

SRF

| Estimate change | ↓ |
|-----------------|----------|
| TP change | |
| Rating change | — |

| Bloomberg | SRF IN |
|-----------------------|-------------|
| Equity Shares (m) | 296 |
| M.Cap.(INRb)/(USDb) | 666.4 / 7.9 |
| 52-Week Range (INR) | 2697 / 2081 |
| 1, 6, 12 Rel. Per (%) | -2/-23/-23 |
| 12M Avg Val (INR M) | 1377 |
| | |

Financials & Valuations (INR b)

| Y/E Mar | 2025E | 2026E | 2027E |
|---------------|--------|-------|-------|
| Sales | 146.2 | 173.2 | 199.3 |
| EBITDA | 26.6 | 37.0 | 46.3 |
| PAT | 12.0 | 20.0 | 26.4 |
| EBITDA (%) | 18.2 | 21.4 | 23.2 |
| EPS (INR) | 40.5 | 67.4 | 88.9 |
| EPS Gr. (%) | (14.7) | 66.4 | 32.0 |
| BV/Sh. (INR) | 410 | 460 | 532 |
| Ratios | | | |
| Net D/E | 0.4 | 0.4 | 0.3 |
| RoE (%) | 10.2 | 15.5 | 17.9 |
| RoCE (%) | 8.7 | 12.1 | 14.0 |
| Payout (%) | 38.3 | 25.2 | 19.1 |
| Valuations | | | |
| P/E (x) | 55.2 | 33.2 | 25.1 |
| EV/EBITDA (x) | 26.7 | 19.3 | 15.5 |
| Div Yield (%) | 0.7 | 0.8 | 0.8 |
| FCF Yield (%) | 0.8 | 0.3 | 1.0 |
| | | | |

Shareholding Pattern (%)

| As On | Sep-24 | Jun-24 | Sep-23 |
|----------|--------|--------|--------|
| Promoter | 50.3 | 50.3 | 50.5 |
| DII | 17.8 | 16.6 | 14.2 |
| FII | 18.3 | 18.7 | 19.8 |
| Others | 13.7 | 14.4 | 15.6 |

Note: FII includes depository receipts

CMP: INR2,248 TP: INR2,080 (-7%) Neutral

Weakness in the Chemicals business hampers performance

Operating performance below estimates

- SRF posted weak performance in 2QFY25, with a material decline in operating profitability (EBIT down 22% YoY), due to the continuous weakness in the Chemicals business (EBIT dipped 29% YoY). The Technical Textiles business also witnessed subdued performance (EBIT down 5% YoY), which was offset by a relatively healthier performance in the Packaging Film business (EBIT grew 7% YoY).
- The overall macro scenario remains uncertain for the Chemicals business (74% EBIT mix in FY24); however, the management is expecting some recovery in 3Q which is likely to further accelerate in 4QFY25, led by a healthy order book in specialty chemicals and ramp-up of export/domestic volumes in the Fluorochemicals business.
- Factoring in the weak macro scenario and uncertain near-term outlook in the Chemicals business, we cut our FY25/FY26 EBITDA estimates by 13%/7%. We value the stock on an SoTP basis to arrive at our TP of INR2,080. **Reiterate**Neutral.

Operating deleverage and pricing pressure hurt margin

- SRF reported an overall revenue of INR34.2b (est. of INR35.8b) in 2QFY25, up ~8% YoY. EBITDA margins contracted 390bp YoY to 16.4% (est. of 18.2%). EBITDA stood at INR5.6b (est. of INR6.5b), down 13% YoY. Adj. PAT declined 30% YoY to INR2.2b (est. of INR3.1b).
- Chemicals' revenue (40%/59% of total sales/EBIT in 2QFY25) declined 5% YoY to INR13.6b, while EBIT declined 29% YoY to INR2.5b. EBIT margin contracted 630bp YoY to 18.1%. The Specialty Chemicals business experienced traction on certain new products, while volumes of some key products witnessed a lower offtake. The Fluorochemicals business witnessed volume growth in the domestic market. Margins were under pressure due to a decline in export realizations.
- Packaging Film's revenue (41%/20% of total sales/EBIT in 2QFY25) grew 27% YoY to INR14.2b, while EBIT grew 7% YoY to INR828m. Margin contracted 110bp YoY to 5.8%. The BOPET Film business witnessed improved margin in India, while the Thailand business continued to be affected by the Chinese dumping.
- Technical Textiles' revenue (16%/17% of total sales/EBIT in 2QFY25) grew 6% YoY to INR5.3b. EBIT declined 5% YoY to INR713m. EBIT margin contracted 150bp YoY to 13.3%. The business performed well owing to the higher sales volume of its flagship Nylon Tyre Cord Fabric (NTCF) and healthy demand for its Polyester Yarn segment. However, the Belting Fabrics segment witnessed low demand and margins, impacting the overall performance.
- For 1HFY25, revenue grew 6% YoY to INR68.9b while EBITDA/adj. PAT declined 13%/30% YoY to INR11.8b/INR5b. Based on our estimates, the implied revenue/EBITDA growth for 2HFY25 is 17%/14% YoY, led by a recovery in the Chemicals business.

