

18 August 2025

India | Equity Research | Results Update

Vodafone Idea

Telecom

Debt funding and AGR resolution are critical, though some benefit of capex is visible now

Vodafone Idea (VIL) has appointed Mr. Abhijit Kishore as the new CEO. He has been serving as VIL's COO since Mar'15. Mr Akshaya Moondra's (outgoing CEO) term of three years expires on 18th Aug'25. VIL's Q1FY26 ARPU rose 0.6% QoQ (Bharti 2.1%, Rjio +1.3%), while subs loss was 0.5mn, which has shown signs of improvement, though modest, post acceleration in capex. VIL has funding to incur elevated capex only till Q2FY26; its future capex is dependent on closing the funding arrangement which has been in the process for a while. VIL is also hopeful of a resolution on AGR matter before its first EMI due in Mar'26, remains critical for establishing its going concern status. Retain FY26/27E EBITDA and TP of INR 7, based on FY27E EV/EBITDA multiple of 15.5x (unchanged). Maintain **HOLD**.

ARPU rose well YoY, lower subs decline in Q1FY26

VIL's revenue was up 0.1% QoQ/ 4.9% YoY to INR 110bn. Revenue benefited from ARPU growth of 0.6% QoQ/13% YoY to INR 165; customer ARPU (excl. M2M) improved 1.1% QoQ to INR 177. However, revenue growth was lower due to subs dipping 0.5mn (slipped 0.3% QoQ/5.9% YoY) to 198mn vs. average dip of 3.7mn in the past four quarters. Gross addition was healthy at 23.9mn (Bharti: 30.3mn; Rjio: 36.5mn) in Q1FY26, and it has been grabbing more gross subs market share. Lower subs decline was due to benefit of network rollout, 5G rollout and pricing interventions. VIL indicated strong traction in 5G adoption on its network in the 22 cities it has launched. VIL started an aggressive rollout – it had strong MBB deployment with 4G/5G-site net add of 22k BTS in Q1FY26, which has helped in increasing data capacity by 36% and population coverage from 77%. to 84.1% Data subs rose 0.7mn to 135mn, while 4G subs rose 1mn to 127.4mn. Data subs are only 68.2% of total subs.

ARPU grew 0.6% QoQ (+13% YoY) on the back of one additional day in Q1FY26. ARPU for Bharti and Rjio was up 2.1% and +1.3%, QoQ, respectively, in Q1FY26. Post-paid subs have been growing steadily for VIL, up 10.1% YoY (+1mn), which is also helping in growing organic ARPU. VIL's 5G subs add benefitted from its introductory offer of INR 299 (vs. Rjio's at INR 349 and Bharti's at INR 398) for 28 days. Company is also offering true unlimited 4G data to its customers for a recharge of INR 365.

Financial Summary

Y/E March (INR mn)	FY24A	FY25A	FY26E	FY27E
Net Revenue	4,26,517	4,35,713	4,75,122	5,71,086
EBITDA	1,71,260	1,81,266	2,11,906	2,91,797
EBITDA Margin (%)	40.2	41.6	44.6	51.1
Net Profit	(3,19,939)	(2,73,834)	(2,12,928)	(1,52,816)
EPS (INR)	(6.4)	(3.8)	(2.0)	(1.4)
EPS % Chg YoY	3.5	(38.5)	(1.3)	(1.4)
P/E (x)	(1.0)	(1.6)	4.9	(12.6)
EV/EBITDA (x)	13.9	12.7	11.6	8.7
RoCE (%)	(4.9)	(3.4)	(0.8)	3.9
RoE (%)	35.0	31.4	(21.6)	8.9

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Market Data

Market Cap (INR)	666bn
Market Cap (USD)	7,609mn
Bloomberg Code	IDEA IN
Reuters Code	VODA BO
52-week Range (INR)	17 /6
Free Float (%)	25.0
ADTV-3M (mn) (USD)	45.4

Price Performance (%)	3m	6m	12m
Absolute	(11.9)	(25.1)	(61.1)
Relative to Sensex	(11.0)	(31.2)	(62.9)

ESG Score	2023	2024	Change
ESG score	69.2	69.9	0.7
Environment	47.5	51.2	3.7
Social	69.4	74.9	5.5
Governance	79.7	79.0	(0.7)

