

Estimate change

TP change

Rating change



Bloomberg	GAIL IN
Equity Shares (m)	6575
M.Cap.(INRb)/(USDb)	1372.6 / 16.5
52-Week Range (INR)	214 / 103
1, 6, 12 Rel. Per (%)	0/51/72
12M Avg Val (INR M)	3058

Financials & Valuations (INR b)

Y/E March	FY24	FY25E	FY26E
Sales	1,306.4	1,356.4	1,384.7
EBITDA	134.8	128.0	157.2
Adj. PAT	90.2	86.3	108.7
Adj. EPS (INR)	13.7	13.1	16.5
EPS Gr. (%)	70.1	-4.3	26.0
BV/Sh.(INR)	101.8	109.6	119.5

Ratios

Net D:E	0.2	0.3	0.2
RoE (%)	15.0	12.9	15.0
RoCE (%)	11.9	10.2	11.6
Payout (%)	40.1	40.1	40.1

Valuations

P/E (x)	14.9	15.6	12.4
P/BV (x)	2.0	1.9	1.7
EV/EBITDA (x)	8.6	8.8	7.2
Div. Yield (%)	3.0	2.9	3.6
FCF Yield (%)	4.0	1.7	3.6

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	51.5	51.5	51.5
DII	27.0	27.1	25.7
FII	14.8	14.9	17.0
Others	6.7	6.5	5.8

FII Includes depository receipts

CMP: INR209

TP: INR235 (+13%)

Buy

One-offs mar 4QFY24; robust guidance maintained

- GAIL reported an EBITDA of INR36b in 4QFY24, 4% below our estimate, even as PAT came in 19% below our estimate. The miss was due to a weaker-than-expected performance in the trading segment, a one-off depreciation-related charge of INR1.7b, and lower-than-expected other income. This was partly offset by a strong performance in the petchem and LPG segments, with EBIT coming ahead of our expectations.
- GAIL anticipates a robust domestic gas demand, projecting gas transmission volumes to reach 132mmscmd by end-FY25 and 142mmscmd by end-FY26. For the trading segment, management guided an EBIT of INR40-45b, while for the petchem segment, it remained hopeful of a healthy FY25 profitability amid weaker spot LNG prices.
- The key takeaways from the analyst meet: 1) the quality of guidance has significantly improved and GAIL remains on track to achieve the guided volumes and profitability in transmission and trading, 2) the strength of improvement in petchem profitability has surprised us/street, and 3) key projects such as PDH-PP remain on track for completion as per timelines.
- We value the core business at 13x FY26E adj. EPS of INR15. Adding the value of listed and unlisted investments of INR40, we arrive at a TP of INR235.

Reiterate BUY.

Miss due to a weaker-than-estimated trading performance and one-offs

- EBITDA came in 4% lower than our estimate at INR35.6b (our est. of INR36.9b, 11.6x YoY).
- The miss was due to weaker-than-expected performances in the gas transmission and trading segments, partially offset by better-than-expected performance in the Petchem, LPG, and Liq. HC segments.
- PAT was 19% below our est. at INR21.8b (est. of INR27b, 3.6x YoY), mainly due to lower other income and higher DDA in 4QFY24.
- Natural gas transmission volume stood at 123.7mmscm (vs. our est. of 128.4mmscm; 121.5mmscm in 3QFY24).
- Gas marketing volume stood at 99.9mmscm (vs. 98.1mmscm in 3QFY24).
- LHC sales rose 5% YoY to 261 TMT (vs. 249tmt in 3QFY24) & Polymer sales jumped 13% YoY to 242tmt (vs. our est. of 216.4mmscm; 215mmscm in 3Q).
- During FY24**, GAIL's revenue stood at INR1.3t (-9% YoY). EBITDA was INR133b (+99% YoY), while PAT stood at INR88.4b (+67% YoY).
- The residual value of Natural Gas/LPG/CGD pipelines has been revised to 'NIL', resulting in an additional depreciation of INR1.7b in 4QFY24.

Segmental EBIT details for the quarter

- Gas transmission business posted an EBIT of INR9.8b (vs. loss of INR164m in 4QFY23).
- LPG transmission EBIT stood at INR756m (-5% YoY).
- Trading business posted an EBIT of INR13.9b (vs. EBIT of INR4.9b in 4QFY23).
- Petchem segment posted an EBIT of INR2.6b (vs. a loss of INR4b in 4QFY23).
- LPG and HC reported an EBIT of INR3.3b (vs. EBIT of INR1.2b in 4QFY23).

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- **We reiterate our BUY rating on GAIL with a TP of INR235.** During FY24-26E, we are modeling PAT to report a 10% CAGR driven by:
 - Rising natural gas transmission volumes to 142mmscmd in FY26 from 120mmscmd in FY24;
 - Substantial improvement in petchem segment's profitability over 2HFY25- FY26 as new petchem capacity will be operational and low inventories globally will drive re-stocking demand, thus improving spreads; and
 - Healthy trading segment profitability with EBIT guided at INR40-45b.
- We expect GAIL's ROE to improve to ~15% in FY26 from 9.5% in FY23, with healthy FCF generation of INR44b in FY26 (vs. -INR45.3b in FY23), which we believe can drive a re-rating for the stock.