Sumant Kumar - Research Analyst (Sumant.Kumar@MotilalOswal.com)

Research Analyst: Meet Jain (Meet.Jain@MotilalOswal.com) / Omkar Shintre (Omkar.Shintre@MotilalOswal.com)

Highlights from the management commentary

■ The **Chemicals business** is facing headwinds but is likely to witness a revival in 2HFY25. The company is not witnessing demand contraction for any product, but inventory rationalization is leading to lower offtakes. The management has not provided any growth guidance due to the current volatile macro scenario.

- Packaging business: The BOPET Film segment witnessed healthy domestic performance, while the Thailand business was hampered due to stiff Chinese competition and logistics issues. The company is expecting recovery in 2HFY25, led by the proposed imposition of anti-dumping duty by the US on Chinese imports.
- Capex: SRF has incurred a cash capex of ~INR6.5b in 1HFY25. It expects to incur a total capex of ~INR16-18b in FY25. This is much lower than the initial expectation, but the company will announce capex as and when the situation improves.

Valuation and view

- The Chemicals business (Fluorochemicals and specialty chemicals) is expected to witness some recovery in 2HFY25, led by a strong order book in the specialty business and ramp-up of export volumes coupled with gradual growth in PTFE within the Fluorochemicals business. The packaging business is likely to remain under pressure in the medium term, while the Technical Textiles business is likely to continue the current growth momentum.
- Factoring in the weak macro scenario and uncertain near-term outlook in the chemicals business, we cut our FY25/FY26 EBITDA estimates by 13%/7%. We value the stock on an SoTP-basis to arrive at our TP of INR2,080. **Reiterate**Neutral.

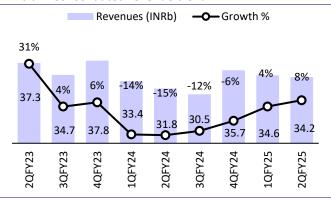
| Consolidated - Quarterly | onsolidated - Quarterly Earning Model | | | | | | | | | | | (INR m) |
|--------------------------|---------------------------------------|--------|--------|--------|--------|--------|--------|--------|----------|----------|--------|---------|
| Y/E March | FY24 FY25E | | | | | | FY24 | FY25E | FY25E | Var. | | |
| · | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | _' | | 2Q | % |
| Net Sales | 33,384 | 31,774 | 30,530 | 35,697 | 34,641 | 34,243 | 35,555 | 41,759 | 1,31,385 | 1,46,198 | 35,841 | -4 |
| YoY Change (%) | -14.3 | -14.8 | -12.0 | -5.5 | 3.8 | 7.8 | 16.5 | 17.0 | -11.6 | 11.3 | 12.8 | |
| Total Expenditure | 26,184 | 25,320 | 24,691 | 28,581 | 28,435 | 28,637 | 29,196 | 33,363 | 1,04,777 | 1,19,630 | 29,315 | |
| EBITDA | 7,200 | 6,453 | 5,839 | 7,116 | 6,207 | 5,606 | 6,360 | 8,396 | 26,608 | 26,568 | 6,526 | -14 |
| Margins (%) | 21.6 | 20.3 | 19.1 | 19.9 | 17.9 | 16.4 | 17.9 | 20.1 | 20.3 | 18.2 | 18.2 | |
| Depreciation | 1,566 | 1,612 | 1,689 | 1,859 | 1,882 | 1,939 | 1,950 | 2,180 | 6,726 | 7,951 | 1,950 | |
| Interest | 656 | 793 | 674 | 900 | 965 | 938 | 920 | 900 | 3,023 | 3,723 | 750 | |
| Other Income | 118 | 291 | 188 | 234 | 253 | 333 | 300 | 310 | 830 | 1,196 | 280 | |
| PBT before EO Expense | 5,095 | 4,339 | 3,664 | 4,591 | 3,612 | 3,063 | 3,790 | 5,626 | 17,689 | 16,090 | 4,106 | |
| Extra-Ord Expense & DO | 237 | 191 | 181 | 158 | 172 | 226 | 0 | 0 | 767 | 398 | 0 | |
| PBT | 4,858 | 4,148 | 3,483 | 4,433 | 3,440 | 2,837 | 3,790 | 5,626 | 16,922 | 15,692 | 4,106 | |
| Tax | 1,265 | 1,140 | 949 | 211 | 918 | 822 | 928 | 1,379 | 3,565 | 4,047 | 1,006 | |
| Rate (%) | 24.8 | 26.3 | 25.9 | 4.6 | 25.4 | 26.9 | 24.5 | 24.5 | 20.2 | 25.2 | 24.5 | |
| Reported PAT | 3,593 | 3,008 | 2,534 | 4,222 | 2,522 | 2,014 | 2,861 | 4,247 | 13,357 | 11,645 | 3,100 | |
| Adj PAT | 3,830 | 3,199 | 2,715 | 4,380 | 2,695 | 2,240 | 2,861 | 4,247 | 14,124 | 12,043 | 3,100 | -28 |
| YoY Change (%) | -39.5 | -38.1 | -48.4 | -25.8 | -29.6 | -30.0 | 5.4 | -3.0 | -37.7 | -14.7 | -3 | |
| Margins (%) | 11.5 | 10.1 | 8.9 | 12.3 | 7.8 | 6.5 | 8.0 | 10.2 | 10.8 | 8.2 | 8.7 | |

