

### Pickup in execution from FY26E; attractive valuation

- PNCL's Q4FY25 revenue was below our estimates, however EBITDA margin and PAT came in line.
- We expect core Revenue/APAT CAGR of 24.4%/30.8% over FY25-27E with core EBITDA margins of 12.5%/12.5% for FY26E/ FY27E.
- We decrease our FY26E/FY27E EPS estimates by 9.4%/8.1% factoring lower revenue growth guidance and lower order inflow in FY25. However, factoring higher growth CAGR, decent order inflow in FY26E/FY27E and attractive 8x core PE of FY27E EPS, we maintain our 'BUY' rating with revised SOTP based TP of Rs387 (12x FY27E EPS, 1x FY27E P/B for road BOT and 1x P/B for HAM assets).

### Order book of Rs177.9 bn (3.2x TTM revenue)

PNCL's order book stood at Rs177.9 bn as on Mar'25 (3.2x TTM revenue) of which AD is pending for projects worth Rs.40.97 bn (AD expected by Mar'25). FY25 order inflow stood at Rs66.7 bn, company is also L1 in 2 projects worth Rs26.4 bn. The company has already submitted bids worth Rs500 bn (yet to open), further, identified a bid pipeline of Rs600 bn to be bided in next 2 months. Overall bid pipeline of Rs1 trn of which Rs600 bn/Rs400 bn from the roads (MoRTH & NHAI - HAM, BOT toll, EPC)/non-roads sector (Railway, DMRC, NPCL, Airports, NHPC, Eastern Rajasthan canal project, etc.). We maintain an order inflow of Rs110 bn/Rs120 bn for FY26E/FY27E.

### HAM equity requirement of Rs7.6 bn over next 2-3 years

The total equity requirement for 13 HAM projects stood at Rs17.4 bn, of which the company has already invested Rs9.8 bn till Mar'25; Rs7.6 bn (Rs4 bn/ Rs3.6 bn in FY26E/FY27E) is to be invested over the next 2-3 years through internal accruals.

### Earnings Concall Highlights

- Downward revised its revenue guidance to 20% (vs. earlier ~35%) translating to revenue of Rs66 bn in FY26 vs. Rs55 bn in FY25
- Guided revenue growth rate of 15-20% YoY for FY27.
- EBITDA margin guidance maintained at 13% for FY26.
- Targets an order inflow of Rs150 bn for FY26E, of which Rs50-100 bn by Aug-Sep'25.

**Key risk – Lower order inflow vs. estimates**

#### Key Data

Nifty	24,620
Equity / FV	Rs 513mn / Rs 2
Market Cap	Rs 73bn
	USD 851.7mn
52-Week High/Low	Rs 552/ 240
Avg. Volume (no)	5,45,103
Bloom Code	PNCL IN

	Current	Previous
Rating	BUY	BUY
Target Price	387	420

#### Change in Estimates

(Rs.bn)	Current FY26E	Current FY27E	Chg (%) /bps FY26E	Chg (%) /bps FY27E
Revenue	66	79	(9.5)	(8.9)
EBITDA	8	10	(8.1)	(8.8)
EBITDA (%)	12.7	12.5	19	2
APAT	5	7	(9.4)	(8.1)
EPS (Rs)	21.0	25.5	(9.4)	(8.1)

#### Valuation (x)

	FY25A	FY26E	FY27E
P/E	19.1	13.6	11.2
EV/EBITDA	6.6	7.4	6.5
ROE (%)	7.9	9.7	10.4
RoACE (%)	15.0	10.4	10.9

#### Q4FY25 Result (Rs Mn)

Particulars	Q4FY25	YoY (%)	QoQ (%)
Revenue	14,146	(39.6)	17.4
Total Expense	12,387	(30.3)	17.0
EBITDA	1,758	(68.9)	20.5
Depreciation	223	(16.1)	(1.4)
EBIT	1,535	(71.5)	24.5
Other Income	289	188.2	81.2
Interest	266	96.1	22.4
EBT	1,558	(70.9)	32.5
Tax	348	(73.8)	(0.2)
RPAT	1,210	(69.9)	46.4
APAT	1,210	(32.9)	40.9
		(bps)	(bps)
Gross Margin	24.3	(1002)	(150)
EBITDA (%)	12.4	(1171)	32
NPM (%)	8.6	85	143
Tax Rate (%)	22.4	(245)	(734)
EBIT (%)	10.9	(1215)	62

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**Exhibit 1: Actual V/s Dolat estimates**

