

| | |
|-----------------|---|
| Estimate change | ↔ |
| TP change | ↔ |
| Rating change | ↔ |

CMP: INR1,708 TP: INR2,250 (+32%) Buy

In-line bookings; pipeline provides healthy visibility

Gurugram market drives performance

- Sobha reported bookings of INR19b (6% below estimate) in 1QFY25 up 28%/ 25% YoY/QoQ. The performance was driven by the newly-launched premium project - 'Sobha Aranya' – in Gurugram. Overall, Sobha launched four new projects with a total area of 3msf.
- Total volume for the quarter stood at 1.2msf down 15%/12% YoY/QoQ. However, aided by higher sales in Gurugram, the realizations improved 51%/41% YoY/QoQ to INR15,900/sft.
- Gurugram contributed 45% (the highest ever) to the quarterly sales value with INR8.5b, surpassing Bangalore for the first time in a quarter.
- In line with its strategy to accelerate monetization of the existing pipeline, Sobha has consistently scaled up its launches since 3QFY24, which led to a 9msf inventory at the ongoing projects (v/s 3.4msf in 2QFY24). The overall pipeline (incl. inventory) stood at 28msf in 1QFY25 (v/s 24msf in 4QFY24), thus providing healthy growth visibility.
- Total collections were up 21% YoY to INR14b which led to 80% YoY jump in OCF to INR4b. Company increased spending on land to INR1.6b, up 4x YoY. Surplus cash flows of INR0.7b were utilized to repay debt, which decreased to INR12b or 0.5x D/E.
- **P&L performance** – Revenue decreased 29% YoY to INR6.4b with 36% YoY decline witnessed in real estate segment's revenue which came in at INR4.7b. Company delivered 0.9msf in 1QFY25. EBITDA declined 14% YoY to INR0.6b with margin of 9% (v/s 8% in 4QFY24). The margin in both residential and contractual segment remained subdued which impacted overall profitability. Adj. PAT stood at INR60m, down 50% YoY.

Highlights from the management commentary

- **Launches and guidance:** The inventory of 9msf across the ongoing projects provides healthy visibility. Additionally, Sobha plans to launch 6msf over the next three quarters across all markets, and it continues to target bookings of INR85b in FY25 with an upward bias.
- **New markets:** Sobha now intends to foray into Mumbai and Noida but will remain calibrated in the approach. Unlike other cities, Mumbai offers a range of opportunities across segments, and management intends to build a strong presence in the city over the long term. In Noida, Sobha acquired 3.6 acres land through auction, and it has 0.7msf of development potential.
- **Margins:** Sales generated since FY23 have a project-level EBITDA of 30%+ and will be reflected in P&L as these projects get delivered. Lower-margin projects along with front loading of overheads on new projects are adversely impacting current profitability. The P&L will gradually improve from FY26.

| | |
|-----------------------|-------------|
| Bloomberg | SOBHA IN |
| Equity Shares (m) | 107 |
| M.Cap.(INRb)/(USDb) | 172.9 / 2.1 |
| 52-Week Range (INR) | 2178 / 540 |
| 1, 6, 12 Rel. Per (%) | -15/12/178 |
| 12M Avg Val (INR M) | 770 |

Financials & Valuations (INR b)

| Y/E Mar | FY24 | FY25E | FY26E |
|--------------|-------|-------|-------|
| Sales | 31.0 | 42.0 | 50.3 |
| EBITDA | 2.8 | 6.3 | 11.4 |
| EBITDA (%) | 8.9 | 15.0 | 22.7 |
| PAT | 0.5 | 3.4 | 7.1 |
| EPS (INR) | 5.1 | 35.2 | 74.2 |
| EPS Gr. (%) | -52.9 | 591.2 | 110.5 |
| BV/Sh. (INR) | 261.0 | 293.3 | 364.6 |

Ratios

| | | | |
|------------|------|-------|------|
| Net D/E | 0.5 | (0.0) | 0.0 |
| RoE (%) | 2.0 | 12.7 | 22.6 |
| RoCE (%) | 4.7 | 10.4 | 17.4 |
| Payout (%) | 57.9 | 8.4 | 4.0 |

Valuations

| | | | |
|---------------|-----|-----|-----|
| P/E (x) | 335 | 48 | 23 |
| P/BV (x) | 7 | 6 | 5 |
| EV/EBITDA (x) | 63 | 26 | 14 |
| Div Yield (%) | 0.2 | 0.2 | 0.2 |

Shareholding pattern (%)

| As On | Jun-24 | Mar-24 | Jun-23 |
|----------|--------|--------|--------|
| Promoter | 52.3 | 52.3 | 52.3 |
| DII | 18.6 | 17.6 | 12.2 |
| FII | 11.5 | 11.9 | 12.8 |
| Others | 17.7 | 18.3 | 22.8 |