Standalone quarterly performance

(INR m)

Y/E March	FY23				FY24				FY23	FY24	FY24	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Net Sales	375,721	384,909	353,804	328,582	324,079	318,226	342,535	323,345	1443,016	1308,185	312,208	4%
Change (%)	116.1	78.9	37.3	21.8	-13.7	-17.3	-3.2	-1.6	57.5	-9.3	-5.0	
EBITDA	43,657	17,647	2,613	3,072	26,131	34,913	38,226	35,578	66,989	1,34,848	36,913	-4%
% of Net Sales	11.6	4.6	0.7	0.9	8.1	11.0	11.2	11.0	4.6	10.3	11.8	
Depreciation	6,030	6,194	6,226	6,432	6,358	7,503	7,843	11,605	24,881	33,308	7,885	
Interest	481	683	1,050	903	1,758	1,718	1,564	1,932	3,117	6,972	1,420	
Other Income	1,798	7,988	6,889	10,172	2,676	5,609	8,121	6,376	26,847	22,782	9,367	
PBT	38,944	18,759	2,227	5,909	20,691	31,301	36,940	28,418	65,838	1,17,350	36,975	-23%
Tax	9,792	3,388	-231	-127	4,767	7,252	8,514	6,648	12,823	27,181	9,934	
Rate (%)	25.1	18.1	-10.4	-2.1	23.0	23.2	23.0	23.4	19.5	23.2	26.9	
PAT	29,152	15,371	2,457	6,035	15,924	24,049	28,426	21,770	53,015	90,169	27,040	-19%
Change (%)	90.5	-46.3	-92.5	-77.5	-45.4	56.5	1,056.8	260.7	-48.8	70.1	348.0	
Adj PAT	29,152	15,371	2,457	6,035	15,924	24,049	28,426	21,770	53,015	90,169	27,040	-19%
Change (%)	90.5	-46.3	-92.5	-76.8	-45.4	56.5	1,056.8	260.7	-48.5	70.1	348.0	
Key Assumptions												
Gas Trans. volume (mmscmd)	109.5	107.7	103.7	108.2	116.3	120.3	121.5	123.7	107.3	120.5	128.4	-4%
Petchem sales ('000MT)	109.0	108.0	65.0	118.0	162.0	168.0	215.0	242.0	400.0	787.0	216.4	12%