| | | _ | |
|-----|----------|----------|----------|
| VOV | Performa | nnco In | dicatorc |
| NEV | renonia | mice iii | uicatuis |

| Y/E March | | FY | 24 | | | FY2 | 25E | | FY24 | FY25E | FY25E |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Consolidated | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE |
| Segment Revenue (INR m) | | | | | | | | | | | |
| Technical Textile | 4,647 | 5,062 | 4,584 | 4,689 | 5,253 | 5,355 | 5,134 | 5,298 | 18,980 | 21,040 | 5,568 |
| Chemicals | 16,605 | 14,263 | 13,941 | 18,161 | 14,820 | 13,578 | 16,032 | 21,793 | 62,970 | 66,223 | 14,834 |
| Packaging Film | 10,948 | 11,215 | 10,907 | 11,824 | 13,363 | 14,206 | 13,197 | 13,479 | 44,893 | 54,245 | 14,019 |
| Others | 1,187 | 1,269 | 1,136 | 1,062 | 1,262 | 1,128 | 1,192 | 1,189 | 4,653 | 4,771 | 1,421 |
| Segment Revenue Growth (%) | | | | | | | | | | | |
| Technical Textile | -18.6 | 8.6 | 7.6 | 8.9 | 13.1 | 5.8 | 12.0 | 13.0 | 0.2 | 10.9 | 10.0 |
| Chemicals | -3.6 | -22.1 | -20.6 | -13.6 | -10.8 | -4.8 | 15.0 | 20.0 | -15.0 | 5.2 | 4.0 |
| Packaging Film | -26.8 | -15.7 | -9.3 | 2.5 | 22.1 | 26.7 | 21.0 | 14.0 | -13.4 | 20.8 | 25.0 |
| Other | 12.4 | 26.4 | 23.0 | 12.6 | 6.3 | -11.1 | 5.0 | 12.0 | 18.5 | 2.5 | 12.0 |
| Segment Results (INR m) | | | | | | | | | | | |
| Technical Textile | 607 | 750 | 688 | 698 | 677 | 713 | 744 | 821 | 2,742 | 2,956 | 779 |
| Chemicals | 4,601 | 3,478 | 3,219 | 4,977 | 3,064 | 2,461 | 3,367 | 5,012 | 16,274 | 13,905 | 3,189 |
| Packaging Film | 513 | 773 | 449 | 331 | 868 | 828 | 858 | 944 | 2,065 | 3,497 | 953 |
| Others | 232 | 331 | 212 | 156 | 236 | 172 | 191 | 190 | 930 | 789 | 355 |
| Segment EBIT Margins (%) | | | | | | | | | | | |
| Technical Textile | 13.1 | 14.8 | 15.0 | 14.9 | 12.9 | 13.3 | 14.5 | 15.5 | 14.4 | 14.0 | 14.0 |
| Chemicals | 27.7 | 24.4 | 23.1 | 27.4 | 20.7 | 18.1 | 21.0 | 23.0 | 25.8 | 21.0 | 21.5 |
| Packaging Film | 4.7 | 6.9 | 4.1 | 2.8 | 6.5 | 5.8 | 6.5 | 7.0 | 4.6 | 6.4 | 6.8 |
| Others | 19.5 | 26.1 | 18.7 | 14.7 | 18.7 | 15.2 | 16.0 | 16.0 | 20.0 | 16.5 | 25.0 |
| Cost Break-up | | | | | | | | | | | |
| RM Cost (% of sales) | 50.9 | 51.0 | 50.9 | 51.4 | 52.7 | 53.6 | 52.7 | 52.4 | 51.1 | 52.8 | 47.3 |
| Staff Cost (% of sales) | 6.5 | 7.1 | 8.0 | 6.9 | 7.3 | 7.4 | 7.3 | 6.2 | 7.1 | 7.0 | 7.3 |
| Power and Fuel Cost (% of sales) | 10.6 | 10.8 | 10.5 | 9.2 | 9.9 | 10.1 | 10.0 | 9.7 | 10.2 | 9.9 | 12.2 |
| Other Cost (% of sales) | 10.4 | 10.7 | 11.5 | 12.6 | 12.2 | 12.6 | 12.2 | 11.6 | 11.3 | 12.1 | 9.9 |
| Gross Margins (%) | 49.1 | 49.0 | 49.1 | 48.6 | 47.3 | 46.4 | 47.3 | 47.6 | 48.9 | 47.2 | 52.7 |
| EBITDA Margins (%) | 21.6 | 20.3 | 19.1 | 19.9 | 17.9 | 16.4 | 17.9 | 20.1 | 20.3 | 18.2 | 18.2 |
| EBIT Margins (%) | 16.9 | 15.2 | 13.6 | 14.7 | 12.5 | 10.7 | 12.4 | 14.9 | 15.1 | 12.7 | 13.2 |