Valuation and view

- Sobha continues to provide strong growth visibility by unlocking its vast land reserves. Additionally, the ongoing fund raise and strong cash flows will enable the company to focus on new land acquisitions, which will further enhance its growth pipeline.
- We incorporate an updated launch pipeline and new projects acquired during the year. The ongoing and upcoming projects are likely to generate INR150b of gross cash flows and value the same at INR95b.
- Sobha's ~190msf of balance land reserve is valued at INR90b, assuming 25-75 years of monetization. The company trades at 8.5x FY25E EV/EBITDA (based on FY25E pre-sales), which is at a 15-30% discount to its comparable peers (PEPL, GPL, MLDL, and Sunteck).
- **We reiterate our BUY rating on the stock with an unchanged TP of INR2,250, indicating 32% upside potential.**

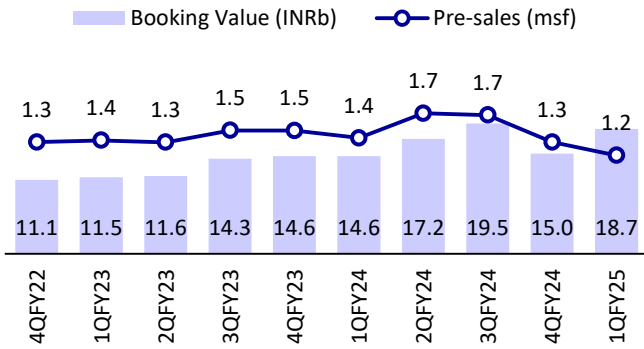
Quarterly Performance

| Y/E March | FY24 | | | | FY25E | | | | FY24 | FY25E | FY25E | Var (%) |
|---|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | | | |
| Net Sales | 9,079 | 7,412 | 6,849 | 7,629 | 6,404 | 10,078 | 10,918 | 14,592 | 30,969 | 41,991 | 9,658 | -34% |
| YoY Change (%) | 60.8 | 11.1 | -21.1 | -36.9 | -29.5 | 36.0 | 59.4 | 91.3 | | | 6.4 | |
| Total Expenditure | 8,425 | 6,658 | 6,108 | 7,008 | 5,845 | 8,827 | 9,280 | 11,741 | 28,199 | 35,693 | 8,470 | |
| EBITDA | 654 | 754 | 741 | 621 | 559 | 1,251 | 1,638 | 2,851 | 2,770 | 6,299 | 1,188 | -53% |
| Margins (%) | 7.2 | 10.2 | 10.8 | 8.1 | 8.7 | 12.4 | 15.0 | 19.5 | 8.9 | 15.0 | 12.3 | -357bps |
| Depreciation | 183 | 193 | 201 | 205 | 204 | 208 | 225 | 230 | 782 | 867 | 199 | |
| Interest | 611 | 639 | 614 | 590 | 539 | 512 | 487 | 404 | 2,455 | 1,942 | 561 | |
| Other Income | 313 | 324 | 288 | 284 | 295 | 373 | 331 | 641 | 1,209 | 1,640 | 360 | |
| PBT before EO expense | 173 | 247 | 214 | 109 | 111 | 904 | 1,257 | 2,858 | 742 | 5,130 | 788 | |
| Extra-Ord expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| PBT | 173 | 247 | 214 | 109 | 111 | 904 | 1,257 | 2,858 | 742 | 5,130 | 788 | |
| Tax | 52 | 97 | 63 | 39 | 50 | 306 | 425 | 954 | 251 | 1,736 | 267 | |
| Rate (%) | 30.2 | 39.4 | 29.4 | 35.5 | 45.4 | 33.8 | 33.8 | 33.4 | 33.8 | 33.8 | 33.8 | |
| Minority Interest & Profit/Loss of Asso. Cos. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Reported PAT | 121 | 149 | 151 | 70 | 61 | 598 | 832 | 1,904 | 491 | 3,395 | 522 | -88% |
| Adj PAT | 121 | 149 | 151 | 70 | 61 | 598 | 832 | 1,904 | 491 | 3,395 | 522 | |
| YoY Change (%) | 168.3 | -22.2 | -52.6 | -85.5 | -49.8 | 300.1 | 451.6 | 2,608.2 | -52.9 | 591.1 | 332.1 | |
| Margins (%) | 1.3 | 2.0 | 2.2 | 0.9 | 0.9 | 5.9 | 7.6 | 13.0 | 1.6 | 8.1 | 5.4 | |
| Key metrics | | | | | | | | | | | | |
| Sale Volume (msf) | 1.4 | 1.7 | 1.7 | 1.3 | 1.2 | 1.8 | 2.0 | 2.1 | 5.5 | 7.1 | 1.3 | -12% |
| Sale Value (INRb) | 14.6 | 17.2 | 19.5 | 15.0 | 18.7 | 20.0 | 22.0 | 24.5 | 66.4 | 85.2 | 20.0 | -6% |
| Collections (INRb) | 11.5 | 12.6 | 12.9 | 13.3 | 13.9 | 16.0 | 17.0 | 19.5 | 50.3 | 66.4 | 14.0 | |
| Realization (INR/sft) | 10,537 | 10,224 | 11,735 | 11,230 | 15,879 | 11,000 | 11,000 | 11,469 | 12,128 | 11,948 | 15000 | 6% |