Exhibit 1: One-year forward P/E ratio

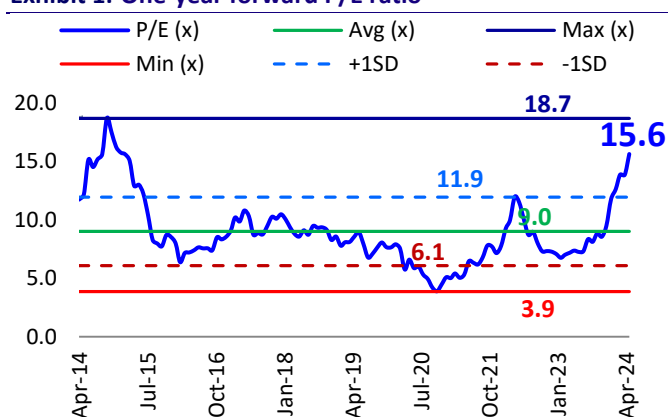


Exhibit 2: One-year forward P/B ratio

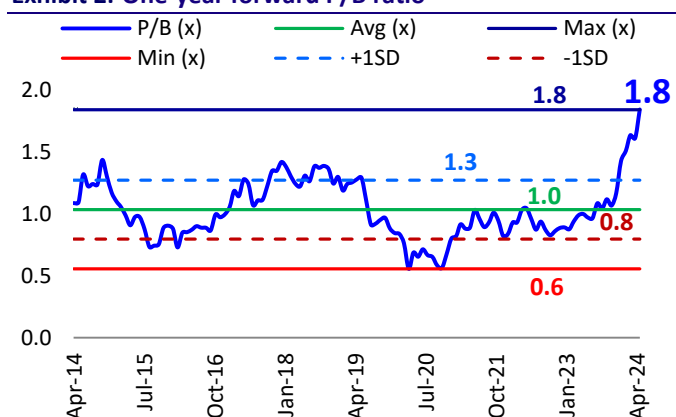
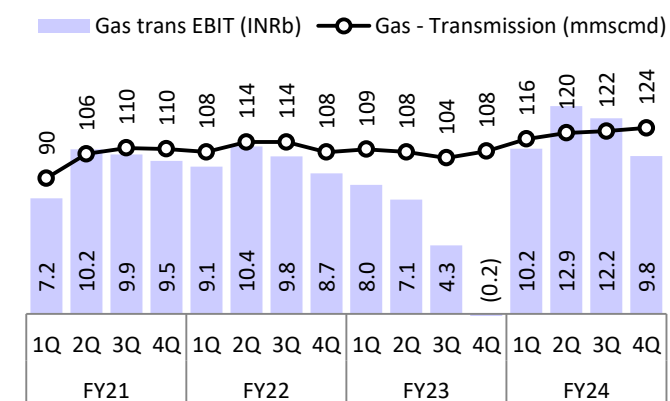
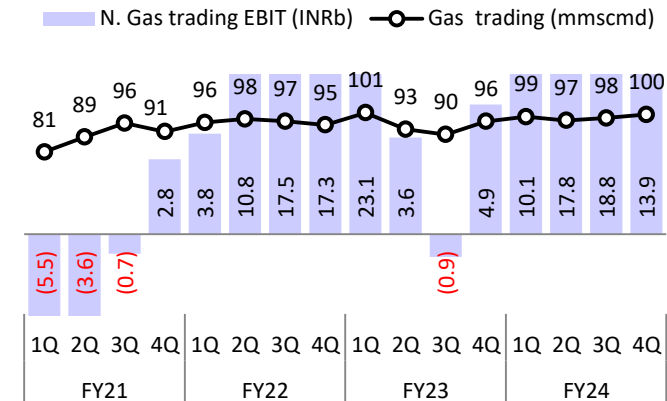
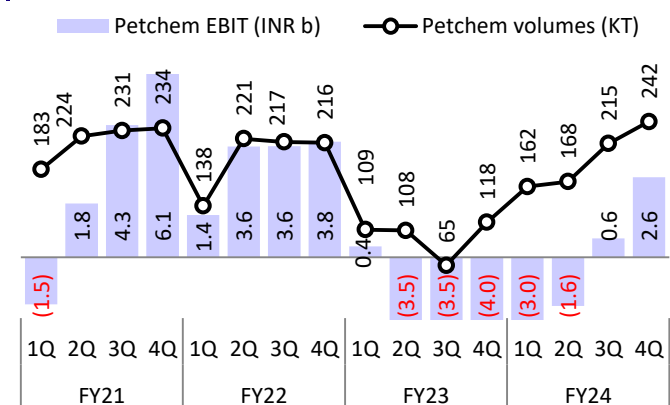


Exhibit 3: Transmission volumes up 14% YoY

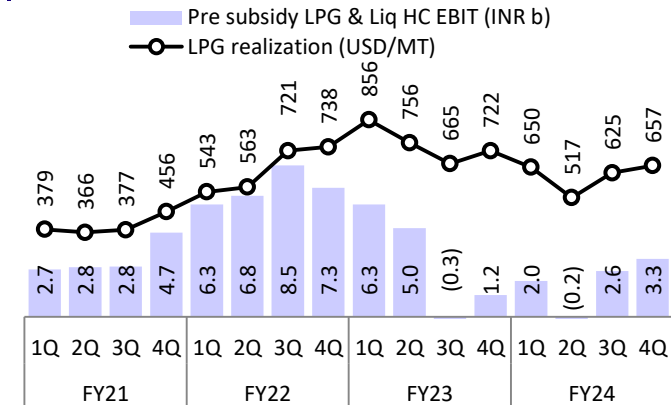
Source: MOFSL, Company

Exhibit 4: Trading volumes up 4% YoY

Source: MOFSL, Company

Exhibit 5: Petchem segment volumes recovered 2x YoY

Source: MOFSL, Company

Exhibit 6: Realizations from LPG and Liquid HC down 9% YoY

Source: MOFSL, Company

Exhibit 7: Segment-wise performance details (INR m)