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Previous Reports

03-06-2025: [Q4FY25 results review](#)

13-02-2025: [Q3FY25 results review](#)

Cash EBITDA declined 6.1% QoQ/+3.8% YoY to INR 22bn

EBITDA decline was due to an increase in network opex by 1% QoQ/ down 1.8% YoY to INR 23.5bn. Network cost is likely to rise with acceleration in 4G and 5G deployment, wherein VIL expects to expand sites to 215–220k (from 197k in Q1FY26); each site's operating cost is likely to be INR 60–70k p.m. (pre-Ind AS basis). SGA and other expenses rose 7.5% QoQ/ 5.1% YoY. VIL had net loss of INR 66bn, down from INR 72bn in Q4FY25, partly due to a decrease in finance cost to INR 59bn (vs. INR 65bn in Q4FY25), due to conversion of debt into equity in the previous quarter. Capex stood at INR 24bn (22.1% of revenue) for Q1FY26.

VIL is in the process of implementing capex of INR 50–60bn, which should complete by end-Q2FY26; more capex is dependent on fund raise through debt and other funding options which the company is actively pursuing.

Net debt rose to INR 1,943bn

Net debt increased by INR 69bn QoQ to INR 1,943bn in Q1FY26, of which, government dues were INR 1,991bn, up INR 42bn during the quarter probably on adjustment due to equity conversion else borrowings were largely stable. Cash and cash equivalent declined by INR 31bn QoQ while debt from banks reduced by INR 3.9bn.

VIL is having a comprehensive discussion with the government on resolving issues related to AGR dues, and the shortfall in cashflow for repayment of dues. The company has EMI towards AGR of INR 160bn due in Mar'26.

Other highlights

- The company is also looking at non-banking sources of funding in order to continue with its capex cycle, as banks are looking for clarity on the AGR issue. Until the funding is closed, VIL will continue to do normal capex from internal accruals.
- Capex priority for the company is to strengthen 5G footprint, and enhance 4G capacity and coverage. Site addition for Q2FY26 will be stable at levels of Q1FY26, with acceleration to 215-220k site based only on funding availability.
- The company has launched 5G services in 22 cities. It plans to expand 5G in all 17 circles by Sep'25. 5G adoption has been strong with 60-70% of device owners in locations where 5G has been launched. It has also witnessed increased 5G penetration in these areas.
- Company remains confident of maintaining the trend of improving subs, and believes 4G/ 5G investment along with pricing intervention is helping.

Risks

- **Downside:** 1) Lower than expected AGR revenue market share, and 4G subs base. 2) If VIL fails to get more equity capital. 3) Unfavourable regulatory policies or outcome on ongoing litigations.
- **Upside risks:** 1) Higher than expected revenue market share. 2) Higher than estimated FCF generation.

Exhibit 1: VIL consolidated financials

INR mn	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	QoQ (%)	YoY (%)
Revenue	1,05,083	1,09,322	1,11,173	1,10,135	1,10,225	0.1	4.9
Network operation cost	23,935	23,566	23,635	23,255	23,493	1.0	(1.8)
% of revenue	22.8	21.6	21.3	21.1	21.3		
Roaming & access charges	10,852	11,353	11,808	11,961	11,139	(6.9)	2.6
% of revenue	10.3	10.4	10.6	10.9	10.1		
License fees and spect charges	8,924	9,312	9,443	9,283	9,473	2.0	6.2
% of revenue	8.5	8.5	8.5	8.4	8.6		
Employee cost	5,467	5,854	5,493	5,495	5,435	(1.1)	(0.6)
% of revenue	5.2	5.4	4.9	5.0	4.9		
SGA and other exp	13,858	13,739	13,670	13,544	14,564	7.5	5.1
% of revenue	13.2	12.6	12.3	12.3	13.2		
EBITDA	42,047	45,498	47,124	46,597	46,121	(1.0)	9.7
EBITDA margin (%)	40.0	41.6	42.4	42.3	41.8		
EBITDA (adj. for Ind AS)	21,000	23,200	24,500	23,207	21,800	(6.1)	3.8
EBITDA margin (%)	20.0	21.2	22.0	21.1	19.8		
Depreciation and amortisation	53,691	54,040	56,288	55,713	54,721	(1.8)	1.9
EBIT	(11,644)	(8,542)	(9,164)	(9,116)	(8,600)		
Interest	55,186	66,136	59,399	64,713	58,928	(8.9)	6.8
Other income	2,563	3,000	2,495	2,148	1,417		
PBT	(64,267)	(71,678)	(66,068)	(71,681)	(66,111)		
Share of profits(losses) in JV	1	(3)	-	20	-		
Provision for tax	55	78	25	-	(30)		
Effective tax rate	(0.1)	(0.1)	(0.0)	-	0.0		
Exceptional gain/ (loss)	-	-	-	-	-		
Net income (reported)	(64,321)	(71,759)	(66,093)	(71,661)	(66,081)		
EPS (INR)	(0.9)	(1.0)	(0.9)	(1.0)	(0.6)		