Source: MOFSL, Company

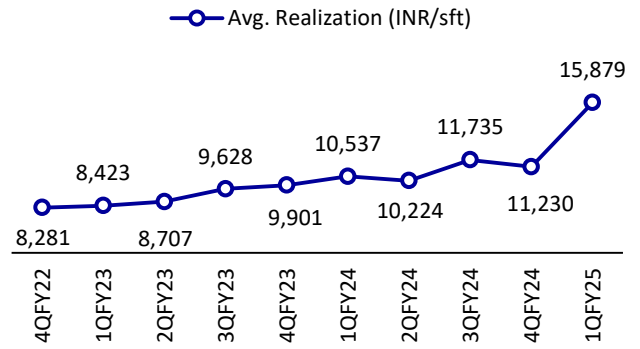
Key exhibits

Exhibit 1: Sobha reported sales of INR19b, up 28% YoY



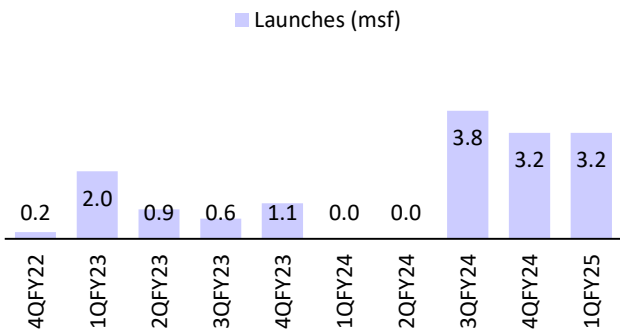
Source: Company, MOFSL

Exhibit 2: Achieves the highest-ever realization aided by the Gurugram project



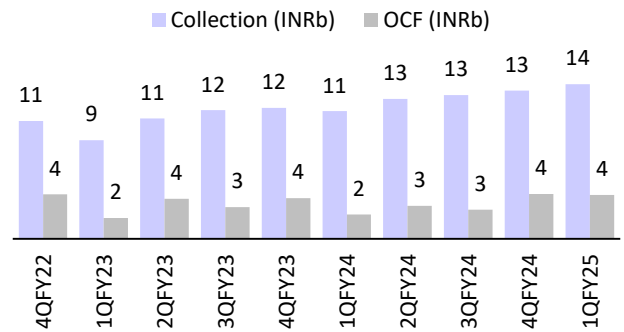
Source: Company, MOFSL

Exhibit 3: Scaling up launches since the last three quarters



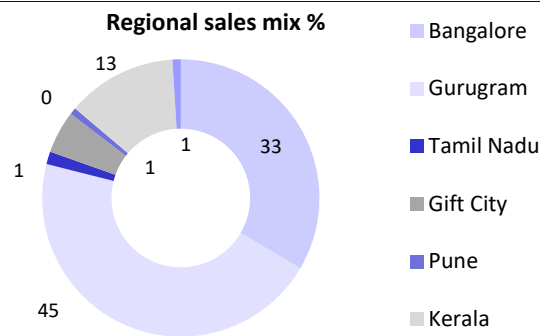
Source: MOFSL, Company

Exhibit 4: Residential collections improved 21% YoY and OCF stood at INR4b



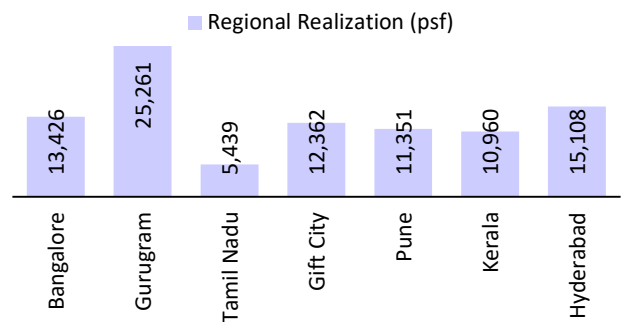
Source: MOFSL, Company

Exhibit 5: Gurugram had the highest share in total bookings



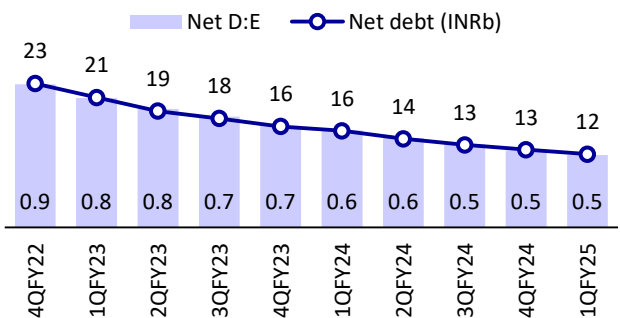
Source: Company, MOFSL

Exhibit 6: Realization/sft in the company's key markets