Particulars	FY22				FY23				FY24				4QFY24 (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	YoY	QoQ
Exchange Rate (INR/USD)	74.8	75.3	77.3	75.3	77.3	79.8	82.2	82.3	82.2	82.7	83.3	83.2	1	0
Gas transmission business														
Volumes (mmscmd)	108	114	114	108	109	108	104	108	116	120	122	124	14	2
Gross Revenues	14,837	16,462	16,727	15,898	16,584	16,944	16,587	16,495	25,940	26,460	25,657	26,669	62	4
Opex	3,077	3,322	4,167	4,358	5,684	6,844	9,357	13,525	12,430	9,960	10,047	10,679	-21	6
EBITDA	11,760	13,140	12,560	11,540	10,900	10,100	7,230	2,970	13,510	16,500	15,610	15,990	438	2
Depreciation	2,611	2,740	2,785	2,807	2,895	3,004	2,970	3,134	3,264	3,594	3,459	6,192	98	79
EBIT	9,149	10,400	9,775	8,733	8,005	7,096	4,260	-164	10,246	12,907	12,151	9,798	LP	-19
Average tariff (INR/mscm)	1,514	1,565	1,591	1,642	1,665	1,710	1,738	1,693	2,450	2,391	2,295	2,370	40	3
Opex (INR/mscm)	314	316	396	450	571	691	980	1,388	1,174	900	899	949	-32	6
EBITDA (INR/mscm)	1,200	1,249	1,195	1,192	1,094	1,019	758	305	1,276	1,491	1,396	1,421	366	2
Depreciation (INR/mscm)	267	260	265	290	291	303	311	322	308	325	309	550	71	78
EBIT (INR/mscm)	934	989	930	902	804	716	446	-17	968	1,166	1,087	871	LP	-20
LPG Transmission Business														
Volumes ('000 MT)	1,023	1,054	1,057	1,065	1,055	1,100	1,101	1,079	1,073	1,114	1,095	1,114	3	2
Gross Revenues	1,637	1,666	1,676	1,707	1,695	1,973	1,801	1,748	1,776	1,845	1,839	1,859	6	1
Opex	617	686	716	697	695	673	721	778	816	805	829	869	12	5
EBITDA	1,020	980	960	1,010	1,000	1,300	1,080	970	960	1,040	1,010	990	2	-2
Depreciation	153	159	151	158	163	160	163	178	158	221	216	234	32	8
EBIT	867	821	810	852	837	1,140	917	792	802	819	794	756	-5	-5
Average tariff (INR/MT)	1,600	1,581	1,586	1,603	1,606	1,794	1,635	1,620	1,655	1,656	1,679	1,669	3	-1
Opex	603	651	677	654	658	612	654	721	760	723	757	780	8	3
EBITDA	997	930	908	948	948	1,182	981	899	895	934	922	889	-1	-4
Depreciation	149	151	142	148	154	145	148	165	147	199	197	210	27	7
EBIT	848	779	766	800	794	1,037	833	734	747	735	725	679	-8	-6
Gas Trading Business														
Volumes (mmscmd)	96	98	97	95	101	93	90	96	99	97	98	100	4	2
Revenues	142,883	178,765	220,918	230,694	346,047	354,654	336,600	315,604	283,817	277,280	300,381	284,421	-10	-5
EBIT	3,776	10,789	17,497	17,259	23,145	3,629	-860	4,874	10,136	17,846	18,804	13,887	185	-26
Revenues (INR/mscm)	16,364	19,884	24,868	27,070	37,710	41,657	40,702	36,354	31,555	31,084	33,269	31,286	-14	-6
EBIT (INR/mscm)	432	1,200	1,970	2,025	2,522	426	-104	561	1,127	2,001	2,083	1,528	172	-27
Petrochemicals Business														
Volumes ('000 MT)	138	221	217	216	109	108	65	118	162	168	215	242	105	13
Gross Revenues	13,623	22,834	24,005	25,023	14,558	13,515	7,505	13,595	17,036	17,433	20,502	22,563	66	10
Opex	11,073	18,014	19,105	19,993	12,868	15,615	9,605	16,165	18,766	17,813	18,452	18,303	13	-1
EBITDA	2,550	4,820	4,900	5,030	1,690	-2,100	-2,100	-2,570	-1,730	-380	2,050	4,260	LP	108
Depreciation	1,167	1,187	1,254	1,240	1,338	1,362	1,389	1,439	1,279	1,220	1,431	1,637	14	14
EBIT	1,383	3,633	3,646	3,790	352	-3,462	-3,489	-4,009	-3,009	-1,600	619	2,623	LP	324
Realization (USD/MT)	1,320	1,372	1,431	1,539	1,728	1,568	1,405	1,400	1,279	1,255	1,145	1,121	-20	-2
Realization (INR/kg)	99	103	111	116	134	125	115	115	105	104	95	93	-19	-2
Opex (INR/kg)	80	82	88	93	118	145	148	137	116	106	86	76	-45	-12
EBITDA (INR/kg)	18	22	23	23	16	-19	-32	-22	-11	-2	10	18	LP	85
Depreciation (INR/kg)	8	5	6	6	12	13	21	12	8	7	7	7	-45	2
EBIT (INR/kg)	10	16	17	18	3	-32	-54	-34	-19	-10	3	11	LP	276
LPG & Liquid Hydrocarbons Business														
Volumes ('000 MT)	250	262	275	217	220	231	248	230	247	242	249	261	13	5
Gross Revenues	10,151	11,113	15,328	12,060	14,554	13,939	13,549	13,658	13,190	10,345	12,964	14,259	4	10
Opex	3,611	4,083	6,578	4,530	7,924	8,699	13,609	12,198	10,940	10,295	10,164	10,649	-13	5
EBITDA	6,540	7,030	8,750	7,530	6,630	5,240	-60	1,460	2,250	50	2,800	3,610	147	29
Depreciation	199	207	200	247	282	238	232	235	229	217	225	344	47	53
EBIT	6,341	6,823	8,550	7,283	6,349	5,002	-292	1,225	2,021	-167	2,575	3,266	167	27
EBIT (Post-Subsidy)	6,341	6,823	8,550	7,283	6,349	5,002	-292	1,225	2,021	-167	2,575	3,266	167	27
Realization (USD/MT)	543	563	721	738	856	756	665	722	650	517	625	657	-9	5
Realization (INR/MT)	40,602	42,416	55,738	55,577	66,155	60,340	54,635	59,380	53,402	42,749	52,063	54,632	-8	5
Opex (INR/MT)	14,442	15,584	23,920	20,876	36,019	37,656	54,877	53,033	44,292	42,543	40,818	40,801	-23	0
EBITDA (INR/MT)	26,160	26,832	31,818	34,700	30,136	22,684	-242	6,348	9,109	207	11,245	13,831	118	23
Depreciation (INR/MT)	796	789	728	1,139	1,280	1,029	934	1,020	927	896	902	1,318	29	46
EBIT (INR/MT)	25,364	26,043	31,090	33,562	28,857	21,655	-1,176	5,327	8,182	-690	10,343	12,513	135	21
EBIT post Subsidy-INR/MT	25,364	26,043	31,090	33,562	28,857	21,655	-1,176	5,327	8,182	-690	10,343	12,513	135	21