Source: I-Sec research, Company data

Exhibit 2: Subs decline lowest in six years at 0.5mn in Q1FY26

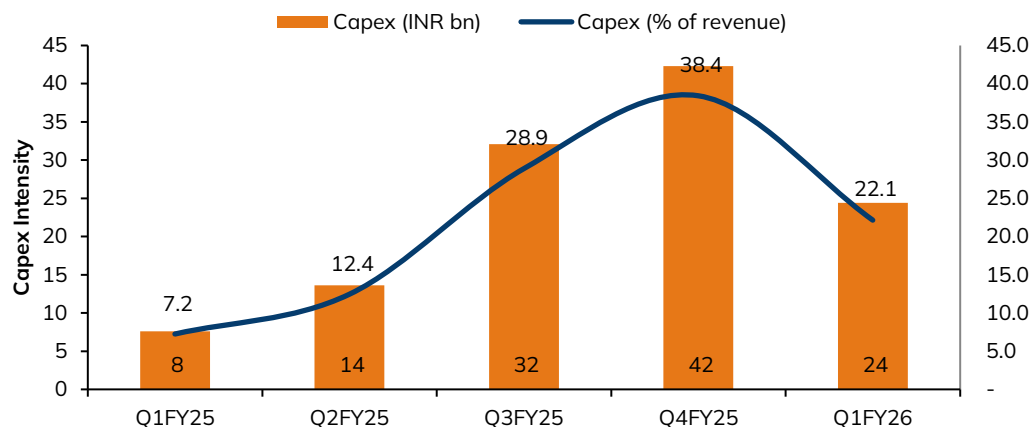
	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	QoQ (%)	YoY (%)
Subscribers (mn)	210	205	200	198	198	(0.3)	(5.9)
Net adds (mn)	(2.9)	(5.1)	(5.2)	(1.6)	(0.5)		
Prepaid subs as % of total	88.5	88.0	87.4	87.1	86.5		
Blended churn (%)	4.0	4.5	4.5	4.1	4.1		
ARPU (INR)	146	156	163	164	165	0.6	13.0
Minutes of Use (min/subs)	607	587	593	598	590	(1.3)	(2.8)
Minutes on Network (mn)	3,85,000	3,65,000	3,60,000	3,57,000	3,50,000	(2.0)	(9.1)
Incremental mins (QoQ, mn)	(17,000)	(20,000)	(5,000)	(3,000)	(7,000)		
2G cell sites	1,83,323	1,84,245	1,87,708	1,95,284	1,97,139	0.9	7.5