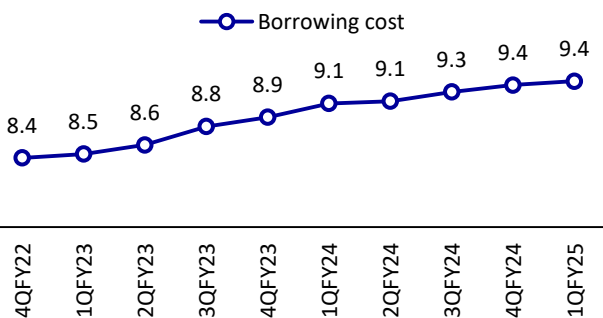
Source: Company, MOFSL

Exhibit 7: Net debt declining consistently



Source: MOFSL, Company

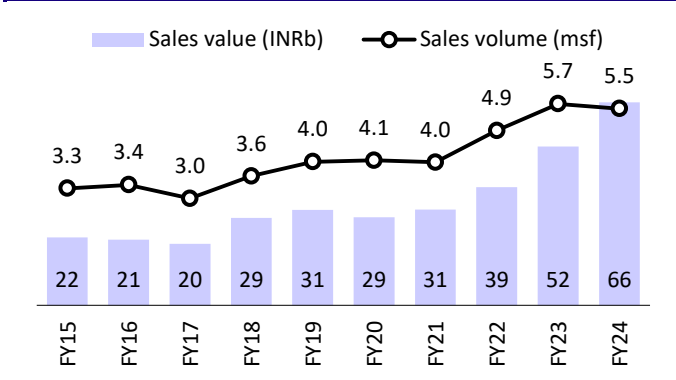
Exhibit 8: Cost of debt stood at 9.4%



Source: MOFSL, Company

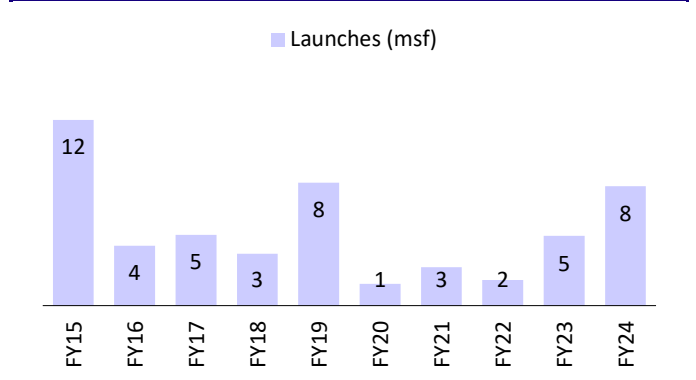
Story in charts

Exhibit 1: Sales have improved sharply over the last three years



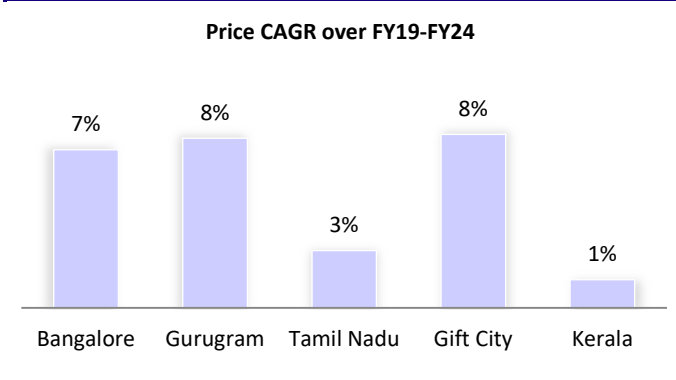
Source: Company, MOFSL

Exhibit 2: Witnessed a gradual increase in new launches since FY20



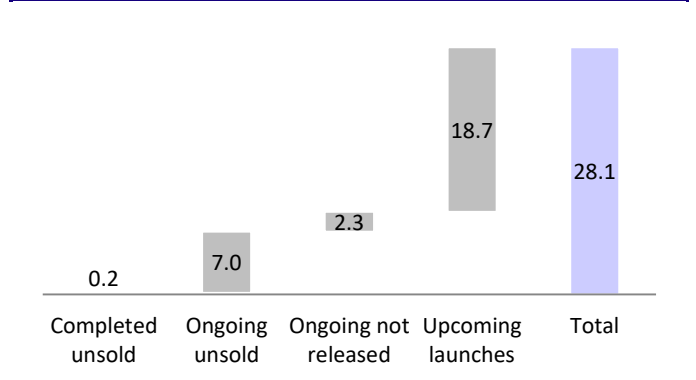
Source: Company, MOFSL

Exhibit 3: Healthy price growth witnessed across markets



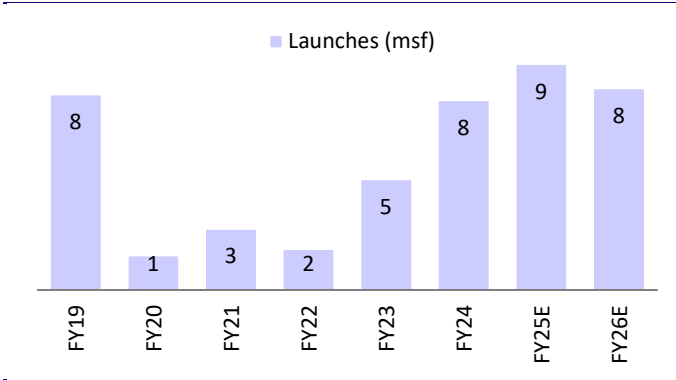
Source: MOFSL, Company

Exhibit 4: Has a pipeline of 28msf (incl. 7msf of inventory) and is working on additional 20msf from its captive land