GAIL's 4QFY24 analyst meet highlights:

■ FY24 performance:

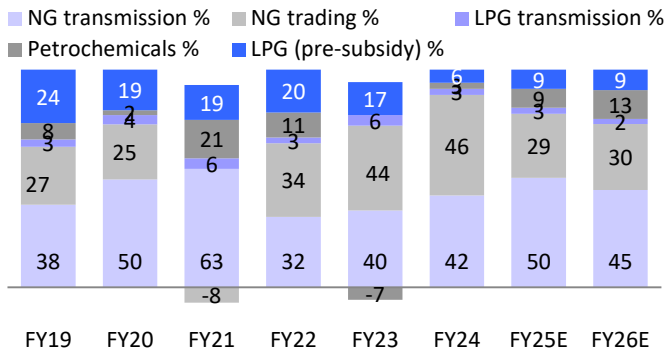
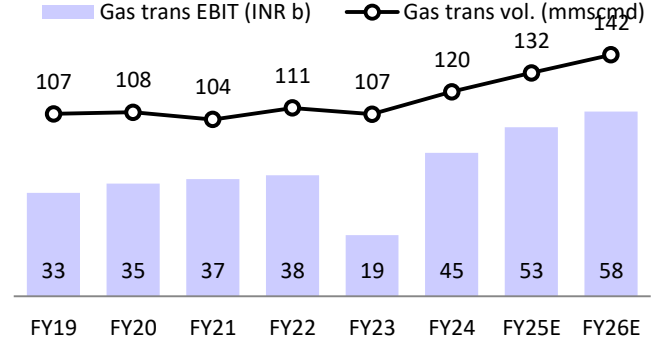
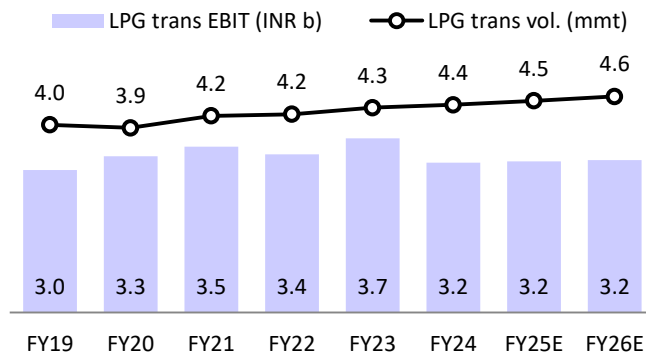
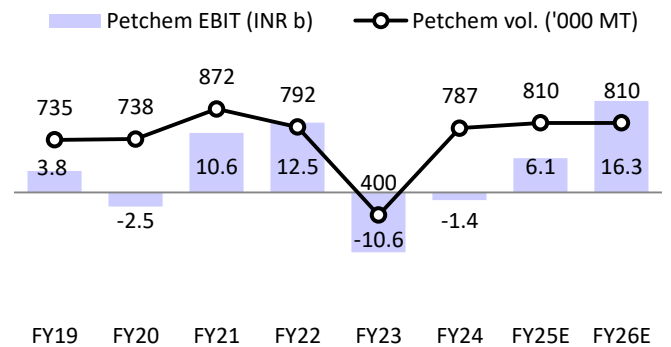
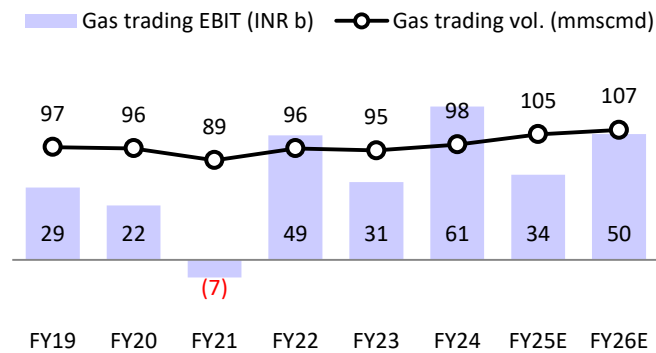
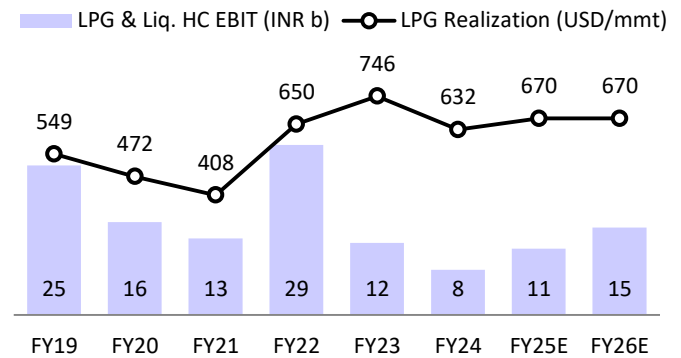
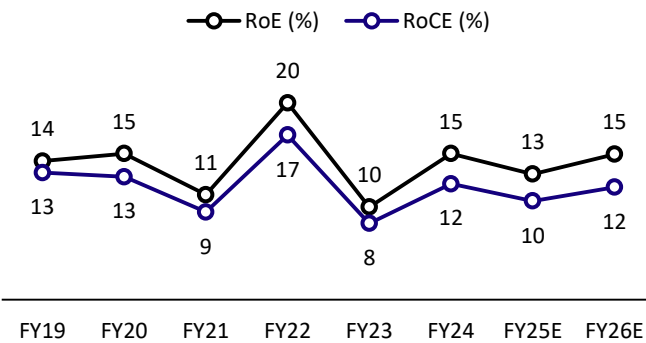
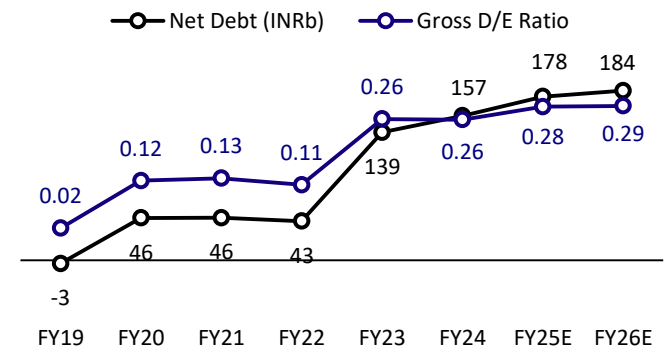
- GAIL reported revenue of INR1.3t and PAT of INR88.4b (+67% YoY).
- Robust overall performance was primarily driven by better performances across all major segments – transmission, petchem, and LPG.
- Highest annual gas transmission volume of 120.5mmscmd and LPG transmission of 4.4mmtpa were achieved in FY24.
- GAIL has paid a dividend of INR5.5/share.
- Long-term LNG agreements of 1.53mmtpa have been entered with M/s Vitol Asia Pte Ltd. and M/s Adnoc LNG, which shall start from FY26.

