,864**	**-1,987**	**43**
Margins (%)	-56.0	-69.3	-36.7	15.1	-56.3	-13.7	14.5	22.3	-8.1	9.1	-33.1	**-2,316.1**
Depreciation	220	264	316	356	301	303	304	470	1,156	1,378	342	
Interest	327	215	310	516	355	409	470	509	1,369	1,743	400	
Other Income	11,858	12,097	5,355	3,485	8,389	6,700	7,200	8,703	32,795	30,992	2,121	
PBT before EO expense	**8,878**	**6,491**	**2,901**	**7,835**	**4,882**	**3,907**	**10,166**	**16,779**	**26,105**	**35,735**	**-608**	**NA**
Extra-Ord expense	0	0	211	20	0	0	0	0	231	0	0	
PBT	**8,878**	**6,491**	**2,691**	**7,815**	**4,882**	**3,907**	**10,166**	**16,779**	**25,874**	**35,735**	**-608**	**NA**
Tax	2,622	1,629	608	2,240	1,303	1,055	2,745	4,545	7,099	9,648	-164	
Rate (%)	29.5	25.1	22.6	28.7	26.7	27.0	27.0	27.1	27.4	27.0	27.0	
MI & P/L of Asso. Cos.	-272	-831	-144	879	-85	-85	-85	-9	-368	-265	-66	
Reported PAT	**5,984**	**4,030**	**1,939**	**6,454**	**3,494**	**2,767**	**7,336**	**12,225**	**18,407**	**25,822**	**-510**	**NA**
Adj PAT	**5,984**	**4,030**	**2,150**	**6,475**	**3,494**	**2,767**	**7,336**	**12,225**	**18,638**	**25,822**	**-510**	**NA**
YoY Change (%)	15.3	20.7	35.9	71.1	-41.6	-31.3	241.3	88.8	34.2	38.5	-108.5	
Margins (%)	137.7	54.4	43.1	18.7	69.0	18.2	28.5	30.1	36.3	29.8	-8.5	

Source: Company, MOFSL

Jindal Stainless

Estimate changes	⟷
TP change	⟷
Rating change	⟷

Bloomberg	JDSL IN
Equity Shares (m)	824
M.Cap.(INRb)/(USDb)	604.6 / 6.3
52-Week Range (INR)	884 / 652
1, 6, 12 Rel. Per (%)	4/-2/1
12M Avg Val (INR M)	591

Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Net Sales	429.5	534.9	567.1
EBITDA	55.6	62.4	69.2
Adj.PAT	32.5	36.0	40.1
EBITDA (%)	12.9	11.7	12.2
Adj. EPS (INR)	39.5	43.7	48.6
BV/Sh (INR)	240	280	325
Ratios			
Net D:E	0.2	0.1	0.0
RoE (%)	16.4	15.6	15.0
RoCE (%)	12.7	13.0	12.9
Payout (%)	10.3	9.2	8.2
Valuations			
P/E (X)	19.4	16.8	15.1
P/BV (X)	3.1	2.6	2.3
EV/EBITDA (X)	11.9	10.1	8.9
Div Yield (%)	0.5	0.5	0.5

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	62.1	62.1	61.1
DII	7.4	7.2	7.1
FII	20.5	20.9	21.3
Others	10.1	9.9	10.6

FII includes depository receipts

CMP: INR733 TP: INR910 (+24%) Buy

Strong performance driven by SS price recovery

- Jindal Stainless' (JDSL) reported revenue stood at INR113b (+11% YoY and flat QoQ), above our estimate of INR103b during 1QFY27. The growth was attributed to strong ASP recovery, which offset muted volume.
- EBITDA stood at INR13.3b (vs. est. of INR12.3b), flat YoY but down 9% QoQ on account of muted volume and cost escalation, which were partially offset by strong NSR.
- APAT stood at INR7.7b (vs. est. of INR6.7b), up 8% YoY but down 14% QoQ.
- Sales volume came in at 581kt (in line with our est.), down 7% YoY and 10% QoQ mainly on account of the limited availability of propane and LPG amid the Middle East crisis. 1Q ASP stood at INR194,188/t, up 19% YoY and 10% QoQ, led by SS price recovery.
- Export share increased to 11% during the quarter from 7% in 4QFY26 and 9% in 1QFY26. This was supported by expanding opportunities in South Korea, Japan and Brazil and strengthening presence in Europe and the US.
- EBITDA/t stood at INR22,884 (vs. our estimate of INR21,326/t), up 9% YoY and 1% QoQ, supported by better NSR offsetting the input cost escalation during the quarter.
- Consolidated net debt remained steady at ~INR30b, translating into a net debt-to-equity ratio of 0.14x as of 1QFY27.

Highlights from the management commentary

- Management retained its FY27 guidance and was confident of achieving 8-10% volume growth and EBITDA/t of INR18,000-20,000 in 1HFY27.
- The volume decline in 1Q was primarily due to industrial gas shortages and logistics disruptions linked to the Middle East conflict. Management indicated that production has now returned to pre-crisis levels and expects a gradual recovery in volumes over the coming quarters.
- Management highlighted that gas prices have moderated from the peak levels and the company has reduced its dependence on imported LPG and propane by commissioning piped natural gas (PNG) at the Jajpur plant, with similar projects underway at Hisar.
- Product mix: 200 series at 35%, 300 series at 47%, and 400 series at 18%. Management highlighted that the company selectively prioritized higher-value product segments during the quarter to protect profitability amid production constraints.
- Rathi Steel's operations recovered after temporary fuel-related disruptions, with capacity utilization improving back to ~70%, while Chromeni continued to perform strongly at ~80-85% utilization and was a key contributor during the gas disruption due to uninterrupted PNG availability.

Valuation and view

- JDSL reported a strong operating performance in 1QFY27, supported by improved NSR, which largely offset the muted volume and cost escalation impact during the quarter. Going forward, we expect earnings to remain strong in FY27/28, mainly on account of incremental volumes from newly added capacity and healthy SS prices offsetting high nickel prices. While there would be near-term challenges related to cost inflation, the medium- to long-term outlook remains robust.
- At the industry level, SS demand is set for strong growth and is projected to reach +7mt by FY31, driven by domestic SS consumption. As the dominant player in SS space, we believe JDSL is well-placed to capitalize on this robust demand outlook, with higher VAP supporting margins.
- We largely retain our estimates for FY27/FY28. We project a revenue CAGR of ~15% and steady EBITDA/t of INR21,000-22,000, leading to a 12% EBITDA CAGR over FY26-28E. Moreover, healthy CFO and steady capex will ensure a resilient balance sheet (consol. net debt-to-equity of 0.14x in 1QFY27) to fund the next leg of expansion.
- **At CMP, the stock trades at 8.9x FY28E EV/EBITDA. We reiterate our BUY rating with a TP of INR910 (premised on 11x FY28E EV/EBITDA).**

Consolidated Quarterly Performance (INR b)

Y/E March	FY26				FY27				FY26	FY27E	FY27	Vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Sales (kt)	**626**	**648**	**650**	**642**	**581**	**683**	**735**	**822**	**2,566**	**2,820**	**578**	**0.6**
Change (YoY %)	8.3	14.7	10.5	(0.2)	(7.3)	5.3	13.1	28.0	8.1	9.9		
Change (QoQ %)	(2.6)	3.5	0.3	(1.2)	(9.5)	17.5	7.7	11.8				
Net Realization/t	**1,62,988**	**1,68,085**	**1,61,844**	**1,76,662**	**1,94,188**	**1,91,000**	**1,85,000**	**1,89,538**	**1,67,406**	**1,89,667**	**1,79,000**	**8.5**
Net Sales	**102.1**	**108.9**	**105.2**	**113.4**	**112.8**	**130.4**	**136.0**	**155.7**	**429.5**	**534.9**	**103.4**	**9.1**
Change (YoY %)	8.2	11.4	6.2	11.2	10.5	19.7	29.3	37.4	9.3	24.5		
Change (QoQ %)	0.1	6.7	(3.4)	7.8	(0.5)	15.6	4.3	14.5				
EBITDA	**13.1**	**13.9**	**14.1**	**14.5**	**13.3**	**14.3**	**16.2**	**18.7**	**55.6**	**62.4**	**12.3**	**8.1**
Change (YoY %)	8.1	17.0	16.6	37.1	1.5	2.8	14.8	28.5	19.2	26.3		
Change (QoQ %)	23.5	6.0	1.4	3.3	(8.6)	7.3	13.3	15.7				
EBITDA (INR per ton)	**20,915**	**21,416**	**21,665**	**22,670**	**22,884**	**20,898**	**21,985**	**22,747**	**21,670**	**22,129**	**21,282**	**7.5**
Interest	1.4	1.4	1.3	1.5	1.5	1.5	1.6	1.7	5.7	6.2		
Depreciation	2.5	2.6	2.7	2.8	3.0	3.0	3.0	3.0	10.6	12.0		
Other Income	0.7	0.9	1.0	0.9	1.2	1.0	1.0	0.9	3.5	4.0		
PBT (before EO Item)	**9.8**	**10.7**	**11.1**	**11.2**	**10.0**	**10.7**	**12.6**	**14.9**	**42.8**	**48.1**		
EO Items	-	(0.2)	0.3	0.5	-	-	-	-	0.6	-		
PBT (after EO Item)	**9.8**	**10.9**	**10.8**	**10.7**	**10.0**	**10.7**	**12.6**	**14.9**	**42.3**	**48.1**		
Total Tax	2.5	2.7	2.5	2.8	2.6	2.7	3.2	3.9	10.6	12.5		
% Tax	26.3	25.1	23.5	25.0	25.6	25.5	25.5	26.4	24.9	25.8		
PAT before MI & Asso.	**7.3**	**8.2**	**8.2**	**8.0**	**7.3**	**8.0**	**9.4**	**11.0**	**31.7**	**35.6**		
MI (Profit)/Loss	0.0	0.0	(0.0)	(0.1)	(0.0)	-	-	-	(0.1)	(0.0)		
Share of P/(L) of Ass.	(0.1)	(0.1)	0.1	0.4	0.3	-	-	-	0.2	0.3		
RPAT after MI & Asso.	**7.1**	**8.1**	**8.3**	**8.4**	**7.7**	**8.0**	**9.4**	**11.0**	**31.9**	**36.0**		
APAT (after MI & Asso.)	**7.1**	**7.9**	**8.6**	**8.9**	**7.7**	**8.0**	**9.4**	**11.0**	**32.5**	**36.0**	**6.7**	**15.1**
Change (YoY %)	10.2	29.2	31.2	48.7	7.7	1.1	8.9	23.1	29.4	10.7		
Change (QoQ %)	19.4	10.6	8.8	3.5	(13.5)	3.7	17.2	17.0				

KEI Industries

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	KEII IN
Equity Shares (m)	96
M.Cap.(INRb)/(USDb)	525.8 / 5.5
52-Week Range (INR)	5708 / 3711
1, 6, 12 Rel. Per (%)	3/29/42
12M Avg Val (INR M)	1533
Free float (%)	65.0

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	117.5	140.7	173.1
EBITDA	12.4	15.8	20.0
Adj. PAT	9.3	11.2	14.1
EBITDA Margin (%)	10.6	11.2	11.6
Cons. Adj. EPS (INR)	97.0	116.6	147.3
EPS Gr. (%)	33.1	20.3	26.3
BV/Sh. (INR)	697	808	949
Ratios			
Net D:E	(0.2)	(0.2)	(0.2)
RoE (%)	14.9	15.5	16.8
RoCE (%)	15.2	16.0	17.3
Payout (%)	4.6	5.1	4.1
Valuations			
P/E (x)	56.7	47.1	37.3
P/BV (x)	7.9	6.8	5.8
EV/EBITDA (x)	41.3	32.5	25.5
Div Yield (%)	0.1	0.1	0.1
FCF Yield (%)	(0.8)	(0.1)	0.4

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	35.0	35.0	35.0
DII	25.9	25.8	25.6
FII	27.3	27.3	26.6
Others	11.8	11.9	12.8

FII includes depository receipts

CMP: INR5,500 TP: INR6,630 (+21%) Buy

Earnings beat; margin expansion on track

Strong growth visibility backed by capacity expansion

- KEI Industries' (KEII) 1QFY27 revenue grew ~23% YoY to INR31.9b (in line). EBITDA increased ~53% YoY to INR4.0b (~7% above, driven by a higher-than-estimated margin in the C&W segment). OPM improved 2.5pp YoY to 12.4% (+1.1pp vs. our estimate). PAT grew ~40% YoY to INR2.7b (in line).
- Management remained confident of delivering 20%+ medium-term growth, backed by robust demand across domestic and export markets. The Sanand facility is ramping up steadily, with utilization improving sequentially. This is estimated to contribute ~INR15-20b revenue in FY27 and ~INR40b in FY28 (with utilization to reach ~70-75%). It also highlighted disciplined capital allocation with INR6.0-7.0b annual capex planned over the next 3-4 years, including the new Salarpur greenfield plant, to support future LV/MV cable expansion and long-term growth. It guided a sustainable OPM of ~11–12%, supported by operating leverage, favorable product mix, stronger retail mix, and better margin export orders.
- We largely maintain our earnings estimates for FY27/FY28. We value KEII at 45x FY28E EPS to arrive at our TP of INR6,630. **Reiterate BUY.**

C&W revenue up ~25% YoY; EBIT margin expands 2.8pp YoY to 13.6%

- KEII's revenue/EBITDA/Adj. PAT stood at INR31.9b/INR4.0b/INR2.7b (+23%/+53%/+40% YoY and -3%/+7%/+3% vs. our estimates) in 1QFY27. OPM expanded 2.5pp YoY to 12.4%. Depreciation/interest costs rose ~44%/22% YoY. Other income declined ~51% YoY for the quarter.
- Segmental highlights: a) **C&W** revenue was up ~25% YoY at INR30.9b, EBIT rose ~57% YoY to INR4.2b, and EBIT margin increased 2.8pp YoY to 13.6%; b) **EPC business** revenue increased ~32% YoY to INR1.3b, segment loss stood at INR51m vs. profit of INR79m/INR47m in 1QFY26/4QFY26; c) Stainless steel wires (SSW) revenue increased ~3% YoY to INR536m, EBIT increased ~16% YoY to INR49m, and EBIT margin improved 1.1pp YoY at 9.2%.
- Cash and bank balance (net of acceptances) stood at INR2.85b vs. INR5.92b as of Mar'26.

Key highlights from the management commentary

- Capacity utilization stood at ~72% in cables, ~61% in house wires, ~91% in stainless steel wires and ~45% in communication cables during 1QFY27. The pending order book stood at INR42.9b vs. INR35.9b as of Mar'26
- Operating margin in EHV cables is the highest at ~15% vs. ~10.5% for institutional LV/MV power cables, ~11% for retail sales, and 11%+ for exports.
- KEII incurred a capex of INR1.8b in 1QFY27, taking the cumulative capex for the Sanand project to INR17.2b as of the end of Jun'27. It plans to invest an additional INR3.0b in 9MFY27 for the Sanand project. Going forward, annual capex is projected at INR6.0b-7.0b over the next 3-4 years to aid future growth.

Valuation and view

- KEII's 1QFY27 performance was above our estimates, driven by higher-than-estimated margins in C&W. We remain positive on KEII, supported by strong execution, industry tailwinds, and an improving margin profile. Management is confident of sustaining ~11–12% OPM (vs. the earlier threshold of ~10-11% over FY22-25). Additionally, the planned **INR6.0-7.0b annual capex** over the next 3-4 years, including the Salarpur greenfield expansion, positions it well to capture the structural growth opportunity in the C&W industry.
- We estimate KEII's total revenue CAGR at ~21% over FY26-28, led by ~23% growth in the C&W segment and ~7% growth in the SSW segment. However, the EPC revenue is estimated to decline ~8% annually. We project its EBITDA/PAT CAGR of ~27%/23% over FY26-28. We estimate OPM at ~11%/12% over FY27/FY28. The stock is trading at 47x/37x on FY27E/FY28E EPS. We value KEII at 45x FY28E EPS to arrive at our TP of INR6,630. **Reiterate BUY.**

Quarterly performance **(INR m)**

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Sales	**25,903**	**27,263**	**29,547**	**34,764**	**31,853**	**33,550**	**35,434**	**39,892**	**1,17,478**	**1,40,730**	**32,714**	**(3)**
Change (%)	25.7	19.4	19.3	19.3	23.0	23.1	19.9	14.8	20.7	19.8	26.3	
Adj. EBITDA	**2,580**	**2,693**	**3,317**	**3,816**	**3,958**	**3,447**	**3,743**	**4,657**	**12,407**	**15,805**	**3,702**	**7**
Change (%)	20.3	19.8	32.5	26.7	53.4	28.0	12.8	22.0	25.2	27.4	43.5	
Adj. EBITDA margin (%)	10.0	9.9	11.2	11.0	12.4	10.3	10.6	11.7	10.6	11.2	11.3	**111**
Depreciation	199	202	226	285	286	308	314	349	912	1,256	288	(1)
Interest	145	142	166	188	177	194	220	290	641	881	200	(12)
Other Income	396	423	338	428	196	250	350	450	1,586	1,246	350	(44)
Extraordinary Items	-	-	(116)	-	-	-	-	-	(116)	-	-	
PBT	**2,632**	**2,773**	**3,263**	**3,772**	**3,692**	**3,195**	**3,559**	**4,468**	**12,439**	**14,914**	**3,564**	**4**
Tax	675	738	798	928	950	805	897	1,111	3,139	3,763	898	
Effective Tax Rate (%)	25.6	26.6	24.5	24.6	25.7	25.2	25.2	24.9	25.2	25.2	25.2	
Reported PAT	**1,957**	**2,035**	**2,349**	**2,843**	**2,741**	**2,390**	**2,662**	**3,357**	**9,184**	**11,150**	**2,666**	**3**
Change (%)	30.3	31.5	42.5	25.5	40.0	17.4	13.3	18.1	31.9	21.4	36.2	
Adj. PAT	**1,957**	**2,035**	**2,436**	**2,843**	**2,741**	**2,390**	**2,662**	**3,357**	**9,271**	**11,150**	**2,666**	**3**
Change (%)	30.3	31.5	47.8	25.5	40.0	17.4	9.3	18.1	33.1	20.3	36.2	

Segmental performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Sales												
Cables (Power + Housing wires)	24,771	26,256	28,208	32,970	30,884	32,820	34,414	39,012	1,12,206	1,37,130	31,707	(3)
Stainless steel wires	521	539	545	561	536	566	577	611	2,165	2,290	563	(5)
EPC Business	994	1,014	1,374	2,233	1,308	1,064	1,443	1,350	5,614	5,165	1,044	25
Growth YoY (%)												
Cables (Power + Housing wires)	32.1	22.5	19.9	17.9	24.7	25.0	22.0	18.3	22.4	22.2	28.0	
Stainless steel wires	(3.0)	(10.6)	(1.1)	21.5	2.8	5.0	6.0	9.0	0.6	5.8	8.0	
EPC Business	(56.0)	(22.6)	81.1	(0.1)	31.6	5.0	5.0	(39.5)	(14.4)	(8.0)	5.0	
EBIT												
Cables (Power + Housing wires)	2,665	2,871	3,373	4,104	4,190	3,676	4,061	4,803	13,014	16,730	3,741	12
Stainless steel wires	42	44	35	50	49	40	40	45	172	174	42	16
EPC Business	79	51	17	47	(51)	32	58	65	194	103	73	(170)
EBIT Margin (%)												
Cables (Power + Housing wires)	10.8	10.9	12.0	12.4	13.6	11.2	11.8	12.3	11.6	12.2	11.8	177
Stainless steel wires	8.1	8.2	6.4	8.9	9.2	7.0	7.0	7.4	7.9	7.6	7.5	165
EPC Business	8.0	5.1	1.2	2.1	(3.9)	3.0	4.0	4.8	3.5	2.0	7.0	(1,093)

Motherson Wiring

Estimate change	↓
TP change	↔
Rating change	↔

Bloomberg	MSUMI IN
Equity Shares (m)	6632
M.Cap.(INRb)/(USDb)	263.6 / 2.8
52-Week Range (INR)	54 / 36
1, 6, 12 Rel. Per (%)	-5/-8/4
12M Avg Val (INR M)	433

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	114.8	136.6	155.7
EBITDA	10.6	12.2	15.3
Adj. PAT	6.3	7.0	9.1
EPS (Rs)	0.9	1.1	1.4
EPS Growth (%)	3.2	11.8	30.9
BV/Share (Rs)	3.3	3.7	4.5
Ratios			
Net D:E	0.0	0.0	0.0
RoE (%)	32.4	30.1	33.6
RoCE (%)	37.4	36.1	40.7
Payout (%)	61.5	60.7	61.6
Valuations			
P/E (x)	42.2	37.7	28.8
P/BV (x)	12.2	10.6	8.9
Div. Yield (%)	1.5	1.6	2.1
FCF Yield (%)	2.1	2.2	3.0

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	61.7	61.7	61.7
DII	17.9	17.4	16.3
FII	8.9	9.7	10.4
Others	11.5	11.1	11.7

FII Includes depository receipts

CMP:INR40 TP: INR48 (+21%) Buy

Revenue outperformance offset by margin pressure

Margins likely to gradually normalize in subsequent quarters

- Motherson Wiring's (MSUMI) 1Q PAT came in line with our estimate at INR1.5b (+1.6% YoY). However, EBITDA margin remained under pressure and came in at 7.6% (below our estimate of 8.3%) due to a 7% QoQ surge in copper prices.
- On account of a weaker than expected performance in 1Q, we have lowered our EPS estimates by 7%/1% for FY27/FY28. With copper prices now stabilizing, we expect margins to gradually normalize in coming quarters as the benefit of price pass-through will be reflected in financials. Overall, we estimate MSUMI to post a CAGR of 16%/20%/21% in revenue/EBITDA/PAT over FY26-28E. The company's premium valuations at 38x/29x FY27E/FY28E EPS seem justified, given its strong competitive positioning, top-decile capital efficiency, and benefits of EVs and other mega trends in autos. **We reiterate our BUY rating with a TP of INR48 (based on 35x FY28E EPS).**

Margins under pressure

- 1QFY27 revenues grew ~37% YoY to INR34b (ahead of estimates), aided by the successful ramp-up of new customer programs and the pass-through of high copper prices. EV revenue share has now increased to 8.5% in 1Q.
- Copper inflation was steep, with prices rising ~7% QoQ (+53% YoY) and averaging INR1348/kg in 1Q.
- Due to high copper prices, along with significant minimum wage revisions in multiple states, EBITDA margin missed our estimates, coming in at 7.6% (estimated 8.3%). EBITDA grew ~6% YoY to INR2.6b, broadly in line with our estimate of INR2.7b.
- Other income was higher than expected at INR54m (vs. estimated INR12m).
- PAT broadly came in line with our estimate at INR1.4b, growing 1.6% YoY (estimated INR1.5b).
- MSUMI remains net debt-free despite near-term margin pressures from the greenfield plants.

Highlights from the management commentary

- The company reported a strong 37% YoY revenue growth in 1QFY27, of which ~7% was driven by the pass-through of higher copper prices and the remaining supported by volume growth and content increase.
- EV-related business continued to scale up, contributing ~8.5% of total revenue during the quarter.
- Utilization of its greenfield facilities remained stable QoQ: Kharkhoda at 80%, Pune at 50% and Navgam at 60%. Kharkhoda and Navgam are progressing as per plan, while the Pune plant is facing some ramp-up challenges.

- Management expects the greenfield operations to begin contributing positively to profit over the next one to two quarters, as utilization improves further.
- Copper continues to be the only major raw material with a contractual pass-through mechanism involving a quarter’s lag for most customers. Pricing for other raw materials is revised through mutual discussions with customers.
- The increase in minimum wages, particularly in the NCR region (up 35-40%), was significantly higher than management's expectations and was the primary reason for the sequential increase in employee costs during 1QFY27. This could escalate further if other states also follow suit.
- Management is actively engaging with OEMs to secure compensation for higher wage costs.
- The company's immediate priority is to secure the complete pass-through of incremental cost increases, after which it will focus on margin restoration through higher localization and operational efficiencies.
- The company continues to serve as a development and design partner for future vehicle programs of Japanese OEMs, positioning it well to benefit from evolving vehicle electrical and electronic architectures.
- FY27 capex is expected to be fully funded through internal accruals.

Valuation and view

On account of a weaker-than-expected performance in 1Q, we have lowered our EPS estimates by 7%/1% for FY27/FY28. With copper prices now stabilizing, we do expect margins to gradually normalize in the coming quarters as the benefit of price pass-through will be reflected in financials. Overall, we estimate MSUMI to post a CAGR of 16%/20%/21% in revenue/EBITDA/PAT over FY26-28E. The company’s premium valuations at 38x/29x FY27E/FY28E EPS seem justified, given its strong competitive positioning, top-decile capital efficiency, and benefits of EVs and other mega trends in autos. **We reiterate our BUY rating with a TP of INR48 (based on 35x FY28E EPS).**

Quarterly performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	24,940	27,619	28,871	33,346	34,073	34,523	33,779	34,209	114,776	136,583	31,924	7
YoY Change (%)	14.2	18.8	25.5	32.9	36.6	25.0	17.0	2.6	23.1	19.0	28.0	
RM Cost (% of sales)	64.7	66.2	67.5	70.5	69.1	68.2	67.0	66.5	67.5	67.7	69.0	
Staff Cost (% of sales)	19.1	17.4	17.3	15.5	17.7	17.4	17.6	17.8	17.2	17.6	17.0	
Other Expenses (% of sales)	6.4	6.3	6.1	5.8	5.6	5.8	5.8	5.9	6.1	5.8	5.7	
EBITDA	2,443	2,797	2,623	2,741	2,583	2,969	3,243	3,370	10,603	12,164	2,650	-3
Margins (%)	9.8	10.1	9.1	8.2	7.6	8.6	9.6	9.9	9.2	8.9	8.3	
Change (%)	2.3	12.1	10.4	1.0	5.7	6.2	23.6	23.0	6.3	14.7	8.5	
Depreciation	492	531	565	573	601	640	680	718	2,161	2,639	600	0
Interest	63	64	72	64	81	75	78	81	263	315	60	35
Other Income	9	8	10	13	54	15	16	21	39	105	12	348
PBT before EO expense	1,896	2,210	1,995	2,117	1,954	2,269	2,501	2,592	8,219	9,316	2,002	
PBT after EO Expense	1,896	2,210	1,995	2,117	1,954	2,269	2,501	2,592	8,219	9,316	2,002	-2
Tax Rate (%)	25	25	25	21	25	25	25	25	24	25	25	
Reported PAT	1,431	1,653	1,494	1,673	1,453	1,702	1,876	1,956	6,252	6,987	1,501	
Adj PAT	1,431	1,653	1,494	1,673	1,453	1,702	1,876	1,956	6,252	6,987	1,501	-3
YoY Change (%)	-3.9	8.7	6.8	1.4	1.6	2.9	25.5	16.9	3.2	11.8	4.9	

E: MOFSL Estimates

CAMS

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	CAMS IN
Equity Shares (m)	248
M.Cap.(INRb)/(USDb)	201 / 2.1
52-Week Range (INR)	845 / 611
1, 6, 12 Rel. Per (%)	0/15/7
12M Avg Val (INR M)	1218

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
AAUM (INR t)	52.7	58.7	67.2
Revenue	15.2	16.6	18.6
EBITDA	6.8	7.6	8.9
Margin (%)	44.9	46.0	47.7
PAT	4.7	5.3	6.4
PAT Margin (%)	31	32	34
EPS	18.9	21.4	25.6
EPS Grw. (%)	1.0	13.1	19.8
BVPS	53.3	60.8	69.7
Roe (%)	38.5	37.6	39.3
Div. Pay-out (%)	66.0	65.0	65.0
Valuations			
P/E (x)	42.7	37.8	31.5
P/BV (x)	15.2	13.3	11.6
Div. Yield (%)	1.5	1.7	2.1

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	0.0	0.0	0.0
DII	23.6	22.1	17.3
FII	44.9	44.4	52.0
Others	31.6	33.5	30.7

FII includes depository receipts

CMP: INR809 TP: INR940 (+16%) Buy

Non-MF business delivers growth across segments

- **CAMS reported operating revenue of ~INR4b in 1QFY27 (4% miss), up 12% YoY/flat QoQ, led by 9% YoY growth in MF revenue and 28% YoY growth in non-MF businesses. CAMS maintained its FY27 revenue growth guidance of ~13%.**
- **Total operating expenses grew 6% YoY to INR2.1b (4% below est.), with employee expenses flat YoY and other expenses up 14% YoY to INR886m. EBITDA rose 18% YoY (guided at 16% growth for FY27) to INR1.8b (4% miss). EBITDA margin grew to 46.3% (pre-price revision levels) from 43.6% in 1QFY26, supported by operating leverage and disciplined cost management.**
- **PAT was up 18% YoY/flat QoQ at INR1.3b (in line) with PAT margins at 32.2% vs. 30.5% in 1QFY26. PAT margins are guided to remain in the 30-31% range.**
- **Asset-based yields remained stable QoQ, with major pricing resets now behind. CAMS expects only a limited impact from pending AMC renewals and reiterates its long-term expectation of 2.5-3.0% annual yield compression.**
- **We have largely maintained our estimates, reflecting 1QFY27 performance. We expect revenue/EBITDA/PAT to post a CAGR of 11%/14%/16% over FY26-28E. We reiterate a BUY rating on the stock with a revised TP of INR940 (based on 36x FY28E P/E).**

Maintains 20%+ growth guidance in non-MF segment

- AAUM was up 15% YoY/flat QoQ at INR56t in 1QFY27, with market share remaining stable at ~67%. Equity mix stood at 56.1% vs. 54.8% in 1QFY26 and 55.4% in 4QFY26. Equity AUM rose 18% YoY to INR31.4t.
- **MF revenue** grew 9% YoY to INR3.4b (flat QoQ amid volatility), contributing ~85% to total revenue. Asset-based income formed ~87% of MF revenue, with ~13% coming from non-asset streams.
- SIP momentum remained strong as SIP collections grew 21% YoY to INR597b in 1QFY27, outpacing industry collection growth of 17%. Transaction volumes stood at 292m (+20% YoY, flat QoQ) and investor folios increased 19% YoY to 116.2m.
- Equity net sales share rose to 68.2% (vs. 65.4% in 1QFY26), while the unique investor base grew 17% YoY to 48.5m, outpacing industry growth of 12%.
- **GIFT City** continues to scale up, with in-principle approval for KRA operations, a PSP license application underway, and the retail platform onboarding ~10k investors with ~INR7.5b AUM, supporting the long-term payments growth opportunity.
- **Non-MF revenue** grew ~28% YoY, consistently exceeding its 20% guidance, with momentum expected to sustain; it now contributes ~15% of revenue, with 72%/23% YoY growth in Payments/AIF segments. KRA business remained flat YoY, impacted by recent pricing cuts.
- **Non-MF EBITDA margin** declined to ~13% in 1Q. It is expected to improve to ~17% by FY27-end, driven by a recovery in KRA revenue from 2QFY27 and lower losses in emerging businesses, with a gradual path toward ~20% over the medium term.