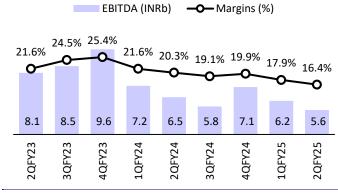
Key Exhibits

Exhibit 1: Consolidated revenue trend



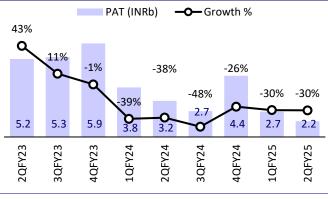
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA trend



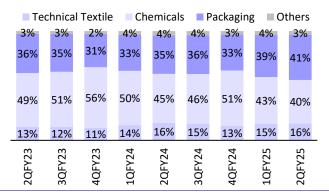
Source: Company, MOFSL

Exhibit 3: Consolidated adjusted PAT trend



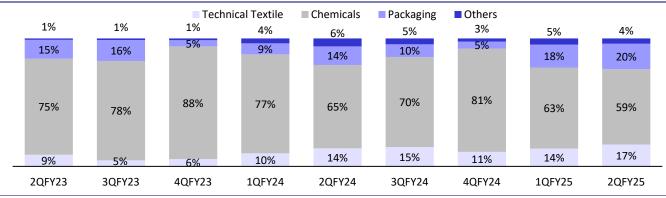
Source: Company, MOFSL

Exhibit 4: Revenue mix trend



Source: Company, MOFSL

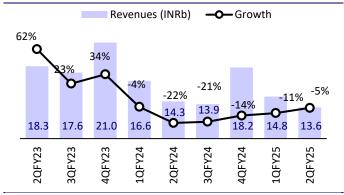
Exhibit 5: EBIT mix trend



Source: Company, MOFSL

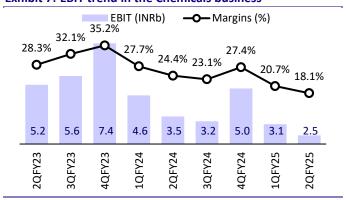
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Exhibit 6: Revenue trend in the Chemicals business



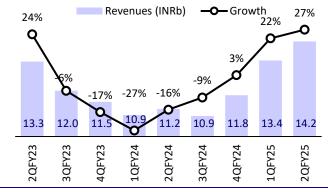
Source: Company, MOFSL

Exhibit 7: EBIT trend in the Chemicals business



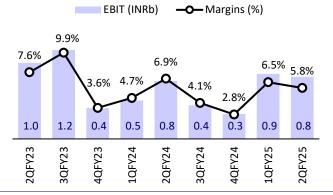
Source: Company, MOFSL

Exhibit 8: Revenue trend in the Packaging Film business



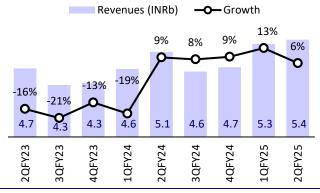
Source: Company, MOFSL

Exhibit 9: EBIT trend in the Packaging Film business



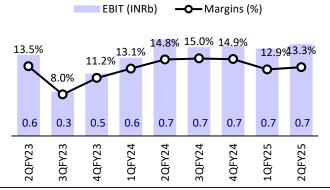
Source: Company, MOFSL

Exhibit 10: Revenue trend in the Technical Textiles business



Source: Company, MOFSL

Exhibit 11: EBIT trend in the Technical Textiles business



Source: Company, MOFSL



Key highlights from the management commentary

Chemicals business:

■ The Specialty Chemicals business continued to face headwinds during the quarter. The overall Specialty Chemicals business was down ~4-4.5% in 1HFY25.

- The company is witnessing decent volumes while pricing is improving; hence, the management expects recovery in margins by 4Q.
- Currently, the company has a strong order book at hand, but customers are delaying product registration amid global pressure. The company's ongoing discussion with customers is positive.
- The company has commercialized 3 new products each in the agro and pharma segment in 1HFY25.
- Domestic sales account for ~25-30% of revenues while international sales account for the remaining. The company expects this trend to continue going forward.
- The company is currently working on 7 Als, out of this ~3 will start to witness traction in FY25 itself.
- SRF has spent ~INR18b on initiating several new plants in this segment.
- The Fluorochemicals segment witnessed healthy performance in the domestic market with an increase in overall volumes. However, reduced export realizations put pressure on margins.
- Developed markets such as the US are witnessing lower volumes. However, it is in line with the expectation. The company expects this trend to continue going forward.
- The Indian and Middle Eastern markets will continue to make up for the volumes lost from some of the developed geographies.
- The company witnessed an increased market share in both the RAC and MAC segments.
- HFC prices are under pressure in the US market but volumes in the domestic market were strong. The company expects these trends to continue going forward.
- The company expects gradual growth in PTFE, led by customer approvals.
- It expects pricing pressure in Chloromethane to sustain. Margins have started to expand from 2Q onwards. The company is currently preparing for the commercial phase of the products.
- The overall Chemicals business is facing headwinds but is expected to witness recovery from 2HFY25. The company is not witnessing demand contraction for any products. However, customers are rationalizing inventory, factoring in the pricing pressure and global interest rate cycle.
- The company expects better volumes from 3QFY25 onwards, while the offtake is expected to further accelerate in 4Q with the company anticipating major recovery and dispatched from 4QFY25.
- The company has not provided any growth guidance due to the current volatile macro scenario.