■ Outlook:

- Transmission: Natural gas transmission volumes for FY24 were in line with the management guidance and volumes are likely to increase by 10-12mmscmd to 130-132mmscmd in FY25 and 140-142mmscmd in FY26.
- Gas trading: segment is expected to earn a marketing EBIT of INR40-45b. Gas marketing volumes are projected to grow to 105mmscmd in FY25 from 98.5mmscmd in FY24.
- Petro-chemical: segment was almost at breakeven in FY24, achieving a volume of 777tmt against 442tmt in FY23. In FY25, the segment is expected to achieve a volume of 810tmt and generate reasonable profits.
- Tariff: GAIL remains hopeful of being able to secure upward tariff revision of up to INR6-7/mmbtu related to gas-cost assumption.
- Renewable targets: It currently has a renewable energy capacity of 118 MW wind and 16.7MW solar. Further, the company targets to achieve 1GW capacity until FY25, and 3GW of capacity by FY30.
- New gas contracts: In Feb'24, Qatar Energy LNG and Petronet LNG Ltd. inked an LNG SPA for 7.5mmtpa. Under the terms, GAIL will offtake 60% of the volumes, commencing in FY28 and lasting for a period of 20 years.
- CBG: GAIL is already the market leader in compressed bio gas (CBG) and plans to set up 26 CBG plants across India in the next 3-4 years.
- Hydrogen initiatives: The company has already tested hydrogen blending in one of the JVs and is setting up a 10MW hydrogen plant in Vijaypur.
- Industry Outlook:
 - Polymer market is expected to grow by 8-9% in India with India's per capita plastic consumption being only 14kg (vs. global average 39kg, USA/China per capita consumption of 93kg/83kg respectively).
 - GAIL has sold 1,036kta of polymers (787kta - GAIL and 249kta - BPCL) in FY24.
 - GAIL management expects CGD sector to grow at CAGR of 12% in the coming years.
- Update on the ongoing projects:
 - Sections of Dhamra-Angul pipeline, Bokaro-Angul pipeline, Barauni Guwahati pipeline and KKB MPL – II pipeline have been commissioned during FY24. Aggregate capex of INR116.7b has been incurred on these pipelines till 31 Mar'24.
 - Mumbai-Nagpur-Jharsuguda pipeline (1,755km; approved cost of INR67.3b) is expected to be commissioned till 31 Oct'24.