- **CAMSPay** delivered 72% YoY growth in 1QFY27, driven by strong traction in credit card payments. Revenue growth remained entirely recurring, with no one-off onboarding income, while the education segment emerged as a modest contributor. CAMS intends to scale up the cards business selectively, given its lower margin profile.
- **CAMS Alternatives** delivered strong performance with 25.6% YoY revenue growth in 1QFY27 (highest-ever quarterly). With AUM surpassing INR3.2t, it reinforced its leadership by winning 50 mandates, including 23 marquee clients.
- **CAMS KRA** revenue growth was flat YoY impacted by regulatory fee revisions and weaker market activity. It is expected to improve from 2Q onward.
- **CAMSRep** delivered 4% YoY revenue growth. Bima Central added 0.8m unique users in 1Q, growing the cumulative unique user base by 45% to over 2.5m.
- With respect to other non-MF businesses, **CAMS Finserv** recorded 45.3% YoY growth on the back of strong product offerings. **Think360** revenue fell 6% YoY.
- Total operating expenses grew 6% YoY to INR2.1b (4% lower than est.), with CIR improving to 53.7% (vs 56.4% in 1QFY26; 53.7% in 4QFY26). Guidance for operational expenses is maintained at <10% YoY growth for FY27.
- Employee expenses remained flat YoY as annual salary revisions were deferred to 2QFY27 (~2% of revenue impact). Management continues to target ~5% YoY employee cost growth, supported by automation-led productivity gains.
- Other income at INR166m, up 26% YoY/28% QoQ vs. our estimate of INR140m.

Key takeaways from the management commentary

- The SIF platform has crossed INR120b in AUM, with ~INR10b monthly net sales and ~50k investors within 10 months of launch. CAMS views it evolving into a meaningful long-term growth platform.
- With automations in place, CAMS expects 4-5% productivity gains in FY27 to drive ~100bp annual EBITDA margin expansion (up to ~150bp if execution is strong), partly offset by higher cloud and AI infrastructure costs.
- Businesses that are not yet EBITDA positive include Account Aggregator, Pension and CAMS Repository, while Think Analytics is approaching EBITDA breakeven. CAMS expects at least one of the currently loss-making businesses to become EBITDA positive on a quarterly basis during FY27.

Valuation and view

- CAMS remains well positioned to deliver healthy earnings growth, supported by stable asset-based yields, continued market share gains in mutual funds, sustained operating leverage from AI-led automation and disciplined cost management, along with the increasing contribution from high-growth non-MF businesses. Earnings visibility remains strong as pricing headwinds are largely behind, emerging businesses is expected to scale up further, and management guides for ~13% revenue growth and ~16% EBITDA growth in FY27.
- **We have largely maintained our estimates, reflecting 1QFY27 performance. We expect revenue/EBITDA/PAT to post a CAGR of 11%/14%/16% over FY26-28E. We reiterate a BUY rating on the stock with a revised TP of INR940 (based on 36x FY28E P/E).**

Quarterly Performance														(INR m)
Y/E March	FY26				FY27				FY26	FY27E	1QFY27E	act v/s Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE						
Revenue from Operations	3,542	3,767	3,901	3,952	3,950	4,056	4,159	4,403	15,162	16,568	4,104	-3.8	11.5	(0.0)
Change YoY (%)	6.9	3.2	5.5	11.0	11.5	7.7	6.6	11.4	6.6	9.3	15.9			
Employee expenses	1,224	1,248	1,245	1,253	1,237	1,323	1,327	1,332	4,970	5,219	1,329	-6.9	1.0	(1.3)
Total Operating Expenses	1,999	2,091	2,112	2,121	2,123	2,228	2,262	2,330	8,356	8,943	2,209	-3.9	6.2	0.1
Change YoY (%)	10.1	7.3	7.3	7.8	6.2	6.5	7.1	9.8	8.5	7.0	10.5			
EBITDA	**1,543**	**1,676**	**1,789**	**1,831**	**1,827**	**1,828**	**1,897**	**2,073**	**6,806**	**7,624**	1,896	-3.6	18.4	(0.2)
Other Income	131	122	129	129	166	145	155	156	512	622	140	18.4	26.1	28.2
Depreciation	208	246	253	280	245	260	270	281	988	1,057	285	-13.9	17.8	(12.5)
Finance Cost	19	18	17	15	15	17	18	20	70	70	17	-12.9	(23.6)	(3.0)
PBT	**1,444**	**1,534**	**1,647**	**1,665**	**1,730**	**1,695**	**1,763**	**1,927**	**6,261**	**7,120**	**1,731**	-0.1	19.8	3.9
Change YoY (%)	1.4	-5.5	-0.8	12.6	19.8	10.5	7.0	15.8	1.2	13.7	19.9			
Tax Provisions	363	394	401	406	460	424	441	484	1,565	1,808	433	6.0	26.4	13.1
Net Profit	**1,080**	**1,139**	**1,246**	**1,254**	**1,271**	**1,271**	**1,322**	**1,443**	**4,695**	**5,311**	**1,298**	-2.1	17.6	1.3
Change YoY (%)	1.0	-5.7	0.4	11.2	17.6	11.6	6.1	15.1	1.0	13.1	20.1			
Key Oper. Parameters (%)														
Cost to Oper. Income Ratio	56.4	55.5	54.1	53.7	53.7	54.9	54.4	52.9	55.1	54.0	53.8	-0.1	(2.7)	0.1
EBITDA Margin	43.6	44.5	45.9	46.3	46.3	45.1	45.6	47.1	44.9	46.0	46.2	0.1	2.7	(0.1)
PBT Margin	40.8	40.7	42.2	42.1	43.8	41.8	42.4	43.8	41.3	43.0	42.2	1.6	3.0	1.7
Tax Rate	25.2	25.7	24.4	24.4	26.6	25.0	25.0	25.1	25.0	25.4	25.0	1.5	1.4	2.1
PAT Margin	30.5	30.2	31.9	31.7	32.2	31.3	31.8	32.8	31.0	32.1	31.6	0.5	1.7	0.4
Key Parameters														
QAUM (INR t)	48.7	52.1	54.7	55.1	56.0	57.7	59.6	61.5	52.7	58.7	57.4	-2.4	15.0	1.6
Share of Equity AUM (%)	54.8	55.1	55.6	55.4	56.1	56.5	57.0	57.4	55.2	56.8	55.8		1.2	0.7

Emami

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	HMN IN
Equity Shares (m)	437
M.Cap.(INRb)/(USDb)	171 / 1.8
52-Week Range (INR)	635 / 376
1, 6, 12 Rel. Per (%)	-8/-15/-35
12M Avg Val (INR M)	342

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	37.8	42.7	46.4
Sales Gr. (%)	-0.8	12.9	8.8
EBITDA	9.6	11.1	12.3
EBITDA Margin (%)	25.5	26.0	26.4
Adj. PAT	8.6	8.6	9.0
Adj. EPS (INR)	19.6	19.6	20.7
EPS Gr. (%)	-3.3	-0.2	5.5
BV/Sh.(INR)	67.0	73.5	79.6
Ratios			
RoE (%)	30.5	27.9	27.0
RoCE (%)	34.5	31.3	30.1
Payout (%)	51.0	58.7	62.9
Valuation			
P/E (x)	20.0	20.0	19.0
P/BV (x)	10.9	9.9	9.1
EV/EBITDA (x)	31.8	27.6	24.6
Div. Yield (%)	2.6	2.9	3.3

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	54.8	54.8	54.8
DII	27.0	26.9	24.1
FII	7.9	8.6	11.9
Others	10.3	9.7	9.2

FII Includes depository receipts

CMP: INR392 TP: INR525 (+34%) Buy

Operationally in line; weak summer portfolio

- Emami's consolidated revenue grew 15% YoY to INR10.4b (in line) in 1QFY27, aided by the consolidation of Axiom Ayurveda and IncNut Digital. Domestic business delivered 20% revenue growth and 16% volume growth, aided by acquisition. Organic revenue grew 9%, with 8% volume growth.
- Hair Care registered 11% growth, while Skin Care/Healthcare grew 3%/2%. Strategic portfolio remained the key growth driver with 61% LFL growth (contributing 18% of domestic business). International business declined 12% YoY due to supply chain disruptions amid the West Asia conflict. Management expects a recovery in its international business in 2HFY27.
- Gross margin contracted sharply by 360bp YoY to 65.8% (miss), impacted by high crude-linked input costs, a 200bp impact from the West Asia conflict and a 160bp drag from the changing business mix following acquisitions. Consequently, EBITDA margin declined 190bp YoY to 21.8% (miss) despite healthy revenue growth, as the company continued to invest in brands while absorbing near-term cost pressure. Management expects calibrated price hikes, productivity initiatives and easing execution challenges to support margin recovery over the remainder of FY27. We expect ~26% EBITDA margin for FY27 and FY28.
- Core domestic demand remains healthy with 8% underlying volume growth. The strategic investment portfolio continues to scale up rapidly and should provide an incremental growth lever in the medium term. Although near-term margins are impacted by input cost inflation, management's calibrated pricing actions and productivity initiatives should aid a gradual margin recovery going ahead. With comfort in valuations at 20x/19x FY27E/FY28E EPS, we maintain BUY rating with a TP of INR525 (25x FY28E EPS).

In-line operational performance; organic volume growth at 8%

- **Healthy organic sales momentum:** Consolidated net sales grew 15% YoY to INR10.4b (est. INR10.4b), aided by the consolidation of Axiom Ayurveda and IncNut Digital. On LFL basis, revenue grew 9%. Domestic business reported 20% YoY revenue growth and 16% volume growth, while LFL domestic revenue/volume grew 12%/8%. International business, however, declined 12% YoY due to disruptions arising from the West Asia conflict.
- **Strategic portfolio continues to scale up:** Hair Care grew 11%, led by double-digit growth in Navratna, while Skin Care/Healthcare grew 3%/2%. Kesh King registered mid-single-digit growth and management expects it to return to double-digit growth by FY27-end through new launches and category expansion. Talc posted high-single-digit growth, while the OTC healthcare portfolio (Pancharishta, Nityam) grew in the high teens. The strategic Investment portfolio remained the key growth driver with 61% LFL growth, contributing ~18% of domestic business. The Man Company continued to grow well above 20%, with Axiom Ayurveda and IncNut also witnessing encouraging underlying traction.

- **EBITDA up mere 6%**: Gross margin contracted 360bp YoY to 65.8% (est. 67.5%), with 200bp of the decline attributed to the West Asia conflict and another 160bp due to the changing business mix following acquisitions. Higher crude and packaging costs also weighed on profitability. Employee expenses/advertisement spends increased 14%/13% YoY, while other expenses rose 4%. Consequently, EBITDA margin contracted 190bp YoY to 21.8% (est. 22.4%).
- **Higher tax led to a miss in profitability:** EBITDA grew 6% YoY to INR2.3b (in line). PBT (before exceptional) increased 4% YoY to INR2b, broadly in line with our estimates. However, utilization of INR135m MAT credit resulted in a higher effective tax rate, leading to a 17% YoY fall in APAT to INR1.5b, below our estimate of INR1.8b.

Key highlights from the management commentary

- The operating environment remained challenging, marked by high crude prices, inflationary pressure and disruptions stemming from the West Asia conflict, which led to higher input costs across the sector.
- Domestic business grew by 20%; on a like-to-like basis, growth stood at a healthy 12%, with volume growth of 8% after considering the previous year's numbers of Axiom Ayurveda and IncNut Digital.
- In 1QFY27, measured price increases were implemented to mitigate cost inflation, but the sharp rise in input costs still impacted profitability.
- Organised channels grew by 19% on LFL basis and now contribute 32% of domestic business.
- Modern Trade and Ecommerce maintained strong momentum. Quick Commerce now contributes 35% of Ecommerce sales.
- Strategic investment portfolio continued to be the standout performer. On a like-to-like basis, this portfolio grew by an impressive 61% and now contributes ~18% of domestic business.

Valuation and view

- We cut our EPS estimates by 3-4% for FY27 and FY28.
- Emami is focusing on rebranding its portfolio to reduce the seasonal dependence. Its strategic subsidiaries are expected to grow in thirties. Moreover, Emami continues to strengthen its distribution reach predominantly in alternate channels (MT, e-com, and QC).
- We believe a steady demand environment, coupled with comfortable valuation, bodes well for Emami. **We reiterate our BUY rating with a TP of INR525 (based on 25x Mar'28E EPS).**

Consol. Quarterly performance (INR m)

Y/E MARCH	FY26				FY27E				FY26	FY27E	FY27E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Domestic volume gr. (%)	-3.0	-16.0	9.0	-7.0	16.0	10.0	8.0	9.0	-4.3	10.8	10.0	
Net Sales	**9,041**	**7,985**	**11,518**	**9,251**	**10,392**	**9,015**	**12,918**	**10,335**	**37,795**	**42,660**	**10,206**	**1.8**
YoY change (%)	-0.2	-10.3	9.8	-3.9	14.9	12.9	12.2	11.7	-0.8	12.9	12.9	
Gross Profit	**6,276**	**5,671**	**8,136**	**6,332**	**6,840**	**6,265**	**9,004**	**7,113**	**26,415**	**29,222**	**6,889**	**-0.7**
Gross margin (%)	69.4	71.0	70.6	68.4	65.8	69.5	69.7	68.8	69.9	68.5	67.5	
EBITDA	**2,142**	**1,785**	**3,842**	**1,867**	**2,262**	**2,081**	**4,391**	**2,340**	**9,637**	**11,073**	**2,288**	**-1.1**
Margins (%)	23.7	22.4	33.4	20.2	21.8	23.1	34.0	22.6	25.5	26.0	22.4	
YoY change	-1.1	-28.7	13.4	-14.9	5.6	16.5	14.3	25.4	-6.0	14.9	6.8	
Depreciation	445	453	453	423	428	466	466	480	1,773	1,839	460	
Interest	24	26	29	32	56	25	25	-6	111	100	25	
Other Income	216	214	190	232	185	218	193	274	851	870	220	
PBT	**1,889**	**1,520**	**3,549**	**1,645**	**1,963**	**1,808**	**4,093**	**2,140**	**8,603**	**10,004**	**2,023**	**-2.9**
Tax	225	18	256	209	558	325	737	481	708	2,101	364	
Rate (%)	11.9	1.2	7.2	12.7	28.4	18.0	18.0	22.5	8.2	21.0	18.0	
Adj. PAT	**1,843**	**1,711**	**3,408**	**1,603**	**1,524**	**1,658**	**3,532**	**1,837**	**8,565**	**8,551**	**1,834**	**-16.9**
YoY change (%)	8.3	-26.7	13.4	-11.6	-17.3	-3.1	3.6	14.6	-3.3	-0.2	-0.5	
Reported PAT	**1,643**	**1,484**	**3,195**	**1,432**	**1,389**	**1,470**	**3,344**	**1,650**	**7,753**	**7,853**	**1,646**	**-15.6**
YoY change (%)	9.1	-29.7	14.5	-11.7	-15.4	-0.9	4.7	15.2	-3.4	1.3	0.2	

E: MOFSL Estimates

4 August 2026

1QFY27 Results Update | Sector: Retail

Zydus Wellness

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	ZYWL IN
Equity Shares (m)	318
M.Cap.(INRb)/(USDb)	175.1 / 1.8
52-Week Range (INR)	612 / 358
1, 6, 12 Rel. Per (%)	-9/42/34
12M Avg Val (INR M)	548

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	39.6	55.2	63.2
Sales Gr. (%)	46	39	14
EBITDA	5.1	8.0	9.5
Margins (%)	12.9	14.4	15.1
Adj. PAT	3.6	5.1	6.2
Adj. EPS (INR)	11.2	16.0	19.6
EPS Gr. (%)	2	43	22
BV/Sh. (INR)	183.2	192.7	205.5
Ratios			
RoE (%)	6.2	8.5	9.9
RoCE (%)	5.6	6.4	7.5
Payout (%)	15.2	13.7	12.5
Valuation			
P/E (x)	49.7	34.6	28.3
P/BV (x)	3.0	2.9	2.7
EV/EBITDA (x)	40.7	25.4	20.8

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	69.6	69.6	69.6
DII	19.1	18.9	19.3
FII	3.3	3.2	3.3
Others	7.9	8.3	7.8

FII includes depository receipts

CMP: INR550 TP: INR665 (+21%) Buy

Soft seasonal demand; new initiatives firing well

- Zydus Wellness' (Zydus) consol. sales grew 67% YoY to INR14.4b in 1QFY27. Domestic business revenue rose 5% YoY (est. 7%), impacted by delayed summer and unseasonal rainfall in North and East India. Glucon-D and Nycil revenue declined 12% YoY (-10% in 4QFY26).
- Non-seasonal portfolio remained healthy, with Everyuth revenue up 35% YoY (40% in 4QFY26) and the Food & Nutrition up 16% YoY (9% in 4QFY26). In the Food & Nutrition segment, Nutralite continued to report strong growth, Complan recorded double-digit growth, and Sugar Free delivered high-double-digit revenue growth. RiteBite Max Protein continued to deliver healthy volume and value growth. International business revenue (including Comfort Click) grew 25% YoY.
- EBITDA margin declined 130bp YoY to 16.8% (est. 16.9%). However, on like-to-like basis, core portfolio and Comfort Click EBITDA margins improved. RiteBite EBITDA margin improved to double digits (from breakeven at acquisition). We model domestic EBITDA margin of 14.5% for FY27 and 15.2% for FY28. Zydus expects international business EBITDA margin to remain at 14-15%; we model a similar margin.
- The stock is trading at 25x FY27E and 21x FY28E EV/EBITDA. We model ~11% domestic revenue CAGR and ~20% EBITDA CAGR over FY26-28E. On a consolidated basis, we model ~26% revenue CAGR and ~37% EBITDA CAGR. Zydus' recent initiatives around RiteBite and Comfort Click are aiding revenue and operating margin.
- Based on SoTP, we value India business at 30x and International (Comfort Click) at 20x FY28E EV/EBITDA to arrive at a TP of INR665 (implied consolidated 25x EV/EBITDA and 30x P/E at FY28E). Maintain BUY.

Growth drivers performing well; weak seasonal portfolio

- **Domestic revenue up 5%, weak seasonal demand:** Consol. sales grew by 67% YoY to INR14.4b (est. INR15.3b). Domestic revenue rose 5% (est. 7%), impacted by weak traction in seasonal products. Glucon D and Nycil revenue fell 12%. The rest of the domestic portfolio maintained strong growth momentum, Everyuth revenue was up 35%, and Food & Nutrition revenue rose 16%. International business revenue grew 25% YoY.
- **Contraction in reported operating margins:** Gross margins improved from 55% to 65.7% (est. 65.5%). GP expansion was mainly on account of high GM of newly acquired brands. EBITDA margin contracted 130bp YoY to 16.8% (est. 16.9%). On a like-to-like basis, core business and Comfort Click EBITDA margin improved.
- **High acquisition costs impact profitability:** Employee expenses increased by 42% YoY and other expenses rose 194% YoY, largely because of acquisition. EBITDA grew 55% YoY to INR2.4b (est. INR2.6b). Finance costs declined due to the refinancing of the GBP-denominated loan into a lower-cost EUR loan. Adj. PAT (ex-amortization impact) increased 31% YoY to INR1.7b (est. INR1.7b).

Highlights from the management commentary

- Management does not expect the weak summer season to create inventory overhang next year, noting that inventory levels in the company's distribution system are broadly in line with or lower than last year.
- The company expects its FY27 effective tax rate to remain around 25%, although the cash tax outflow will be lower during the current financial year.
- Management reiterated that Comfort Click has been EPS-accretive since 4QFY26, with profitability continuing to improve in 1QFY27.
- The company continued to expand its international footprint through the launch of the WeightWorld D2C platform in the US, expansion into Walmart Marketplace, and further growth across the Middle East.
- Max Protein continues to grow at more than double its historical growth rate, driven by higher brand investments, wider distribution and continued portfolio innovation.

Valuation and view

- We maintain our EBITDA estimates for FY27 and FY28.
- The stock is trading at 25x FY27E and 21x FY28E EV/EBITDA. We model ~11% domestic revenue CAGR and ~20% EBITDA CAGR over FY26-28E. On a consolidated basis, we model ~26% revenue CAGR and 37% EBITDA CAGR. Zydus' recent initiatives around RiteBite and CC are aiding revenue and operating margin.
- Based on SoTP, we value India at 30x FY28E EV/EBITDA and International (Comfort Click) at 20x FY28E EV/EBITDA to arrive at a TP of INR665 (implied consolidated 25x EV/EBITDA and 30x P/E at FY28). Maintain BUY.

Quarterly Performance (Consolidated) (In m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Total revenues	**8,609**	**6,505**	**9,649**	**14,847**	**14,370**	**11,408**	**10,963**	**18,468**	**39,610**	**55,209**	**15,266**	**-5.9%**
YoY change (%)	2.4	32.0	108.9	62.6	66.9	75.4	13.6	24.4	46.2	39.4	77.3	
Gross Profit	**4,731**	**3,442**	**6,118**	**9,650**	**9,436**	**7,530**	**7,235**	**12,373**	**23,941**	**36,574**	**9,999**	**-5.6%**
Margin (%)	55.0	52.9	63.4	65.0	65.7	66.0	66.0	67.0	60.4	66.2	65.5	
EBITDA	**1,556**	**230**	**610**	**2,701**	**2,417**	**1,039**	**1,046**	**3,466**	**5,097**	**7,968**	**2,582**	**-6.4%**
Margins (%)	18.1	3.5	6.3	18.2	16.8	9.1	9.5	18.8	12.9	14.4	16.9	
EBITDA growth (%)	0.2	17.3	312.2	42.2	55.3	351.5	71.5	28.3	34.2	56.3	65.9	
Depreciation	108	24	75	86	81	85	90	82	293	338	80	
Amortisation	0	227	480	467	490	460	465	425	1,174	1,840	450	
Interest	25	157	412	387	263	295	275	338	981	1,171	350	
Other income	30	14	8	12	38	30	30	22	64	120	30	
PBT	**1,453**	**-164**	**-349**	**1,773**	**1,621**	**229**	**246**	**2,643**	**2,713**	**4,738**	**1,732**	**-6.4%**
Tax	174	22	-16	153	432	49	53	488	333	1,022	374	
Rate (%)	12.0	-13.4	4.6	8.6	26.7	21.6	21.6	18.5	12.3	21.6	21.6	
Adj. PAT	**1,279**	**41**	**147**	**2,087**	**1,679**	**524**	**538**	**2,500**	**3,554**	**5,096**	**1,703**	**-1.4%**
YoY change (%)	-13.4	-72.7	129.7	17.0	31.3	1,178.5	265.9	19.8	2.3	43.4	33.1	
Extraordinary inc/(Exp)	0	569	546	467	490	345	345	345	1,582	1,380	345	
Reported PAT	**1,279**	**-528**	**-399**	**1,620**	**1,189**	**179**	**193**	**2,155**	**1,972**	**3,716**	**1,358**	**-12.4%**

E: MOFSL Estimate

Century Plyboards

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	CPBI IN
Equity Shares (m)	222
M.Cap.(INRb)/(USDb)	171 / 1.8
52-Week Range (INR)	859 / 619
1, 6, 12 Rel. Per (%)	-3/1/3
12M Avg Val (INR M)	84
Free float (%)	28.2

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	54.0	66.9	76.5
EBITDA	6.5	8.8	11.3
Adj. PAT	2.7	4.0	6.0
Adj. EPS (INR)	12.2	18.0	27.1
EPS Gr. (%)	36.1	48.1	50.4
BV/Sh. (INR)	117.3	133.8	158.8
Ratios			
RoE (%)	10.4	13.5	17.0
RoCE (%)	11.5	14.6	17.3
Payout (%)	8.5	8.3	7.4
Valuations			
P/E (x)	63.9	43.1	28.7
P/BV (x)	6.6	5.8	4.9
EV/EBITDA (x)	29.2	21.6	17.1
Div. Yield (%)	0.1	0.2	0.3

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	71.8	71.8	72.6
DII	19.4	19.2	17.9
FII	3.9	4.1	4.4
Others	4.9	4.9	5.0

CMP: INR770 TP: INR893 (+16%) Buy

Plywood segment continues to support performance

A healthy beat driven by plywood segment

- Revenue/EBITDA/PAT jumped 34%/54%/55% YoY in 1QFY27 and were 17-25% ahead of our estimates.
- Plywood segment continued to surprise positively with robust revenue growth of 32% YoY and a strong EBIT margin of 16.5% (up 190bp YoY and 170bp QoQ).
- Revenue in Laminate/MDF/Particle Board segments also grew by a healthy 15%/29%/157% YoY. However, segment margins remained tepid, which management expects to revive with increased capacity utilization.