Particulars (Rs mn)	Actual	Dolat Est.	% Variance	Comments
Revenue	14,146	14,784	(4.3)	Lower execution vs. estimates
EBITDA	1,758	1,811	(2.9)	-
EBITDA margin (%)	12.4	12.2	18 bps	In line
APAT	1,210	1,183	2.2	In line

Source: Company, Dolat Capital

**Exhibit 2: Change in estimates**

Particulars (Rs mn)	FY26E			FY27E		
	New	Old	Chg (%)	New	Old	Chg (%)
Net revenues	66,148	73,053	(9.5)	78,624	86,320	(8.9)
Core Revenue	65,998	73,053	(9.7)			
EBITDA	8,405	9,146	(8.1)	9,837	10,785	(8.8)
Core EBITDA	8,255	9,146	(9.7)			
EBITDA margin (%)	12.7	12.5	19 bps	12.5	12.5	2 bps
Core EBITDA margin (%)	12.5	12.5	(1 bp)			
APAT	5,395	5,953	(9.4)	6,552	7,129	(8.1)
EPS (Rs)	21.0	23.2	(9.4)	25.5	27.8	(8.1)

Source: Company, Dolat Capital

Factoring in lower order inflow in FY25 and lower management guidance, we decrease our core revenue estimates by 9.7%/8.9% for FY26E/FY27E. Following the decrease in revenue, we decrease core EBITDA/APAT estimates by 9.7%/9.4% for FY26E and 8.8%/8.1% for FY27E. We maintain our EBITDA margins for FY26E/FY27E.

**Earnings Call KTAs**

- Road awarding and construction remained subdued for FY25 due to prolonged monsoon, and delay in receiving appointed date for awarded projects due to non-availability of land. PNCL has 18 BOT, Annuity and HAM assets consisting of 13 HAM projects ~Rs165 bn BPC. Out of 13 HAM, the company has completed and achieved PCOD and COD for 3 projects, whereas 6 are under construction, 3 achieved financial closure, AD awaited and 1 project is in the process of achieving FC.
- **Guidance – PNCL downward revised its revenue guidance to 20% translating to revenue of Rs66 bn in FY26E vs. Rs55 bn in FY25** (vs. earlier guidance of ~35%) with **an EBITDA margin of ~13% (maintained) for FY26**; targets to maintain revenue growth rate of 15-20% YoY for FY27E on conservative basis. **The company targets an order inflow of Rs150 bn for FY26E, of which Rs50-100 bn is to be done by Aug-Sep'25.**
- **Order Book, Inflow & Bid Pipeline –** Order book stood at Rs177.9 bn (3.2x TTM Revenue); 63% highways & expressways/37% water, canal, area development and railway projects. FY25 order inflow stood at Rs66.7 bn. The company is also L1 in 2 projects - 1) Bhandara-Gadchiroli Expressway (Pkg BG02) worth Rs24 bn and 2) Construction of Flyover in Bharatpur worth Rs2.4 bn. The company has already submitted bids in 15 projects worth Rs500 bn; bids are yet to be opened. The company further plans to bid for 42 projects worth Rs600 bn over the next 2 months. **Overall bid pipeline stands at Rs1 trn, of which Rs600 bn/Rs400 bn from roads (MoRTH & NHAI - HAM, BOT toll, EPC)/non-roads sector (Railway, DMRC, NPCL, Airports, NHPC, Eastern Rajasthan canal project,**

etc.). Out of these projects, the company expects to bag projects worth Rs50-100 bn by Aug-Sep'25.