- Propane Dehydrogenation & Polypropylene Project (PDH-PP) at Usar having capacity of 500kta is expected to achieve mechanical completion in Apr'25.
- Capex:
 - INR115b of capex is planned for FY25 in the following ratio: Petrochemical – 45% (INR51.8b), Pipeline – 23% (INR26.4b), Equity Investments – 11%, Operational and other capex – 18%, and CGD and E&P – 3%.
 - In 4QFY24, GAIL's Board has approved laying of C2/C3 liquid pipeline from Vijaipur-Auraiya having estimated project cost of INR18b with commissioning period of 32 months. The project will augment the feedstock availability with additional polymer production at Pata Petrochemical Complex, reduce energy consumption and carbon footprint.
 - Two plants of INR750m each have been established to enhance the supply of gas to places where gas was earlier unavailable due to transportation difficulties.
- Others:
 - Additional depreciation of INR1.7b in 4QFY24 was on account of 1) capitalization of additional pipelines during FY24 and, 2) reduction in the residual value for already laid pipelines to 'nil' (earlier taken 5% in books).

Story in charts

Exhibit 8: Transmission to be the major contributor to EBITDA

Exhibit 9: Expect gas transmission volumes to grow over FY24-25

Exhibit 10: LPG transmission segment

Exhibit 11: Petchem segment

Exhibit 12: Gas trading segment

Exhibit 13: EBIT from LPG and Liquid HC

Exhibit 14: Expect return ratios to recover

Exhibit 15: Expect D/E ratio to stay below 0.3x


Source: Company, MOFSL

Source: Company, MOFSL

Financials and valuations

Income Statement							(INR b)	
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Net Sales	751.3	718.8	567.4	916.5	1,443.0	1,306.4	1,356.4	1,384.7
Change (%)	39.6	-4.3	-21.1	61.5	57.5	-9.5	3.8	2.1
EBITDA	95.3	83.7	64.5	138.3	67.0	134.8	128.0	157.2
% of Net Sales	12.7	11.6	11.4	15.1	4.6	10.3	9.4	11.4
Depreciation	15.5	18.4	19.1	21.1	24.9	33.3	35.2	37.2
Interest	1.4	1.1	1.6	1.7	3.1	7.0	6.3	6.4
Other Income	15.7	14.2	20.0	20.5	26.8	22.8	24.4	26.1
EO Items (net)	-3.3	1.0	0.0	0.0	0.0	0.0	0.0	0.0
PBT	90.8	79.4	63.9	135.9	65.8	117.3	110.9	139.7
Tax	30.6	13.2	15.0	32.3	12.8	27.2	24.6	31.0
Rate (%)	33.7	16.7	23.4	23.7	19.5	23.2	22.2	22.2
Reported PAT	60.3	66.2	48.9	103.6	53.0	90.2	86.3	108.7
Adjusted PAT	63.3	74.2	49.0	102.9	53.0	90.2	86.3	108.7
Change (%)	26.0	9.9	-26.1	111.9	-48.8	70.1	-4.3	26.0

Balance Sheet							(INR b)	(INR b)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Share Capital	22.6	45.1	44.4	44.4	65.8	65.8	65.8	65.8
Reserves	418.4	394.6	421.7	511.5	490.8	576.0	627.7	692.9
Net Worth	440.9	439.7	466.1	555.9	556.5	641.8	693.5	758.6
Loans	8.7	54.1	59.9	63.5	143.1	164.1	197.0	216.7
Deferred Tax	59.5	45.0	45.0	47.7	46.6	49.6	49.6	49.6
Capital Employed	509.1	538.8	571.0	667.1	746.3	855.5	940.0	1,024.8
Gross Fixed Assets	508.1	548.3	591.4	638.5	703.4	767.8	991.6	1,101.6
Less: Depreciation	197.2	215.6	234.7	255.8	280.7	314.0	349.1	386.3
Net Fixed Assets	310.9	332.7	356.7	382.7	422.7	453.8	642.4	715.3
Capital WIP	92.0	105.8	119.0	130.7	136.6	158.6	44.8	44.8
Investments	95.3	78.8	105.5	136.3	148.3	210.9	210.9	210.9
Current Assets								
Inventory	23.2	29.6	26.0	30.2	52.8	52.9	54.9	56.1
Debtors	50.7	55.8	44.9	83.7	114.1	106.5	110.6	112.9
Cash & Bank Balance	12.1	8.0	13.6	20.8	4.0	7.0	19.0	32.3
Cash	1.5	5.5	12.1	13.7	1.7	5.9	17.9	31.2
Bank Balance	10.6	2.6	1.5	7.2	2.3	1.1	1.1	1.1
Loans/Adv. & Other Assets	59.5	74.7	67.3	79.0	82.8	105.5	105.5	105.5
Current Liab. & Prov.								
Liabilities	120.4	133.7	148.5	181.2	198.1	219.8	228.2	233.0
Provisions	14.3	12.8	13.6	15.1	16.9	20.0	20.0	20.0
Net Current Assets	10.9	21.5	-10.2	17.3	38.7	32.2	41.8	53.8
Application of Funds	509.1	538.8	571.0	667.1	746.3	855.5	940.0	1,024.8