Key highlights from the management commentary

- A significant increase in RM prices pushed CPBI to increase product prices across segments by 7-12% in Apr'26, along with other industry players. This led to channel stocking in March and drove strong volume growth across segments. However, the company had to roll back price hikes during the quarter in some cases to boost volumes.
- **Plywood** - Capacity utilization is near the optimal level. CPBI aims to improve its Plywood market share from ~10% currently to 15% in the next 3-5 years by delivering a CAGR of 12-15% in segment volume.
- **Laminate** segment is expected to revive strongly, aided by the launch pipeline of refreshed products and realignment of distribution channel.
- **MDF** segment reported a QoQ decline in revenue due to a planned shutdown at one of the two plants for capacity expansion. The company is adding capacities at its existing plants as well as new plants. High discounts prevail in the market despite hefty price hikes.
- **Particle Board** margin is expected to increase with better plant utilization.
- **CFS** is not a core business and CPBI is looking for a strategic partner.
- **Capex**: CPBI is expanding plywood capacities at multiple locations. A 25k cbm capacity at Chennai is expected by Jul'26, followed by an addition at Hoshiarpur in Oct'26. Major capex programs beyond FY28 are not finalized yet. Land is acquired in Uttar Pradesh for Plywood manufacturing, and MDF is still in process. The plans to set up a facility in Odisha for Plywood and Particle Board are still in early stages and will start after two years.

Valuation and view

After a healthy beat in 1Q, we increase our earnings forecast by 3-6% owing to better-than-expected revenue, mainly in the plywood segment. We now expect CPBI to clock a CAGR of 19%/32%/49% in revenue/EBITDA/APAT over FY26-28. RoE/RoCE (pre-tax) is expected to remain muted at ~17% each in FY28 due to the ongoing heavy capex programs. Given CPBI's leadership position in its key building product segments and high earnings growth expectations, we reiterate our BUY rating on CPBI with a TP of INR893, based on 33x FY28E P/E. Any weakness in the Plywood business poses downside risk to our call.

Consolidated quarterly performance

(INR m)

	FY26				FY27				FY26	FY27E	FY27E	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q Est.	%
Net Sales	**11,694**	**13,855**	**13,501**	**14,922**	**15,614**	**17,229**	**16,329**	**17,731**	**53,972**	**66,856**	**13,169**	**19**
YoY Change (%)	16.3	17.1	18.4	24.5	33.5	24.3	21.0	18.8	19.2	23.9	12.6	
Total Expenditure	10,412	12,109	11,798	13,148	13,636	14,993	14,144	15,251	47,468	58,024	11,481	
EBITDA	**1,282**	**1,746**	**1,702**	**1,774**	**1,978**	**2,236**	**2,185**	**2,479**	**6,504**	**8,832**	**1,688**	**17**
Margins (%)	11.0	12.6	12.6	11.9	12.7	13.0	13.4	14.0	12.1	13.2	12.8	
Depreciation	367	476	483	495	541	551	561	571	1,821	2,225	**505**	
Interest	222	311	313	290	296	291	286	281	1,135	1,152	**280**	
Other Income	19	19	17	47	22	24	26	28	102	99	25	
PBT before EO expense	**712**	**979**	**924**	**1,037**	**1,163**	**1,418**	**1,364**	**1,655**	**3,651**	**5,554**	**929**	
Extra-Ord expense	0	0	-76	-1	0	0	0	0	-77	0	0	
PBT	**712**	**979**	**848**	**1,036**	**1,163**	**1,418**	**1,364**	**1,655**	**3,574**	**5,554**	**929**	**25**
Tax	182	269	197	242	330	369	355	430	890	1,484	**232**	
Rate (%)	25.6	27.5	23.3	23.3	28.4	26.0	26.0	26.0	24.9	26.7	25.0	
Minority Interest	-11	-20	-12	-13	-30	-12	-12	-12	-56	-66	-12	
Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	**519**	**689**	**639**	**781**	**803**	**1,037**	**998**	**1,213**	**2,627**	**4,005**	**685**	**17**
Adj PAT	**519**	**689**	**715**	**781**	**803**	**1,037**	**998**	**1,213**	**2,704**	**4,005**	**685**	**17**
YoY Change (%)	8.6	72.4	22.3	48.9	54.9	50.6	39.6	55.2	36.1	48.1	32.0	
Margins (%)	4.4	5.0	5.3	5.2	5.1	6.0	6.1	6.8	5.0	6.0	5.2	

E: MOFSL Estimates

Operating metrics

Y/E March	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	% YoY	% QoQ
Segment Volumes								
Plywood (CBM)	1,13,284	1,11,201	1,31,501	1,24,801	1,39,255	1,41,989	28	2
Laminate (m sheets)	1.9	1.8	2.0	1.7	1.9	1.7	(8)	(10)
MDF Board (CBM)	87,549	84,099	1,13,748	1,11,153	1,21,714	1,02,951	22	(15)
Particle Board (CBM)	14,970	16,302	18,858	36,158	36,182	41,680	156	15
Segment Revenues (INR m)								
Plywood	6,589	6,448	7,545	7,064	7,902	8,546	33	8
Laminate	1,641	1,691	1,958	1,766	1,932	1,962	16	2
MDF	2,672	2,558	3,400	3,234	3,526	3,317	30	(6)
Particle Board	318	333	321	642	667	862	159	29
Avg. Realisation per unit								
Plywood (/ CBM)	58,162	57,988	57,378	56,603	56,742	60,187	4	6
Laminate (/ sheet)	875	920	1,000	1,058	1,036	1,166	27	13
MDF Board (/ CBM)	30,521	30,419	29,887	29,095	28,967	32,222	6	11
Particle Board (/ CBM)	21,222	20,396	17,033	17,755	18,429	20,677	1	12
Adj. EBITDA Margin (%)								
Plywood	14.3	14.6	15.0	15.1	16.1	16.9		
Laminate	1.6	5.9	9.5	7.7	10.3	10.2		
MDF Board	13.2	14.3	13.6	12.1	11.3	7.0		
Particle Board	1.2	1.5	(10.1)	0.4	7.2	3.7		
EBITDA per unit								
Plywood (/CBM)	8,438	8,548	8,737	8,571	9,128	10,221	20	12
Laminate (/ sheet)	15	55	92	84	109	121	118	11
MDF Board (/CBM)	4,070	4,396	4,090	3,535	3,303	2,285	(48)	(31)
Particle Board (/CBM)	254	319	(1,755)	66	1,343	773	142	(42)

Alembic Pharma

Estimate change	⟷
TP change	↑
Rating change	⟷

Bloomberg	ALPM IN
Equity Shares (m)	197
M.Cap.(INRb)/(USDb)	159.1 / 1.7
52-Week Range (INR)	1005 / 635
1, 6, 12 Rel. Per (%)	-3/6/-16
12M Avg Val (INR M)	113

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	73.4	87.1	95.2
EBITDA	11.2	13.8	16.4
Adj. PAT	6.2	7.7	9.7
EBIT Margin (%)	10.9	11.4	12.8
Cons. Adj. EPS (INR)	31.7	39.0	49.6
EPS Gr. (%)	8.8	23.0	27.2
BV/Sh. (INR)	288.7	321.7	365.2
Ratios			
Net D:E	0.2	0.2	0.1
RoE (%)	11.5	12.8	14.4
RoCE (%)	12.2	11.5	12.9
Payout (%)	17.5	15.4	12.1
Valuations			
P/E (x)	25.6	20.8	16.3
EV/EBITDA (x)	18.1	14.7	12.1
Div. Yield (%)	0.6	0.6	0.6
FCF Yield (%)	3.2	3.1	4.3
EV/Sales (x)	2.7	2.3	2.1

Shareholding pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	69.9	69.7	69.7
DII	15.9	16.2	16.5
FII	4.2	4.3	4.0
Others	10.0	9.8	9.9

FII includes depository receipts

CMP: INR809 TP: INR845 (+4%) Neutral

Outperformance in the US drives an earnings beat in 1Q

Limited competition products improve the medium-term outlook

- Alembic Pharma (ALPM) delivered a better-than-expected financial performance with a 12%/19%/13% beat on revenue/EBITDA/PAT for 1QFY27. Strong growth in export formulations and the API segment resulted in a positive earnings surprise for the quarter.
- Specifically, the US sales, which were tracking an average quarterly run rate of USD55-60m for the past four years, surged to USD83m in 1QFY27, driven by limited competition product launches.
- The domestic formulation (DF) segment experienced a gradual uptrend in the specialty sub-segment. The animal health segment sustained its robust growth path in 1QFY27 as well.
- We broadly retain our estimates for FY27/FY28 as improved traction in the US segment (backed by product launches) and currency tailwinds are offset by higher depreciation and tax rates. We value ALPM at 17x 12M forward earnings to arrive at our TP of INR845.
- We expect the earnings growth momentum to strengthen over FY26-28, driving 25% earnings CAGR. This growth will be aided by product launches and scaling up of existing products in focus markets of the US and India. However, the current valuation provides limited upside, and hence we reiterate our **Neutral rating** on the stock.

Operating leverage partially offsets GM pressure

- ALPM's sales grew 25.7% YoY to INR21.5b (our est: INR 19.1b).
- Gross margin contracted 500bp YoY to 71.2%.
- However, EBITDA margin contracted at a lower rate of 100bp YoY to 15.4% due to better operating leverage (employee expenses/other expenses down 265bp/150bp as a % of sales).
- The R&D spending was INR1.9b (8.7% of sales).
- EBITDA grew 18% YoY to INR3.3b (our est: INR2.8b).
- Adj. PAT grew 12% YoY to INR1.7b. (our est: INR1.5b).

Export formulations & API growth offset weakness in the DF segment

- The US generics sales grew 49% YoY to INR7.8b (36% of sales).
- Ex-US generic export sales grew 17% YoY to INR3.8b (18% of sales).
- Domestic formulation (DF) sales grew 7% YoY to INR6.4b (30% of sales).
- API sales grew 33% YoY at INR3.5b (16% of sales).

Key highlights from the management commentary

- On a constant-currency basis, US business grew ~37-38% YoY in 1QFY27. Excluding g-Bosutinib, the US revenue grew 20-25% YoY.
- ALPM raised its FY27 revenue growth guidance to a mid-to-high-teens rate for the US segment.
- ALPM now expects mid-teens YoY growth in revenue on an overall basis.
- ALPM reiterated an EBITDA margin dilution of ~150 bps for FY27.
- The US branded-specialty business is likely to reach breakeven by the end of FY27.
- The India human health business growth is expected to pick up over the next 1-2 quarters following the leadership change.
- Higher depreciation in 1QFY27 was largely attributable to the amortization of intangible assets acquired for the US branded business, with nearly 70-75% of the increase linked to such amortization.

Quarterly performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	vs Est
Net Sales	**17,107**	**19,102**	**18,763**	**18,477**	**21,498**	**21,648**	**22,096**	**21,901**	**73,449**	**87,144**	**19,138**	**12%**
YoY Change (%)	9.5	15.9	10.8	4.4	25.7	13.3	17.8	18.5	10.1	18.6	11.9	
Total Expenditure	14,294	15,945	15,828	16,198	18,179	18,315	18,428	18,419	62,265	73,341	16,343	
EBITDA	**2,813**	**3,157**	**2,935**	**2,279**	**3,319**	**3,334**	**3,668**	**3,482**	**11,184**	**13,803**	**2,794**	**19%**
YoY Change (%)	18.8	31.9	12.8	-16.2	18.0	5.6	25.0	52.8	10.9	23.4	-0.7	
Margins (%)	16.4	16.5	15.6	12.3	15.4	15.4	16.6	15.9	15.2	15.8	14.6	
Depreciation	738	761	801	886	977	940	960	951	3,186	3,828	819	
EBIT	**2,075**	**2,396**	**2,134**	**1,393**	**2,342**	**2,394**	**2,708**	**2,531**	**7,999**	**9,974**	**1,975**	
YoY Change (%)	23.7	42.0	12.2	-31.3	12.8	-0.1	26.9	81.7	9.6	24.7	-4.8	
Interest	235	242	233	226	276	282	274	269	936	1,102	232	
Other Income	65	69	155	255	149	172	181	185	544	687	176	
PBT before EO expense	**1,905**	**2,223**	**2,056**	**1,423**	**2,215**	**2,284**	**2,615**	**2,446**	**7,607**	**9,559**	**1,920**	
Extra-Ord expense	0	0	422	248	0	0	0	0	-670	0	0	
PBT	**1,905**	**2,223**	**1,633**	**1,175**	**2,215**	**2,284**	**2,615**	**2,446**	**6,937**	**9,559**	**1,920**	
Tax	365	400	295	-829	495	466	510	453	231	1,923	384	
Rate (%)	19.1	18.0	18.1	-70.6	22.4	20.4	19.5	18.5	3.3	20.1	20.0	
MI & P/L of Asso. Cos.	-3	-24	8	-23	-11	0	0	0	-42	-11	0	
Reported PAT	**1,544**	**1,847**	**1,330**	**2,027**	**1,731**	**1,818**	**2,105**	**1,994**	**6,748**	**7,647**	**1,536**	
Adj PAT	**1,544**	**1,847**	**1,676**	**1,161**	**1,731**	**1,818**	**2,105**	**1,994**	**6,227**	**7,647**	**1,536**	**13%**
YoY Change (%)	14.6	29.7	21.1	-26.0	12.1	-1.6	25.6	71.7	8.8	22.8	-0.5	
Margins (%)	9.0	9.7	8.9	6.3	8.1	8.4	9.5	9.1	8.5	8.8	8.0	
EPS	**7.9**	**9.4**	**8.5**	**5.9**	**8.8**	**9.2**	**10.7**	**10.1**	**31.7**	**39.0**	**7.8**	

E: MOFSL Estimates

Dr. Agarwal's Health Care

Estimate change	↑
TP change	⟷
Rating change	⟷

Bloomberg	AGARWALE IN
Equity Shares (m)	317
M.Cap.(INRb)/(USDb)	156.5 / 1.6
52-Week Range (INR)	568 / 401
1, 6, 12 Rel. Per (%)	2/14/9
12M Avg Val (INR M)	105

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	20.8	25.6	31.3
EBITDA	5.7	7.1	8.7
Adjusted PAT	1.3	1.8	2.6
EBIT Margin (%)	14.1	15.0	16.3
Cons. Adj EPS (INR)	4.2	5.8	8.4
EPS Growth (%)	59.0	37.5	45.2
BV/Share (INR)	64.7	70.5	78.9
Ratios			
Net D-E	-0.1	-0.2	-0.2
RoE (%)	6.8	8.6	11.3
RoCE (%)	8.9	10.6	12.9
Payout (%)	0.0	0.0	1.0
Valuations			
P/E (x)	117.0	85.0	58.6
EV/EBITDA (x)	27.2	21.8	17.5
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	-6.4	4.4	2.9
EV/Sales (x)	7.5	6.0	4.9

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	32.3	32.4	32.4
DII	27.8	27.9	26.6
FII	37.9	37.9	39.2
Others	2.0	1.9	1.9

FII includes depository receipts

CMP: INR494 TP: INR620 (+26%) Buy

Healthy start; growth broadens across the network

Strong SSSG and rapid network expansion

- Dr. Agarwal Healthcare (DAHL) delivered better-than-expected financial performance with a 4%/8% beat on revenue/EBITDA. The PAT beat was much higher (23%) due to further support from lower tax rate.
- There was robust YoY growth across centers, both mature (3+ years into operations) and emerging facilities. DAHL reported 16.3% same store sales growth (SSSG) for all facilities set-up/acquired up to FY23. Facilities that commenced operations in FY24/FY25 witnessed 19.6%/38.6% YoY revenue growth in 1QFY27.
- Growth was backed by sustained momentum in the number of surgeries performed, supported by healthy improvement in realization.
- Region-wise, the newer North region continued to witness strong YoY growth in surgeries (+37% YoY), while South, West, and East India recorded ~13% YoY growth.
- We raise our estimates by 5%/2% for FY27/FY28, factoring in: a) an increased share of higher-end surgeries, and b) faster addition of new facilities.
- We value DAHL at 25x EV/EBITDA for the surgery business, 15x EV/EBITDA for the opticals business, and 10x EV/EBITDA for the pharmacy business, adjusted for its stake in Dr. Agarwal Eye Hospital/Thind hospital), and arrive at a TP of INR620.

Operational leverage supports earnings growth

- DAHL's 1QFY27 revenue grew 26% YoY to INR6.1b (our estimate: INR5.9b).
- EBITDA margin expanded 160bp YoY to 27.8% (our estimate: 26.7%).
- Consequently, EBITDA grew 33.3% YoY to INR1.7b (our estimate: INR1.6b).
- PAT came in at INR452m in 1QFY27, up 50.5% YoY from INR301m in 1QFY26.

Surgical business continues to anchor growth

- Surgeries grew 26.7% YoY to INR4b (66% of overall revenue).
- Diagnosis, Consultations, and Others grew 14.5% YoY to INR737m (12% of overall revenue).
- Opticals, Contact Lens, and Accessories grew 32.8% YoY to INR835m (14% of overall revenue).
- Eye Care Related Pharma Products grew 27.5% YoY to INR522m (8% of overall revenue).
- The company added 18 new facilities in 1QFY27, expanding its network to 304 facilities.
- Number of Surgeries increased 15.5% YoY to 91,082 in 1QFY27, while Average Revenue per Surgery increased 9.8% YoY to INR44,426.

Highlights from the management commentary

- The 16% SSSG was equally driven by volume and value growth. Premiumization was the primary driver of higher realizations, while volume growth was driven by higher patient footfalls/OPD (6%) and by conversion to surgeries (2%).
- 18 new facilities included 1 tertiary facility in Thane and 15 secondary facilities (four in Maharashtra, two each in TN, Delhi, and Kerala, one each in Punjab, Rajasthan, Telangana, Andhra Pradesh, and Uttar Pradesh). DAHL launched primary facilities in J&K and Tamil Nadu.
- High-end surgeries formed 29% of total cataract surgeries for the quarter.
- The merger with Dr. Agarwal Eye Hospital is expected to be completed by mid-November.
- Leadership changes in Gujarat led to considerable revenue growth in Gujarat.
- There has been a strong recovery in revenue from the Punjab/Haryana facilities, which were impacted by floods in the previous year.

Quarterly performance

Y/E March	FY26				FY27E				FY26	FY27E	FY27	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	vs Est
Net Sales	**4,874**	**4,987**	**5,299**	**5,641**	**6,140**	**6,129**	**6,516**	**6,841**	**20,801**	**25,626**	**5,923**	**3.7%**
YoY Change (%)	20.8	19.7	23.0	22.6	26.0	22.9	23.0	21.3	21.6	23.2	21.5	
Total Expenditure	3,596	3,626	3,858	4,026	4,436	4,468	4,731	4,939	15,105	18,574	4,341	
EBITDA	**1,279**	**1,361**	**1,441**	**1,615**	**1,704**	**1,661**	**1,785**	**1,902**	**5,696**	**7,052**	**1,581**	**7.8%**
YoY Change (%)	23.3	27.3	31.5	21.4	33.3	22.0	23.9	17.8	25.7	23.8	23.7	
Margins (%)	26.2	27.3	27.2	28.6	27.8	27.1	27.4	27.8	27.4	27.5	26.7	
Depreciation	630	679	688	767	783	766	815	855	2,762	3,219	744	
EBIT	**649**	**683**	**754**	**848**	**921**	**895**	**971**	**1,047**	**2,933**	**3,833**	**837**	
YoY Change (%)	34.7	37.2	46.6	16.8	41.9	31.0	28.8	23.4	32.1	30.7	29.0	
Margins (%)	13.3	13.7	14.2	15.0	15.0	14.6	14.9	15.3	14.1	15.0	14.1	
Interest	247	226	211	221	234	254	247	241	905	976	254	
Other Income	134	79	105	126	64	69	70	68	444	271	127	
PBT before EO expense	**536**	**537**	**648**	**753**	**751**	**710**	**795**	**873**	**2,473**	**3,129**	**710**	
Extra-Ord expense	0	0	0	-13	0	0	0	0	13	0	0	
PBT	**536**	**537**	**648**	**766**	**751**	**710**	**795**	**873**	**2,486**	**3,129**	**710**	
Tax	155	172	211	267	201	213	242	253	805	910	241	
Rate (%)	29.0	32.0	32.6	34.8	26.8	30.0	30.5	29.0	32.4	29.1	34.0	
MI & P/L of Asso. Cos.	80	68	99	103	98	100	100	100	350	399	100	
Reported PAT	**301**	**297**	**337**	**397**	**452**	**396**	**452**	**519**	**1,332**	**1,820**	**368**	
Adj PAT	**301**	**297**	**337**	**388**	**452**	**396**	**452**	**519**	**1,323**	**1,820**	**368**	**22.8%**
YoY Change (%)	148.3	79.5	80.3	8.4	50.5	33.5	33.9	33.7	59.0	37.5	22.5	
Margins (%)	6.2	6.0	6.4	6.9	7.4	6.5	6.9	7.6	6.4	7.1	6.2	
EPS	**1.0**	**0.9**	**1.1**	**1.2**	**1.4**	**1.3**	**1.4**	**1.7**	**4.2**		**1.2**	**22.9%**

E: MOFSL Estimates

Jain resources

Estimate change	
TP change	
Rating change	

Bloomberg	JAINREC IN
Equity Shares (m)	345
M.Cap.(INRb)/(USDb)	111.6 / 1.2
52-Week Range (INR)	594 / 248
1, 6, 12 Rel. Per (%)	-13/-16/-
12M Avg Val (INR M)	1293

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	95.4	141.0	169.8
Adj. EBITDA	5.6	6.9	8.9
Adj. EBITDA Margin (%)	3.5	4.9	6.5
Adj. PAT	5.9	4.9	5.3
Cons. Adj. EPS (INR)	10.2	14.2	18.7
EPS Gr. (%)	58.8	39.0	32.1
BV/Sh. (INR)	45.2	59.4	78.2
Ratios			
Net D:E	0.6	0.6	0.4
RoE (%)	30.8	27.1	27.2
RoCE (%)	18.9	17.7	18.6
Valuations			
P/E (x)	31.6	22.8	17.0
EV/EBITDA (x)	21.8	18.1	13.8

Shareholding pattern (%)

As on	Jun-26	Mar-26
Promoter	73.6	73.6
DII	9.7	10.1
FII	1.2	3.0
Others	15.5	13.3

Note: FII includes depository receipts

CMP: INR323 TP: INR460 (+42%) Buy

West Asia crisis hurts scrap availability

Operating performance below our estimate

- Jain Resource Recycling (JAINREC) reported an EBITDA growth of 22% YoY despite constrained scrap availability and elevated logistics costs. Revenue grew 76% YoY to INR27.2b (blended volume/realization flat/74%), led by a 2.5x YoY surge in the copper businesses.
- **A key positive factor for the quarter was the sharp improvement in ex-anode copper's EBITDA/MT, which surged 2.3x QoQ to INR32.3k, and lead's EBITDA/MT, which also improved 24%/6% YoY/QoQ to INR18.7k.** However, lead volumes were hurt by scrap shortages arising from the West Asian crisis and commissioning-related costs associated with the new anode plant. These factors resulted in a miss vs. our estimates.
- We expect value-added copper products to enhance profitability, with potential incremental EBITDA of ~INR25,000/MT at full utilization. An improving domestic scrap sourcing network, expected increase in raw material availability, and regulatory tailwinds are expected to be key growth drivers for the company.
- Factoring in lower-than-estimated 1QFY27 earnings, we reduce our FY27/FY28 earnings estimates by 10%/9%. **We reiterate our BUY rating on the stock with a TP of INR460 (premised on 25x FY28E EPS).**

Healthy EBITDA growth, though volumes remain under pressure

- Consolidated revenue grew 76% YoY to INR27.2b (est. INR24.5b) in 1Q.
- EBITDA grew 22% YoY to INR1.1b (est. INR1.4b). EBITDA margin dipped ~180bp YoY to 4% (est. 5.7%) due to a gross margin contraction of 380bp YoY to 6.2%. Blended EBITDA/MT grew 21% YoY to INR22,340 in 1QFY27.
- Adj. PAT grew 21% YoY to INR696m (est. INR921m).
- Lead business revenue grew 10% YoY to INR7.9b in 1Q. Volumes stood at 32.2KMT (down 12% YoY), and EBITDA/MT was INR18,660 (+24% YoY).
- Copper business revenue grew 2.6x YoY to INR18.4b, volumes stood at 14.7KMT (up 73% YoY), and EBITDA/MT stood at INR31,027 (-19% YoY).
- Aluminum business revenue declined 20% YoY to INR714m. Volumes stood at 2.2KMT, down 38% YoY. EBITDA/MT grew 2.6x YoY to INR21,197.

Highlights from the management commentary

- **Copper**: During 1QFY27, JAINREC commissioned its copper anode facility (sold ~600MT), while the copper cathode (in 2QFY27), wire rod, and busbar/profile (in 3QFY27) project commissioning remain on track. The C&Y JV has commenced trial production, further strengthening copper processing capabilities (25kMT copper capacity). Management expects a healthy FY27 copper volume growth, with value-added products expected to add ~200bp to copper margins and generate incremental EBITDA of ~INR25k/MT upon stabilization.

- **Lead:** Lead sales volumes remained under pressure due to West Asia-led raw material shortages. The company has strengthened domestic sourcing to reduce import dependence and expects scrap availability to improve once geopolitical conditions normalize. Management is targeting a 15-20% increase in lead recycling capacity and expects FY27 lead volumes to improve, while the recent furnace incident is unlikely to impact production materially.
- **Telecom infra opportunity**: The company has expanded its scope to participate in telecom infrastructure projects, leveraging its existing expertise in the removal of redundant underground copper cables. Management sees optical fiber deployment as a natural adjacent opportunity as telecom operators increasingly replace legacy copper networks.