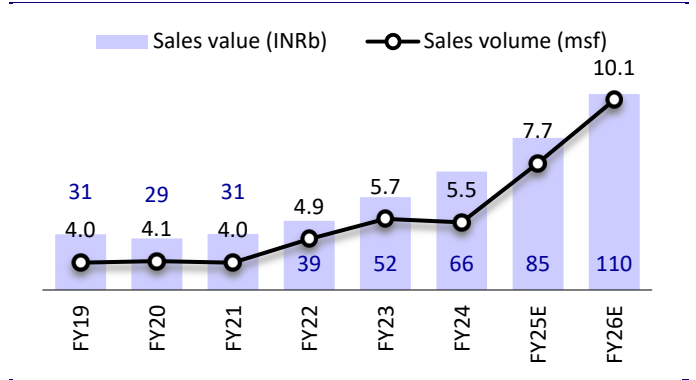
Source: MOFSL, Company

Exhibit 5: Expect Sobha to release 8-10msf annually over the next 2-3 years



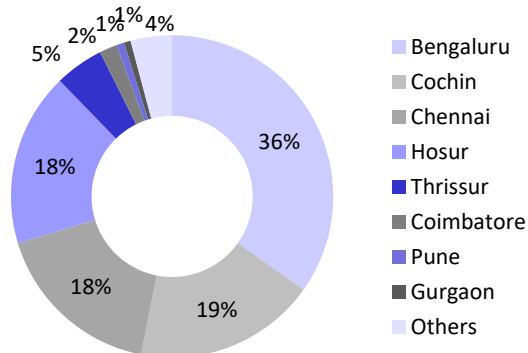
Source: Company, MOFSL

Exhibit 6: Pre-sales can increase to over INR100b by FY26



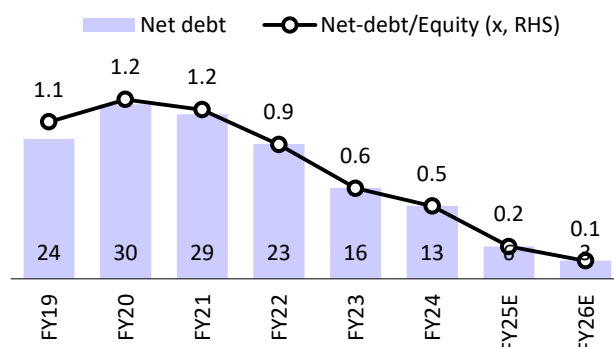
Source: Company, MOFSL

Exhibit 7: SOBHA owns large land parcels in key markets such as Bengaluru, Kochi, Chennai, and Hosur



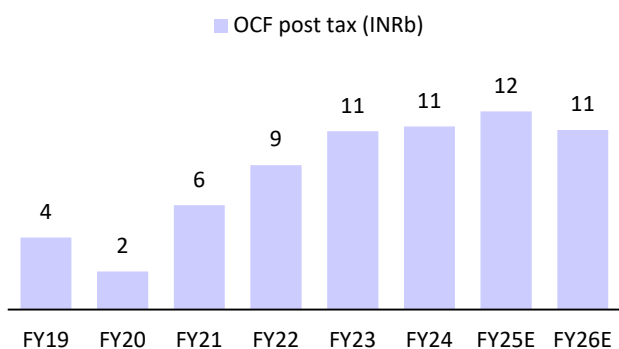
Source: Company, MOFSL

Exhibit 8: Expect net debt to reduce to INR6b by FY25 or 0.2x of equity



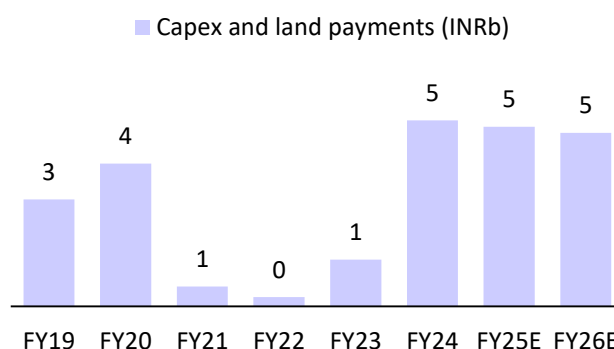
Source: Company, MOFSL

Exhibit 9: Expect Sobha to generate an OCF of INR12b in FY25



Source: Company, MOFSL

Exhibit 10: Spending on lands can increase to INR3-4b/year



Source: Company, MOFSL

Exhibit 11: Our earnings revisions

| (INR b) | Old | | New | | Change | |
|-------------|-------|-------|-------|-------|--------|-------|
| | FY25E | FY26E | FY25E | FY26E | FY25E | FY26E |
| Revenue | 42 | 50 | 42 | 50 | 0% | 0% |
| EBITDA | 6 | 11 | 6 | 11 | 0% | 0% |
| Adj. PAT | 3 | 7 | 3 | 7 | 0% | 0% |
| Pre-sales | 85 | 110 | 85 | 110 | 0% | 0% |
| Collections | 66 | 76 | 66 | 76 | 0% | 0% |