Source: I-Sec research, Company data

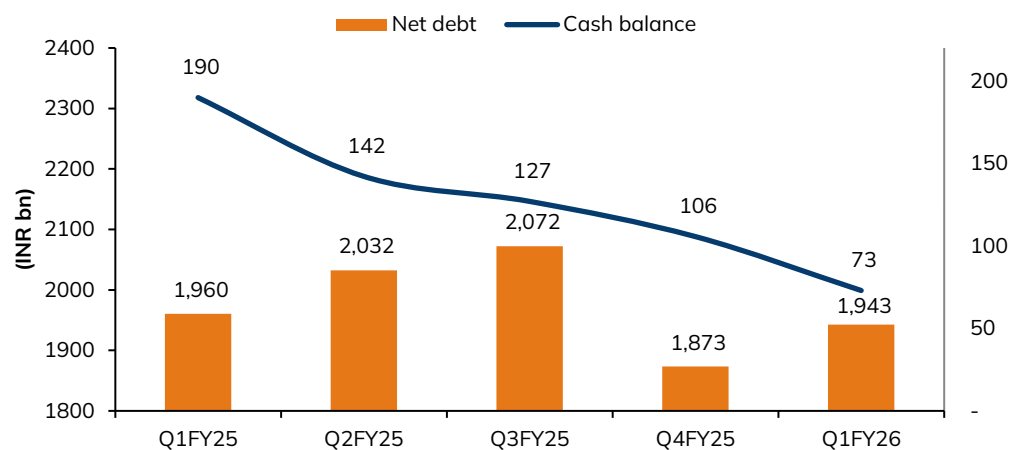
Exhibit 3: Data subs up 0.7mn in Q1FY26

	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	QoQ (%)	YoY (%)
Data (2G+3G+4G)							
Data subs (mn)	137	135	134	134	135	0.5	(1.5)
Net adds (mn)	(0.4)	(2.0)	(0.7)	(0.1)	0.7		
As % of total subs	65.2	65.8	67.2	67.7	68.2		
Data volume (mn MB)	61,11,000	59,92,000	58,59,000	61,66,000	67,48,000	9.4	10.4
Data usage per sub (MB)	15,961	15,760	15,534	16,262	17,744	9.1	11.2
4G data subs (mn)	126.7	125.9	126.0	126.4	127.4	0.8	0.6
Net adds (mn)	0.4	(0.8)	0.1	0.4	1.0		
3G/4G Cell sites	4,17,245	4,39,599	4,60,250	4,94,596	5,16,183	4.4	23.7
Net adds (3G/4G cell sites)	(13,460)	22,354	20,651	34,346	21,587		

Source: I-Sec research, Company data

Exhibit 4: Capex intensity fell sharply to 22.1% of revenue


Source: I-Sec research, Company data

Exhibit 5: Net debt up QoQ by INR 69bn in Q1FY26


Source: I-Sec research, Company data

Exhibit 6: VIL EV/EBITDA-based valuation

	FY27E
EBITDA (INR mn)	1,67,646
EV/EBITDA multiple	15.5
Enterprise value (INR mn)	25,98,508
Net debt (INR mn)	18,61,562
Equity value (INR mn)	7,36,946
No of outstanding shares (mn)	1,08,343
Value per share	7

Source: I-Sec research, Company data

Financials

Exhibit 7: Consolidated P&L

INR mn	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (%) FY25-27E
Revenues	4,49,575	4,19,522	3,85,155	4,21,772	4,26,517	4,35,713	4,75,122	5,71,086	14.5
Growth (%)	(7.3)	(6.7)	(8.2)	9.5	1.1	2.2	9.0	20.2	
Network opex	1,09,916	95,938	98,182	1,00,783	98,104	94,391	1,02,104	1,11,166	8.5
Other expenses	1,90,534	1,54,127	1,26,612	1,52,819	1,57,153	1,60,056	1,61,112	1,68,123	2.5
Total expenses	3,00,450	2,50,065	2,24,794	2,53,602	2,55,257	2,54,447	2,63,217	2,79,289	4.8
Growth (%)		(16.8)	(10.1)	12.8	0.7	(0.3)	3.4	6.1	
EBITDA (reported)	1,49,125	1,69,457	1,60,361	1,68,170	1,71,260	1,81,266	2,11,906	2,91,797	26.9
EBITDA (adj. Ind AS)	58,123	86,789	77,908	82,967	84,000	91,907	1,00,111	1,67,646	35.1
EBITDA margin (%)	12.9	20.7	20.2	19.7	19.7	21.1	21.1	29.4	
Inc. EBITDA (%)	-	-	-	-	-	86.0	20.8	70.4	
Growth (%)	-	49.3	(10.2)	6.5	1.2	9.4	8.9	67.5	
Depreciation	2,43,564	2,36,385	2,35,843	2,30,497	2,26,335	2,19,732	2,23,045	2,38,270	4.1
EBIT	(94,439)	(66,928)	(75,482)	(62,327)	(55,075)	(38,466)	(11,139)	53,527	
Other income	10,393	1,742	1,294	3,113	1,132	10,206	5,103	2,552	
Finance cost	1,53,920	1,79,981	2,09,808	2,33,543	2,57,655	2,45,434	2,06,892	2,08,894	
PBT	(2,34,413)	(2,42,853)	(2,83,984)	(2,92,752)	(3,11,653)	(2,73,676)	(2,12,928)	(1,52,816)	(25.3)
Tax	1,20,811	-203	113	35	8,286	158	-	-	
Exceptional item	(3,83,557)	(1,99,681)	1,643	(224)	7,555	-	3,50,000	1,00,000	
Adj. PAT	(3,55,224)	(2,42,650)	(2,84,097)	(2,92,787)	(3,19,939)	(2,73,834)	(2,12,928)	(1,52,816)	(25.3)
Adj. EPS	(12.4)	(8.4)	(8.8)	(6.0)	(6.4)	(3.8)	(2.0)	(1.4)	(39.4)
Growth (%)		(31.7)	4.7	(32.0)	6.1	(39.9)	(48.8)	(28.2)	