Packaging film business

■ The BOPET Film business performed well in India owing to better pricing and margins in 2QFY25. However, the performance in Thailand was impacted due to stiff Chinese competition. Further, the significant surge in ocean freights and container availability negatively impacted exports from Thailand.

- The company is expecting this business to ramp up in 2HFY25, led by the antidumping duty by the US on Chinese imports.
- The BOPP Film business is stable and performing well. The company is adding more value-added products in this segment.
- It is witnessing better domestic volumes from the aluminum foil product.

 Sampling for the export volumes has increased and the company is expecting export orders soon. It is anticipating strong performance from this product from 4Q onwards.

Technical textiles business:

- The Technical Textiles business performed well owing to the higher sales volume of Nylon Tyre Cord Fabric and healthy demand for its Polyester Yarn segment. The Belting Fabrics segment witnessed low demand and margins, which impacted the overall performance.
- The company continued to focus on enhancing high-end VAP sales in Belting Fabrics, with entry into a new geography and commercialization of 8 new VAPs in 1HFY25.
- Going forward, the demand for NTCF and PIY is expected to remain strong, while the demand for belting fabrics may stay flat. However, aggressive import prices of belting fabrics from China may continue to impact margins.

Capex:

- The company has incurred a cash capex of ~INR6.5b in 1HFY25. It expects to incur a total capex of ~INR16-18b in FY25. This is much lower than the initial expectation, but the company will announce capex as and when the situation improves.
- The Board has approved a project to establish production facilities for fourth-generation refrigerants, which have a notably lower Global Warming Potential (GWP) and carbon footprint, at an estimated cost of INR11b. The project is anticipated to be completed in about 30 months.
- The company will establish a ~60KMT manufacturing facility for the BOPP-BOPE film (including metalizer) in Indore, India for the projected cost of INR4.45b, which is expected to be operational in approximately 25 months.

Valuation and view

- The Chemicals business (Fluorochemicals and specialty chemicals) is expected to witness some recovery in 2HFY25, led by a strong order book in the specialty business and ramp-up of export volumes within the Fluorochemicals business. The Packaging business is likely to remain under pressure in the medium term, while the Technical Textiles business is likely to maintain the current growth momentum.
- Factoring in the weak macro scenario and uncertain near-term outlook in the Chemicals business, we cut our FY25/FY26 EBITDA estimates by 13%/7%. We value the stock on an SoTP-basis to arrive at our TP of INR2,080. Reiterate **Neutral.**

Exhibit 12: Valuation methodology

| EV/EBITDA | FY26 EBITDA (INRm) | Multiple (x) | EV (INRm) |
|------------------------------|-----------------------|--------------|-----------|
| Technical Textiles | 4,448 | 11 | 50,713 |
| Chemicals | 27,108 | 19 | 5,27,520 |
| Packaging Films | 7,665 | 11 | 87,378 |
| Others | 1,199 | 6 | 7,195 |
| Total EV | | | 6,72,806 |
| Less: Debt | | | 56,202 |
| Less: Minority Interest | | | - |
| Add: Cash & Cash Equivalents | | | 2,049 |
| Target Mcap (INR m) | | | 6,18,653 |
| Outstanding Share (m) | | | 297.4 |
| Target Price (INR) | | | 2,080 |

Source: MOFSL

Exhibit 13: Revisions to our estimates

| Earnings Change | nings Change Old | | | ew | Change (%) | | |
|------------------------|------------------|----------|----------|----------|------------|-------|--|
| (INR m) | FY25E | FY26E | FY25E | FY26E | FY25E | FY25E | |
| Revenue | 1,52,606 | 1,78,140 | 1,46,198 | 1,73,182 | -4 | -3 | |
| EBITDA | 30,409 | 39,649 | 26,568 | 37,048 | -13 | -7 | |
| Adj. PAT | 15,209 | 21,951 | 12,043 | 20,035 | -21 | -9 | |