- **OB outstanding** – Jalna-Nanded - Rs23.6 bn, Pune Ring Road - Rs22.7 bn, Akkalkot Pkg-II - Rs6.3 bn, Sonali-Gorukhpur - Rs5.3 bn, Prayagraj - Kaushambi - Rs3.6 bn, Kanpur-Lucknow Expressway Pkg-1 - Rs1.2 bn, Kanpur-Lucknow Expressway Pkg-2 - Rs1.3 bn, Haryana Orbital - Rs4.7 bn, Varanasi - Ranchi – Kolkata (Pkg, 2, Pkg 3 and Pkg 6) - Rs30.1 bn, Western Bhopal Bypass - Rs10.9 bn, Flyover in Gwalior City - Rs6.8 bn, NAINA project, CIDCO - Rs20.4 bn, Mathura Bypass Pkg-1B (Mathura - Gaju Village) - Rs780 mn, Irrigation project - Rs8.5 bn and Water projects – Rs30.1 bn. **For 2 MSRDC projects (Jalna to Nanded Package JNE-04 and Pune Ring Road PRR E2), execution has started; targets revenue of Rs18-20 bn in FY26E from these projects.** For NAINA Project CIDCO-preconstruction activities, which were earlier commenced, are now halted after receipt of an order from the Bombay high court. AD for Varanasi - Ranchi – Kolkata (Pkg 6) expected to be received in Jun'25 (vs. earlier Mar'25) and Varanasi - Ranchi – Kolkata (Pkg, 2 and Pkg 3) and Western Bhopal Bypass expected by end of Sep'25 (vs. earlier Mar'25). For L1 project of construction of flyover in Bharatpur, LOA/AD expected in Jun'25/Jul'25.
- **CIDCO project order quashed by High Court** - PNC Infra in JV with Aakshya Infra Projects Pvt. Ltd. was awarded order for integrated infrastructure development under NAINA Project from CIDCO worth Rs20.4 bn (excl. GST) in the state of Maharashtra on 10th Oct'24 (LOA)/15th Oct'24 (Work order). Further in Oct'24, a bidder whose bid was rejected by CIDCO challenged the evaluation and rejection of his bid through a writ petition filed in High Court of Judicature at Bombay, post which, the high court vide its order dated 6th May'25 quashed and set aside the work order dated 15th Oct'24 issued by CIDCO awarding the project to PNC-Akshya JV. Following this order, PNC Infra has filed a Special Leave Petition in the Supreme Court of India seeking to pass an ad-interim order staying the effect and operation of the impugned order passed by the High Court of Judicature at Bombay on 7th May'25. **Considering this matter is still sub judice, preconstruction activities are now halted until further notice, but CIDCO has not formally withdrawn the bid yet, hence PNCL is still considering this in their order book.**
- **Bonus in Hardoi HAM project** - The Company has completed the Hardoi project 167 days ahead of schedule, expecting a bonus of Rs150 mn to be received in Q2FY25.
- **JJM water projects** – PNCL booked Rs8.2 bn revenue in FY25; targets revenue of Rs9-10 bn (vs. earlier Rs12 bn) in FY26E. Also, the Govt has increased tenure for JJM projects till FY28.
- **Irrigation project** – PNCL's outstanding irrigation order book stood at Rs8.5 bn. Q4FY25 execution stood at Rs770 mn; it targets revenue of Rs1.5-2 bn (vs. earlier Rs4-4.5 bn) in FY26E; expects to complete the projects by CY26E. Irrigation debtors stood at Rs1.14 bn as on Mar'25.
- **HAM equity requirement** – Total equity requirement for 13 HAM projects stood at Rs17.4 bn and has already invested Rs9.8 bn till Mar'25; Rs7.6 bn (Rs4 bn/ Rs3.6 bn in FY26/FY27-28) to be invested over the next 2-3 years through internal accruals.