Source: I-Sec research, Company data

Exhibit 8: KPIs

INR mn	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (%) FY25-27E
Mobile business									
Subs (mn)	291	268	244	226	213	198	206	214	4.0
Net add (mn)	(43)	(23)	(24)	(18)	(13)	(15)	8	8	
Data subs (mn)	140	140	136	135	137	134	147	160	9.4
Net add (mn)		0.4	(4.2)	(0.7)	2.3	(3.2)	13.3	13.0	
% of total	47.9	52.2	55.7	59.8	64.5	67.7	71.5	74.9	
ARPU (Rs)	114	114	112	132	143	157	175	205	14.4
Growth (%)	24.8	(0.8)	(1.8)	18.4	8.0	9.9	11.4	17.4	

Source: I-Sec research, Company data

Exhibit 9: Balance sheet parameters

INR mn	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (%) FY25-27E
Capital productivity									
Fixed assets	18,59,331	16,74,967	15,68,590	17,38,313	15,76,751	15,70,602	14,61,905	15,05,744	(2.1)
FA turnover (x)	0.2	0.3	0.2	0.2	0.3	0.3	0.3	0.4	
Capex	79,662	47,097	60,089	39,422	16,139	1,00,000	2,00,000	2,00,000	41.4
Intensity (% of rev)	17.7	11.2	15.6	9.3	3.8	23.0	42.1	35.0	
Capex/ dep (ex-lease)	0.4	0.3	0.3	0.2	0.1	0.6	1.3	1.3	
CWIP	11,381	6,059	3,643	1,78,764	1,81,891	1,82,122	1,82,122	1,82,122	-
Capital employed	12,09,754	14,20,823	12,89,529	12,72,269	10,34,630	12,59,760	13,96,832	13,44,016	3.3
Pre-tax ROCE (%)	(6.2)	(5.1)	(5.6)	(4.9)	(4.8)	(3.4)	(0.8)	3.9	
Leverage									
Gross debt	11,49,955	18,03,103	19,09,177	20,15,860	20,76,298	19,62,962	19,62,962	19,62,962	-
of which govt. dues	8,76,474	15,09,309	17,31,145	18,83,550	20,28,962	19,49,106			
Net debt	11,18,777	17,80,938	18,74,211	20,07,306	20,70,934	18,57,277	17,89,994	18,61,562	0.1
ND/EBITDA (x)	7.5	10.5	11.7	11.9	12.1	10.2	8.4	6.4	
Working capital (days)									
Inventory	0	0	0	0	0	0	0	0	
Receivables	25	22	23	19	19	17	16	15	
Payable	96	116	125	117	118	90	75	65	
Deferred revenue	26	26	32	27	27	-	-	-	
Cash conversion	(96)	(119)	(133)	(125)	(125)	(73)	(59)	(50)	