Valuation and view

- As a leading player in India's rapidly growing recycling industry, JAINREC is on a growth trajectory, aided by rising demand for recycled/green metals and a regulatory shift favoring organized players, along with the growth of demand for lead and copper in India outpacing global demand growth.
- Further, to move up the value chain and capitalize on the strong long-term demand outlook for copper, driven by renewable energy, data centers, and EVs, JAINREC is focusing on higher-value copper products, which are expected to expand margins and improve earnings visibility.
- We expect a CAGR of 33%/26%/36% in revenue/EBITDA/PAT over FY26-28. **We value the stock at 25x FY28 EPS to arrive at our TP of INR460; reiterate BUY.**

Consolidated - Quarterly Earnings Model (INR m)

	FY26				FY27				FY26	FY27E	FY27	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	Var
Gross Sales	**15,493**	**21,137**	**27,752**	**31,050**	**27,245**	**31,715**	**43,993**	**38,042**	**95,431**	**1,40,995**	**24,474**	**11%**
YoY Change (%)	3.5	51.8	55.8	76.4	75.9	50.0	58.5	22.5	48.4	47.7	39.1	
Gross Profit	1,560.9	2,344.5	2,822.4	1,461.9	1,697.2	2,854.4	4,399.3	3,738.6	8,189.7	12,689.5	1,957.9	
Total Expenditure	14,592	19,537	25,763	29,950	26,149	30,014	41,769	36,121	89,842	1,34,054	23,086	
EBITDA	**901**	**1,600**	**1,989**	**1,100**	**1,095**	**1,701**	**2,224**	**1,920**	**5,589**	**6,941**	**1,387**	**-21%**
Margins (%)	5.8	7.6	7.2	3.5	4.0	5.4	5.1	5.0	5.9	4.9	5.7	
Depreciation	30	33	38	44	44	46	52	53	145	195	45	
Interest	162	275	258	262	189	240	320	388	957	1,137	267	
Other Income	72	61	54	97	91	127	176	190	284	584	95	
PBT before EO expense	**780**	**1,353**	**1,747**	**890**	**954**	**1,542**	**2,028**	**1,669**	**4,770**	**6,193**	**1,170**	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	**780**	**1,353**	**1,747**	**890**	**954**	**1,542**	**2,028**	**1,669**	**4,770**	**6,193**	**1,170**	
Tax	203	359	449	227	245	329	432	356	1,239	1,362	257	
Rate (%)	26.0	26.6	25.7	25.5	25.7	21.3	21.3	21.3	26.0	22.0	22.0	
Minority Interest & P/Lof Asso. Cos.	-2	-2	-3	-3	-13	20	25	34	-9	66	8	
Reported PAT	**575**	**992**	**1,295**	**660**	**696**	**1,233**	**1,621**	**1,347**	**3,522**	**4,897**	**921**	
Adj PAT	**575**	**992**	**1,295**	**660**	**696**	**1,233**	**1,621**	**1,347**	**3,522**	**4,897**	**921**	**-24%**
YoY Change (%)	-4.2	77.7	150.2	21.8	21.0	24.3	25.2	104.0	58.8	39.0	60.1	
Margins (%)	3.7	4.7	4.7	2.1	2.6	3.9	3.7	3.5	3.7	3.5	3.8	

Alkyl Amines Chemicals

Estimate changes	↑
TP change	↑
Rating change	↔

Bloomberg	AACL IN
Equity Shares (m)	51
M.Cap.(INRb)/(USDb)	98.3 / 1
52-Week Range (INR)	2340 / 1212
1, 6, 12 Rel. Per (%)	4/26/-15
12M Avg Val (INR M)	212

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	15.4	17.6	18.4
EBITDA	2.8	3.6	3.8
PAT	1.8	2.4	2.5
EPS (INR)	35.2	47.4	48.8
EPS Gr. (%)	-3.3	34.9	2.8
BV/Sh.(INR)	299.5	333.9	369.2
Ratios			
Net D:E	-0.1	-0.2	-0.3
RoE (%)	12.3	15.0	13.9
RoCE (%)	11.6	14.1	13.2
Payout (%)	27.5	27.5	27.5
Valuations			
P/E (x)	55.0	40.7	39.6
P/BV (x)	6.5	5.8	5.2
EV/EBITDA (x)	34.1	26.2	24.9
Div. Yield (%)	0.5	0.7	0.7
FCF Yield (%)	1.1	2.1	2.3

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	72.0	72.1	72.0
DII	3.1	3.0	2.6
FII	3.5	3.5	3.3
Others	21.4	21.5	22.1

FII includes depository receipts

CMP: INR1,921 TP: INR1,950 (+1%) Neutral

Improving demand and margin expansion drive earnings

Strong performance on all fronts

- Alkyl Amines Chemicals (AACL) reported a robust operating performance in 1QFY27, with EBITDA increasing 74% YoY. Effective pass-through of raw material costs, coupled with higher operating leverage, led to a 640bp YoY expansion in EBITDA margin to 25.3%.
- We expect growth momentum to improve steadily, driven by rising demand from the pharma segment, particularly peptides, along with healthy demand from agrochemicals and rubber chemicals. Growth will also be supported by the company's focus on expanding market share in existing products and foraying into new product categories.
- On the back of robust operating performance, we increase our FY27/FY28 earnings estimates by 28%/17% and value the stock at 40x FY28E EPS to arrive at a TP of INR1,950. **Reiterate Neutral.**

Broad-based outperformance across revenue and profitability

- Revenue grew 30% YoY and 36% QoQ to INR5.2b (est. INR4.2b), while gross margin expanded 340bp YoY and 340bp QoQ to 49.2%.
- EBITDA margin expanded 640bp YoY and 700bp QoQ to 25.3% (est. 17.2%). Employee costs as a percentage of sales stood at 6.9% (vs. 6.7% in 1QFY26), while other expenses stood at 17.1% vs. 20.2% in 1QFY26.
- EBITDA stood at INR1.3b (est. INR732m), rising 74% YoY but declining 89% QoQ.
- Adjusted PAT stood at INR946m (est. INR473m), rising 91% YoY and 2.1x QoQ.

Valuation and view

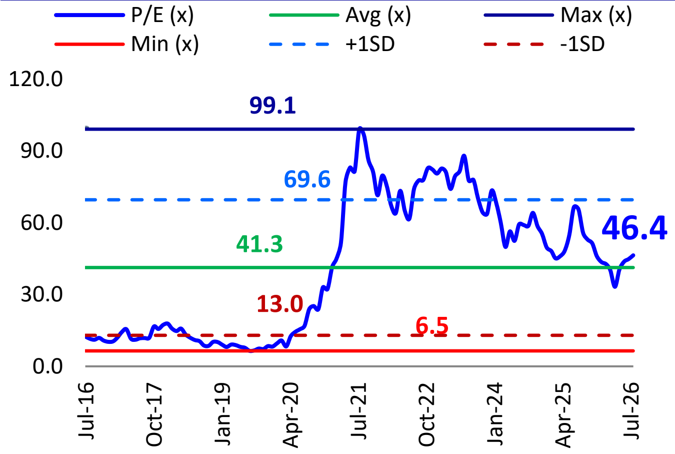
- We expect AACL's growth to be aided by: i) the planned commercialization of a new product at the Kurkumbh facility in 2QFY27, ii) additional products in the R&D pipeline, iii) the anti-dumping duty on acetonitrile, iv) scope for higher capacity utilization, driving operating leverage, v) rising demand from the pharma segment, and 6) in-house R&D facility's continued development of high-quality products.
- We estimate a CAGR of 11%/16%/19% in revenue/EBITDA/PAT over FY26-28 and increase our FY27/FY28 earnings estimates by 28%/17%. We value the stock at 40x FY28E EPS to arrive at a TP of INR1,950. **Reiterate Neutral.**

Standalone - Quarterly Snapshot

(INR m)

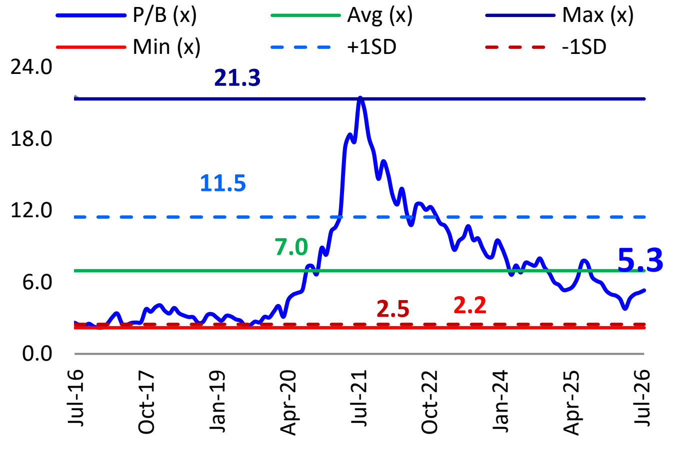
Y/E March	FY26				FY27				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Gross Sales	**4,055**	**3,894**	**3,540**	**3,869**	**5,280**	**4,206**	**3,894**	**4,179**	**15,359**	**17,558**	**4,258**	**24%**
YoY Change (%)	*1.5*	*-6.1*	*-4.6*	*0.2*	*30.2*	*8.0*	*10.0*	*8.0*	*-2.3*	*14.3*	*5.0*	
Total Expenditure	3,290	3,192	2,868	3,162	3,944	3,428	3,154	3,385	12,512	13,911	3,526	
Gross Margin (%)	*45.8%*	*47.3%*	*47.9%*	*45.8%*	*49.0%*	*49.3%*	*49.5%*	*0.0%*	*46.7%*	*49.3%*	*44.7%*	
EBITDA	**766**	**702**	**672**	**707**	**1,336**	**778**	**740**	**794**	**2,846**	**3,648**	**732**	**82%**
Margin (%)	*18.9*	*18.0*	*19.0*	*18.3*	*25.3*	*18.5*	*19.0*	*19.0*	*18.5*	*20.8*	*17.2*	
Depreciation	179	182	177	179	178	190	195	199	717	762	185	
Interest	3	3	2	3	4	1	1	1	12	7	1	
Other Income	80	74	80	83	93	85	85	86	317	349	85	
PBT before EO expense	**663**	**591**	**572**	**608**	**1,247**	**672**	**629**	**680**	**2,435**	**3,227**	**631**	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	**663**	**591**	**572**	**608**	**1,247**	**672**	**629**	**680**	**2,435**	**3,227**	**631**	
Tax	169	162	150	154	300	169	158	171	635	799	159	
Rate (%)	*25.5*	*27.4*	*26.2*	*25.4*	*24.1*	*25.2*	*25.2*	*25.2*	*26.1*	*24.7*	*25.2*	
Adj PAT	**494**	**429**	**423**	**454**	**946**	**503**	**471**	**509**	**1,800**	**2,428**	**473**	**100%**
YoY Change (%)	*1.2*	*-9.5*	*-3.4*	*-1.5*	*91.4*	*17.1*	*11.4*	*12.1*	*-3.3*	*34.9*	*-4.4*	
Margin (%)	*12.2*	*11.0*	*11.9*	*11.7*	*17.9*	*12.0*	*12.1*	*12.2*	*11.7*	*13.8*	*11.1*	

One-year forward P/E trend



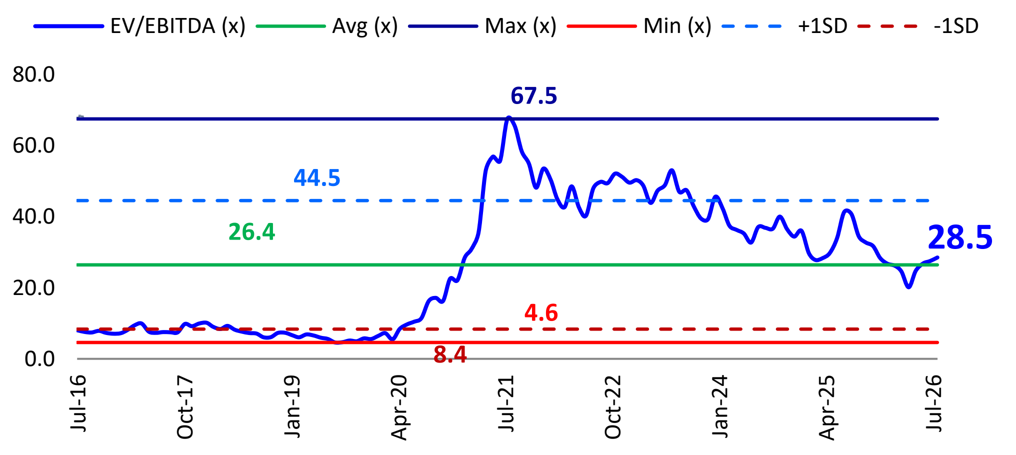
Source: Company, MOFSL

One-year forward P/B trend



Source: Company, MOFSL

One-year forward EV/EBITDA trend



4 August 2026

1QFY27 Results Update | Sector: Real Estate

Sri Lotus Developers & Realty

Estimate change	⟷
TP change	↑
Rating change	⟷

Bloomberg	LOTUSDEV IN
Equity Shares (m)	489
M.Cap.(INRb)/(USDb)	94.6 / 1
52-Week Range (INR)	219 / 102
1, 6, 12 Rel. Per (%)	29/32/-
12M Avg Val (INR M)	464

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	7.7	11.5	17.3
EBITDA	2.8	4.0	6.1
EBITDA (%)	36.5	35.0	35.2
Net profit	2.4	3.5	5.2
EPS (INR)	4.9	7.2	10.6
EPS Growth (%)	4.3	47.4	48.5
BV/Share (INR)	39.1	45.8	55.9
Ratios			
Net D/E	-0.4	-0.3	-0.3
RoE (%)	16.7	16.9	20.9
RoCE (%)	15.8	16.6	21.2
Payout (%)	10.3	7.0	4.7
Valuations			
P/E (x)	39.8	27.0	18.2
P/BV (x)	4.9	4.2	3.5
EV/EBITDA (x)	31.1	21.6	14.4
Div Yield (%)	0.3	0.3	0.3

Shareholding Pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	81.9	81.9	81.9
DII	1.7	1.6	3.1
FII	1.2	1.0	2.0
Others	15.2	15.5	13.0

CMP: INR194 TP: INR230 (+19%) Buy

Growth visibility remains strong

Robust pre-sales growth in 1Q, supported by sustenance inventory

LOTUSDEV reported a strong operational performance in 1QFY27, with pre-sales increasing 5.7x YoY to INR4.1b, 37% above our estimate. Lotus Celestia, launched in Mar'26, was the key contributor, accounting for ~68% (INR2.7b) of quarterly pre-sales. In 1QFY27, the company launched Lotus Trident (Andheri West) and Lotus Aquaria (Prabhadevi), with a combined GDV of INR13.5b. As both projects were launched toward the end of June, their contribution to 1QFY27 pre-sales was limited. However, we expect strong contribution from these projects in 2Q.

BD continues; upcoming launches to propel pre-sales growth

The company has a healthy pipeline of projects, with four launches planned over the remaining of FY27—Lotus Aurelia (Bandra), Lotus Sky Plaza (Prabhadevi), Lotus Portfino (Versova), and Lotus Odyssey (Andheri West)—aggregating INR35-40b of GDV. As of 1QFY27, the company had a residential portfolio comprising ongoing projects with a GDV of INR45-47b and an upcoming pipeline with a GDV of INR75-78b. The company also has an upcoming commercial portfolio with a GDV of INR47-52b. Additionally, it recently secured a commercial redevelopment project in Juhu with a GDV of INR16b. Collectively, these projects offer a pre-sales potential of INR180-190b, providing a comfortable growth visibility over the medium term. We bake in a 56% CAGR in pre-sales over FY26-28E, reaching INR28b.

Strong collections; balance sheet remains sturdy

Collections more than doubled to INR1.5b (+114% YoY) in 1QFY27, which was in line with our estimates. With healthy progress in the construction activity and upcoming launches, we expect collections to post a 93% CAGR, reaching INR14b over FY26-28. LOTUSDEV has maintained a robust balance sheet, with net cash standing at INR6.2b as of 1QFY27.

P&L performance

Revenue increased 116% YoY to INR1.3b, while EBITDA (6% miss on our estimates) grew 63% YoY to INR0.5b. EBITDA margin stood at 36.4%. PAT increased 77% YoY to INR0.5b.

Valuation and view

- LOTUSDEV delivered a 59% pre-sales CAGR over FY22-26. With a healthy project pipeline, pre-sales and collections are expected to remain at a higher level over the medium term. Further, the company has continued its business development efforts, and we expect more projects to be added in the coming quarters, providing further growth visibility.
- **Hence, we assign a 50% NAV premium to reflect the company's future growth potential and reiterate our BUY rating with a TP of INR230, indicating a 19% potential upside.**

Quarterly Performance

Y/E March	FY26				FY27E				FY26	FY27	FY27 1Q Est.	1QE Var. (%/bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	**613**	**1,761**	**2,240**	**3,075**	**1,323**	**1,749**	**3,003**	**5,447**	**7,690**	**11,523**	**1,509**	-12%
YoY Change (%)	-49.2	43.5	92.7	61.8	115.8	-0.7	34.0	77.1	649.6	590.5	146.0	
Total Expenditure	319	1,257	1,446	1,862	842	1,173	1,974	3,501	4,884	7,490	997	
EBITDA	**295**	**504**	**794**	**1,213**	**481**	**576**	**1,029**	**1,946**	**2,806**	**4,033**	**512**	-6%
Margins (%)	48.0	28.6	35.5	39.4	36.4	32.9	34.3	35.7	36.5	35.0	33.9	*246bps*
Depreciation	4	4	4	4	4	4	4	7	17	18	4	
Interest	5	5	5	5	5	5	6	5	19	21	5	
Other Income	68	127	158	145	136	135	232	387	498	891	116	
PBT before EO expense	**353**	**622**	**943**	**1,349**	**609**	**702**	**1,252**	**2,321**	**3,267**	**4,885**	**618**	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	**353**	**622**	**943**	**1,349**	**609**	**702**	**1,252**	**2,321**	**3,267**	**4,885**	**618**	-2%
Tax	95	159	241	340	152	179	320	596	834	1,247	158	
Rate (%)	27.0	25.5	25.5	25.2	24.9	25.5	25.5	25.7	25.5	25.5	25.5	
MI & P/L of Asso. Cos.	-2	-2	-5	-53	-3	-22	-37	-81	-62	-142	-19	
Reported PAT	**256**	**462**	**697**	**956**	**455**	**501**	**895**	**1,644**	**2,371**	**3,495**	**442**	3%
Adj PAT	**256**	**462**	**697**	**956**	**455**	**501**	**895**	**1,644**	**2,371**	**3,495**	**442**	3%
YoY Change (%)	-36.1	-8.4	36.2	11.5	77.6	8.6	28.4	72.0	1,733.8	2,000.2	72.6	
Margins (%)	41.8	26.2	31.1	31.1	34.4	28.7	29.8	30.2	30.8	30.3	29.3	

Source: Company, MOFSL.

Safari Industries

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	SII IN
Equity Shares (m)	49
M.Cap.(INRb)/(USDb)	73.7 / 0.8
52-Week Range (INR)	2507 / 1363
1, 6, 12 Rel. Per (%)	-9/-23/-28
12M Avg Val (INR M)	121
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	Jun-26	Mar-26	Jun-25
Promoter	44.7	44.7	45.4
DII	28.3	28.3	24.7
FII	10.6	10.8	13.1
Others	16.5	16.2	16.9

CMP: INR1,505 TP: INR2,250 (+50%) Buy

Revenue in line, driven by higher volumes

Safari Industries (SII) delivered in-line revenue performance in 1QFY27. Revenue grew 11.5% to INR5.9b, supported by ~10% YoY volume growth. EBITDA declined 4.9% YoY to INR754m, while PAT also followed a similar trend, declining 5.4% to INR478m. Higher raw material prices impacted margins in 1QFY27, resulting in gross margin contraction (-120bp YoY). April and May witnessed weaker performance due to subdued wedding-related demand, while growth recovered strongly in June. Our online luggage price tracker indicates that Safari (6% price hike), along with newer D2C brands (Mokobara, HRX), raised prices by 10-20% over the past month. These hikes have been sustained through the current month, a positive read for the sector. We expect SII's revenue momentum to outpace the industry (16% CAGR), driven by the addition of 0.15m pieces per month of capacity at its Jaipur plant. EBITDA margins are likely to remain in the ~13.5-14.0% range over the next two years. The Board has appointed Mr. Aditya Bhargava (22 years of experience) as the CFO, effective 4th August 2026.

Higher volumes driving growth

SII's revenue grew 11.5% YoY to INR5.9b in 1QFY27, driven by strong volume growth of ~10% YoY. Raw material costs for Polypropylene/Polycarbonate rose 10-15% due to the West Asia crisis. However, based on our channel checks, the company has taken a price hike of ~6%. Demand during the quarter was impacted by fewer wedding dates (24 days in 1QFY27 vs. 29 days in 1QFY26), primarily due to Adhik Maas. The offline channel delivered low-single-digit growth, while e-commerce (~45%) grew in mid-teens. The premium portfolio forms 5% of sales, and management expects to post a 25%+ CAGR over FY26-28.

Raw material inflation impacting margins

In 1Q, gross margin contracted ~120bp YoY and 480bp QoQ to 44.6% on account of higher raw material prices (Polypropylene- PP and Polycarbonate- PC). EBITDA declined 4.9% to INR754m, with EBITDA margin settling at 12.8% (-220bp YoY and -25bp QoQ). EBIT declined 8.8% to INR564m, primarily due to higher depreciation (+9.2%). PAT declined 5.4% to INR478m despite higher other income (+24.1%) and elevated interest costs (+15.0%). 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) introducing new SKUs, and 3) adding 4-5 EBOs every month. We believe SII's revenue momentum is likely to outpace the industry (16% CAGR), driven by the capacity addition at the Jaipur plant, while EBITDA margins are likely to be in the range of ~13.5-14.0% over the next two years. 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. We reiterate 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 aggressive discounting by regional competitors.

Console Qtrly performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	1Q FY27E	v/s Est (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Net Sales	**5,278**	**5,336**	**5,124**	**4,733**	**5,886**	**6,136**	**5,995**	**5,600**	**20,470**	**23,617**	**5,991**	**-2%**
YoY Change (%)	17.3	16.5	15.7	12.4	11.5	15.0	17.0	18.3	15.5	15.4	13.5	
Gross Profit	**2,416**	**2,511**	**2,382**	**2,335**	**2,623**	**2,835**	**2,925**	**2,764**	**9,643**	**11,147**	**2,696**	**-3%**
Total Expenditure	4,486	4,595	4,567	4,115	5,132	5,338	5,155	4,772	17,762	20,397	5,272	-3%
EBITDA	**793**	**740**	**557**	**618**	**754**	**798**	**839**	**828**	**2,708**	**3,219**	**719**	**5%**
Margin (%)	15.0	13.9	10.9	13.1	12.8	13.0	14.0	14.8	13.2	13.6	12.0	
Depreciation	174	176	177	179	190	193	195	202	706	780	192	-1%
Interest	22	21	23	20	25	19	21	14	86	80	20	25%
Other Income	58	58	61	71	72	63	67	63	248	265	64	13%
PBT before EO items	**654**	**601**	**417**	**491**	**611**	**648**	**690**	**675**	**2,163**	**2,624**	**571**	**7%**
Extraordinary Inc / (Exp)	0	0	0	0	0	0	0	0	0	0	0	
PBT	**654**	**601**	**417**	**491**	**611**	**648**	**690**	**675**	**2,163**	**2,624**	**571**	**7%**
Tax	150	133	89	116	133	156	166	176	486	630	135	-1%
Rate (%)	22.8	22.1	21.2	23.6	21.8	24.0	24.0	26.0	22.4	24.0	23.6	
JV and Associates	0	0	0	0	0	0	0	0			0	
Reported PAT	**505**	**469**	**329**	**375**	**478**	**493**	**525**	**499**	**1,678**	**1,994**	**436**	**10%**
Adj PAT	**505**	**469**	**329**	**375**	**478**	**493**	**525**	**499**	**1,678**	**1,994**	**436**	**10%**
YoY Change (%)	13.7	58.0	5.6	-0.3	-5.4	5.2	59.5	33.3	17.5	18.9	-13.7	
Margin (%)	9.6	8.8	6.4	7.9	8.1	8.0	8.8	8.9	8.2	8.4	7.3	

Exhibit 1: Changes to our estimates (INR m)

INR m	Old		New		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	23,617	27,526	23,617	27,526	0.0	0.0
EBITDA	3,219	3,861	3,219	3,861	0.0	0.0
EBITDA margin %	*13.6*	*14.0*	*13.6*	*14.0*		
PAT	1,994	2,423	1,994	2,423	0.0	0.0
EPS	40.7	49.5	40.7	49.5	0.0	0.0

Source: MOFSL, Company

Unimech Aerospace

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	UNIMECH IN
Equity Shares (m)	51
M.Cap.(INRb)/(USDb)	67.9 / 0.7
52-Week Range (INR)	1378 / 695
1, 6, 12 Rel. Per (%)	14/38/20
12M Avg Val (INR M)	100

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	2.4	5.1	7.3
EBITDA	0.8	1.8	2.6
Adj. PAT	0.6	1.3	1.7
Adj. EPS (INR)	12.4	25.2	32.7
EPS Gr. (%)	-24.2	102.2	30.0
BV/Sh. (INR)	145.0	170.2	202.9
Ratios			
RoE (%)	8.6	14.8	16.1
RoCE (%)	11.9	15.6	17.8
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	107.1	53.0	40.8
P/BV (x)	9.2	7.8	6.6
EV/EBITDA (x)	84.0	38.0	26.2
Div. Yield (%)	0.0	0.0	0.0

Shareholding pattern (%)

As On	Jun-26	Mar-26	Dec-25
Promoter	79.8	79.8	79.8
DII	5.6	6.0	6.5
FII	0.4	0.4	0.4
Others	14.2	13.8	13.3

Click here to access our initiating covarge report dated 16-July-2026.

CMP: INR1,334 TP: INR1,635 (+23%) Buy

Strong all-round performance; on a rapid growth path

Revenue/EBITDA/PAT surge 71%/98%/46% YoY in 1QFY27

Unimech Aerospace (UNIMECH) reported strong results in 1QFY27 as its consolidated revenue/EBITDA/APAT surged 71%/98%/46% YoY. Revenue growth was driven by 35% growth in the organic business, mainly aero tooling, and INR220m additional revenue from Hobel Bellow's two-month consolidation. EBITDA margin stood high at 36.5%. Other income declined 36% YoY and 50% QoQ as IPO money got deployed in the Hobel Bellows acquisition. Despite this, PAT margin was high at ~26%.

Key highlights from the management commentary

- **UNIMECH expects coming quarters to be even stronger** given a robust order book of INR2.8b, a healthy order pipeline, expanding customer relationships, and sustained margin discipline. 2H will see increased execution in the PCA segment, including nuclear orders.
- It expects gross margin at ~65% and EBITDA margin at 35%+ in FY27.
- **The Board passed an enabling resolution for an INR7.5b QIP.** This will help to meet the promoter's minimum shareholding criteria of 75% and also to make it flexible in cashing in on any opportunity that comes its way.
- Aerospace, semiconductor, and energy are the emerging key focus sectors.
- UNIMECH has signed a long-term supply agreement with FACC Operations GmbH, Austria, for precision-engineered aerospace components and flying parts, marking a step up in the aerospace value chain. FACC is an aerospace Tier-1 supplier and a strategic partner to major global aerospace OEMs.
- Qualification-led growth remains central to the company's strategy, which will steadily strengthen its position as an integrated precision manufacturing partner for global Tier-1 OEMs.
- UNIMECH received an RFQ from one large semiconductor equipment OEM. Discussion with a Tier-1 aero engine OEM is at an advanced stage.
- Kanoo JV and Dheya Engineering are both looking for an equity infusion of USD10m each for their capex plans.
- Hobel Bellows business is integrating well. It targets a 15-20% revenue CAGR, with a focus on receiving qualification certificates and adding new customers.

Valuation and view: reiterate BUY

After a strong performance in 1Q, we increase our earnings estimates for FY27E/28E by 32%/7%, mainly due to better-than-expected margins. After a flattish revenue and decline in profits on margin contraction in FY26, we expect UNIMECH to post a CAGR of 75%/87%/62% in revenue/EBITDA/APAT over FY26-28E with ~36% EBITDA margin. RoE/RoCE (pre-tax) are also expected to expand to ~16%/18% in FY28 from 9%/12% in FY26, aided by better plant utilization and strong operating results. **We reiterate our BUY rating with a revised TP of INR1,635**, based on 50x FY28E EPS. We believe the company is strategically positioned to capture structural tailwinds in the aerospace & defense, energy, and semiconductor equipment sectors. **Slow ramp-up in new business and contraction in margins are key risks to our call.**

Quarterly Performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Net Sales	**630**	**620**	**337**	**818**	**1,076**	**1,199**	**1,345**	**1,479**	**2,405**	**5,099**
YoY Change (%)	6	1	-37	20	71	93	299	81	-1	112
Total Expenditure	432	434	322	466	684	774	874	953	1,654	3,284
EBITDA	**198**	**185**	**15**	**352**	**393**	**425**	**471**	**526**	**751**	**1,815**
Margins (%)	31.4	29.9	4.6	43.1	36.5	35.5	35.0	35.6	31.2	35.6
Depreciation	59	63	69	72	80	85	90	95	263	348
Interest	11	14	16	113	19	30	30	30	154	109
Other Income	114	99	109	148	73	20	10	10	470	113
PBT before EO expense	**242**	**207**	**40**	**316**	**367**	**331**	**361**	**412**	**804**	**1,471**
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	**242**	**207**	**40**	**316**	**367**	**331**	**361**	**412**	**804**	**1,471**
Tax	50	49	15	53	87	81	89	101	167	357
Rate (%)	20.8	23.7	37.5	16.8	23.7	24.5	24.5	24.5	20.8	24.3
Minority Interest	0	0	0	0	0	0	0	-172	0	-172
Profit/Loss of JV	0	-1	-1	-2	-1	-1	-1	-1	-4	-6
Reported PAT	**191**	**157**	**24**	**261**	**279**	**248**	**271**	**482**	**633**	**1,280**
Adj PAT	**191**	**157**	**24**	**261**	**279**	**248**	**271**	**482**	**633**	**1,280**
YoY Change (%)	-7.3	-13.2	-84.7	-10.6	45.7	58.4	1,037.7	84.5	-24.2	102.2
Margins (%)	30.4	25.3	7.1	31.9	25.9	20.7	20.2	32.6	26.3	25.1

Quarterly Operational Performance

(INR m)	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	% YoY	% QoQ
Segment revenue (INR m)							
Aero tooling	567	558	303	736	818	44	11
Precision Components	63	62	34	82	258	310	216
Segment revenue mix (%)							
Aero tooling	90.0	90.0	90.0	90.0	76.0		
Precision Components	10.0	10.0	10.0	10.0	24.0		
Geography revenue mix (%)							
India	11.0	10.0	14.0	11.0	NA		
Overseas	89.0	90.0	86.0	89.0	NA		

Source: Company

Prince Pipes & Fittings

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	PRINCPIP IN
Equity Shares (m)	111
M.Cap.(INRb)/(USDb)	30.5 / 0.3
52-Week Range (INR)	358 / 205
1, 6, 12 Rel. Per (%)	-2/15/-18
12M Avg Val (INR M)	85
Free float (%)	39.1

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	26.0	28.6	32.0
EBITDA	2.3	3.5	3.9
Adj. PAT	0.8	1.6	1.8
Adj. EPS (INR)	6.8	14.3	15.9
EPS Gr. (%)	74.4	110.4	11.3
BV/Sh. (INR)	149	162	162
Ratios			
RoE (%)	4.6	8.9	9.9
RoCE (%)	6.1	11.9	12.9
Payout (%)	14.3	10.5	12.6
Valuations			
P/E (x)	40.6	19.3	17.3
P/BV (x)	1.9	1.7	1.7
EV/EBITDA (x)	12.6	8.2	7.2
Div. Yield (%)	0.4	0.5	0.7

Shareholding pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	61.0	61.0	61.0
DII	15.3	15.5	15.6
FII	3.1	3.6	3.5
Others	20.7	20.0	19.9

CMP: INR276 TP: INR318 (+15%) Buy

Healthy margins offset weak volume in 1QFY27

Volume dips 7% YoY; PAT surges 6x on a low base

- Prince Pipes (PRINCPIP) reported a mixed-bag performance in 1QFY27.
- Pipe volume declined 7% YoY, impacted by above-normal channel inventory in April and declining PVC prices. However, May and June experienced a healthy volume recovery.
- Despite muted volume, its consolidated revenue increased 5% YoY, driven by better realization due to price hikes taken to combat RM inflation.
- Despite low volume, its EBITDA margin was high at 12.7% (up 584bp YoY, flat QoQ) due to a superior product mix towards non-agri products and CPVC pipes. The company aims to focus on increasing the non-agri mix.
- The bathware segment reported INR130m revenue and INR50m loss.