Source: MOFSL, Company

Valuation and view

- We value SOBHA based on our SoTP approach, wherein:
 - Its ongoing inventory and the upcoming pipeline are valued using NAV, with expected cash flow discounted over the next four-to-six years at a WACC of 11.2%.
 - Cash flow potential of its 190msf land bank is discounted at a WACC of 11.2% over 20-75 years, assuming marginal improvement in existing sales velocity across markets that the company is exposed to.
 - Operational commercial projects are valued at an 8.5% cap rate on FY24E EBITDA and ongoing projects on a DCF basis.
 - SOBHA's contractual business is valued at an EV/EBITDA of 10x on FY24E EBITDA.

Based on the above approach, we arrive at a GAV of INR221b. Netting-off its FY25E net debt of INR8b, we derive a NAV of INR213b, or INR2,250 /share, indicating a potential upside of 32%.

Exhibit 12: Our SoTP-based approach denotes 32% upside for SOBHA based on CMP; reiterate BUY

| NAV summary | Description | INR b | Per share | As a percentage of NAV |
|---|--|--------------|--------------|------------------------|
| Ongoing projects | ❖ INR80b of net cash surplus, excluding overheads discounted at a WACC of 11.2% over the next four years | 47 | 495 | 22% |
| Upcoming projects | ❖ Around 20msf of unreleased, ongoing, and upcoming pipeline discounted over five years at a WACC of 11.2% | 49 | 519 | 23% |
| Value of ongoing and upcoming projects | | | 96 | 1,013 |
| Commercial properties | ❖ Operational assets valued at a cap rate of 8% and ongoing projects through DCF | 9 | 94 | 4% |
| Land bank (net of cost payable) | ❖ Cash flow potential from 195msf land bank discounted at WACC of 11.3% over 25-75yrs depending on size of land parcel | 101 | 1,064 | 47% |
| Contractual and manufacturing | ❖ FY26E EBITDA at an EV/EBITDA of 5x | 15 | 158 | 7% |
| Gross asset value | | 221 | 2,330 | 104% |
| Net debt | ❖ FY25E net debt | (8) | (80) | -4% |
| Net asset value | | 213 | 2,250 | 100% |
| Shares outstanding | | 94.8 | | |
| Target Price | | 2,250 | | |
| CMP | | 1,708 | | |
| Upside | | 32% | | |

Source: MOFSL

Financials and Valuation

Consolidated Profit & Loss

| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total Income from Operations | 34,421 | 37,539 | 21,098 | 25,613 | 33,101 | 30,969 | 41,991 | 50,333 |
| Change (%) | 23.5 | 9.1 | -43.8 | 21.4 | 29.2 | -6.4 | 35.6 | 19.9 |
| Project Cost & Subcontractor Charges | 20,865 | 20,183 | 9,281 | 14,129 | 21,022 | 19,048 | 26,035 | 27,683 |
| Employees Cost | 2,359 | 2,464 | 1,771 | 2,512 | 2,945 | 3,526 | 3,359 | 3,695 |
| Other Expenses | 4,464 | 3,740 | 3,294 | 3,644 | 5,440 | 5,625 | 6,299 | 7,550 |
| Total Expenditure | 27,688 | 26,386 | 14,346 | 20,285 | 29,407 | 28,199 | 35,693 | 38,929 |
| % of Sales | 80.4 | 70.3 | 68.0 | 79.2 | 88.8 | 91.1 | 85.0 | 77.3 |
| EBITDA | 6,733 | 11,152 | 6,752 | 5,328 | 3,694 | 2,770 | 6,299 | 11,405 |
| Margin (%) | 19.6 | 29.7 | 32.0 | 20.8 | 11.2 | 8.9 | 15.0 | 22.7 |
| Depreciation | 623 | 723 | 794 | 719 | 678 | 782 | 867 | 899 |
| EBIT | 6,110 | 10,429 | 5,958 | 4,609 | 3,016 | 1,988 | 5,432 | 10,506 |
| Int. and Finance Charges | 2,362 | 6,816 | 6,012 | 3,083 | 2,490 | 2,455 | 1,942 | 1,674 |
| Other Income | 735 | 718 | 807 | 840 | 923 | 1,209 | 1,640 | 1,966 |
| PBT bef. EO Exp. | 4,482 | 4,331 | 752 | 2,366 | 1,449 | 742 | 5,130 | 10,797 |
| EO Items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PBT after EO Exp. | 4,482 | 4,331 | 752 | 2,366 | 1,449 | 742 | 5,130 | 10,797 |
| Total Tax | 1,512 | 1,515 | 129 | 634 | 407 | 251 | 1,736 | 3,653 |
| Tax Rate (%) | 33.7 | 35.0 | 17.2 | 26.8 | 28.1 | 33.8 | 33.8 | 33.8 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reported PAT | 2,970 | 2,816 | 623 | 1,732 | 1,042 | 491 | 3,395 | 7,144 |
| Adjusted PAT | 2,970 | 2,816 | 623 | 1,732 | 1,042 | 491 | 3,395 | 7,144 |
| Change (%) | 37.0 | -5.2 | -77.9 | 177.8 | -39.8 | -52.9 | 591.2 | 110.5 |
| Margin (%) | 8.6 | 7.5 | 3.0 | 6.8 | 3.1 | 1.6 | 8.1 | 14.2 |