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Basic (INR)								
EPS	9.6	11.3	7.4	15.6	8.1	13.7	13.1	16.5
Cash EPS	11.5	12.9	10.3	19.0	11.8	18.8	18.5	22.2
Book Value	68.1	73.0	77.1	89.5	93.5	101.8	109.6	119.5
DPS	2.6	4.3	3.4	3.4	4.0	5.5	5.3	6.6
Payout (incl. dvd tax)	34.7	51.3	45.0	21.3	49.6	40.1	40.1	40.1
Valuation (x)								
P/E	18.9	16.2	24.5	11.7	22.6	14.9	15.6	12.4
Adj. P/E (for investments)	14.8	12.6	19.1	9.1	17.6	10.4	10.8	8.6
Cash P/E	15.8	14.2	17.6	9.6	15.4	10.9	11.1	9.2
EV / EBITDA	3.6	8.5	9.9	5.2	13.1	8.6	8.8	7.2
EV / Sales	0.5	1.2	1.5	0.9	0.8	1.0	1.0	1.0
Price / Book Value	2.7	2.5	2.4	2.0	1.9	2.0	1.9	1.7
Dividend Yield (%)	1.4	2.4	1.9	1.9	2.2	3.0	2.9	3.6
Profitability Ratios (%)								
RoE	14.3	15.0	10.8	20.3	9.5	15.0	12.9	15.0
RoCE	13.1	12.6	9.0	17.0	7.9	11.9	10.2	11.6
RoIC	18.0	16.6	10.2	25.1	8.1	16.7	12.6	13.3
Turnover Ratios								
Debtors (No. of Days)	25	28	29	33	29	30	30	30
Fixed Asset Turnover (x)	1.5	1.3	1.0	1.4	1.9	1.5	1.4	1.4
Leverage Ratio								
Net Debt / Equity (x)	0.0	0.1	0.1	0.1	0.2	0.2	0.3	0.2

Cash Flow Statement

Y/E March	FY19	FY20	FY21	FY22	FY22	FY24	(INR b) FY25E	(INR b) FY26E
OP/(Loss) before Tax	90.8	79.4	63.9	135.9	65.8	115.5	110.9	139.7
Depreciation	15.5	18.4	19.1	21.1	24.9	33.3	35.2	37.2
Interest charge	1.4	1.1	1.6	1.7	3.1	7.0	6.3	6.4
Tax paid	-20.8	-19.6	-12.8	-32.0	-15.2	-27.5	-24.6	-31.0
(Inc)/Dec in Wkg. Capital	-3.3	3.1	22.2	-29.7	-30.9	5.5	2.3	1.3
CF from Op. Activity	78.8	68.9	80.6	89.5	28.1	118.5	130.1	153.6
(Inc)/Dec in FA & CWIP	-72.0	-54.3	-49.8	-59.2	-73.4	-70.4	-110.0	-110.0
Free Cash Flow	6.7	14.5	30.9	30.4	-45.3	48.1	20.1	43.6
(Pur)/Sale of Investments	-2.7	-6.2	-10.7	-4.6	-10.6	-9.9	0.0	0.0
CF from Inv. Activity	-54.4	-68.3	-38.6	-46.1	-65.5	-80.0	-110.0	-110.0
Interest charge	-1.4	-1.1	-3.2	-3.2	-5.8	-10.9	-6.3	-6.4
Inc / (Dec) in Debt	-11.3	45.2	4.6	3.6	79.6	21.0	32.8	19.7
Dividends Paid	-20.9	-39.4	-22.4	-39.9	-30.7	-36.2	-34.6	-43.6
CF from Fin. Activity	-33.6	3.4	-35.4	-41.8	25.5	-34.3	-8.1	-30.3
Inc / (Dec) in Cash	-9.3	4.0	6.6	1.6	-11.9	4.1	12.0	13.3
Add: Opening Balance	10.8	1.5	5.5	12.1	13.7	1.7	5.9	17.9
Closing Balance	1.5	5.5	12.1	13.7	1.7	5.9	17.9	31.2

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NOTES

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