- **Arbitration award from NHAI** - In May'25, PNCL has received an arbitration award from NHAI of Rs4.85 bn relating to the construction of balance work of new 4-lane Agra Bypass (Contract Package NS-1/UP1A), UP for which PNCL had filed for claims before the Tribunal against NHAI in Aug'24. The tribunal has declared award of Rs4.85 bn + interest on the aforesaid amount at the rate of 12% p.a. from the date of this award till the date of payment/realization. The counter claims of NHAI in this case have been rejected.
- **Monetization of 11 HAM/1 BOT (equity invested Rs18.1 bn/Debt Rs69 bn)** – PNCL and PNC Infra Holding (WOS) of PNCL have executed definitive agreements with Highways Infrastructure Trust (affiliates of KKR & Co. Inc.) to divest its 12 road assets (11 HAM + 1 state BOT Toll asset) with ~3,800 lane kms at in the states of UP, MP, Karnataka and Rajasthan. PNCL has now completed tranche 1 of the transaction, comprising of 10 HAM assets at Rs18.3 bn against equity invested of Rs13.7 bn, translating to ~1.3x P/BV. Out of Rs18.3 bn, Rs1.67 bn is held back, the rest is received; tax stands at Rs600-700 mn for this transaction. PNCL will also receive Rs2 bn in FY26 other receivables as stipulated in the definitive agreements. Further, there is an increase in the scope of Rs6.2 bn in these projects, of which Rs5.8 bn is already received. BPC cost is reduced on account of descoping by Rs3.8 bn. For tranche 2 of the remaining 2 assets (1 HAM and 1 state BOT Toll), equity invested stands at Rs4.1 bn against which the company expects equity consideration of Rs6.3 bn, company expects transfer by H1FY26E. So, deal valuation for 11 HAM/1 BOT works out 1.49x i.e. Rs26.6 bn (Rs18.3 bn for 10 HAM + Rs2 bn to be received + Rs6.3 bn to be received for balance 2 projects) sale consideration against equity investment of Rs17.78bn (Rs13.7 bn for 10 HAM + Rs4.1 bn for balance 2 projects). The company expects to realise the gain on these transactions in PNC Infra Holdings (WOS). PNCL will use these funds to invest in new HAM/BOT/PPP projects.
- PNCL incurred **capex** of Rs308 mn in FY25; no major capex in FY26E, expect Rs400 mn (vs. earlier Rs1-1.2 bn) in FY26E.
- **Debt** – Standalone Gross Debt/Cash stood at Rs4.0 bn/Rs8.4 bn in FY25 vs. Rs3.9 bn/Rs7.4 bn in 9MFY25 vs. Rs3.8 bn/Rs7.1 bn in FY24; Net Cash stood at Rs4.4 bn in FY25 vs. Rs3.5 bn/Rs3.3 bn in 9MFY25/FY24. Net D:E stood at -0.08x in FY25 vs. -0.06x/-0.07x in 9MFY25/FY24. Consolidated Gross Debt/Cash stood at Rs93.4 bn/Rs24.3 bn in FY25 vs. Rs93.3 bn/Rs17.0 bn in 9MFY25 vs. Rs80.2 bn/Rs21.4 bn in FY24; Consolidated Net Debt stood at Rs69.1 bn in FY25 vs. Rs76.3 bn/Rs58.7 bn in 9MFY25/FY24. Net D:E stood at 1.15x in FY25 vs. 1.58x/1.1x in 9MFY25/FY24.
- **HAM debtors** at Rs7 bn in Q4FY25 vs. Rs5.98 bn/Rs6.6 bn in Q3FY25/Q4FY24. **JJM debtors** stood at Rs7.2 bn in Q4FY25 vs. Rs7.9 bn/Rs9.2 bn in Q3FY25/Q4FY24.
- **Mobilization advance/Retention money** stood at Rs4.4 bn/Rs2.0 bn in Q4FY25 vs. Rs6.71 bn/Rs1.72 bn in Q3FY25 vs. Rs4.2 bn/Rs1.3 bn in Q4FY24.
- **WC days** increased to 113 days in FY25 vs. 102 days in FY24. **Going forward, it expects to reduce its WC days to 70-80 days.**

### Exhibit 3: Income Statement (Standalone)

Particulars (Rs mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
<b>Revenue</b>	<b>14,146</b>	<b>23,420</b>	<b>(39.6)</b>	<b>12,051</b>	<b>17.4</b>	<b>55,131</b>	<b>76,992</b>	<b>(28.4)</b>
Material consumed	10,715	15,392	(30.4)	8,947	19.8	37,921	55,485	(31.7)
Employee cost	911	984	(7.5)	853	6.9	3,495	3,557	(1.7)
Other expense	761	1,391	(45.3)	791	(3.7)	3,226	5,177	(37.7)
<b>Total expenditure</b>	<b>12,387</b>	<b>17,768</b>	<b>(30.3)</b>	<b>10,591</b>	<b>17.0</b>	<b>44,643</b>	<b>64,218</b>	<b>(30.5)</b>
<b>EBITDA</b>	<b>1,758</b>	<b>5,652</b>	<b>(68.9)</b>	<b>1,460</b>	<b>20.5</b>	<b>10,489</b>	<b>12,774</b>	<b>(17.9)</b>
<b>Core EBITDA</b>	<b>1,758</b>	<b>2,451</b>	<b>(28.3)</b>	<b>1,460</b>	<b>20.5</b>	<b>6,137</b>	<b>9,806</b>	<b>(37.4)</b>
Depreciation	223	266	(16.1)	226	(1.4)	900	1,033	(12.9)
<b>Operating profit</b>	<b>1,535</b>	<b>5,387</b>	<b>(71.5)</b>	<b>1,233</b>	<b>24.5</b>	<b>9,589</b>	<b>11,741</b>	<b>(18.3)</b>
Other income	289	100	188.2	159	81.2	663	278	139.0
<b>EBIT</b>	<b>1,824</b>	<b>5,487</b>	<b>(66.8)</b>	<b>1,393</b>	<b>30.9</b>	<b>10,252</b>	<b>12,019</b>	<b>(14.7)</b>
Interest	266	135	96.1	217	22.4	763	658	16.0
Exceptional items	-	-	-	0	-	0	0	-
<b>EBT</b>	<b>1,558</b>	<b>5,351</b>	<b>(70.9)</b>	<b>1,176</b>	<b>32.5</b>	<b>9,489</b>	<b>11,361</b>	<b>(16.5)</b>
Current tax	418	1,363	(69.4)	313	33.3	2,452	2,912	(15.8)
Deferred tax	(69)	(35)	-	4	-	(51)	(49)	-
MAT Credit	-	-	-	-	-	-	-	-
Tax for earlier years	-	-	-	32	-	32	(0)	-
Tax	348	1,328	(73.8)	349	(0.2)	2,433	2,863	(15.0)
<b>RPAT</b>	<b>1,210</b>	<b>4,023</b>	<b>(69.9)</b>	<b>826</b>	<b>46.4</b>	<b>7,056</b>	<b>8,498</b>	<b>(17.0)</b>
Adjustments	-	(2,220)	-	32	(100.0)	(3,223)	(2,220)	-
<b>APAT</b>	<b>1,210</b>	<b>1,803</b>	<b>(32.9)</b>	<b>858</b>	<b>40.9</b>	<b>3,833</b>	<b>6,278</b>	<b>(39.0)</b>
<b>EPS (Rs)</b>	<b>4.7</b>	<b>7.0</b>	<b>(32.9)</b>	<b>3.3</b>	<b>40.9</b>	<b>14.9</b>	<b>24.5</b>	<b>(39.0)</b>
			<b>bps</b>		<b>bps</b>			<b>bps</b>
EBIDTA Margin (Excl. O.I.)	12.4	24.1	(1,171)	12.1	32	19.0	16.6	243
EBIDTA Margin (Incl. O.I.)	12.4	12.0	45	12.1	32	12.1	13.2	(116)
NPM (%)	8.6	7.7	85	7.1	143	7.0	8.2	(120)
Tax/PBT (%)	22.4	24.8	(245)	29.7	(734)	25.6	25.2	44
Material cons/Revenue (%)	75.7	65.7	1,002	74.2	150	68.8	72.1	(328)