Key highlights from the management commentary

- Despite a 7% decline in 1Q and a high base in 4Q, management guided for a 12-15% YoY volume growth in FY27, which we believe is too optimistic.
- PRINCPIP reported no inventory gain in 1Q, and a healthy EBITDA margin was a result of core operating performance.
- April was a blip month with high channel inventory and declining PVC prices. However, volume growth picked up in subsequent months and is still continuing.
- Demand for agri-pipe was severely hit by high and volatile PVC prices. The company is focusing more on increasing the plumbing segment mix.
- With greater emphasis on project sales, the company aims for a 25% revenue mix from this segment in the next few years.
- Gross debt at the end of Jun stood at INR1.2b. Net cash level was almost zero.
- Inventory is likely to be in the 65-75-day range. Debtors are expected to dip below the 30-day level with the use of channel financing aggressively.

Valuation and view

- Following the mixed-bag results in 1Q, we increase our FY27E PAT by 17%, mainly due to better-than-earlier expected margin. We expect a volume growth of only 3% in FY27 as compared to double-digit growth guided by the management (too optimistic, in our view).
- However, we maintain our estimates for FY28 with ~10% pipe volume growth and ~12% EBITDA margin expectations.
- On a low base, we now expect a CAGR of 6%/11%/30%/53% in pipe's volume/revenue/EBITDA/PAT over FY26-28 (FY19-26: 6%/7%/3%/-1%).
- We also project a low ~10% RoE and ~13% RoCE (pre-tax) in FY28.
- **Based on a reasonable valuation of ~17x FY28E P/E, we reiterate our BUY rating with an unchanged TP of INR318, based on 20x FY28E P/E.**
- **Healthy recoveries in volume growth and return ratios are the key factors for a valuation re-rating.**

Consolidated quarterly performance **(INR m)**

	FY26				FY27				FY26	FY27E	FY27E	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q Est.	%
Net Sales	**5,804**	**5,946**	**5,733**	**8,501**	**6,094**	**7,023**	**7,116**	**8,330**	**25,983**	**28,562**	**6,893**	**-12**
YoY Change (%)	-4	-4	-1	18	5	18	24	-2	2.9	9.9	18.8	
Total Expenditure	5,408	5,397	5,454	7,405	5,323	6,184	6,293	7,292	23,667	25,092	6,112	
EBITDA	**396**	**549**	**279**	**1,096**	**772**	**839**	**822**	**1,037**	**2,316**	**3,470**	**781**	**-1**
Margins (%)	6.8	9.2	4.9	12.9	12.7	11.9	11.6	12.5	8.9	12.1	11.3	
Depreciation	307	325	336	343	350	353	356	359	1,311	1,419	346	
Interest	52	42	-38	43	32	30	30	30	96	122	25	
Other Income	27	16	19	46	40	40	40	40	109	160	30	
PBT before EO expense	**64**	**198**	**0**	**756**	**429**	**496**	**476**	**688**	**1,018**	**2,089**	**440**	
Extra-Ord expense	0	0	-20	0	0	0	0	0	-20	0	0	
PBT	**64**	**198**	**-20**	**756**	**429**	**496**	**476**	**688**	**1,038**	**2,089**	**440**	**-3**
Tax	15	51	4	195	91	124	119	172	266	507	112	
Rate (%)	24.2	26.0	-18.2	25.8	21.3	25.0	25.0	25.0	25.6	24.2	25.5	
Minority Interest									0	0		
Profit/(Loss) - Associates	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	**48**	**146**	**-24**	**561**	**337**	**372**	**357**	**516**	**773**	**1,583**	**328**	**3**
Adj PAT	**48**	**146**	**-3**	**561**	**337**	**372**	**357**	**516**	**752**	**1,583**	**328**	**3**
YoY Change (%)	-80.5	-0.5	-98.4	132.1	600.2	154.2	-11,020.9	-8.0	74.4	110.4	580.8	
Margins (%)	0.8	2.5	-0.1	6.6	5.5	5.3	5.0	6.2	2.9	5.5	4.8	

E: MOFSL Estimates

United Foodbrands

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	UFBL IN
Equity Shares (m)	39
M.Cap.(INRb)/(USDb)	28.7 / 0.3
52-Week Range (INR)	763 / 171
1, 6, 12 Rel. Per (%)	3/204/176
12M Avg Val (INR M)	81

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	13.4	16.8	18.9
Sales Gr. (%)	8.6	25.4	12.6
EBITDA	2.1	2.8	3.1
Margins (%)	15.4	16.5	16.5
Adj. PAT	-0.5	0.0	0.1
Adj. EPS (INR)	-12.4	0.3	3.0
EPS Gr. (%)	N/M	L/P	948.0
BV/Sh. (INR)	79.4	79.7	82.7
Ratios			
RoE (%)	-15.6	0.4	3.6
RoCE (%)	2.4	6.0	7.0
Valuation			
P/E (x)	N/M	N/M	244.9
EV/EBITDA (x)	14.4	10.5	9.2
Pre-IND AS EV/ EBITDA (x)	40.8	22.7	18.4

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	34.6	34.6	33.7
DII	17.2	16.7	19.9
FII	10.6	9.7	10.2
Others	37.6	39.0	36.2

FII includes depository receipts

CMP: INR735 TP: INR755 (+5%) Neutral

SSSG remains strong; operating leverage kicks in

- United Foodbrands (UFBL) reported another strong quarter, with consolidated revenue growing 43% YoY to INR4.3b (beat), led by 28.7% SSSG (est. 16%, 14.4% in 4QFY26). Revenue growth was volume-led as the company refrained from price hikes. Dine-in revenue increased 40% YoY (+63.5% volume), while delivery revenue grew 62% YoY. BBQ India's revenue rose 43% YoY to INR3.3b, driven by 33.5% SSSG and 68.6% dine-in transaction growth. BBQ India added three stores during the quarter, taking the network to 210 stores.
- BBQ International's revenue increased 46% YoY to INR385m, supported by 8.5% SSSG, while Premium CDR revenue grew 36% YoY to INR587m, supported by 13.6% SSSG. The company added one international restaurant, while the Premium CDR portfolio remained at 42 stores. Management reiterated its target of reaching 300 restaurants by FY27-end, while increasing the long-term opportunity for the BBQ brand to 600 restaurants (vs. earlier 400-450).
- GM contracted 200bp YoY to 64.1% for BBQ India due to continued value investments, while RoM (Pre-Ind AS) expanded 490bp YoY to 14.5% on strong operating leverage. RoM expanded 117% YoY.
- Consolidated GM contracted 190bp YoY to 65.8%, primarily due to value-led investments in India and commodity inflation in international markets. However, Pre-Ind AS EBITDA margin expanded 350bp YoY to 8.1%, supported by operating leverage. Reported EBITDA increased 52% YoY to INR699m, with EBITDA margin expanding 90bp YoY to 16.4% despite continued investments to drive transaction growth.
- Management remains focused on driving volume-led growth, with no price hikes planned. Margins are expected to improve gradually through operating leverage and procurement efficiencies. While the strong 1Q performance demonstrates the success of its structural initiatives, 2HFY27 is expected to witness SSSG moderation due to a higher base. We believe sustaining robust volume growth while simultaneously delivering meaningful margin expansion will remain challenging, particularly amid continued investments in value offerings and store expansion. We model EBITDA Pre-Ind AS margin of 7.6% for FY27 and 8.2% for FY28. Given volatile execution in the past, we reiterate our Neutral rating with a TP of INR775.

Strong performance; SSSG up 29%

- **Robust revenue growth:** Consolidated sales grew 43% YoY to INR4.3b (est. INR3.6b) in 1QFY27, led by strong growth across dine-in and delivery channels. Same-store sales grew 28.7% (est. 16%) on a base of -3.4%, driven entirely by transaction growth with no price hikes. The dine-in channel (83% of sales) grew 40% YoY to INR3.5b, while delivery (17% of sales) increased 62% YoY to INR0.7b.

- **Improving digital KPIs:** Cumulative app downloads increased to 9.7m in 1QFY27 from 7.9m in 1QFY26. Own digital assets contributed 65.1% to transactions versus 30.8% in 1QFY26, while monthly active users crossed 1.4m (+60% YoY), reflecting continued improvement in customer engagement and repeat visits.
- **Store addition target of 300 stores by FY27 intact:** The company added four new restaurants, taking the network to 266 restaurants. The portfolio comprises 210 Barbeque Nation India, 14 international Barbeque Nation, and 42 Toscano & Salt outlets. Metro/Tier-1 cities account for 211 stores, while Tier-2/3 cities contribute 55 stores. Management reiterated its target of reaching 300 restaurants by FY27-end, supported by a pipeline of 15 stores currently under construction. Encouraged by the strong acceptance of its 'Big Buffet' format in smaller markets, management has also increased the long-term addressable opportunity for the Barbeque Nation India brand to 600 restaurants, up from its earlier estimate of 400-450.
- **Margin contraction seen:** Consolidated gross margin contracted 190bp YoY to 65.8% (est. 66.8%) amid continued value investments and commodity inflation in international markets. However, EBITDA increased 52% YoY to INR699m (est. INR640m), with EBITDA margin expanding 90bp YoY to 16.4% (est. 17.6%), driven by operating leverage. Pre-Ind AS EBITDA surged 150% YoY to INR343m, with margin expanding 350bp YoY to 8.1%. RoM Pre-Ind As rose 82% YoY (base 19% decline), while margin expanded 310bp YoY to 14.6%.

Highlights from the management commentary

- Management cautioned that reported SSSG will likely neutralize or moderate as the year progresses. This will be due to high base, rather than a dip in actual demand.
- It expects its GM to expand directionally from its current levels over time.
- There are 15 restaurants currently under construction, which are scheduled to operationalize during 2Q and 3Q in FY27. The company remains on track to cross 300 restaurants by FY27.
- Management increased its long-term outlook for the Barbeque Nation India brand specifically, estimating a potential for 600 restaurants (up from the previous guidance of 450) due to the success of the 'Big Buffet' format in smaller markets.
- The company has guided for a total FY27 capex of INR1.4b, with INR1.2b allocated to new store expansion and INR0.2b to maintenance and refurbishments.

Valuation and view

- We raise our EBITDA estimates by ~4% for FY27 and FY28 on better delivery of revenue in 1QFY27.
- Management remains focused on driving volume-led growth, with no price hikes planned. Margins are expected to improve gradually through operating leverage and procurement efficiencies. While the strong 1Q performance demonstrates the success of its structural initiatives, 2HFY27 is likely to witness SSSG moderation due to a higher base. We believe sustaining robust volume growth while simultaneously delivering meaningful margin expansion will remain challenging, particularly amid continued investments in value offerings and store expansion. We model EBITDA Pre-Ind AS margin of 7.6% for FY27 and 8.2% for FY28. Given volatile execution in the past, we reiterate our Neutral rating with a TP of INR775 **(20x Mar'28E Pre-Ind AS EV/EBITDA)**.

Cons. Quarterly Performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
SSSG (%)	**-3.4**	**-2.2**	**8.2**	**14.4**	**28.7**	**24.0**	**10.0**	**5.3**	**4.7**	**17.0**	**16.0**	
No. of stores	**236**	**241**	**249**	**262**	**266**	**272**	**278**	**287**	**262**	**287**	**268**	
Net Sales	**2,970**	**3,048**	**3,766**	**3,604**	**4,259**	**4,089**	**4,403**	**4,037**	**13,387**	**16,788**	**3,637**	17.1
YoY change (%)	-2.8	-0.3	14.5	23.1	43.4	34.2	16.9	12.0	8.6	25.4	22.5	
Gross Profit	**2,010**	**2,019**	**2,499**	**2,361**	**2,802**	**2,740**	**2,937**	**2,719**	**8,889**	**11,197**	**2,430**	15.3
Margin (%)	67.7	66.2	66.4	65.5	65.8	67.0	66.7	67.3	66.4	66.7	66.8	
EBITDA	**460**	**377**	**682**	**544**	**699**	**638**	**797**	**637**	**2,064**	**2,770**	**640**	9.1
EBITDA growth %	-9.6	-17.2	10.9	2.1	51.8	69.0	16.8	17.0	-2.3	34.2	39.1	
Margin (%)	15.5	12.4	18.1	15.1	16.4	15.6	18.1	15.8	15.4	16.5	17.6	
Depreciation	449	483	482	486	457	490	495	533	1,900	1,975	490	
Interest	200	207	227	226	229	235	250	245	860	960	210	
Other Income	19	81	17	31	12	85	40	43	148	180	50	
PBT	**-170**	**-232**	**-10**	**-138**	**24**	**-2**	**92**	**-99**	**-549**	**15**	**-10**	
Tax	-3	-7	-67	13	1	0	0	0	-64	4	0	
Rate (%)	1.8	2.8	692.6	-9.6	5.2	0.0	0.0	0.0	11.6	25.2	0.0	
Adjusted PAT	**-167**	**-225**	**57**	**-151**	**23**	**-2**	**92**	**-99**	**-485**	**11**	**-10**	
YoY change (%)	N/M	N/M	13.4	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	

E: MOFSL Estimates

Bharti Airtel

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details

Date: 5th Aug 2026
Time: 12:00 PM IST

Financial Valuations (INR b)

INRb	FY27E	FY28E	FY29E
Net Sales	2,427	2,768	3,081
EBITDA	1,372	1,597	1,771
Adj. PAT	375	519	640
EBITDA Margin (%)	56.5	57.7	57.5
Adj. EPS (INR)	60.1	83.1	102.5
EPS Gr. (%)	36	38	23
BV/Sh. (INR)	306	362	425
Ratios			
Net D:E	0.6	0.2	-0.1
RoE (%)	23.4	27.8	29.1
RoCE (%)	16.9	20.5	23.0
Div. Payout (%)	54.9	54.1	53.7
Valuations			
EV/EBITDA (x)	9.9	8.1	6.9
P/E (x)	32.8	23.7	19.2
P/BV (x)	6.4	5.4	4.6

CMP: INR1,970 — Buy

A strong start to FY27

- Overall, Bharti Airtel (Bharti) reported a strong 1QFY27, with outperformance in India wireless (vs. RJio) and a strong show continuing in Africa. India wireless revenue/EBITDA grew ~4% QoQ (vs. 2.5-3.3% QoQ for RJio) driven by benefits from subscriber mix premiumization (wireless ARPU up ~2.6% QoQ vs. ~0.7% QoQ for RJio). Enterprise continued to witness growth recovery and margin expansion (to 44% now), though growth moderated in Homes, likely due to a spike in FWA CPE prices. Airtel Africa continued strong double-digit CC revenue and EBITDA growth, with further boost from cross-currency tailwinds. Reported capex surged 61% YoY, due to front-ending of capex in Africa, and cash capex rose ~24% YoY (+23% QoQ). Despite elevated cash capex, FCF generation remained healthy at INR140b (vs. INR143b YoY), which enabled a further ~INR92b QoQ reduction in net debt (ex-leases).

Wireless growth and EBITDA outperformance (vs. RJio); FCF generation robust at INR140b, despite elevated cash capex

- Consolidated revenue at INR585b (+18% YoY, our est. INR576b) was up **6% QoQ**, driven primarily by robust growth in Africa (+10% QoQ, ~4% ahead) and India wireless (+3.8% QoQ).
- India revenue (including Indus) grew ~4% QoQ to INR412b (+10% YoY) and was broadly **in line with** our estimate, with India wireless revenue rising 3.8% QoQ (+9% YoY, ~1.4% ahead).
- Consolidated EBITDA at INR333b (+20% YoY, vs. our est. INR323b) rose **~6% QoQ**, driven by robust performance in Airtel Africa (+9% QoQ, 6% ahead) and Airtel Business (+6% QoQ, ~3% ahead). India wireless EBITDA grew ~4.1% QoQ (12% YoY, ~1.5% ahead).
- India EBITDA (including Indus) at INR248b (+3.4% QoQ, +11% YoY) was largely **in line** with our estimate (INR246b).
- Reported EBITDA margin remained stable QoQ at 56.9% (+60bp YoY) and was ~80bp ahead of our estimate, driven by a lower-than-expected impact of diesel cost increase in Africa (80bp ahead) and higher margin in Airtel Business (110bp ahead).
- Consolidated EBITDAaL grew 4% QoQ to INR298.4b, with India EBITDAaL rising ~2.8% QoQ to INR228b (margin moderating ~70bp QoQ).
- Reported PBT (before share of JVs) at INR140b (+7% QoQ, +35% YoY) was ~**3% below** our estimate due to higher net finance costs (+7% QoQ, ~23% above our estimate) and D&A (+4% QoQ, 3% ahead).
- Adjusted for exceptional items, attributable PAT at INR80.6b grew 11% QoQ (+36% YoY), though it came in ~7% below our estimate due largely to higher net finance costs.

Robust INR140b FCF generation despite elevated cash capex; net debt dips by further ~INR92b QoQ

- Consolidated committed capex rose ~61% YoY to INR134b **(though -17% QoQ)**, driven by front-ending of capex in Africa (up 3.6x YoY) and higher capex in India (+33% YoY). India capex (ex-Indus) at INR80b rose ~50% YoY (though -29% QoQ).
- Cash capex rose ~24% YoY (+23% QoQ) to INR138b.
- Bharti's consolidated free cash flow (after leases and interest payments) came in at **INR140b (vs. ~INR143b YoY, INR542b in FY26),** driven by improvement in profitability (OCF up by INR39b YoY), offset by WC build-up (INR10b), elevated capex (up INR29b YoY), and lease payments (up INR5b YoY).
- Bharti's consolidated net debt (ex-leases) declined **~INR92b QoQ to INR818b (vs. INR910b QoQ)**. Including the impact of leases, Bharti's consolidated net debt declined by ~INR75b QoQ to INR1.57t (vs. INR1.65t QoQ)**.**
- **India business net debt (ex-leases) declined ~INR90b QoQ to INR693b (vs. INR784b** QoQ**)**.
- Bharti's consolidated net debt (including leases) to EBITDA (annualized) declined to 1.17x (vs. 1.29x QoQ). India SA net debt to EBITDA moderated to 1.04x (vs. 1.17x QoQ).
- Excluding lease impact, Bharti's net debt to EBITDAaL **dipped to 0.69x** (vs. 0.79x QoQ) for the consolidated business and 0.76x **(**vs. 0.88x QoQ**) for India SA**.

India wireless: Strong 1Q driven by ~3% QoQ ARPU growth (vs. <1% QoQ for RJio)

- Bharti's India wireless ARPU at **INR264 (+5.5% YoY, above our est. of INR260)**, grew **~2.6% QoQ** (vs. +0.7%/3.3% QoQ/YoY for RJio) due to one additional day QoQ and continued premiumization of subscriber mix.
- Bharti's subscriber net adds stood at 3.3m paying net adds (vs. 4.7m net adds QoQ, +4.7m consumer wireless net adds for RJio) and were slightly **below our estimate of ~4m net adds**.
- The subscriber mix continues to improve as Bharti added ~1.05m postpaid net adds (+4% QoQ, 13% YoY). Furthermore, Bharti's 4G/5G net additions remained healthy at 5m (vs. ~5.8m QoQ).
- Bharti's India wireless revenue grew 3.8% QoQ (vs. 2.5%/11% QoQ/YoY for RJio, including FTTH) to INR299b (+9% YoY, our est. INR295b).
- India Wireless EBITDA rose 4.1% QoQ (vs. 3.3%/12% QoQ/YoY for RJio, including FTTH) to INR182b (+12% YoY, vs. our est. INR179).
- Despite higher diesel costs, the reported wireless EBITDA margin inched up ~15bp QoQ to 60.8% (+135bp YoY, vs. +40bp QoQ for RJio to 54.7%) and was ~10bp ahead of our estimate.
- Incremental margin came in at ~65% (vs. ~84% in 4QFY26, ~72% for RJio, and our estimate of ~63%).
- After elevated capex in 4QFY26, India wireless capex moderated ~34% QoQ to INR46b, though it was up ~55% YoY and was ~15% ahead of our estimate.

Homes: Slightly weaker performance as higher FWA CPE costs weigh on subscriber net adds

- Bharti's Homes BB net adds moderated to ~0.47m (vs. ~1.13m QoQ, lower than our estimate of ~0.78 net adds) to reach ~14.7m subs (+34% YoY), likely due to higher FWA CPE costs.
- Reported ARPU declined further ~1% QoQ to INR523/month (-3% YoY, in line).
- Homes' revenue was up ~4% QoQ to INR22.9b (+33% YoY). Homes EBITDA at INR11.2b (+2% QoQ, 31% YoY) was ~2% below our estimate.
- EBITDA margin contracted ~105bp QoQ to 49.1% (-85bp YoY) and was ~20bp below our estimate.
- Capex in the Homes business remained elevated, albeit stable QoQ, at INR19b (+30 YoY, 39% above our estimate).

Enterprise: Modest growth recovery; margin expansion continues

- **Airtel Business (Enterprise)** revenue **grew ~3% QoQ** to INR56.7b (+12% YoY, in line).
- EBITDA at INR24.9b rose ~6% QoQ (+16% YoY, vs. our est. INR24.3b) as EBITDA margins expanded ~105bp QoQ to 44% (vs. our estimate of 42.9% and 42.6% YoY).
- Capex moderated from elevated levels in 4QFY26 to INR9.4b (-33% QoQ), though it was still up ~29% YoY.

Other businesses: Better-than-expected growth and margins in Africa; DTH continues to face headwinds

- **Airtel DTH's** revenue at INR7.7b grew ~4% QoQ (+1% YoY) as ARPU grew **~0.7% QoQ** (-0.5% YoY) to INR160 (in line). Subscriber net adds moderated to **~6k** (vs. 570k in 4QFY26 and lower than our estimate of ~100k QoQ). DTH EBITDA grew 0.6% QoQ to INR3.3b (-15% YoY) as margins contracted ~125bp QoQ to 42.9% (-8pp YoY and ~180bp below our estimate).
- **Airtel Africa (AAF)** continued to report strong double-digit YoY constant currency growth. AAF's reported revenue (in rupee terms) was up ~10% QoQ (+45% YoY, 4% ahead), while EBITDA was up ~9% QoQ (52% YoY, **~6% ahead**) driven by higher growth, lower impact from higher fuel costs, and cross-currency tailwinds.

Other highlights: Customer engagement ahead of peers

- Data volume for the India wireless business was up ~7% QoQ (vs. ~7% QoQ in 4QFY26, +5% QoQ for RJio including FTTH), while data usage per sub improved sharply to 34.4GB/month (vs. 31.4GB QoQ, 43.7GB/month reported by RJio, including FTTH).
- Voice usage on the network in India wireless was stable QoQ (vs. +1% QoQ in 4QFY26 and -1% QoQ for RJio), with minutes of usage (MoU) per subscriber moderating to 1,135 mins (vs. 1,150 mins QoQ, but higher than 958 mins for RJio).
- Bharti's tower additions further moderated to ~1.6k towers QoQ (vs. 2.4k in 4QFY26 and 3.1k macro towers added by Indus), bringing the total tower count to ~347.5k, while revenue per site rose ~3% QoQ to INR285k/month (+7% YoY).