Source: MOFSL

Financials and valuations

| Consolidated - Income Statement | | | | | | | | | (INRm |
|-------------------------------------|--------|--------|--------|----------|----------|----------|----------|----------|----------|
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E | FY27E |
| Total Income from Operations | 70,996 | 72,094 | 84,000 | 1,24,337 | 1,48,703 | 1,31,385 | 1,46,198 | 1,73,182 | 1,99,311 |
| Cost of Materials Consumed | 39,671 | 36,870 | 40,189 | 60,669 | 73,935 | 67,088 | 77,234 | 89,211 | 1,01,167 |
| Personnel Expenses | 4,608 | 5,419 | 6,214 | 7,800 | 8,138 | 9,350 | 10,214 | 11,257 | 12,557 |
| Other Expenses | 13,508 | 15,221 | 16,264 | 24,835 | 30,297 | 28,339 | 32,182 | 35,667 | 39,288 |
| Total Expenditure | 57,787 | 57,510 | 62,667 | 93,305 | 1,12,371 | 1,04,777 | 1,19,630 | 1,36,134 | 1,53,012 |
| EBITDA | 13,209 | 14,584 | 21,333 | 31,032 | 36,332 | 26,608 | 26,568 | 37,048 | 46,299 |
| Margin (%) | 18.6 | 20.2 | 25.4 | 25.0 | 24.4 | 20.3 | 18.2 | 21.4 | 23.2 |
| Depreciation | 3,582 | 3,886 | 4,531 | 5,172 | 5,753 | 6,726 | 7,951 | 8,965 | 10,133 |
| EBIT | 9,627 | 10,698 | 16,803 | 25,860 | 30,579 | 19,882 | 18,617 | 28,083 | 36,166 |
| Int. and Finance Charges | 1,984 | 2,007 | 1,340 | 1,159 | 2,048 | 3,023 | 3,723 | 2,981 | 2,860 |
| Other Income | 280 | 491 | 545 | 428 | 749 | 830 | 1,196 | 1,435 | 1,722 |
| PBT bef. EO Exp. | 7,923 | 9,182 | 16,008 | 25,128 | 29,280 | 17,689 | 16,090 | 26,537 | 35,028 |
| EO Items | 262 | 997 | 116 | 727 | -1,040 | -767 | -398 | 0 | 0 |
| PBT after EO Exp. | 8,185 | 10,179 | 16,123 | 25,856 | 28,240 | 16,922 | 15,692 | 26,537 | 35,028 |
| Current Tax | 1,769 | 265 | 4,154 | 7,139 | 6,617 | 3,565 | 4,047 | 6,502 | 8,583 |
| Deferred Tax | 0 | -277 | -10 | -173 | 0 | 0 | 0 | 0 | 0 |
| Tax Rate (%) | 21.6 | -0.1 | 25.7 | 26.9 | 23.4 | 21.1 | 25.8 | 24.5 | 24.5 |
| Less: Minority Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reported PAT | 6,416 | 10,191 | 11,979 | 18,889 | 21,623 | 13,357 | 11,645 | 20,035 | 26,445 |
| Adjusted PAT | 6,155 | 9,194 | 11,864 | 18,162 | 22,663 | 14,124 | 12,043 | 20,035 | 26,445 |
| Change (%) | 48.2 | 49.4 | 29.0 | 53.1 | 24.8 | -37.7 | -14.7 | 66.4 | 32.0 |
| Margin (%) | 8.7 | 12.8 | 14.1 | 14.6 | 15.2 | 10.8 | 8.2 | 11.6 | 13.3 |
| | | | | | | | | | |
| Consolidated - Balance Sheet | | | | | | | | | (INRm) |
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E | FY27E |
| Equity Share Capital | 575 | 585 | 603 | 2,974 | 2,974 | 2,974 | 2,974 | 2,974 | 2,974 |
| Preference Capital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Reserves | 40,718 | 48,748 | 67,962 | 82,679 | 1,00,296 | 1,11,816 | 1,18,999 | 1,33,977 | 1,55,366 |
| Net Worth | 41.293 | 49.333 | 68.564 | 85 654 | 1.03.271 | 1 14 790 | 1 21 973 | 1 36 952 | 1.58.341 |