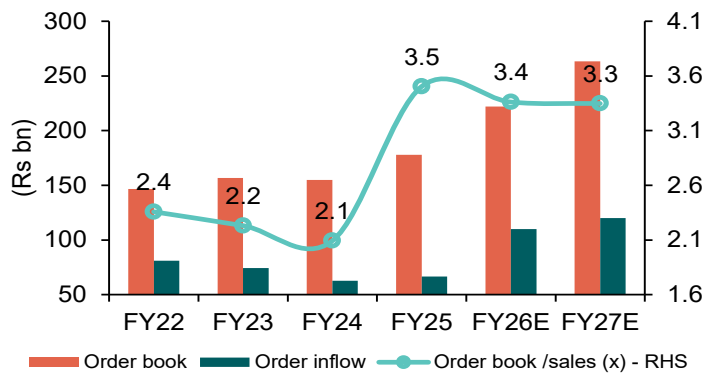
Source: Company, Dolat Capital

### Exhibit 4: SOTP Valuation

Component	Valuation Method	Rs/sh	%
Standalone cons business	12x FY27E EPS	306	79.2
Road BOTs	1.0x BV	12	3.2
HAM projects	1.0x BV	68	17.6
<b>Total</b>		<b>387</b>	<b>100.0</b>
<b>CMP</b>		<b>285</b>	
Potential upside (%)		35.7	