Consolidated results

	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs est
Revenue	**494.6**	**553.8**	**585.4**	**18.4**	**5.7**	**576.1**	**1.6**
Access charges	12.6	14.9	15.9	26.4	6.3	15.0	5.9
License and spectrum fee	37.2	39.8	41.7	12.2	4.8	42.4	(1.7)
Network operating costs	95.5	102.1	108.1	13.2	5.9	107.4	0.7
Employee costs	17.4	20.3	21.8	25.3	7.4	20.1	8.6
SG&A expenses	53.6	61.8	64.9	21.0	5.0	68.2	(4.8)
Total costs	216.2	238.9	252.4	16.7	5.6	253.0	(0.3)
EBITDA	**278.4**	**314.9**	**333.0**	**19.6**	**5.8**	**323.1**	**3.1**
EBITDA margin (%)	56.3	56.9	56.9	60.8	2.9	56.1	81.1
Depreciation and amortization	124.7	136.4	142.4	14.2	4.3	138.2	3.0
EBIT	**153.7**	**178.5**	**190.7**	**24.0**	**6.8**	**184.9**	**3.1**
EBIT margin (%)	31.1	32.2	32.6	149.2	34.6	32.1	48.5
Net finance cost	49.5	47.3	50.5	2.0	6.8	41.1	23.0
PBT	**104.2**	**131.2**	**140.2**	**34.5**	**6.8**	**143.8**	**(2.5)**
Tax provision	30.8	8.0	37.6	22.0	371.7	41.5	(9.4)
PAT before minority interest	73.4	123.2	102.6	39.8	(16.8)	102.3	0.3
Share of associates / JVs	0.8	0.8	1.1	30.7	28.2	1.0	12.7
Minority interest	14.7	19.2	18.4	-	(4.1)	16.8	9.5
Extraordinary items	-	31.6	3.5	-	-	-	-
Reported net income	**59.5**	**73.3**	**81.7**	**37.3**	**11.5**	**86.4**	**(5.5)**
Adjusted net income	**59.5**	**72.4**	**80.6**	**35.5**	**11.2**	**86.4**	**(6.7)**
Reported EPS (INR)	10.3	12.5	13.4	30.4	6.8	14.2	(5.5)
Adjusted EPS (INR)	10.3	12.4	13.2	28.6	6.5	14.2	(6.7)

Exhibit 2: Net debt trends

Debt and cash trends	Mar-23	Sep-23	Mar-24	Sep-24	Mar-25	Jun-25	Sep-25	Mar-26	Jun-26
Reported gross debt	**1,655**	**1,578**	**1,520**	**1,465**	**1,484**	**1,374**	**1,401**	**1,218**	**1,262**
LT debt	401	333	276	197	202	208	202	194	177
ST debt (inc. current maturities)	135	162	204	291	376	258	264	137	198
Deferred payment liabilities	1,119	1,084	1,040	977	906	908	935	887	887
Cash and Cash Equivalents	**128**	**103**	**110**	**54**	**99**	**119**	**134**	**307**	**443**
Net Debt excluding Lease Obligations	**1,527**	**1,475**	**1,410**	**1,410**	**1,385**	**1,255**	**1,267**	**910**	**819**
Lease Obligation	605	596	637	792	653	661	681	737	754
Net Debt including Lease Obligations	**2,131**	**2,070**	**2,046**	**2,202**	**2,038**	**1,916**	**1,947**	**1,648**	**1,572**
Net debt (including leases) to EBITDA	**2.83**	**2.63**	**2.61**	**2.50**	**1.86**	**1.70**	**1.63**	**1.29**	**1.17**
Net debt (excluding leases) to EBITDAaL	**2.35**		**1.85**	**1.60**	**1.42**	**1.26**	**1.19**	**0.79**	**0.69**

Exhibit 3: FCF (post interest and leases) trends

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	FY26	FY25
CFO post tax before WC changes	**194**	**214**	**236**	**255**	**267**	**283**	**293**	**308**	**306**	**1,150**	**900**
WC changes	24	35	21	3	40	19	34	(21)	30	72	84
Cashflow from operations	**218**	**249**	**257**	**259**	**307**	**302**	**327**	**286**	**336**	**1,222**	**983**
Lease payments	(18)	(20)	(16)	(17)	(17)	(16)	(16)	(18)	(22)	(67)	(72)
Capex in tangible assets	(99)	(96)	(84)	(98)	(111)	(108)	(108)	(113)	(138)	(440)	(376)
Capex in intangible assets	**(71)**	**(57)**	**(35)**	**(69)**	**(2)**	**(6)**	**(5)**	**(12)**	**(4)**	**(24)**	**(231)**
Paid finance cost	**(42)**	**(64)**	**(33)**	**(38)**	**(33)**	**(26)**	**(30)**	**(60)**	**(32)**	**(149)**	**(175)**
FCF, post lease and interest payment	**(12)**	**14**	**90**	**37**	**143**	**146**	**169**	**84**	**140**	**542**	**129**
Spectrum prepayments	79	85	36	60	-	-	-	-	-	-	260
Adjusted FCF post leases and interest	**68**	**98**	**126**	**97**	**143**	**146**	**169**	**84**	**140**	**542**	**389**

Segmental performance

	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs est
Segmental revenue (INR b)							
India (incl. Indus)	**376**	**396**	**412**	**9.7**	**4.2**	**411**	**0.4**
Wireless	**274**	**288**	**299**	**9.2**	**3.8**	**295**	**1.4**
Homes	17.2	21.9	22.9	33.2	4.4	23.2	(1.5)
DTH	7.6	7.5	7.7	1.4	3.6	7.7	0.4
Airtel Business	50.6	54.9	56.7	12.0	3.2	56.6	0.0
Passive infra	80.6	81.0	84.3	4.6	4.1	84.2	0.2
Africa	**121**	**160**	**176**	**45.4**	**9.6**	**168**	**4.4**
Consolidated	**495**	**554**	**585**	**18.4**	**5.7**	**576**	**1.6**
Eliminations	(56)	(60)	(61)			(59)	
Segmental EBITDA (INR b)							
India (incl. Indus)	**224**	**240**	**248**	**10.9**	**3.4**	**246**	**0.6**
Wireless	**163**	**175**	**182**	**11.8**	**4.1**	**179**	**1.5**
Homes	8.6	11.0	11.2	30.9	2.2	11.4	(1.8)
DTH	3.9	3.3	3.3	(14.5)	0.6	3.4	(3.6)
Airtel Business	21.5	23.6	24.9	15.7	5.7	24	2.6
Passive infra	44.7	46.0	46.2	3.5	0.4	47	(2.5)
Africa	**58**	**81**	**88**	**51.6**	**9.2**	**83**	**6.2**
Consolidated	**278**	**315**	**333**	**19.6**	**5.8**	**323**	**3.1**
Eliminations	(21)	(25)	(23)			(26)	
Segmental EBITDA margin (%)							
India (incl. Indus)	**59.5**	**60.6**	**60.1**	**66**	**(44)**	**60.0**	**10.4**
Wireless	**59.4**	**60.6**	**60.8**	**137**	**14**	**60.7**	**9.7**
Homes	50.0	50.2	49.1	(86)	(105)	49.3	(18.7)
DTH	50.9	44.2	42.9	(795)	(125)	44.7	(179.1)
Airtel Business	42.6	42.9	44.0	141	105	42.9	111.5
Passive infra	55.4	56.8	54.8	(62)	(200)	56.3	(148.9)
Africa	**48.1**	**50.4**	**50.2**	**207**	**(15)**	**49.4**	**81.9**
Consolidated	**56.3**	**56.9**	**56.9**	**61**	**3**	**56.1**	**81.1**
Segmental capex (INR b)							
India (incl. Indus)	**73**	**135**	**97**	**33.3**	**(28.1)**	**82**	**18.3**
Wireless	**30**	**70**	**46**	**54.7**	**(34.3)**	**40**	**14.8**
Homes	14.6	18.9	19.0	30.4	0.5	13.6	39.3
DTH	3.1	9.8	5.9	92.4	(40.1)	3.7	60.8
Airtel Business	7	14	9	29.1	(33.2)	10	(4.8)
Passive infra	20	23	17	(12.2)	(25.3)	15	14.8
Africa	**10**	**26**	**37**	**256.8**	**43.1**	**16**	**136.3**
Consolidated	**83**	**161**	**134**	**61.1**	**(16.7)**	**98**	**37.2**

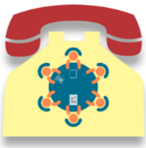
Key performance indicators

Operating metrics	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs est.
India wireless							
Wireless ARPU	**250**	**257**	**264**	**5.4**	**2.6**	**260**	**1.4**
EoP reported subs (m)	**362.8**	**373.2**	**376.5**	**3.8**	**0.9**	**377.2**	**(0.2)**
Net adds (m)	1.2	4.7	3.3			4.0	
EoP prepaid subs	336.2	344.3	346.5	3.1	0.6	347.5	(0.3)
EoP postpaid subs	26.6	29.0	30.0	12.9	3.6	29.7	1.0
EoP data subs (m)	**284.8**	**299.1**	**303.2**	**6.5**	**1.4**	**304.1**	**(0.3)**
Data net adds (m)	3.5	5.0	4.1			5.0	
Data subs proportion (%)	78.5	80.1	80.5	204.0	38.6	80.6	(8.9)
EoP 4G subs (m)	**280.7**	**296.8**	**301.8**	**7.5**	**1.7**	**302.3**	**(0.2)**
4G net adds (m)	3.9	5.8	5.0			5.5	
Data volume (b MBs)	23,388	28,656	31,807	36.0	11.0	29,820	6.7
Data usage per data sub (GB/month)	**26.9**	**31.4**	**34.4**	**27.7**	**9.3**	**32.2**	**6.8**
Average data realization (INR/GB)	11.9	10.2	9.6	(19.7)	(6.6)	10.1	(5.0)
Voice usage on network (b mins)	1,242	1,280	1,276	2.8	(0.3)	1,273	0.3
Minute of usage per sub (min/month)	**1,143**	**1,150**	**1,135**	**(0.7)**	**(1.4)**	**1,131**	**0.4**
Network towers ('000)	339.9	345.9	347.5	2.2	0.5	348.2	(0.2)
MBB sites ('000)	1,134.0	1,187.9	1,202.4	6.0	1.2	1,194.6	0.7
Revenue per tower (INR/month)	2,67,276	2,76,635	2,85,253	6.7	3.1	2,81,304	1.4
Homes							
Cities covered (#)	1,512	1,635	1,653	9.3	1.1		
Reported ARPU (INR/month)	**537**	**527**	**523**	**(2.7)**	**(0.8)**	**523**	**(0.0)**
Calculated ARPU (INR/month)	545	535	527	(3.2)	(1.4)	530	(0.4)
EoP reported subs (m)	**11.0**	**14.2**	**14.7**	**33.9**	**3.3**	**15.0**	**(2.0)**
Net adds ('000)	938	1,135	473			779	
DTH*							
ARPU (Rs/month)	**161**	**159**	**160**	**(0.2)**	**1.0**	**160**	**0.3**
EoP active DTH subs (m)	**15.7**	**16.0**	**16.0**	**2.0**	**0.0**	**16.1**	**(0.6)**
Net adds ('000)	(203.5)	569.6	5.8			100.0	
Airtel Business							
M2M subs (m)	**44.7**	**77.0**	**82.8**	**85.3**	**7.5**		
Net adds ('000)	14,572	20,668	5,776				
Airtel Africa							
Reported ARPU (US$)	**2.4**	**2.6**	**2.9**	**17.6**	**8.8**	**3.2**	**(10.8)**
EoP subscriber base (m)	**169.4**	**183.5**	**189.0**	**11.6**	**3.0**	**186.0**	**1.6**
Net adds (m)	6.3	9.7	5.5			2.5	
EoP data subscriber base (m)	75.6	84.2	87.3	15.5	3.7		
Net adds (m)	4.2	6.1	3.1				
Data subs proportion (%)	44.6	45.9	46.2	158 bps	31 bps		
EoP mobile money subs base (m)	45.8	54.1	56.5	23.3	4.5		
Net adds (m)	1.5	4.3	2.4				

ONGC

BSE SENSEX	S&P CNX
78,429	24,615

Analyst Meet Details



Date: 5 Aug'26
Time: 1530 hours IST
Call details:
086 34168832
086 45367270

CMP: INR242 Buy

Higher-than-expected realization offsets weak production performance

- In 1QFY27, ONGC's revenue came in line with our est. at INR465b.
  - Crude oil/gas sales came 9%/8% below our est. at 4.4mmt/3.7bcm. VAP sales stood at 471tmt (est. 570tmt).
  - Reported oil realization was USD99.5/bbl.
  - Crude oil production was flat QoQ and declined 6% YoY, while natural gas production declined 1%/2% QoQ/YoY.
  - Weakness in oil and gas production was attributed to: 1) reservoir complexities at KG-98/2, 2) weather-led delays in Western Offshore pipeline projects, 3) commissioning-related well shutdowns (MTPBP & DUDP), and 4) lower gas offtake from isolated fields.
- EBITDAX stood 5% above our est. at INR295b.
  - Other expenses stood above our estimate. Exchange loss stood at INR2.3b during the quarter.
- APAT stood 16% above our estimate at INR170b.
  - Dry well write-offs stood below our estimate. Finance cost came below our estimate, while other income stood above estimate.
- **ONGC Videsh:**
  - OVL's oil and gas production was flat YoY at 1.80mmt/0.68bcm (1.75mmt/0.70bcm in 1QFY26).
  - Crude oil sales stood at 1.1mmt, while gas sales came in at 0.4bcm.
  - OVL's revenue (incl. other income) was INR42.1b, and PBDT stood at INR20.5b.
  - Provisions and write-offs stood at INR6.3b in 1QFY27.
- **ONGC Petro additions Limited (OPaL):**
  - OPaL's average capacity utilization for 1QFY27 stood at 75% (vs 93%/81% in 4QFY26/1QFY26).
  - OPaL reported a loss of INR6.1b in 1QFY27 (vs. loss of INR0.7b/INR6.2b in 4QFY26/1QFY26).
- **Other highlights:**
  - New Well Gas contributed ~38% of ONGC's nomination gas revenue, generating INR40b in 1QFY27 and delivering INR19b incremental revenue over APM gas pricing.
  - ONGC spudded an exploratory well in the Mahanadi deepwater block under the 'Samudra Manthan' initiative, targeting the Pliocene Shallower Channel.
  - Following positive TSP-1 results, ONGC expanded its partnership with bp across the Western Offshore portfolio, with INR400b+ projects under implementation. The company expects benefits to materialize from FY28.
  - ONGC made two discoveries during 1QFY27, comprising one offshore prospect and one onshore new pool discovery.

Standalone - Quarterly Earning Model

(INR b)

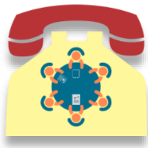
Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	**320.0**	**330.3**	**315.5**	**359.3**	**464.6**	**394.4**	**397.4**	**388.3**	**1,325.1**	**1,644.8**	**460.2**	**1%**
YoY Change (%)	-7.6	-6.3	-6.9	6.6	32.8	23.3	20.3	23.1	-3.87%	24.13%	31.6	
Total Expenditure	133.5	153.3	142.2	181.5	170.1	174.8	168.8	179.9	610.6	693.6	179.2	-5%
EBITDAX	**186.6**	**177.0**	**173.2**	**177.7**	**294.5**	**219.7**	**228.6**	**208.4**	**714.5**	**951.2**	**281.0**	**5%**
Margin (%)	58.3	53.6	54.9	49.5	63.4	55.7	57.5	53.7	53.9	57.8	61.1	0.0
Depreciation	65.3	63.7	66.1	56.2	62.8	68.5	71.1	67.9	251.3	270.3	70.2	-11%
Exploration cost written off	14.7	11.0	20.5	51.1	11.0	11.0	20.5	54.8	97.3	97.3	14.7	-25%
Interest	11.2	11.1	11.5	11.4	10.9	11.5	12.0	12.7	45.3	47.0	11.6	-7%
Other Income	12.1	34.2	30.9	26.3	18.6	29.7	26.8	14.6	103.6	89.7	10.5	78%
PBT	**107.4**	**125.4**	**106.0**	**85.2**	**228.5**	**158.3**	**151.8**	**87.6**	**424.1**	**626.2**	**194.9**	**17%**
Tax	27.2	27.0	22.3	18.7	58.1	38.8	37.2	21.5	95.2	155.6	47.8	22%
Rate (%)	25.3	21.5	21.0	22.0	25.4	24.5	24.5	24.5	22.4	24.8	24.5	0.0
Reported PAT	**80.2**	**98.5**	**83.7**	**66.5**	**170.3**	**119.5**	**114.6**	**66.2**	**328.9**	**470.7**	**147.2**	**16%**
Adj PAT	**80.2**	**98.5**	**83.7**	**66.5**	**170.3**	**119.5**	**114.6**	**66.2**	**328.9**	**470.7**	**147.2**	**16%**
YoY Change (%)	-10.2	-17.8	1.6	3.1	112.3	21.4	36.9	-0.5	-7.6	43.1	83.4	
Margin (%)	25.1	29.8	26.5	18.5	36.7	30.3	28.8	17.0	24.8	28.6	32.0	
Key Assumptions (USD/bbl)												
Oil Realization (pre windfall tax)	66.1	67.3	61.6	78.3	99.5	78.5	78.5	78.5	68.4	83.7	95.2	4%
Crude Oil Sold (mmt)	4.7	4.8	4.7	4.6	4.4	4.8	4.8	4.6	18.8	18.7	4.9	-9%
Gas Sold (bcm)	3.9	3.9	3.9	3.8	3.7	4.1	4.1	3.9	15.5	15.8	4.0	-8%
VAP Sold (tmt)	616	592	662	595	471	570	599	599	2,465	2,239	570	-17%

Pidilite

BSE SENSEX	S&P CNX
78,429	24,615

CMP: INR1,620 — Neutral

Conference Call Details



Date: 05th Aug 2026
Time: 4:00pm IST
Dial-in details:
Diamond Pass
Registration

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Sales	146.0	168.0	187.3
Sales Gr. (%)	11.1	15.0	11.5
EBITDA	35.7	40.1	45.6
EBITDA Margin (%)	24.5	23.9	24.4
Adj. PAT	25.1	28.4	32.7
Adj. EPS (INR)	24.7	27.9	32.1
EPS Gr. (%)	19.6	13.0	15.0
BV/Sh.(INR)	106.4	120.9	137.6
Ratios			
RoE (%)	24.4	24.6	24.8
RoCE (%)	22.8	23.1	23.4
Payout (%)	46.5	48.1	48.0
Valuations			
P/E (x)	65.3	57.8	50.3
P/BV (x)	15.2	13.3	11.7
EV/EBITDA (x)	44.7	39.8	34.6
Div. Yield (%)	0.7	0.8	1.0

Beat on profitability; volume up 11%

Consolidated performance

- Consolidated sales grew by a strong 21% YoY to INR45.5b (est. INR44.3b).
- Underlying volume growth remained strong at 11% (est. 11%, 15% in 4QFY26). UVG was 12% for Consumer & Bazaar (C&B) businesses and 7% for B2B businesses.
- Price increases were taken across all categories to offset the increase in input costs.
- C&B segment revenue rose 22% YoY to INR36.8b (est. INR35.3b), while segmental EBIT grew 26% YoY to INR11.9b (est. INR10.7b). Segmental EBIT margin expanded 90bp YoY to 32.3%.
- B2B segment revenue rose 14% YoY to INR9.2b (est. INR9.3b). Segmental EBIT increased 30% to INR1.7b (est. INR1.5b). Segmental EBIT margin expanded 230bp YoY to 18.8%.
- Gross margin contracted ~70bp YoY to 53.5% (est. 54%), impacted by the West Asia crisis.
- Employee expenses rose 11% YoY, and other expenses increased 16% YoY.
- EBITDA margin expanded 120bp YoY to 26.2% in 1QFY27 (est. 24.4%).
- EBITDA rose 27% YoY (est. 15%).
- PBT grew 28% YoY to INR11.8b (est. INR10.3b).
- Adj. PAT increased 28% YoY to INR8.6b (est. INR7.7b).

Consolidated - Quarterly Earning Model (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Volume growth (%)	**9.9**	**10.3**	**9.3**	**15.3**	**11.3**	**7.9**	**9.2**	**3.3**	**11.2**	**7.9**	**11.5**	
Net Sales	**37,531**	**35,544**	**37,099**	**35,834**	**45,516**	**40,780**	**42,691**	**39,070**	**1,46,008**	**1,67,976**	**44,344**	**2.6**
YoY change (%)	10.5	9.9	10.1	14.1	21.3	14.7	15.1	9.0	11.1	15.0	18.2	
Gross Profit	**20,314**	**19,563**	**20,961**	**20,281**	**24,334**	**22,021**	**23,693**	**23,255**	**81,118**	**93,303**	**23,946**	**1.6**
Margin (%)	54.1	55.0	56.5	56.6	53.5	54.0	55.5	59.5	55.6	55.5	54.0	
EBITDA	**9,410**	**8,507**	**9,468**	**8,329**	**11,939**	**9,651**	**10,242**	**8,294**	**35,713**	**40,096**	**10,829**	**10.2**
YoY change (%)	15.8	10.7	18.6	31.7	26.9	13.4	8.2	-0.4	18.5	12.3	15.1	
Margins (%)	25.1	23.9	25.5	23.2	26.2	23.7	24.0	21.2	24.5	23.9	24.4	
Depreciation	967	1,000	1,010	971	973	1,100	1,050	1,152	3,947	4,275	1,050	
Interest	138	133	133	139	133	140	140	150	542	564	140	
Other Income	857	502	655	648	920	719	742	559	2,662	2,940	643	
PBT	**9,162**	**7,877**	**8,980**	**7,867**	**11,753**	**9,130**	**9,794**	**7,551**	**33,886**	**38,198**	**10,283**	**14.3**
Tax	2,383	2,027	2,159	1,925	3,085	2,282	2,449	1,734	8,495	9,550	2,571	
Rate (%)	26.0	25.7	24.0	24.5	26.2	25.0	25.0	23.0	25.6	25.0	25.0	
Reported PAT	**6,724**	**5,792**	**6,180**	**5,793**	**8,724**	**6,792**	**7,291**	**5,794**	**24,489**	**28,428**	**7,657**	**13.9**
Adj PAT	**6,724**	**5,792**	**6,761**	**5,873**	**8,580**	**6,792**	**7,291**	**5,794**	**25,149**	**28,428**	**7,657**	**12.1**
YoY change (%)	18.6	8.4	22.4	31.3	27.6	17.3	7.8	-1.3	19.7	13.0	13.9	
Margins (%)	17.9	16.3	18.2	16.4	18.9	16.7	17.1	14.8	17.2	16.9	17.3	

E: MOFSL Estimates

Consolidated segmental performance

Consol. revenue (INR m)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27
Consumer & Bazaar	**27,408**	**25,805**	**26,726**	**23,976**	**30,067**	**28,365**	**29,742**	**27,563**	**36,806**
% YoY	3%	3%	5%	7%	10%	10%	11%	15%	22%
C&B volume growth (%)	8%	6%	7%	8%	9%	10%	10%	15%	12%
Business to business	**7,256**	**7,036**	**7,572**	**8,089**	**8,066**	**7,613**	**7,777**	**8,654**	**9,178**
% YoY	7%	14%	19%	14%	11%	8%	3%	7%	14%
B2B volume growth (%)	18%	21%	22%	16%	13%	10%	7%	15%	7%
Consol. EBIT (INR m)									
Consumer & Bazaar	8,039	7,710	7,865	6,178	9,458	8,575	9,520	8,325	11,905
% margin	29.3%	29.9%	29.4%	25.8%	31.5%	30.2%	32.0%	30.2%	32.3%
% YoY	14%	11%	2%	13%	18%	11%	21%	35%	26%
Business to business	1,103	1,040	1,335	1,415	1,329	1,158	1,308	1,607	1,728
% margin	15.2%	14.8%	17.6%	17.5%	16.5%	15.2%	16.8%	18.6%	18.8%
% YoY	20%	52%	76%	69%	20%	11%	-2%	14%	30%

RESULTS FLASH

5 August 2026
Results Flash | Sector: Telecom

Bharti Hexacom

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details

Date: 5th August 2026
Time: 12:00 PM IST

Financial Valuations (INR b)

INRb	FY27E	FY28E	FY29E
Net Sales	103.9	119.7	132.8
EBITDA	56.4	68.5	78.3
Adj. PAT	22.6	31.0	37.6
Adj. EPS (INR)	45.3	62.1	75.1
EPS Gr. (%)	32.3%	37.1%	21.0%
BV/Sh. (INR)	170.6	205.6	243.7
Ratios			
RoE (%)	28.8	33.0	33.4
RoCE (%)	19.7	26.1	31.3
Valuations			
P/E (x)	35.7	26.1	21.5
P/BV (x)	9.5	7.9	6.6
EV/EBITDA (x)	15.1	12.2	10.4

CMP: INR1,617 — Buy

Strong 1Q: INR10b+ FCF generation & QoQ reduction in net debt

- Overall 1Q reported revenue at INR25.1b (+11% YoY, ~2% above our est. of INR24.6b) grew 4% QoQ. Excluding ICR revenue from in-roamers, customer revenue grew 3.8% QoQ to ~INR23.6b (vs. our est. of INR23.5b).
- Overall 1Q EBITDA grew ~4% QoQ to INR13.2b (+14% YoY, 3% above our est. of INR13.2b).
- Reported EBITDA margin expanded ~20bp QoQ to 52.7% (+140bp YoY, ~45bp above our estimate) but remained significantly below 59.1% (up 20bp QoQ) for Bharti's India operations (ex-Indus).
- Reported EBITDAaL grew 4.8% QoQ to INR12.1b, with pre-IND AS EBITDA margin rising ~40bp QoQ to 48.2%. Incremental pre-IND AS EBITDA margin stood at ~58% (similar to 4Q).
- Depreciation and amortization rose ~5% QoQ to INR5.9b, while net finance cost was up ~7% QoQ (-28% YoY) to INR0.77b (9% below our est.). This led to a PBT of INR6.5b (+3.5% QoQ, +24% YoY, vs. our est. INR6.3b).
- Adjusted PAT rose ~4% QoQ to INR4.8b (+23% YoY; our est. of INR4.7b).

Robust ~INR10.5b FCF generation drives INR10b+ QoQ reduction in net debt

- Similar to Bharti, BHL's reported segmental capex surged 68% YoY to INR3.8b (down ~35% QoQ, 4% below estimate), while cash capex surged ~23% YoY (+3% QoQ).
- Despite elevated cash capex (up INR0.7b YoY), free cash flow generation (after leases and interest payments) improved to INR10.5b (vs. INR8.9b YoY and INR23.1b in FY26), driven by improved operating profitability (OCF up INR2.9b YoY), partly offset by working capital build-up (INR0.7b YoY).
- Overall net debt (ex-leases) declined ~INR10.7b QoQ to INR9.6b. Including the impact of leases, Hexacom's consolidated net debt declined ~INR10.8b QoQ to INR43.9b.
- Net debt (ex-leases) to EBITDAaL declined further to 0.2x (vs. 0.44x QoQ, vs. 0.76x for Bharti's India SA business).

Strong performance with ~4% QoQ growth in customer revenue and EBITDA

- Wireless ARPU grew ~2.6% QoQ (similar to Airtel India) to INR259 (+5% YoY, above our est. INR256), due to one additional day QoQ and continued premiumization of subscriber mix.
- Paying subscriber base inched up by ~210k (vs. 370k net adds QoQ and our est. ~200k net adds). BHL accounted for ~6.4% of Bharti's paying net adds (vs. ~7.7% share in Bharti's paying subs base).
- However, the subscriber mix continues to improve with 344k smartphone net adds QoQ. BHL's share of Bharti's 4G/5G net adds slightly moderated to ~6.9% (vs. 8.3% QoQ and ~7.6% share of Airtel's 4G/5G subscriber base).

- The share of data subs in BHL's mix improved ~60bp QoQ to 79.8%, but remains below Airtel India's at 80.5% (+40bp QoQ).
- Reported wireless revenue grew 3.7% QoQ to INR24b (+9% YoY, ~2% above our est. INR23.4b).
- Customer revenue grew ~3.6% QoQ (vs. ~2.5%/3.8% QoQ for R-Jio, including FTTH and Airtel's India wireless) to INR22.4b (+8% YoY, our est. INR22.1b).
- Wireless EBITDA at INR13.2b (+11% YoY, vs. our est. INR12.7b) was up 4.4% QoQ (vs. ~3.3% QoQ R-Jio, including FTTH), and also slightly ahead of ~4.1% QoQ growth for Airtel's India wireless business.
- Wireless EBITDA margins expanded ~35bp QoQ to 55.3% (+90bp YoY, vs. +40bp QoQ to 54.7% for R-Jio including FTTH), and were stronger than ~15bp QoQ improvement for Airtel's India wireless business to 60.8%.
- Incremental margins stood at ~64% (vs. 72%/65% for RJio and Bharti). On a YoY basis, incremental margin also came in at ~65%
- Wireless capex jumped ~78% YoY to INR2.2b (though dipped ~48% QoQ).

Homes and Offices: Weaker than our estimates, but growth remains ahead of Airtel India

- Homes BB subs base reached ~0.92m (+83% YoY) as net adds came in at 75k (vs. 148k QoQ and our est. of 93k). BHL accounted for ~16% of Airtel's Homes BB net adds (vs. ~6.3% share in Airtel's Homes BB subscriber base).
- Reported Homes ARPU was stable QoQ at INR482/month (-1% YoY, vs. ~1% QoQ dip for Airtel to INR523/month).
- Homes and Offices revenue was up ~8% QoQ to INR1.27b (+61% YoY, 8% below) and remained better than ~4% QoQ growth for Airtel India.
- Homes and Offices EBITDA at INR0.5b (17% below) rose ~12% QoQ (2X YoY vs. 2% QoQ growth for Airtel), as margin expanded ~155bp QoQ to 39.7% (+790bp YoY). Comparatively, Airtel's Home BB margin contracted ~105bp QoQ to 49.1%.
- Capex in Homes Business surged ~28% QoQ to INR1.5b (up ~2.6x YoY).

Other highlights: Data engagement remains ahead of Airtel's India wireless business

- Data volume grew 8% QoQ (vs. 9% QoQ in 4QFY26, +5%/7% QoQ reported by RJio including FTTH/Airtel India).
- Data usage per sub improved to 36.2GB/month (vs. 34.2GB QoQ, 43.7GB reported by R-Jio including FTTH and higher than 34.4GB for Airtel on a pan-India basis).
- Voice usage on the network grew ~1% QoQ (+1% QoQ in 4QFY26, -1%/flat QoQ for R-Jio/Airtel India), with minute of usage (MoU) per subscriber moderating to 1,114mins/month (vs. 1,129 mins QoQ, ~958 mins for R-Jio) though slightly lower vs. 1,135 mins for Airtel on a pan-India basis).
- Tower count increased by 147 QoQ (vs. an increase of 170 QoQ in 4QFY26) to reach ~26.9k towers. Revenue per site grew ~3% QoQ to INR297k/month (+8% YoY, vs. 3% QoQ to INR285k for Airtel).