Consolidated Balance Sheet

| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|-------------------------------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Equity Share Capital | 949 | 949 | 949 | 949 | 949 | 948 | 948 | 948 |
| Total Reserves | 21,343 | 23,364 | 23,329 | 24,157 | 23,999 | 24,192 | 27,302 | 34,162 |
| Net Worth | 22,291 | 24,312 | 24,277 | 25,106 | 24,948 | 25,141 | 28,251 | 35,111 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Loans | 26,039 | 31,308 | 30,031 | 24,630 | 20,269 | 19,397 | 16,897 | 14,397 |
| Deferred Tax Liabilities | -935 | 291 | 342 | 151 | 0 | 149 | -26 | -3,248 |
| Capital Employed | 47,395 | 55,911 | 54,650 | 49,887 | 45,217 | 44,687 | 45,122 | 46,260 |
| Gross Block | 8,713 | 11,737 | 11,892 | 12,384 | 12,488 | 14,961 | 15,447 | 16,086 |
| Less: Accum. Deprn. | 2,063 | 2,764 | 3,558 | 4,277 | 4,955 | 5,737 | 6,604 | 7,502 |
| Net Fixed Assets | 6,650 | 8,973 | 8,334 | 8,107 | 7,533 | 9,224 | 8,843 | 8,584 |
| Goodwill on Consolidation | 127 | 222 | 0 | 0 | 0 | 172 | 172 | 172 |
| Capital WIP | 0 | 0 | 701 | 65 | 86 | 122 | 413 | 392 |
| Total Investments | 1,128 | 1,143 | 1,143 | 1,149 | 1,149 | 1,149 | 1,149 | 1,149 |
| Curr. Assets, Loans&Adv. | 98,557 | 99,765 | 1,01,924 | 1,04,779 | 1,15,596 | 1,26,298 | 1,31,930 | 1,34,795 |
| Inventory | 65,173 | 67,045 | 71,246 | 74,271 | 87,610 | 93,764 | 91,921 | 90,656 |
| Account Receivables | 3,271 | 3,605 | 2,361 | 4,069 | 2,375 | 2,039 | 2,876 | 2,758 |
| Cash and Bank Balance | 1,772 | 884 | 2,041 | 1,783 | 4,514 | 6,733 | 18,237 | 13,698 |
| Loans and Advances | 28,341 | 28,231 | 26,275 | 24,656 | 21,097 | 23,762 | 18,896 | 27,683 |
| Curr. Liability & Prov. | 59,067 | 54,191 | 57,452 | 64,214 | 80,541 | 92,277 | 97,384 | 98,832 |
| Account Payables | 11,369 | 9,578 | 7,318 | 6,753 | 5,987 | 6,165 | 10,757 | 11,732 |
| Other Current Liabilities | 46,872 | 44,048 | 49,844 | 57,131 | 74,122 | 85,643 | 85,992 | 86,339 |
| Provisions | 826 | 565 | 290 | 330 | 432 | 469 | 635 | 762 |
| Net Current Assets | 39,490 | 45,573 | 44,473 | 40,565 | 36,449 | 34,021 | 34,545 | 35,963 |
| Misc Expenditure | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Appl. of Funds | 47,395 | 55,911 | 54,650 | 49,886 | 45,217 | 44,687 | 45,122 | 46,260 |