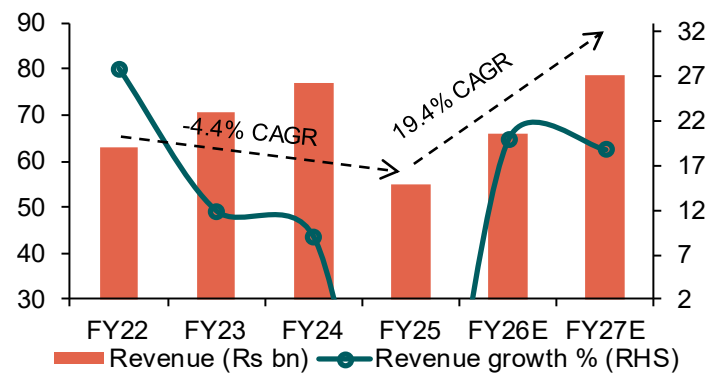
Source: Company, Dolat Capital

**Exhibit 5: Orderbook trend**



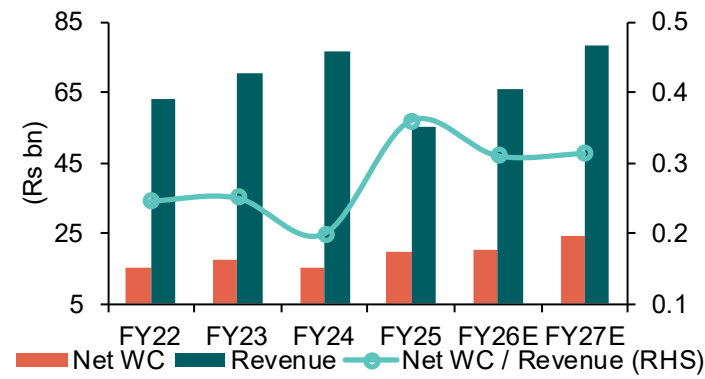
Source: Company, Dolat Capital

**Exhibit 6: 19.4% Revenue CAGR (FY25-27E)**



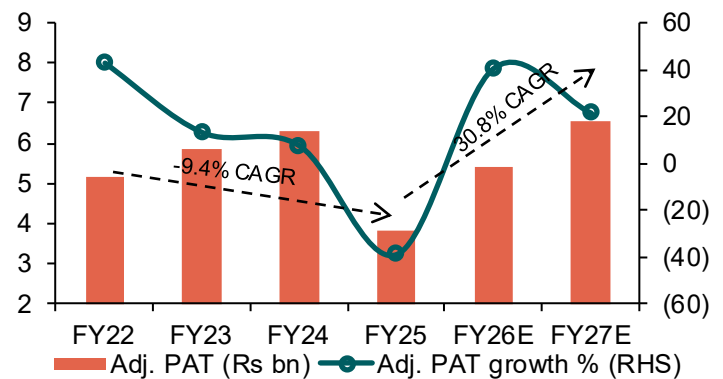
Source: Company, Dolat Capital

**Exhibit 7: Net WC / Revenue**



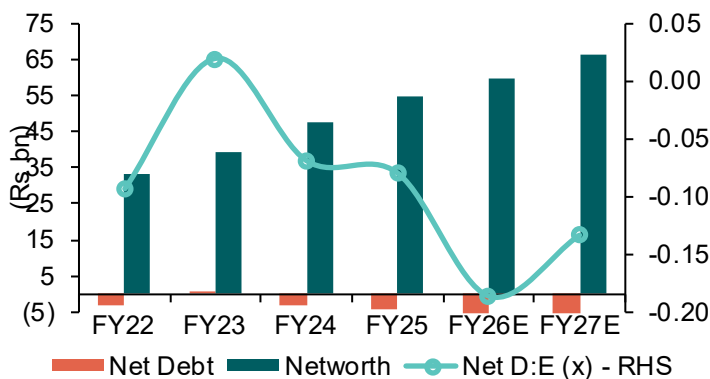
Source: Company, Dolat Capital

**Exhibit 8: 30.8% Adj. PAT CAGR (FY25-27E)**



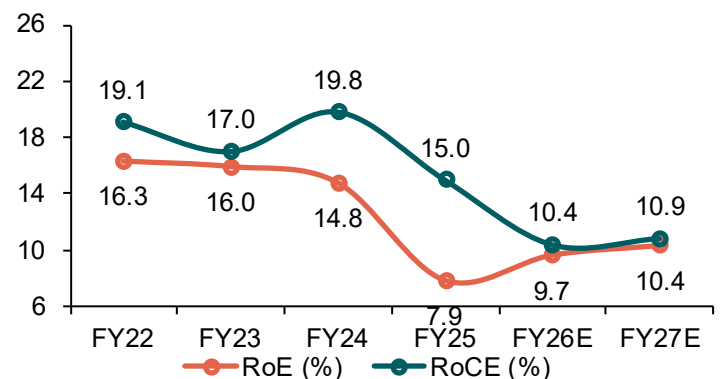
Source: Company, Dolat Capital

**Exhibit 9: Despite rise, comfortable Net D:E**



Source: Company, Dolat Capital

**Exhibit 10: Return ratios trend**



Source: Company, Dolat Capital

## Financial Performance

### Profit and Loss Account

(Rs Mn)	FY24A	FY25A	FY26E	FY27E
<b>Revenue</b>	<b>76,992</b>	<b>55,131</b>	<b>66,148</b>	<b>78,624</b>
<b>Total Expense</b>	<b>64,218</b>	<b>44,643</b>	<b>57,743</b>	<b>68,787</b>
COGS	55,485	37,921	50,027	59,911
Employees Cost	3,557	3,495	3,845	4,229
Other expenses	5,177	3,226	3,872	4,646
<b>EBIDTA</b>	<b>12,774</b>	<b>10,489</b>	<b>8,405</b>	<b>9,837</b>
Depreciation	1,033	900	949	1,013
<b>EBIT</b>	<b>11,741</b>	<b>9,589</b>	<b>7,456</b>	<b>8,825</b>
Interest	658	763	650	600
Other Income	278	663	556	535
Exc. / E.O. items	0	0	0	0
<b>EBT</b>	<b>11,361</b>	<b>9,489</b>	<b>7,363</b>	<b>8,760</b>
Tax	2,863	2,433	1,855	2,207
Minority Interest	0	0	0	0
Profit/Loss share of associates	0	0	0	0
<b>RPAT</b>	<b>8,498</b>	<b>7,056</b>	<b>5,507</b>	<b>6,552</b>
Adjustments	(2,220)	(3,223)	(112)	0
<b>APAT</b>	<b>6,278</b>	<b>3,833</b>	<b>5,395</b>	<b>6,552</b>