Consolidated results

	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs est.
Bharti Hexacom							
Revenues	**22,630**	**24,137**	**25,099**	**10.9**	**4.0**	**24,638**	**1.9**
Access charges	1,630	1,861	2,041	25.2	9.7	1,718	18.8
License and spectrum fee	2,114	2,217	2,303	8.9	3.9	2,279	1.1
Network operating costs	5,219	5,173	5,376	3.0	3.9	5,457	(1.5)
Employee costs	210	333	268	27.6	(19.5)	315	(14.9)
SG&A expenses	1,850	1,881	1,889	2.1	0.4	1,995	(5.3)
Total costs	11,023	11,465	11,877	7.7	3.6	11,764	1.0
EBITDA	**11,607**	**12,672**	**13,222**	**13.9**	**4.3**	**12,874**	**2.7**
EBITDA margin (%)	51.3	52.5	52.7	139 bps	18 bps	52.3	43 bps
Depreciation and amortization	5,273	5,648	5,925	12.4	4.9	5,695	4.0
EBIT	**6,334**	**7,024**	**7,297**	**15.2**	**3.9**	**7,179**	**1.6**
EBIT margin (%)	28.0	29.1	29.1	108 bps	(3)bps	29.1	(6)bps
Net finance cost	1,066	716	767	(28.0)	7.1	843	(9.0)
PBT	**5,268**	**6,308**	**6,530**	**24.0**	**3.5**	**6,336**	**3.1**
Tax provision	1,352	1,595	1,706	26.2	7.0	1,595	7.0
Extraordinary items	-	246	-			-	
Reported net income	**3,916**	**4,467**	**4,824**	**23.2**	**8.0**	**4,741**	**1.7**
Adjusted net income	**3,916**	**4,651**	**4,824**	**23.2**	**3.7**	**4,741**	**1.7**
Reported EPS (INR)	7.8	8.9	9.6	23.2	7.8	9.5	1.7
Adjusted EPS (INR)	7.8	9.3	9.6	23.2	3.6	9.5	1.7
Costs as % of revenue							
Access charges	(7.2)	(7.7)	(8.1)	(93)bps	(42)bps	(7.0)	(116)bps
License and spectrum fee	(9.3)	(9.2)	(9.2)	17 bps	1 bps	(9.3)	7 bps
Network operating costs	(23.1)	(21.4)	(21.4)	164 bps	1 bps	(22.1)	73 bps
Employee costs	(0.9)	(1.4)	(1.1)	(14)bps	31 bps	(1.3)	21 bps
SG&A expenses	(8.2)	(7.8)	(7.5)	65 bps	27 bps	(8.1)	57 bps
Total costs	(48.7)	(47.5)	(47.3)	139 bps	18 bps	(47.7)	43 bps

Net debt trends

Debt and cash trends	Mar-23	Sep-23	Mar-24	Sep-24	Mar-25	Sep-25	Mar-26	Jun-26
Reported gross debt	**62,693**	**62,353**	**48,347**	**48,901**	**37,800**	**31,264**	**26,943**	**26,943**
ST debt (inc. current maturities)	15,001	35,013	20,001	11,907	8,746	2,522	0	0
Deferred payment liabilities	27,693	27,340	28,346	36,994	29,054	28,742	26,943	26,943
Cash and Cash Equivalents	**11,015**	**15,775**	**2,774**	**340**	**910**	**3,081**	**6,642**	**17,338**
Cash and Cash Equivalents	555	463	398	334	171	212	330	100
Investments & Receivables	10,460	15,312	2,376	6	739	2,869	6,312	17,238
Net Debt excluding Lease Obligations	**51,678**	**46,578**	**45,573**	**48,561**	**36,890**	**28,183**	**20,300**	**9,604**
Lease Obligation	29,343	30,968	32,700	36,229	35,729	34,806	34,430	34,321
Net Debt including Lease Obligations	**81,021**	**77,546**	**78,273**	**84,790**	**72,619**	**62,989**	**54,730**	**43,925**
Net debt (including leases) to EBITDA	**2.63**	**2.35**	**2.23**	**2.12**	**1.55**	**1.30**	**1.08**	**0.83**
Net debt (excluding leases) to EBITDAaL			**1.46**	**1.35**	**0.87**	**0.64**	**0.44**	**0.20**

FCF (post-interest and leases)

FCF, after lease and interest payment	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	FY25	FY26
CF before WC changes	**8,610**	**8,569**	**10,207**	**9,577**	**10,963**	**10,338**	**10,813**	**11,475**	**13,818**	**36,963**	**43,589**
WC changes	4,475	1,826	631	1,932	2,474	937	1,388	(3,748)	1,807	8,864	1,051
Cash flow from operations	**13,085**	**10,395**	**10,838**	**11,509**	**13,437**	**11,275**	**12,201**	**7,727**	**15,625**	**45,827**	**44,640**
Lease payments	(755)	(750)	(1,004)	(953)	(914)	(966)	(929)	(807)	(919)	(3,462)	(3,616)
Capex in tangible assets	**(4,728)**	**(5,252)**	**(4,025)**	**(11,167)**	**(2,956)**	**(4,220)**	**(4,119)**	**(3,533)**	**(3,629)**	**(25,172)**	**(14,829)**
Paid finance cost	(1,728)	(1,661)	(671)	(1,335)	(625)	(1,647)	(599)	(1,940)	(605)	(5,395)	(4,811)
FCF, after lease and interest payment	**5,874**	**2,732**	**5,138**	**(1,946)**	**8,942**	**4,442**	**6,554**	**1,447**	**10,472**	**11,798**	**21,384**
Spectrum prepayments				8,576						8,576	0
Adjusted FCF after leases and interest	**5,874**	**2,732**	**5,138**	**6,630**	**8,942**	**4,442**	**6,554**	**1,447**	**10,472**	**20,374**	**21,384**

Segment Result

	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs est
Segmental revenue (INR b)							
Wireless	**21,916**	**23,089**	**23,953**	**9.3**	**3.7**	**23,386**	**2.4**
Homes	784	1,172	1,265	61.4	7.9	1,377	(8.1)
Overall	**22,630**	**24,137**	**25,099**	**10.9**	**4.0**	**24,638**	**1.9**
Eliminations	(70)	(124)	(119)			(125)	
Segmental EBITDA (INR b)							
Wireless	**11,923**	**12,691**	**13,247**	**11.1**	**4.4**	**12,668**	**4.6**
Homes	249	447	502	101.6	12.3	605	(17.1)
Overall	**11,607**	**12,672**	**13,222**	**13.9**	**4.3**	**12,874**	**2.7**
Eliminations	(565)	(466)	(527)			(400)	
Segmental EBITDA margin (%)							
Wireless	**54.4**	**55.0**	**55.3**	**90 bps**	**34 bps**	**54.2**	**113 bps**
Homes	31.8	38.1	39.7	792 bps	154 bps	44.0	(427)bps
Overall	**51.3**	**52.5**	**52.7**	**139 bps**	**18 bps**	**52.3**	**43 bps**
Segmental Capex (INR b)							
Wireless	**1,246**	**4,315**	**2,223**	**78**	**(48)**	**2,339**	**(5)**
Homes	1,024	1,546	1,599	56	3	1,628	(2)
Overall	**2,270**	**5,861**	**3,822**	**68.4**	**(34.8)**	**3966**	**(3.6)**

Key performance indicators

	1QFY26	4QFY26	1QFY27	YoY	QoQ	1QFY27E	vs. est
Operating metrics							
India wireless							
Wireless ARPU	**246**	**252**	**259**	**5.1**	**2.6**	**256**	**1.2**
EoP reported subs (m)	**28.1**	**28.8**	**29.0**	**3.0**	**0.7**	**29.0**	**0.0**
Net adds ('000)	17	370	210			199	5.6
EoP data subs (m)	**21.8**	**22.8**	**23.1**	**5.9**	**1.5**	**23.1**	**0.2**
Data net adds ('000)	278	478	342			298	15
Data subs proportion (%)	77.6	79.2	79.8	218 bps	61 bps	79.7	12 bps
EoP 4G subs (m)	**21.8**	**22.7**	**23.1**	**6.0**	**1.5**	**23.1**	**(0.0)**
4G net adds ('000)	283	477	344			350	(2)
Data volume (b MBs)	1,958	2,365	2,556	30.5	8.1	2,447	4.4
Data usage per data sub (GB/month)	**29.4**	**34.2**	**36.2**	**23.3**	**6.1**	**34.8**	**4.3**
Average data realization (INR/GB)	11.4	10.0	9.6	(16.3)	(3.9)	9.8	(1.9)
Voice usage on network (b mins)	93.4	96.8	96.6	3.4	(0.2)	96.0	0.6
Minute of usage per sub (min/month)	**1,107**	**1,129**	**1,114**	**0.6**	**(1.4)**	**1,109**	**0.5**
Network towers ('000)	26,490	26,742	26,889	1.5	0.5	26,877	0.0
MBB sites ('000)	91,442	94,397	-	(100.0)	(100.0)	-	
Revenue per tower (INR/month)	2,75,054	2,87,728	2,96,923	8.0	3.2	-	
Homes							
Cities covered (#)	115	120	121	5.2	0.8	-	
Reported ARPU (INR/month)	**485**	**482**	**482**	**(0.6)**	**0.0**	**480**	**0.5**
Calculated ARPU (INR/month)	**550**	**508**	**479**	**(12.9)**	**(5.7)**	**516**	**(7.2)**
EoP reported subs (k)	**502**	**843**	**918**	**82.9**	**8.9**	**936**	**(1.9)**
Net adds ('000)	54	148	75			93	
Implied other revenue (INR m)	93	60	(8)	(108.8)	(113.7)	97	(108.4)

MCX

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details

Date: 5th August 2026
Time: 04:00pm IST
Dial In : Link

Financial snapshot

Year End	2026	2027E	2028E
Sales	23.0	30.0	32.8
EBIT margin (%)	68.1	70.3	68.9
PAT	13.3	17.9	19.4
EPS (INR)	52.2	70.3	76.3
EPS Gr. (%)	137.8	34.5	8.6
BV/Sh. (INR)	111.7	167.9	228.9
Ratio			
RoE (%)	56.3	50.3	38.4
Valuations			
P/E (x)	51.3	38.1	35.1
P/BV (x)	24.0	16.0	11.7
Div Yld (%)	0.3	0.3	0.3

CMP: INR2,680 — Neutral

Revenue in line; higher opex leads to a miss on EBITDA & PAT

- MCX's operating revenue came in at INR7b (in line), reflecting a growth of 88% YoY; however, it declined 21% QoQ.
- Other income at INR498m grew 53% YoY/37% QoQ (vs. MOFSL est. at INR400m).
- Staff costs grew 28% YoY/25% QoQ to INR575m (19% higher than our estimate). Other expenses grew 74% YoY/declined 15% QoQ to INR1.5b (11% higher than our estimate).
- EBITDA came in at ~INR4.9b, reflecting ~2x growth YoY but declined 26% QoQ. Margin stood at 70.4% vs. 64.8% in 1QFY26 and 74.9% in 4QFY26.
- PAT stood at ~INR4.1b (4% miss due to higher opex), growing 2x YoY but declining 22% QoQ.

Valuation and view

- MCX continues to strengthen its product pipeline across metals, energy, and commodity indices. The near-term focus is on stabilizing recently launched contracts, with future launches to be timed based on internal readiness, market appetite, and regulatory processes.
- We expect revenue/EBITDA/PAT to clock a CAGR of 19%/19%/21% over FY26-28. We will revisit our estimates after the conference call scheduled for 5th Aug'26.

Quarterly Performance INRm

	FY26				FY27	FY26	FY27E	Est.	Var.		
	1Q	2Q	3Q	4Q	1Q			1QFY27	(%/bp)	YoY (%)	QoQ (%)
Sales	**3,732**	**3,742**	**6,656**	**8,889**	**7,020**	23,020	30,005	7,164	(2.0)	88.1	(21.0)
YoY Gr. (%)	59.2	31.0	120.9	205.1	88.1	106.9	30.3	92.0			
Staff Costs	448	448	444	461	575	1,801	2,071	484	18.6	28.1	24.7
Other expenses	867	858	1,260	1,768	1,506	4,753	6,019	1,363	10.5	73.6	(14.8)
EBITDA	2,417	2,436	4,952	6,661	4,940	16,466	21,915	5,317	(7.1)	104.4	(25.8)
Margins (%)	64.8	65.1	74.4	74.9	70.4	71.5	73.0	74.2			
Depreciation	173	198	219	191	207	780	830	197	5.3	19.7	8.5
EBIT	**2,244**	**2,239**	**4,733**	**6,471**	**4,733**	**15,685**	**21,086**	5,121	(7.6)	110.9	(26.9)
Interest Costs	1	1	0	2	2	4	4	1	60.0	166.7	(23.8)
Other Income	326	266	315	364	498	1,271	1,885	400	24.4	52.7	36.8
PBT bef. Exceptional items	**2,569**	**2,504**	**5,047**	**6,832**	**5,229**	**16,952**	**22,967**	**5,520**	(5.3)	103.5	(23.5)
Tax	532	514	1,021	1,520	1,097	3,588	5,053	1,214	(9.7)	106.1	(27.8)
Rate (%)	20.7	20.5	20.2	22.3	21.0	21.2	22.0	22.0			
Profit from associate	-5	-15	-15	-14	2	49	0	0.0			
PAT	**2,032**	**1,975**	**4,011**	**5,298**	**4,134**	**13,316**	**17,914**	**4,305**	(4.0)	103.5	(22.0)
Y-o-Y Gr. (%)	83.2	28.5	150.6	291.1	103.5	137.8	34.5	112			
EPS (INR)	**8.0**	**7.7**	**15.7**	**20.8**	**16.2**	**52.2**	**70.3**	**16.9**	(4.0)	103.5	(22.0)
Total volumes (INR t)	**198.9**	**267.3**	**480.1**	**426.0**	**671.6**	**1,372.3**	**3,139.0**	**671.6**	-	237.6	57.7
Q-o-Q Gr. (%)	24.1	34.4	79.6	-11.3	57.7			57.7			
Y-o-Y Gr. (%)	77.1	86.7	223.6	165.9	237.6	143.3	128.7	237.6			

United Breweries

BSE SENSEX	S&P CNX
78,429	24,615

CMP: INR1,432

Operationally in line; slow premium volume growth at 7%

- UBBL's standalone net sales rose 7% YoY to INR30.6b (est. INR31.2b), driven by volume growth of 9% (est. +8%).
- Premium portfolio delivered 7% volume growth.
- Gross margin contracted 160bp YoY to 41% (est. 41.5%).
- Other expenses rose 7% and employee expenses rose 9% YoY.
- EBITDA margin contracted 160bp YoY to 9.2% (est. 8.9%, 6.2% in 4QFY26). The margin trajectory has exhibited volatility on a quarterly basis.
- EBITDA declined 9% YoY to INR2.8b (est. INR2.8b).
- Interest costs rose ~106% YoY to 230m (est. INR150m).
- Other income rose 362% YoY to INR506m (est. INR150m).
- APAT declined 9% YoY to INR1664m (est. INR1,535m).

Other highlights

- The Beer category delivered double-digit (+13%) growth during the quarter.
- Heineken Silver grew 28% YoY in 1QFY27.
- The company deliberately reduced inventory level by 20%.
- Premium volumes turned margin accretive for the first time.

Conference Call Details

Date: 05th Aug 2026
Time: 3:00 PM
Dial-in details:
+91 22 6280 1234 /
+91 22 7115 8135

Diamond Pass Registration

Financials & Valuations (INR b)

Y/E MAR	FY26	FY27E	FY28E
Net Sales	92.3	103.7	114.8
Sales Gr. (%)	3.7	12.3	10.7
EBITDA	8.1	9.8	12.3
Margin (%)	8.7	9.5	10.7
Adj. PAT	3.7	5.2	7.2
Adj. EPS (INR)	14.1	19.5	27.0
EPS Gr. (%)	-19.9	37.8	38.7
BV/Sh. (INR)	170.9	181.3	195.8
Ratios			
RoE (%)	8.4	11.1	14.3
RoCE (%)	9.5	12.0	15.1
Valuations			
P/E (x)	95.4	69.2	49.9
P/BV (x)	7.9	7.4	6.9
EV/EBITDA (x)	43.6	35.3	28.0

Standalone Quarterly Performance (INRm)

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Variance
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	
Volume growth (%)	11	-3	-1	4	9	11	8	6	3	9	8	
Net Sales	28,624	20,511	20,714	22,478	30,649	23,382	23,406	26,243	92,327	1,03,680	31,200	-1.8%
YoY Change (%)	15.7	-3.0	3.7	-3.2	7.1	14.0	13.0	16.8	3.7	12.3	9.0	
Gross Profit	12,176	8,779	9,393	10,209	12,563	9,937	10,299	12,095	40,557	44,894	12,948	-3.0%
Margin (%)	42.5	42.8	45.3	45.4	41.0	42.5	44.0	46.1	43.9	43.3	41.5	
EBITDA	3,105	1,301	2,255	1,391	2,827	1,862	2,750	2,398	8,053	9,836	2,786	1.5%
YoY Change (%)	9.1	-42.6	59.8	-25.3	-9.0	43.1	21.9	72.3	-4.0	22.1	-10.3	
Margins (%)	10.8	6.3	10.9	6.2	9.2	8.0	11.7	9.1	8.7	9.5	8.9	
Depreciation	628	640	689	759	857	750	750	631	2,716	2,988	740	
Interest	112	147	169	290	230	150	150	70	717	600	150	
Other Income	110	150	109	78	506	150	150	-182	446	625	150	
PBT before EO expense	2,475	665	1,506	420	2,246	1,112	2,000	1,516	5,066	6,873	2,046	9.8%
Tax	638	196	510	144	582	278	500	358	1,487	1,718	512	
Rate (%)	25.8	29.4	33.9	34.2	25.9	25.0	25.0	23.6	27.3	25.0	25.0	
Reported PAT	1,837	469	808	1,017	1,664	834	1,500	1,158	4,132	5,155	1,535	
Adj PAT	1,837	469	932	530	1,664	834	1,500	1,158	3,741	5,155	1,535	8.4%
YoY Change (%)	6.0	-64.5	45.6	-45.6	-9.4	77.6	60.9	118.5	-19.9	37.8	-16.5	
Margins (%)	6.4	2.3	4.5	2.4	5.4	3.6	6.4	4.4	4.1	5.0	4.9	

E: MOFSL Estimates

PNB Housing Finance

BSE SENSEX	S&P CNX
78,429	24,615

Analyst Meet Details

Date: 5 Aug'26

Link for the call

Time: 8.00am IST

Call details:

+91 22 6280 1128

+91 22 7115 8029

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
NII	30.7	34.6	44.1
PPP	25.8	30.4	39.9
PAT	22.9	24.4	28.9
EPS (INR)	88	94	111
EPS Gr. (%)	18	7	18
BV/Sh. (INR)	738	823	925
Ratios			
NIM (%)	3.8	3.6	3.8
C/I ratio (%)	26.3	25.5	22.9
RoAA (%)	2.6	2.4	2.3
RoE (%)	12.7	12.0	12.7
Valuations			
P/E (x)	12.3	11.5	9.7
P/BV (x)	1.5	1.3	1.2
Div. Yield (%)	0.7	0.9	1.0

CMP: INR1,080 **Buy**

Earnings in line; NIM contracts 19bp QoQ

Retail loans grew 16% YoY, driven by a change in disbursement recognition

- 1QFY27 PAT grew 4% YoY to ~INR5.6b (in line).
- NII rose ~7% YoY to ~INR8b (in line). Other income grew ~25% YoY to ~INR1.3b (~13% higher than MOFSLe). Opex rose ~10% YoY to ~INR2.4b (in line).
- PPOP grew ~9% YoY to INR6.9b (in line). Credit costs (net of recoveries) resulted in a provision write-back of INR291m (vs est. write-back of ~INR529m). This resulted in net credit costs of -13bp (PQ: -83bp and PY: -29bp).

Total loan book grows ~15% YoY; disbursements grow 18% YoY

- Total loan book grew ~15% YoY/2.7% QoQ to ~INR897b. Retail loans grew ~16% YoY/2.6% QoQ to INR892b as of Jun'26, driven by a change in disbursement recognition.
- Total disbursements in 1QFY27 (after a change in disbursement recognition) grew 18% YoY to ~INR59b. Disbursements grew 56% YoY on a cheque handover basis to INR78b. Retail disbursements (after a change in disbursement recognition) grew 14% YoY to INR56.7b.
- Corporate disbursements in 1QFY27 stood at INR2.1b. Affordable and emerging market segment contributed ~46% to retail disbursements.
- Disbursements in the affordable segment declined ~27% YoY to ~INR5.5b (after a change in disbursement recognition). On a cheque handover basis, disbursement grew ~11% YoY to INR8.5b.
- **Repayments (annualized) declined to ~16.3% (PY: ~20.5%).**
- Affordable and emerging loans form ~41% of the retail loan assets. As of Jun'26, the affordable book grew to ~INR85.6b, rising ~49% YoY.
- PNBHF added 12 branches, taking the total network to 404 branches.

Yields and spreads stable; NIMs contract ~19bp sequentially

- Reported NIM in 1QFY27 contracted ~19bp QoQ to 3.5% due to an increase in leverage and true up of 4QFY26 NIM. However, adjusted NIMs contracted ~ 12bp QoQ. The ~7bp difference in reported and adjusted 4QFY26 NIM was due to adjustment for the actual number of days vs monthly convention.
- Portfolio CoB was stable QoQ at 7.36% (PQ: 7.35%). Yields were also stable QoQ at 9.48% (9.47%).
- CRAR stood at 28.3% (Tier 1: 27.9%) as of Jun'26.

Asset quality stable; credit costs remain benign, driven by recoveries

- Total GNPA/NNPA was broadly stable QoQ at ~0.95%/0.58%. Retail GNPA was also stable QoQ at 0.95%, while Corporate GNPA was NIL. RoA/RoE stood at 2.4%/11.5% for 1QFY27.
- The company recovered INR670m in 1QFY27 from the total written-off pool.

Valuation and view

- PNBHF delivered a mixed performance during the quarter. Disbursements remained strong, excluding the impact of the change in recognition methodology, although reported loan growth was affected by the same. Asset quality remained stable, resulting in benign credit costs. While yields and spreads remained stable, NIMs contracted sharply by 19bp QoQ during the quarter.
- PNBHF currently trades at 1.3x FY27E P/BV. Management's commentary on the margin outlook and loan disbursement trajectory will be critical in assessing the earnings sustainability, and we will revisit our estimates and TP following the upcoming earnings call on 05th Aug'26.

Quarterly performance (INR M)

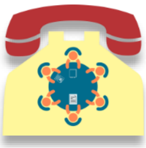
	FY26				FY27E				FY26	FY27E	1QFY27E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	19,804	20,175	20,194	20,540	21,384	22,304	23,464	24,994	80,712	92,146	21,382	0
Interest Expenses	12,344	12,670	12,528	12,461	13,386	14,149	14,928	15,045	50,002	57,508	13,196	1
Net Interest Income	**7,460**	**7,505**	**7,666**	**8,079**	**7,998**	**8,155**	**8,536**	**9,949**	**30,709**	**34,637**	**8,186**	**-2**
YoY Growth (%)	16.2	13.4	11.0	11.0	7.2	8.7	11.4	23.1	12.8	12.8	9.7	
Other income	1,015	1,132	1,013	1,179	1,269	1,523	1,904	1,448	4,339	6,144	1,120	13
Total Income	**8,475**	**8,636**	**8,678**	**9,258**	**9,267**	**9,678**	**10,440**	**11,396**	**35,048**	**40,781**	**9,306**	**0**
YoY Growth (%)	15.3	13.5	10.5	7.8	9.3	12.1	20.3	23.1	11.6	16.4	9.8	
Operating Expenses	2,158	2,172	2,399	2,474	2,374	2,469	2,667	2,897	9,203	10,407	2,400	-1
YoY Growth (%)	11.9	7.5	16.7	16.5	10.0	13.7	11.1	17.1	13.2	13.1	11.2	
Operating Profits	**6,317**	**6,465**	**6,279**	**6,784**	**6,893**	**7,208**	**7,773**	**8,500**	**25,845**	**30,374**	**6,906**	**0**
YoY Growth (%)	16.5	15.6	8.4	5.0	9.1	11.5	23.8	25.3	11.1	17.5	9.3	
Provisions	-562	-1,132	-405	-1,762	-291	-204	-102	-360	-3,862	-957	-529	-45
Profit before Tax	**6,879**	**7,596**	**6,684**	**8,546**	**7,184**	**7,412**	**7,875**	**8,859**	**29,706**	**31,331**	**7,435**	**-3**
Tax Provisions	1,544	1,781	1,481	1,988	1,611	1,646	1,748	1,888	6,794	6,893	1,651	-2
Profit after tax	**5,335**	**5,816**	**5,204**	**6,558**	**5,573**	**5,767**	**6,127**	**6,971**	**22,912**	**24,439**	**5,784**	**-4**
YoY Growth (%)	23.3	23.8	7.7	19.2	4.5	-0.8	17.7	6.3	18.3	6.7	8.4	
Key Operating Parameters (%)												
Rep. Yield on loans	9.99	9.95	9.72	9.47	9.48							
Rep. Cost of funds	7.76	7.69	7.50	7.35	7.36							
Spreads	2.23	2.26	2.22	2.12	2.12							
Net Interest Margins	3.74	3.67	3.63	3.69	3.50							
Cost to Income Ratio	25.5	25.1	27.6	26.7	25.6							
Credit Cost	-0.29	-0.57	-0.20	-0.83	-0.13							
Tax Rate	22.4	23.4	22.2	23.3	22.4							
Balance Sheet Parameters												
Loans (INR B)	777	798	822	873	897	936	980	1,050				
Change YoY (%)	16.0	14.8	14.3	15.3	15.4	17.3	19.2	20.2				
AUM (INR B)	821	839	860	909	930	970	1,014	1,085				
Change YoY (%)	13.2	12.3	12.0	13.1	13.3	15.6	17.8	19.3				
Borrowings (Ex Assgn.) (INR B)	648	652	671	712	737	781	824	883				
Change YoY (%)	16.3	14.3	12.0	14.3	13.7	19.9	22.8	24.1				
Loans /Borrowings (%)	119.9	122.4	122.5	122.7	121.7	119.8	118.9	118.9				
Off BS loans/AUM (%)	5.3	4.9	4.5	3.9	3.6	3.5	3.4	3.2				
Debt/Equity (x)	3.7	3.6	3.6	3.7	0.0	0.0	0.0	0.0				
Asset Quality Parameters (%)												
GS 3 (INR Mn)	8,250	8,300	8,550	8,090	8,510							
Gross Stage 3 (% on loans)	1.06	1.04	1.04	0.93	0.95							
NS 3 (INR Mn)	5,330	5,460	5,580	4,990	5,160							
Net Stage 3 (% on loans)	0.69	0.69	0.68	0.57	0.58							
PCR (%)	35.39	34.2	34.7	38.3	39.37							

E: MOFSL Estimates

Metro Brands

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details



Date: 5th Aug 2026
Time: 03:30PM IST
Link: Click here

Financials & Valuations (INR b)

Y/E March	FY27E	FY28E	FY29E
Sales	33.7	38.7	44.3
EBITDA	10.3	11.9	13.7
Adj. PAT	4.8	5.6	6.4
EBITDA Margin (%)	30.5	30.8	31.0
Adj. EPS (INR)	17.5	20.3	23.5
EPS Gr. (%)	16.1	16.1	15.6
BV/Sh. (INR)	86.9	100.4	116.0
Ratios			
Net D:E	0.3	0.2	0.1
RoE (%)	22.2	22.3	22.3
RoCE (%)	15.1	15.2	15.3
Payout (%)	34.7	35.7	35.8
Valuations			
P/E (x)	59.4	51.2	44.3
EV/EBITDA (x)	28.9	24.8	21.3
EV/Sales (X)	8.8	7.6	6.6
Div. Yield (%)	0.6	0.7	0.8

CMP: INR1,040 — Buy

Robust revenue growth (+15% YoY), profitability weak (EBITDA margin -110bp YoY)

- Consolidated revenue **grew ~15% YoY** to INR7.2b in 1QFY27, though slightly weaker than our est. of 18% YoY growth due to a moderation in e-com sales and an adverse impact from lower weddings due to Adhikmaas.
  - In-store sales growth remained robust at ~15.5% (vs. ~16% YoY in 4Q), driven largely by 12% YoY store additions.
  - Revenue per sqft (on closing area) was stable YoY at INR4,350.
  - Metro (MBL) added 13 new stores and closed four stores during 1Q to bring the total store count to 1,041 (up ~12% YoY).
  - Format-wise, MBL added one net stores each in Metro/Mochi/Fitflop/New Era, two net stores in Crocs, and three net stores in Walkway.
  - E-commerce & omni channel revenue growth moderated to ~10% YoY to INR920m (flat QoQ), with share in total revenue falling to 13.1% from 13.7% YoY.
- Gross profit rose 15% YoY to INR4.3b (vs. our est. INR4.4b) as margins expanded ~15bp YoY to 59.5% (**~40bp beat**).
- Employee costs grew 21% YoY and other expenses jumped 19% YoY, offsetting better gross margins.
- As a result, EBITDA at INR2.15b **grew 11% YoY (6% miss)**.
  - EBITDA margin contracted ~110bp YoY to 29.8% (**~120bp miss**) due to increased investments in talent and brand-building.
- Depreciation (+23% YoY) and finance costs (+25% YoY) increased due to higher rentals from new format additions. Other income declined ~8% YoY (16% below our est.).
- Resultantly, reported PAT at INR938b declined 5% YoY (12% miss).