| Consolidated - Balance Sheet | | | | | | | | | (INRm) |
|------------------------------|--------|--------|----------|----------|----------|----------|----------|----------|----------|
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E | FY27E |
| Equity Share Capital | 575 | 585 | 603 | 2,974 | 2,974 | 2,974 | 2,974 | 2,974 | 2,974 |
| Preference Capital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Reserves | 40,718 | 48,748 | 67,962 | 82,679 | 1,00,296 | 1,11,816 | 1,18,999 | 1,33,977 | 1,55,366 |
| Net Worth | 41,293 | 49,333 | 68,564 | 85,654 | 1,03,271 | 1,14,790 | 1,21,973 | 1,36,952 | 1,58,341 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Deferred Liabilities | 3,420 | 1,755 | 3,862 | 6,775 | 8,092 | 9,387 | 9,387 | 9,387 | 9,387 |
| Total Loans | 37,302 | 40,468 | 33,950 | 35,394 | 43,541 | 49,202 | 52,202 | 56,202 | 58,202 |
| Capital Employed | 82,014 | 91,556 | 1,06,376 | 1,27,822 | 1,54,903 | 1,73,380 | 1,83,563 | 2,02,541 | 2,25,930 |
| Gross Block | 68,322 | 76,934 | 96,167 | 1,06,943 | 1,28,622 | 1,67,373 | 1,93,373 | 2,13,373 | 2,46,373 |
| Less: Accum. Deprn. | 12,269 | 15,540 | 20,071 | 25,243 | 30,997 | 37,723 | 45,674 | 54,638 | 64,771 |
| Net Fixed Assets | 56,053 | 61,394 | 76,096 | 81,699 | 97,626 | 1,29,650 | 1,47,699 | 1,58,734 | 1,81,601 |
| Goodwill on Consolidation | 41 | 6 | 6 | 0 | 0 | 0 | 0 | 0 | 0 |
| Capital WIP | 7,536 | 13,933 | 7,723 | 16,716 | 24,055 | 8,053 | 53 | 7,053 | 2,053 |
| Current Investments | 1,005 | 1,985 | 4,125 | 3,167 | 4,901 | 4,056 | 4,056 | 4,056 | 4,056 |
| Total Investments | 1,006 | 2,027 | 4,167 | 3,209 | 4,942 | 5,267 | 5,267 | 5,267 | 5,267 |
| Curr. Assets, Loans & Adv. | 34,243 | 31,265 | 41,121 | 56,025 | 60,735 | 61,574 | 64,930 | 69,377 | 79,550 |
| Inventory | 12,247 | 12,012 | 14,658 | 21,385 | 22,743 | 23,265 | 24,334 | 26,397 | 29,934 |
| Account Receivables | 10,288 | 8,911 | 12,746 | 17,925 | 17,856 | 19,428 | 19,226 | 21,351 | 24,573 |
| Cash and Bank Balance | 1,989 | 1,255 | 2,820 | 4,594 | 6,165 | 4,075 | 4,344 | 2,049 | 2,526 |
| Loans and Advances | 9,719 | 9,088 | 10,898 | 12,123 | 13,972 | 14,805 | 17,026 | 19,580 | 22,517 |
| Curr. Liability & Prov. | 16,865 | 17,211 | 22,918 | 29,944 | 32,642 | 31,440 | 34,662 | 38,166 | 42,817 |
| Account Payables | 13,824 | 11,117 | 15,852 | 20,964 | 22,313 | 21,978 | 24,334 | 26,885 | 30,489 |
| Other Current Liabilities | 2,600 | 5,653 | 6,544 | 8,391 | 9,642 | 8,660 | 9,526 | 10,479 | 11,527 |
| Provisions | 441 | 442 | 522 | 590 | 687 | 802 | 802 | 802 | 802 |
| Net Current Assets | 17,378 | 14,054 | 18,203 | 26,081 | 28,093 | 30,134 | 30,268 | 31,211 | 36,733 |
| Deferred Tax assets | 0 | 143 | 181 | 116 | 187 | 276 | 276 | 276 | 276 |
| Misc Expenditure | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Appl. of Funds | 82,014 | 91,556 | 1,06,376 | 1,27,822 | 1,54,903 | 1,73,380 | 1,83,563 | 2,02,541 | 2,25,930 |