### Balance Sheet

(Rs Mn)	FY24A	FY25A	FY26E	FY27E
<b>Sources of Funds</b>				
Equity Capital	513	513	513	513
Minority Interest	0	0	0	0
Reserves & Surplus	47,300	54,237	59,590	65,989
<b>Net Worth</b>	<b>47,813</b>	<b>54,750</b>	<b>60,104</b>	<b>66,502</b>
Total Debt	3,821	3,998	3,448	2,448
Net Deferred Tax Liability	(279)	(318)	(299)	(279)
<b>Total Capital Employed</b>	<b>51,355</b>	<b>58,430</b>	<b>63,253</b>	<b>68,671</b>

### Applications of Funds

Net Block	<b>4,739</b>	<b>4,079</b>	<b>3,633</b>	<b>3,820</b>
CWIP	0	3	0	0
Investments	16,638	20,166	24,456	28,893
<b>Current Assets, Loans &amp; Advances</b>	<b>50,811</b>	<b>56,449</b>	<b>56,042</b>	<b>60,125</b>
Current Investments	0	1,545	0	0
Inventories	7,650	8,611	8,661	10,318
Receivables	19,505	17,292	19,183	22,801
Cash and Bank Balances	7,126	6,822	14,628	11,323
Loans and Advances	1,085	1,130	1,155	1,376
Other Current Assets	15,444	21,050	12,415	14,308
<b>Less: Current Liabilities &amp; Provisions</b>	<b>20,833</b>	<b>22,267</b>	<b>20,879</b>	<b>24,167</b>
Payables	9,334	9,083	8,661	10,318
Other Current Liabilities	11,500	13,184	12,217	13,849
<i>sub total</i>				
Net Current Assets	29,978	34,182	35,164	35,958
<b>Total Assets</b>	<b>51,355</b>	<b>58,430</b>	<b>63,253</b>	<b>68,671</b>

E – Estimates

### Important Ratios

Particulars	FY24A	FY25A	FY26E	FY27E
<b>(A) Margins (%)</b>				
Gross Profit Margin	27.9	31.2	24.4	23.8
EBIDTA Margin	16.6	19.0	12.7	12.5
EBIT Margin	15.2	17.4	11.3	11.2
Tax rate	25.2	25.6	25.2	25.2
Net Profit Margin	8.2	7.0	8.2	8.3
<b>(B) As Percentage of Net Sales (%)</b>				
COGS	72.1	68.8	75.6	76.2
Employee	4.6	6.3	5.8	5.4
Other	6.7	5.9	5.9	5.9
<b>(C) Measure of Financial Status</b>				
Gross Debt / Equity	0.1	0.1	0.1	0.0
Interest Coverage	17.8	12.6	11.5	14.7
Inventory days	36	57	48	48
Debtors days	92	114	106	106
Average Cost of Debt	15.8	19.5	17.5	20.4
Payable days	44	60	48	48
Working Capital days	142	226	194	167
FA T/O	16.2	13.5	18.2	20.6
<b>(D) Measures of Investment</b>				
AEPS (Rs)	24.5	14.9	21.0	25.5
CEPS (Rs)	28.5	18.4	24.7	29.5
DPS (Rs)	0.5	0.6	0.6	0.6
Dividend Payout (%)	2.0	4.0	2.9	2.3
BVPS (Rs)	186.4	213.4	234.3	259.2
RoANW (%)	14.8	7.9	9.7	10.4
RoACE (%)	19.8	15.0	10.4	10.9
RoAIC (%)	22.4	17.3	12.7	13.5
<b>(E) Valuation Ratios</b>				
CMP (Rs)	285	285	285	285
Mcap (Rs Mn)	73,165	73,165	73,165	73,165
EV	69,860	68,795	61,985	64,290
MCap/ Sales	1.0	1.3	1.1	0.9
EV/Sales	0.9	1.2	0.9	0.8
P/E	11.7	19.1	13.6	11.2
EV/EBITDA	5.5	6.6	7.4	6.5
P/BV	1.5	1.3	1.2	1.1
Dividend Yield (%)	0.2	0.2	0.2	0.2
<b>(F) Growth Rate (%)</b>				
Revenue	9.0	(28.4)	20.0	18.9
EBITDA	33.9	(17.9)	(19.9)	17.0
EBIT	39.1	(18.3)	(22.2)	18.3
PBT	38.8	(16.5)	(22.4)	19.0
APAT	7.5	(39.0)	40.8	21.5
EPS	7.5	(39.0)	40.8	21.5