Update on new business formats

- **Foot Locker:** No store addition during 1QFY27 (total at six) owing to the ongoing BIS implementation challenges faced by select external brands.
- **Fila:**
  - To counter BIS-related challenges, local manufacturing of FILA products has commenced.
  - FILA's repositioning is progressing as per plans, and the company opened one EBO during 1QFY27 and closed one.
- **The Clarks partnership:**
  - MBL introduced Clark's Cloudstepper ladies' range in ~ 300 MBOs and limited men's range in ~100 MBOs.
  - Plans to get supply of complete assortment by 2QFY27 and open Clarks EBO in 3QFY27.

Consol P&L (INR m)

	1QFY26	4QFY26	1QFY27	YoY%	QoQ%	1QFY27E	vs. Est (%)
Total Revenue	**6,282**	**7,730**	**7,204**	**15**	**-7**	**7,408**	**-3**
Raw Material cost	2,555	3,264	2,919	14	-11	3,032	-4
Gross Profit	**3,727**	**4,466**	**4,284**	**15**	**-4**	**4,376**	**-2**
Gross margin (%)	**59.3**	**57.8**	**59.5**	**15**	**169**	**59.1**	**40**
Employee Costs	630	736	759	21	3	741	2
SGA Expenses	1,159	1,352	1,379	19	2	1,341	3
EBITDA	**1,939**	**2,379**	**2,147**	**11**	**-10**	**2,295**	**-6**
EBITDA margin (%)	**30.9**	**30.8**	**29.8**	**-107**	**-98**	**31.0**	**-117.8**
Depreciation and amortization	688	838	850	23	1	880	-3
EBIT	1,251	1,541	1,297	4	-16	1,414	-8
EBIT margin (%)	19.9	19.9	18.0	-190	-193	19.1	-109
Finance Costs	237	290	296	25	2	296	0
Other income	286	314	263	-8	-16	313	-16
Profit before Tax	**1,300**	**1,564**	**1,264**	**-3**	**-19**	**1,431**	**-12**
Tax	320	389	315	-2	-19	360	-13
Tax rate (%)	24.6	24.9	24.9	28	7	25.2	NM
Profit after Tax	**979**	**1,175**	**949**	**-3**	**-19**	**1,071**	**-11**
Adj Profit after Tax	**988**	**1,166**	**938**	**-5**	**-20**	**1,062**	**-12**
PAT margin (%)	15.7	15.1	13.0	-271	-207	14.3	-132
	1QFY26	**4QFY26**	**1QFY27**	**YoY%**	**QoQ%**	**1QFY27E**	**vs. Est (%)**
Total stores	928	1,032	1,041	12	1	1,050	**-1**
Net store adds	20	42	9			18	

Deepak Nitrite

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details

Date: 6th Aug 2026
Time: 15:30 hours IST
Link: Click here

CMP: INR1,720 **Sell**

Strong beat on estimates, led by operating leverage and margin expansion in the Phenolics segment

- Revenue came in at INR25.8b (est. INR21.5b), up 36% YoY and 22% QoQ.
- Gross margin stood at 36.8% (+880bp YoY, +190bp QoQ).
- EBITDAM was 21% (vs. 10% in 1QFY26 and 17.7% in 4QFY26).
- EBITDA stood at INR5.4b (est. of INR4b), up 2.9X YoY and 44% QoQ.
- Adj. PAT stood at INR3.4b (est. of INR2.6b), up 3.1x YoY and 57% QoQ.
- Deepak Chem Tech (a wholly owned subsidiary) has approved a 240KTPA Bisphenol A (BPA) manufacturing project, entailing an investment of ~INR25b (including associated greenfield infrastructure). The project strengthens Deepak's integrated value chain from Cumene to Phenol & Acetone, BPA, Polycarbonate resin, and downstream compounding.
- Deepak Nitrite has appointed Shri Lohit Shringi as the CEO – Advanced Intermediates Business, effective 4th Aug'26. He brings over 27 years of leadership experience and previously served as Executive Director & Chief – Specialty Chemicals at PCBL Chemical Ltd.

Segmental performance

- Phenolics' revenue grew 36% YoY to INR17.8b, while EBIT grew 3.5x YoY to ~INR4.1b, and EBIT margin stood at 23.5% vs. 9% in 1QFY26.
- Advanced Intermediates (AI) revenue grew 33% YoY to INR8b, while EBIT grew 89% to INR670m and EBIT margins stood at 8.3% vs. 6% in 1QFY26.

Consolidated - Quarterly Snapshot

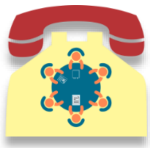
(INR m)

Y/E March	FY26				FY27				FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Gross Sales	**18,899**	**19,019**	**19,750**	**21,203**	**25,776**	**20,501**	**21,005**	**21,979**	**78,871**	**89,261**	**21,492**	**20%**
YoY Change (%)	-12.8	-6.4	3.8	-2.7	36.4	7.8	6.4	3.7	-4.8	13.2	13.7	
Total Expenditure	17,003	16,976	17,641	17,443	20,374	18,123	18,715	19,517	69,064	76,729	17,452	
Gross Margin (%)	28.0%	27.6%	27.8%	34.9%	36.8%	28.5%	28.2%	28.2%	29.7%	30.8%	35.9%	
EBITDA	**1,896**	**2,043**	**2,109**	**3,760**	**5,402**	**2,378**	**2,290**	**2,462**	**9,807**	**12,531**	**4,041**	**34%**
Margin (%)	10.0	10.7	10.7	17.7	21.0	11.6	10.9	11.2	12.4	14.0	18.8	
Depreciation	513	533	576	626	637	650	660	671	2,246	2,618	630	
Interest	81	79	110	189	229	107	120	130	460	586	100	
Other Income	246	200	85	69	140	171	147	110	599	568	172	
PBT before EO expense	**1,547**	**1,630**	**1,508**	**3,014**	**4,676**	**1,793**	**1,657**	**1,770**	**7,699**	**9,896**	**3,483**	
Extra-Ord expense	0	0	128	0	0	0	0	0	128	0	0	
PBT	**1,547**	**1,630**	**1,380**	**3,014**	**4,676**	**1,793**	**1,657**	**1,770**	**7,571**	**9,896**	**3,483**	
Tax	425	443	382	815	1,226	451	417	446	2,064	2,540	877	
Rate (%)	27.5	27.2	27.7	27.1	26.2	25.2	25.2	25.2	27.3	25.7	25.2	
Minority Interest & Profit/Loss of Asso. Cos.	1	0	0	1	0	0	0	0	2	0	0	
Reported PAT	**1,122**	**1,187**	**998**	**2,197**	**3,450**	**1,342**	**1,240**	**1,325**	**5,504**	**7,356**	**2,606**	**32%**
Adj PAT	**1,122**	**1,187**	**1,091**	**2,197**	**3,450**	**1,342**	**1,240**	**1,325**	**5,598**	**7,356**	**2,606**	**32%**
YoY Change (%)	-44.6	-38.9	11.2	8.5	207.5	13.0	13.6	-39.7	-19.7	31.4	132.3	
Margin (%)	5.9	6.2	5.5	10.4	13.4	6.5	5.9	6.0	7.1	8.2	12.1	

Castrol India

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details



Date: **5 Aug'26**
Time: 1215 hours IST
Dial-in details:
+91 22 6280 1164
+91 22 7115 8065

CMP: INR187 **Buy**

In-line performance

- CSTRL's 2QCY26 revenue came in 19% above our est. at ~INR18.7b (up 25% YoY).
- EBITDA was 41% above our est. at INR4.9b (up 41% YoY).
  - EBITDA margin increased by 310bp YoY (420bp above est.).
- Reported PAT stood 41% above our estimate at INR3.5b.
  - Other income came in above our estimate.
- The board has declared an interim dividend of INR6.25/sh.

Press release KTAs

CSTRL expanded market reach and reinforced distribution presence:

- Maintained a nationwide distribution network of ~160,000 outlets while expanding the Auto Care portfolio to ~40,000 physical outlets.
- Strengthened the service ecosystem through over 850 Castrol Auto Service (CAS) centers, 34,000+ independent bike workshops, and 16,000+ multi-brand workshops.
- Expanded rural distribution to ~45,000 outlets, supported by more than 950 Rural Service Express centers, delivering sustained double-digit growth.
- Reinforced its leadership position in the premium passenger vehicle lubricant segment through focused execution across key urban markets.

Strengthened the product portfolio through localization and innovation.

- Expanded the full synthetic lubricant range with the launch of Castrol Activ Full Synthetic 10W-30 and 5W-30, upgraded Castrol GTX 5W-30 to Castrol GTX Full Synthetic 5W-30, and introduced Castrol GTX Full Synthetic 0W-20.
- Advanced localization efforts by launching Alusol SL 61 XBB, a water-soluble coolant designed for high-performance machining of aluminum alloys, and also suitable for cast iron and low-alloy steel applications.

Deepened consumer engagement through targeted brand initiatives

- Launched a television campaign for Castrol Activ Full Synthetic featuring Zombie, using humor to highlight the product's differentiated proposition and reaching over 150 million consumers.
- Brand and trade engagement initiatives connected with more than 22 million consumers and trade audiences.
- Engaged over 10,000 riders through Road Trip United, strengthening relationships with leisure biking communities and reinforcing the performance positioning of Castrol POWER1.

Continued to prioritize safety and operational excellence.

- Paharpur and Silvassa facilities completed nine and three consecutive years, respectively, without any significant safety incidents.
- The Silvassa plant received the NAMC Gold Award in recognition of its operational excellence and safety performance.
- Castrol India was honored with the Special Jury Award for Championing Sustainable Procurement Practices.

Quarterly Performance *(INR m)*

Y/E December	CY25				CY26					Var.	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	2QE	(%)	(%)	(%)
Net Sales	**14,220**	**14,968**	**13,628**	**14,399**	**15,452**	**18,715**	**14,237**	**15,190**	**15,787**	**19%**	**25%**	**21%**
YoY Change (%)	*7.3*	*7.1*	*5.8*	*6.4*	*8.7*	*25.0*	*4.5*	*5.5*	*5.5*			
EBITDA	**3,074**	**3,495**	**3,228**	**3,678**	**3,293**	**4,942**	**2,374**	**2,778**	**3,507**	**41%**	**41%**	**50%**
YoY Change (%)	*4.6*	*8.4*	*12.8*	*-2.1*	*7.1*	*41.4*	*-26.4*	*-24.5*	*0.3*			
Margin (%)	*21.6*	*23.4*	*23.7*	*25.5*	*21.3*	*26.4*	*16.7*	*18.3*	*22.2*	*19%*	*13%*	*24%*
Depreciation	246	266	252	245	277	305	269	261	284			
Interest	23	26	21	23	19	17	22	24	28			
Other Income	322	93	123	136	233	140	108	60	105			
PBT before EO expense	**3,127**	**3,295**	**3,079**	**3,547**	**3,231**	**4,760**	**2,192**	**2,588**	**3,301**	**44%**	**44%**	**47%**
Extra-Ord expense	-	-	-	225	-	-	-	-	-			
PBT	**3,127**	**3,295**	**3,079**	**3,322**	**3,231**	**4,760**	**2,192**	**2,588**	**3,301**	**44%**	**44%**	**47%**
Tax	793	855	801	875	809	1,283	552	652	832			
Rate (%)	*25.3*	*26.0*	*26.0*	*26.3*	*25.0*	*27.0*	*25.2*	*25.2*	*25.2*			
PAT	**2,335**	**2,440**	**2,278**	**2,447**	**2,422**	**3,477**	**1,640**	**1,935**	**2,469**	**41%**	**43%**	**44%**
Adj. PAT	**2,335**	**2,440**	**2,278**	**2,613**	**2,422**	**3,477**	**1,640**	**1,935**	**2,469**	**41%**	**43%**	**44%**
YoY Change (%)	*8.0*	*5.1*	*9.8*	*-3.7*	*3.7*	*42.5*	*-28.0*	*-25.9*	*1.2*			
Margins (%)	16.4	16.3	16.7	18.1	15.7	18.6	11.5	12.7	15.6			

Ventive Hospitality

BSE SENSEX	S&P CNX
78,429	24,615

Conference Call Details

Date: 5th August, 2026
Time: 4:00pm IST
Dial-in details:
Click Here

CMP: INR625 — Buy

Earnings beat our estimate due to net deferred tax credit

- Consol. revenue grew 7% YoY to INR5.4b (in line).
- EBITDA declined 7% YoY to INR1.9b (est. INR2.2b). EBITDA margins contracted 540bp YoY to 35.6% (est. 40.7%), led by higher other expenses (up 400bp), employee expenses (up 120bp) and RM expenses (up 20bp).
- **The company remeasured its deferred tax assets and liabilities and has recognized a net deferred tax credit of INR1,022m.**
- Consequently, adj. PAT surged 3x YoY to INR807m (est. INR487m).

Consolidated - Quarterly Earning Model

INRm

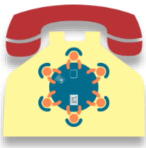
Y/E March	FY26				FY27E				FY26	FY27	FY27E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1QE	%
Gross Sales	5,075	4,893	6,855	7,788	5,428	5,390	7,413	8,847	24,610	27,077	5,302	2
YoY Change (%)	341.7	89.7	28.4	11.6	7.0	10.1	8.1	13.6	53.4	10.0	4.5	
Total Expenditure	2,997	2,997	3,745	3,935	3,498	3,293	4,039	4,646	13,674	15,476	3,142	
EBITDA	2,078	1,896	3,110	3,852	1,930	2,097	3,374	4,201	10,937	11,602	2,160	-11
Margins (%)	40.9	38.8	45.4	49.5	35.6	38.9	45.5	47.5	44.4	42.8	40.7	
Depreciation	798	789	843	843	897	850	850	850	3,274	3,447	850	
Interest	601	559	601	534	522	500	485	450	2,295	1,957	500	
Other Income	124	652	365	909	116	200	250	259	2,050	824	100	
PBT before EO expense	803	1,200	2,032	3,384	627	947	2,289	3,159	7,418	7,022	910	
Extra-Ord expense	0	0	30	51	0	0	0	0	81	0	0	
PBT	803	1,200	2,001	3,333	627	947	2,289	3,159	7,337	7,022	910	
Tax	424	557	597	745	-629	284	687	948	2,323	1,289	273	
Rate (%)	52.8	46.5	29.8	22.4	-100.3	30.0	30.0	30.0	31.7	18.4	30.0	
Minority Interest & Profit/Loss of Asso. Cos.	110	117	239	293	449	200	250	348	758	1,247	150	
Reported PAT	269	526	1,166	2,295	807	463	1,352	1,863	4,256	4,486	487	
Adj PAT	269	526	1,187	2,335	807	463	1,352	1,863	4,311	4,486	487	66
YoY Change (%)	2.0	-193.4	367.0	82.6	199.8	-11.9	13.9	-20.2	248.1	4.0	-61.9	
Margins (%)	5.3	10.7	17.3	30.0	14.9	8.6	18.2	21.1	17.5	16.6	9.2	

Happy Forgings

BSE SENSEX	S&P CNX
78,429	24,615

CMP:INR1,708 — Buy

Conference Call Details



Date: 22nd may 2026
Time: 10:30 AM
Concall registration
https://tinyurl.com/3k49ne6x
+91 22 7195 0000

Strong margin performance drives earnings beat

- Standalone revenue grew 27% YoY in 1Q to INR4.5b (in line), driven entirely by volume growth, which stood at 17,793 MT. Realization/kg improved sequentially to INR253.
- Revenue mix in 1QFY27 (vs. 1QFY26):
  - CV- 33% (39%), Farm Equipment- 32% (32%), Off-highway- 11% (10%), Industrials- 16% (13%), PV- 8% (6%).
  - Domestic – 72% (73%), Deemed exports – 12% (12%), direct exports – 16% (16%).
- EBITDA margins expanded 280bp YoY to 31.3% (100bp above est.) on the back of an improving product mix and operating leverage. EBITDA also grew 39.3% YoY to INR1.4b (slightly above estimated INR1.3b).
- PAT grew 39.2% YoY to INR915m (in-line with est. of INR897m), due to strong margin performance.
- As of 1QFY27, HFL's incremental order book, largely led by exports, Passenger Vehicles and Industrials, provides visibility on additional annual revenue ramping up to approximately INR9.5b over the next 2-3 years.
- Valuation view: The stock trades at 39.3x/29.4x FY27E/FY28E EPS.

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	15.5	20.0	25.2
EBITDA	4.7	6.2	7.9
Adj. PAT	3.0	4.1	5.5
EPS (INR)	32.0	43.4	58.1
EPS growth %	12.6	35.9	33.6
BV/Sh. (INR)	226	264	315
Ratios			
RoE (%)	15.2	17.7	20.1
RoCE (%)	13.6	15.6	17.6
Payout (%)	12.5	11.5	12.1
Valuations			
P/E (x)	53.4	39.3	29.4
P/BV (x)	7.6	6.5	5.4
EV/EBITDA (x)	33.9	26.1	20.4
Div. Yield (%)	0.2	0.3	0.4

Quarterly (Standalone) (INR M)

	FY26				FY27E				FY26	FY27E		Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net operating income	**3,538**	**3,774**	**3,913**	**4,238**	**4,494**	**4,906**	**5,244**	**5,352**	**15,463**	**19,996**	**4,458**	**0.8**
Change (%)	3.6	4.5	10.4	20.4	27.0	30.0	34.0	26.3	9.8	29.3	26.0	
RM/Sales (%)	42.1	39.7	41.1	40.6	39.3	41.5	41.5	43.3	40.9	41.5	42.0	
Staff Cost (%)	9.1	8.9	8.8	8.6	8.6	8.1	7.8	7.8	8.8	8.1	8.2	
Other Exp. (%)	20.3	20.7	19.3	19.3	20.7	19.8	19.4	18.3	19.9	19.5	19.5	
EBITDA	**1,012**	**1,158**	**1,204**	**1,333**	**1,409**	**1,501**	**1,641**	**1,636**	**4,707**	**6,187**	**1,351**	**4.3**
EBITDA Margins (%)	28.6	30.7	30.8	31.5	31.3	30.6	31.3	30.6	30.4	30.9	30.3	**100bp**
Change (%)	3.6	9.9	18.7	30.4	39.3	29.6	36.3	22.7	15.7	31.4	33.5	
Non-Operating Income	104	63	82	60	111	110	90	109	308	420	120	
Interest	23	19	25	38	31	28	30	25	105	114	25	
Depreciation	206	216	224	245	262	255	260	250	890	1027	250	
PBT after EO items	**886**	**986**	**1,037**	**1,111**	**1,226**	**1,328**	**1,441**	**1,470**	**4,020**	**5,465**	**1,196**	
Tax	230	252	247	275	312	332	360	362	1004	1366	299	
Eff. Tax Rate (%)	25.9	25.5	23.9	24.8	25.4	25.0	25.0	24.6	25.0	25.0	25.0	
Rep. PAT	**657**	**734**	**789**	**836**	**915**	**996**	**1,081**	**1,107**	**3,016**	**4,099**	**897**	
Change (%)	2.9	2.8	22.4	23.3	39.2	35.6	36.9	32.5	12.7	35.9	36.5	
Adj. PAT	**657**	**734**	**789**	**836**	**915**	**996**	**1,081**	**1,107**	**3,016**	**4,099**	**897**	**2.0**
Change (%)	2.9	10.2	22.4	23.3	39.2	35.6	36.9	32.5	12.7	35.9	36.5	

E: MOSL Estimates

Avalon Technologies

BSE SENSEX	S&P CNX
78,429	24,615

CMP: INR1,805 — Buy

Conference Call Details

Date: 5th August, 2026
Time: 3:30pm IST
Dial-in details:
Click Here

Operating performance beats estimates

- Consolidated revenue grew 50% YoY to INR4.8b (est. INR4.2b) in 1QFY27.
- EBITDA margin expanded by 280bp to 12% (est. 10%) largely due to a reduction in employee expenses (down 240bp) and other expenses (down 120bp), which was partially offset by a reduction in gross margins (down 80bp). EBITDA grew 94% YoY to INR580m (est. INR419m).
- Adj. PAT grew 2.5x to INR349m (est. INR269m).

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY26				FY27				FY26	FY27	FY27E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	%
Gross Sales	**3,233**	**3,825**	**4,175**	**4,799**	**4,844**	**4,972**	**5,823**	**6,646**	**16,032**	**22,284**	**4,203**	**15**
YoY Change (%)	62.1	39.1	48.7	40	49.8	30	39.5	38.5	46	39	30	
Total Expenditure	2,934	3,438	3,692	4,230	4,265	4,415	5,127	5,785	14,295	19,592	3,784	
EBITDA	**299**	**386**	**483**	**569**	**580**	**557**	**696**	**860**	**1,737**	**2,693**	**419**	**38**
Margins (%)	9.2	10.1	11.6	11.8	12	11.2	12	12.9	10.8	12.1	10	
Depreciation	85	89	79	83	86	95	95	96	336	372	90	
Interest	38	41	30	42	35	40	40	29	150	144	45	
Other Income	17	79	74	119	28	80	90	145	289	344	75	
PBT before EO expense	**193**	**336**	**448**	**563**	**487**	**502**	**651**	**880**	**1,540**	**2,521**	**359**	
Extra-Ord expense	0	0	3	0	0	0	0	0	3	0	0	
PBT	**193**	**336**	**445**	**563**	**487**	**502**	**651**	**880**	**1,536**	**2,521**	**359**	
Tax	51	86	119	151	139	126	164	222	407	650	90	
Rate (%)	26.4	25.6	26.7	26.9	28.5	25.2	25.2	25.2	26.5	25.8	25.2	
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	**142**	**250**	**326**	**412**	**349**	**376**	**487**	**659**	**1,129**	**1,870**	**269**	
Adj PAT	**142**	**250**	**328**	**412**	**349**	**376**	**487**	**659**	**1,132**	**1,870**	**269**	**30**
YoY Change (%)	NA	42.9	36.9	69.5	145.3	50.4	48.3	60	78.4	65.2	88.9	
Margins (%)	4.4	6.5	7.9	8.6	7.2	7.6	8.4	9.9	7.1	8.4	6.4	

VRL Logistics

BSE SENSEX	S&P CNX
78,429	24,615

CMP: INR280 — Buy

Conference Call Details

Date: 05 August 2026
Time: 10:00 am IST
Conference call details: Link

Financials & Valuations (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)	20.7	18.3	16.7
P/BV (x)	4.3	4.0	3.7
EV/EBITDA(x)	8.2	7.3	6.6
Div. Yield (%)	2.7	3.6	4.3
FCF Yield (%)	7.3	6.8	8.0

Strong beat on earnings; Board approves a buyback of up to INR2.8b

- VRL's revenue grew 18% YoY to INR8.8b (11% above our estimate).
- EBITDA grew 23% YoY to INR 1.87b in 1Q FY27 (21% above estimate).
- Its EBITDA margin stood at 21.2% (+80bp YoY and +40bp QoQ) vs. our estimate of 19.5%.
- APAT increased to INR805m in 1QFY27 from INR 500m in 1QFY26 (55% above our estimate).
- Volume grew 9% YoY to 1.02MT; realization also increased 9% YoY to INR8,546/ton.
- The Board approved a buyback of up to 8,750,000 fully paid-up equity shares of face value of INR10 each, representing 5% of the total paid-up equity shares. The buy-back is proposed to be undertaken through the tender offer route from eligible equity shareholders of the company, other than the promoters, promoter group, and persons in control of the company, at a price of INR320 per equity share, for an aggregate consideration not exceeding INR2.8b.

Quarterly performance INR m

Y/E March (INR m)	FY26				FY27	FY26	FY27E	FY27	Var.
	1Q	2Q	3Q	4Q	1Q			1QE	vs Est
Net Sales	**7,443**	**7,970**	**8,270**	**8,529**	**8,788**	**32,211**	**35,432**	**7,938**	**11**
YoY Change (%)	2.4	-0.3	0.2	5.4	18.1	1.9	10.0	6.6	
EBITDA	**1,516**	**1,511**	**1,700**	**1,775**	**1,866**	**6,502**	**7,179**	**1,546**	**21**
Margins (%)	20.4	19.0	20.6	20.8	21.2	20.2	20.3	19.5	
YoY Change (%)	74.5	13.6	2.1	-4.9	23.1	13.5	10.4	2.0	
Depreciation	647	648	681	635	624	2,610	2,793	665	
Interest	262	242	219	227	227	950	1,063	240	
Other Income	65	70	38	64	60	237	256	55	
PBT before EO expense	**672**	**691**	**838**	**977**	**1,075**	**3,179**	**3,579**	**696**	
Extra-Ord expense	0	0	0	0	0	0	0	0	
PBT	**672**	**691**	**838**	**977**	**1,075**	**3,179**	**3,579**	**696**	
Tax	172	192	191	255	270	811	902	175	
Rate (%)	25.6	27.8	22.8	26.1	25.1	25.5	25.2	25.2	
Reported PAT	**500**	**499**	**648**	**721**	**805**	**2,368**	**2,677**	**521**	
Adj PAT	**500**	**499**	**648**	**721**	**805**	**2,368**	**2,677**	**521**	**55**
YoY Change (%)	272.4	39.2	9.0	-2.8	60.9	29.5	13.0	4.1	
Margins (%)	6.7	6.3	7.8	8.5	9.2	7.4	7.6	6.6	

In conversation

Aarti Drugs | Price Hikes Taken At The Start Of Q1 Weighed On Volume Growth; CFO, Adhish Patil

- Planned a capex of Rs 150 cr for this year and Rs 200 cr for next year
- Price hikes taken at the start of Q1 weighed on volume growth
- Anti-diabetic segment heavily affected by the ongoing conflict

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GE Shipping | Cautious On Vessel Purchases, Replacing Older Ships With New Vessels; Executive Director & CFO, G Shivakumar

- Debt reduced over 50% YoY.
- 75% fleet exposed spot markets.
- MR rates: $45k–50k daily average.
- Buying paused; fifteen ships replaced.

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StoveKraft | Expect 15%+ Topline Growth Going Forward, Says Company; MD, Rajendra Gandhi

- Expecting 15%+ topline growth going forward
- EBITDA margin to sustain above 11%
- Export contribution seen rising to 15% of revenue

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KEI Industries | Sanand Plant To Contribute ₹3,000 Crore To Revenue In FY27; CMD, Anil Gupta

- Expect 25%+ revenue growth in FY27
- FY27 EBITDA margin guidance raised to 11-12%
- Sanand plant to contribute ₹3,000 Cr to revenue in FY27

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UNDER REVIEW	Rating may undergo a change
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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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