Financials and valuations

Ratios

| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|-------------------------------|-------------|-------------|------------|-------------|-------------|------------|-------------|-------------|
| Basic (INR) | | | | | | | | |
| EPS | 30.8 | 29.2 | 6.5 | 18.0 | 10.8 | 5.1 | 35.2 | 74.2 |
| Cash EPS | 37.3 | 36.7 | 14.7 | 25.4 | 17.9 | 13.2 | 44.2 | 83.5 |
| BV/Share | 231.5 | 252.4 | 252.1 | 260.7 | 259.0 | 261.0 | 293.3 | 364.6 |
| DPS | 7.0 | 7.0 | 7.0 | 3.5 | 3.0 | 3.0 | 3.0 | 3.0 |
| Payout (%) | 23.7 | 25.0 | 106.5 | 19.2 | 27.3 | 57.9 | 8.4 | 4.0 |
| Valuation (x) | | | | | | | | |
| P/E | 33.4 | 35.2 | 159.0 | 57.2 | 95.1 | 358.9 | 48.5 | 23.0 |
| Cash P/E | 27.6 | 28.0 | 69.9 | 40.4 | 57.6 | 138.4 | 38.6 | 20.5 |
| P/BV | 4.4 | 4.1 | 4.1 | 3.9 | 4.0 | 7.0 | 5.8 | 4.7 |
| EV/Sales | 3.5 | 3.4 | 6.0 | 4.7 | 3.4 | 6.0 | 3.8 | 3.2 |
| EV/EBITDA | 18.1 | 11.5 | 18.6 | 22.6 | 30.7 | 67.2 | 25.5 | 14.3 |
| Dividend Yield (%) | 0.7 | 0.7 | 0.7 | 0.3 | 0.3 | 0.2 | 0.2 | 0.2 |
| FCF per share | 10.8 | -4.2 | 60.3 | 99.7 | 108.3 | 55.2 | 150.1 | -25.2 |
| Return Ratios (%) | | | | | | | | |
| RoE | 11.9 | 12.1 | 2.6 | 7.0 | 4.2 | 2.0 | 12.7 | 22.6 |
| RoCE | 9.1 | 13.9 | 10.2 | 7.7 | 6.0 | 4.7 | 10.4 | 17.4 |
| RoIC | 8.5 | 13.8 | 9.4 | 6.9 | 5.0 | 3.4 | 11.6 | 24.7 |
| Working Capital Ratios | | | | | | | | |
| Fixed Asset Turnover (x) | 4.0 | 3.2 | 1.8 | 2.1 | 2.7 | 2.1 | 2.7 | 3.1 |
| Asset Turnover (x) | 0.7 | 0.7 | 0.4 | 0.5 | 0.7 | 0.7 | 0.9 | 1.1 |
| Inventory (Days) | 691 | 652 | 1,233 | 1,058 | 966 | 1,105 | 799 | 657 |
| Debtor (Days) | 35 | 35 | 41 | 58 | 26 | 24 | 25 | 20 |
| Creditor (Days) | 121 | 93 | 127 | 96 | 66 | 73 | 94 | 85 |
| Leverage Ratio (x) | | | | | | | | |
| Current Ratio | 1.7 | 1.8 | 1.8 | 1.6 | 1.4 | 1.4 | 1.4 | 1.4 |
| Interest Cover Ratio | 2.6 | 1.5 | 1.0 | 1.5 | 1.2 | 0.8 | 2.8 | 6.3 |
| Net Debt/Equity | 1.1 | 1.3 | 1.2 | 0.9 | 0.6 | 0.5 | 0.0 | 0.0 |

Consolidated Cash flow

| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|----------------------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| OP/(Loss) before Tax | 4,482 | 4,332 | 752 | 2,366 | 1,449 | 742 | 5,130 | 10,797 |
| Depreciation | 623 | 723 | 652 | 719 | 678 | 782 | 867 | 899 |
| Interest & Finance Charges | 1,760 | 6,165 | 6,012 | 7,497 | 2,490 | 2,455 | 1,942 | 1,674 |
| Direct Taxes Paid | -882 | -1,063 | -266 | -515 | -679 | -772 | -1,911 | -6,876 |
| (Inc)/Dec in WC | -3,942 | -7,785 | -789 | -409 | 7,635 | 3,980 | 10,630 | -6,303 |
| CF from Operations | 2,043 | 2,372 | 6,361 | 9,658 | 11,573 | 7,188 | 16,658 | 192 |
| Others | 18 | 244 | -231 | -661 | -71 | -713 | -1,640 | -1,966 |
| CF from Operating incl EO | 2,061 | 2,616 | 6,130 | 8,997 | 11,502 | 6,474 | 15,018 | -1,774 |
| (Inc)/Dec in FA | -1,040 | -3,011 | -414 | 461 | -1,234 | -1,237 | -777 | -618 |
| Free Cash Flow | 1,021 | -395 | 5,716 | 9,458 | 10,268 | 5,238 | 14,242 | -2,392 |
| (Pur)/Sale of Investments | -111 | -19 | 0 | -6 | -1,327 | -3,875 | 0 | 0 |
| Others | 529 | 371 | 82 | -85 | 192 | 363 | 1,640 | 1,966 |
| CF from Investments | -621 | -2,659 | -332 | 370 | -2,369 | -4,749 | 863 | 1,347 |
| Issue of Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Inc/(Dec) in Debt | 2,706 | 3,255 | -756 | -5,595 | -5,198 | -974 | -2,500 | -2,500 |
| Interest Paid | -2,768 | -3,299 | -3,391 | -2,916 | -2,247 | -2,123 | -1,593 | -1,328 |
| Dividend Paid | -663 | -664 | -664 | -332 | -285 | -285 | -285 | -285 |
| Others | -137 | -137 | -23 | 0 | 0 | 0 | 0 | 0 |
| CF from Fin. Activity | -862 | -844 | -4,834 | -8,843 | -7,730 | -3,382 | -4,378 | -4,112 |
| Inc/Dec of Cash | 578 | -887 | 964 | 524 | 1,403 | -1,657 | 11,504 | -4,539 |
| Opening Balance | 1,194 | 1,772 | 1,078 | 2,042 | 2,566 | 8,390 | 6,733 | 18,237 |
| Closing Balance | 1,772 | 884 | 2,042 | 2,566 | 3,969 | 6,733 | 18,237 | 13,698 |

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| Explanation of Investment Rating | |
|----------------------------------|--|
| 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 |

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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