E – Estimates

**Cash Flow**

Particulars	FY24A	FY25A	FY26E	FY27E
<b>Profit before tax</b>	<b>11,361</b>	<b>9,489</b>	<b>7,363</b>	<b>8,760</b>
Depreciation & w.o.	1,033	900	949	1,013
Net Interest Exp	658	763	650	600
Direct taxes paid	(2,912)	(2,484)	(1,836)	(2,187)
Change in Working Capital	2,569	(2,854)	(2,259)	(4,100)
Non Cash	(100)	(303)	(556)	(535)
<b>(A) CF from Operating Activities</b>	<b>12,609</b>	<b>5,511</b>	<b>4,310</b>	<b>3,550</b>
Capex {(Inc.)/ Dec. in Fixed Assets n WIP}	(480)	(308)	(500)	(1,200)
<b>Free Cash Flow</b>	<b>12,128</b>	<b>5,203</b>	<b>3,810</b>	<b>2,350</b>
(Inc.)/ Dec. in Investments	(7,483)	(4,924)	4,794	(4,437)
Other	257	206	556	535
<b>(B) CF from Investing Activities</b>	<b>(7,705)</b>	<b>(5,026)</b>	<b>4,850</b>	<b>(5,102)</b>
Issue of Equity/ Preference	0	0	0	0
Inc./(Dec.) in Debt	(678)	177	(550)	(1,000)
Interest exp net	(658)	(763)	(650)	(600)
Dividend Paid (Incl. Tax)	(128)	(154)	(154)	(154)
Other	(46)	(49)	0	0
<b>(C) CF from Financing</b>	<b>(1,511)</b>	<b>(789)</b>	<b>(1,354)</b>	<b>(1,754)</b>
Net Change in Cash	3,392	(304)	7,806	(3,306)
<b>Opening Cash balances</b>	<b>3,734</b>	<b>7,126</b>	<b>6,822</b>	<b>14,628</b>
<b>Closing Cash balances</b>	<b>7,126</b>	<b>6,822</b>	<b>14,628</b>	<b>11,323</b>

E – Estimates

**Notes**

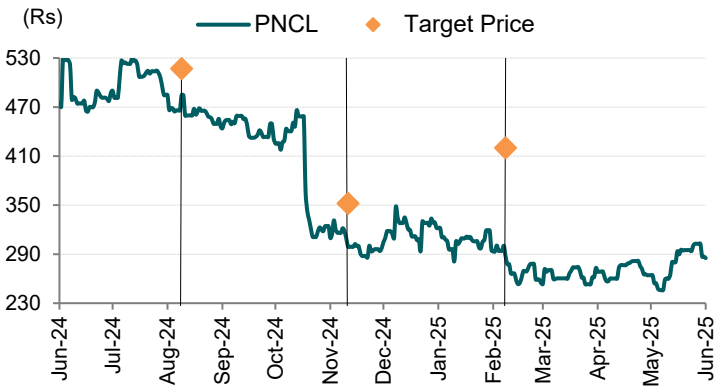
Stock Info and Rating History

Price Performance

Particulars	1M	3M	12M
Absolute (%)	8	13	(40)
Rel to NIFTY (%)	7	1	(46)

Shareholding Pattern

Particulars	Sep'24	Dec'24	Mar'25
Promoters	56.1	56.1	56.1
MF/Banks/FIs	25.5	26.6	26.3
FIIIs	10.1	7.0	7.1
Public / Others	8.4	10.4	10.6



Month	Rating	TP (Rs.)	Price (Rs.)
Aug-24	Reduce	517	485
Nov-24	Accumulate	352	299
Feb-25	BUY	420	287

\*Price as on recommendation date

Notes

### Dolat Rating Matrix

Total Return Expectation (12 Months)

<b>Buy</b>	<b>&gt; 20%</b>
<b>Accumulate</b>	<b>10 to 20%</b>
<b>Reduce</b>	<b>0 to 10%</b>
<b>Sell</b>	<b>&lt; 0%</b>

### Dolat Team

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