Financials and valuations

| Ratios | | | | | | | | | |
|---------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E | FY27E |
| Basic (INR) | | | | | | | | | |
| EPS | 20.7 | 30.9 | 39.9 | 61.1 | 76.2 | 47.5 | 40.5 | 67.4 | 88.9 |
| Cash EPS | 32.7 | 44.0 | 55.1 | 78.5 | 95.5 | 70.1 | 67.2 | 97.5 | 123.0 |
| BV/Share | 138.8 | 165.9 | 230.5 | 288.0 | 347.2 | 385.9 | 410.1 | 460.4 | 532.3 |
| DPS | 3.9 | 2.8 | 4.9 | 16.8 | 7.2 | 7.2 | 15.0 | 17.0 | 17.0 |
| Payout (%) | 20.8 | 9.6 | 12.1 | 26.4 | 9.9 | 16.0 | 38.3 | 25.2 | 19.1 |
| Valuation (x) | | | | | | | | | |
| P/E | 108.0 | 72.3 | 56.0 | 36.6 | 29.3 | 47.0 | 55.2 | 33.2 | 25.1 |
| Cash P/E | 68.2 | 50.8 | 40.5 | 28.5 | 23.4 | 31.9 | 33.2 | 22.9 | 18.2 |
| P/BV | 16.1 | 13.5 | 9.7 | 7.8 | 6.4 | 5.8 | 5.4 | 4.9 | 4.2 |
| EV/Sales | 9.8 | 9.7 | 8.2 | 5.6 | 4.7 | 5.4 | 4.8 | 4.1 | 3.6 |
| EV/EBITDA | 52.9 | 48.1 | 32.4 | 22.3 | 19.2 | 26.5 | 26.7 | 19.3 | 15.5 |
| Dividend Yield (%) | 0.2 | 0.1 | 0.2 | 0.7 | 0.3 | 0.3 | 0.7 | 0.8 | 0.8 |
| FCF Per Share | -5.3 | -2.3 | 19.1 | 9.7 | 0.0 | -6.1 | 18.3 | 5.9 | 21.5 |
| Return Ratios (%) | | | | | | | | | |
| RoE | 16.0 | 20.3 | 20.1 | 23.6 | 24.0 | 13.0 | 10.2 | 15.5 | 17.9 |
| RoCE | 10.7 | 13.3 | 13.4 | 17.2 | 17.9 | 10.5 | 8.7 | 12.1 | 14.0 |
| RoIC | 18.0 | 15.3 | 26.3 | 34.2 | 34.7 | 18.2 | 15.1 | 20.3 | 23.3 |
| Working Capital Ratios | | | | | | | | | |
| Accum. Dep/Gross Block (x) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Fixed Asset Turnover (x) | 1.0 | 0.9 | 0.9 | 1.2 | 1.2 | 0.8 | 0.8 | 0.8 | 0.8 |
| Asset Turnover (x) | 0.9 | 0.8 | 0.8 | 1.0 | 1.0 | 0.8 | 0.8 | 0.9 | 0.9 |
| Inventory (Days) | 113 | 119 | 133 | 129 | 112 | 127 | 115 | 108 | 108 |
| Debtor (Days) | 53 | 45 | 55 | 53 | 44 | 54 | 48 | 45 | 45 |
| Creditor (Days) | 127 | 110 | 144 | 126 | 110 | 120 | 115 | 110 | 110 |
| Working Cap. Turnover (Days) | 79 | 65 | 67 | 63 | 54 | 72 | 65 | 61 | 63 |
| Leverage Ratio (x) | | | | | | | | | |
| Current Ratio | 2.0 | 1.8 | 1.8 | 1.9 | 1.9 | 2.0 | 1.9 | 1.8 | 1.9 |
| Interest Cover Ratio | 5 | 5 | 13 | 22 | 15 | 7 | 5 | 9 | 13 |
| Debt/Equity | 0.9 | 0.8 | 0.5 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| | | | | | | | | | |
| Consolidated - Cash Flow State | ment | | | | | | | | (INRm) |
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E | FY27E |
| OP/(Loss) before Tax | 8,269 | 10,706 | 16,099 | 25,856 | 28,240 | 16,922 | 15,692 | 26,537 | 35,028 |
| Depreciation | 3,669 | 3,929 | 4,531 | 5,172 | 5,753 | 6,726 | 7,951 | 8,965 | 10,133 |
| Interest & Finance Charges | 2,016 | 2,016 | 1,340 | 1,159 | 2,048 | 3,023 | 3,723 | 2,981 | 2,860 |
| Direct Taxes Paid | -1,502 | -1,427 | -2,553 | -4,016 | -6,617 | -3,565 | -4,047 | -6,502 | -8,583 |
| (Inc)/Dec in WC | -3,165 | -239 | -1,236 | -6,645 | -408 | -2,168 | 134 | -3,238 | -5,045 |
| CF from Operations | 9,286 | 14,984 | 18,181 | 21,527 | 29,017 | 20,938 | 23,453 | 28,743 | 34,394 |
| Others | -330 | -1,940 | -464 | -469 | 0 | 0 | 0 | 0 | 0 |
| CF from Operating incl EO | 8,956 | 13,044 | 17,717 | 21,057 | 29,017 | 20,938 | 23,453 | 28,743 | 34,394 |
| (inc)/dec in FA | -10,526 | -13,730 | -12,047 | -18,171 | -29,019 | -22,748 | -18,000 | -27,000 | -28,000 |
| Free Cash Flow | -1,570 | -685 | 5,670 | 2,886 | -2 | -1,810 | 5,453 | 1,743 | 6,394 |
| (Pur)/Sale of Investments | 332 | -886 | -1,886 | 1,028 | -1,733 | -325 | 0 | 0 | 0,394 |
| Others | 53 | 2,813 | | 1,265 | | 800 | 0 | 0 | 0 |
| | | | -1,064 | | 1,138 | | | | |
| CF from Investments | -10,142 | -11,803 | -14,997 | -15,877 | -29,614 | -22,273 | -18,000 | -27,000 | -28,000 |
| Issue of Shares | 1 | 2 205 | 7,500 | 622 | 0 147 | 0 | 2.000 | 4.000 | 2 000 |
| Inc/(Dec) in Debt | 2,677 | 3,205 | -6,856 | 622 | 8,147 | 5,662 | 3,000 | 4,000 | 2,000 |
| Interest Paid | -2,241 | -2,040 | -1,574 | -1,173 | -2,048 | -3,023 | -3,723 | -2,981 | -2,860 |
| Dividend Paid | -836 | -803 | -1,408 | -2,117 | -2,142 | -2,142 | -4,462 | -5,056 | -5,056 |
| Others | 2,606 | -2,337 | 1,182 | -741 | -1,789 | -1,252 | 0 | 0 | 0 |
| CF from Fin. Activity | 2,207 | -1,975 | -1,155 | -3,406 | 2,168 | -754 | -5,185 | -4,038 | -5,917 |
| Inc/Dec of Cash | 1,021 | -734 | 1,565 | 1,774 | 1,571 | -2,089 | 268 | -2,294 | 477 |
| Opening Balance | 967 | 1,989 | 1,255 | 2,820 | 4,594 | 6,164 | 4,075 | 4,344 | 2,049 |
| Closing Balance | 1,989 | 1,255 | 2,820 | 4,594 | 6,164 | 4,075 | 4,344 | 2,049 | 2,526 |

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NOTES

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

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Nainesh Rajani

Email: nainesh.raiani@motilaloswal.com

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| 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 |

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .: 146822. IRDA Corporate Agent - CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.

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