Source: I-Sec research, Company data

Exhibit 10: Concise cashflow statement

INR mn	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (%) FY25-27E
Cashflow									
Operations cashflow	1,65,730	1,70,842	1,77,277	1,82,412	2,01,836	1,85,462	5,61,906	3,91,797	45.3
% of EBITDA	111.1	100.8	110.5	108.5	117.9	102.3	265.2	134.3	
Chg in WC	(92,455)	(14,445)	(3,407)	6,275	6,425	(92,556)	(21,079)	25,087	
Repayment lease	(65,940)	(95,555)	(69,397)	(79,039)	(87,138)	(1,32,889)	(71,754)	(82,109)	
CFO	7,335	60,842	1,04,473	1,09,648	1,21,123	(39,983)	4,69,073	3,34,775	
% of revenue	1.6	14.5	27.1	26.0	28.4	(9.2)	98.7	58.6	
Capex	(79,662)	(47,097)	(60,089)	(39,422)	(16,139)	(1,00,050)	(2,00,000)	(2,00,000)	41.4
FCF	(10,365)	1,03,553	1,12,746	1,32,465	1,87,639	(15,496)	3,40,827	2,16,884	
Finance cost	(1,52,585)	(28,256)	(27,997)	(20,940)	(28,678)	(20,902)	(2,06,892)	(2,08,894)	216.1
FCF (after int)	(1,62,950)	75,297	84,749	1,11,525	1,58,961	(36,398)	1,33,934	7,989	
Spectrum payment	(3,978)	(5,747)	(1,035)	(16,800)	(4,483)	(8,352)			
Ratios									
Dividend (INR/sh)	-	-	-	-	-	-	-	-	
Payout (%)	-	-	-	-	-	-	-	-	
Pre-tax ROIC (%)	(6.4)	(5.2)	(5.7)	(4.9)	(4.8)	(3.5)	(0.9)	4.3	

Source: I-Sec research, Company data

Peer Comparison

Exhibit 11: Telecom valuation snapshot

(INR mn)	CMP (INR)	MCap INR bn	Revenue (INR mn)			CAGR (%) FY25-27E	Cash EBITDA (INR)			CAGR (%) FY25-27E
			FY25	FY26E	FY27E		FY25	FY26E	FY27E	
Bharti Airtel	1,892	10,887	1,730	2,029	2,318	15.8	780	904	1,103	18.9
Bharti Hexacom	1,730	865	85	95	113	15.0	35	42	55	25.6
Reliance Jio	-	-	1,141	1,281	1,523	15.5	561	649	830	21.6
Vodafone Idea	6.5	461	436	475	571	14.5	92	100	168	35.1
Tata Comm	1,673	477	231	250	271	8.2	46	51	59	13.2
Indus Towers	338	910	301	335	360	9.3	182	131	141	(12.1)
Railtel Corp	352	113	35	42	48	17.7	5	6	7	11.4

Source: I-Sec research, Company data

Exhibit 12: Telecom valuation snapshot

(INR mn)	PE (x)		EV/EBITDA (x)		ROIC (pre-tax)		ND/ cash EBITDA (x)		Capex (ex-spec INR mn)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Bharti Airtel	47.8	30.4	13.1	10.4	15.2	21.6	1.0	0.5	20.3	17.1
Bharti Hexacom	50.6	32.2	21.2	15.7	22.1	34.8	0.5	0.0	15.8	13.9
Reliance Jio					10.2	13.6	2.5	1.9	24.1	19.7
Vodafone Idea			22.5	13.9	(0.9)	4.3	17.9	11.1	42.1	35.0
Tata Comm	30.5	22.4	11.0	9.6	19.4	23.7	1.7	1.4	10.6	10.3
Indus Towers	12.8	11.6	6.8	6.0	15.1	16.4	(0.1)	(0.4)	15.8	9.7
Railtel Corp	32.7	28.0	18.5	16.4	28.3	24.9	(0.9)	(0.7)	8.6	8.2

Source: I-Sec research, Company data

Exhibit 13: Shareholding pattern

%	Mar'25	Apr'25	Jun'25
Promoters	38.8	25.6	25.6
Institutional investors	15.0	9.9	10.1
MFs and others	4.5	3.1	3.9
FIs/Banks, Insurance	0	0	0
Insurance	0.4	0.2	0.2
FIIIs	10.1	6.6	6.0
Government of India	22.6	49.0	49.0
Others	23.6	15.5	15.3

Source: Bloomberg, I-Sec research

Exhibit 14: Price chart



Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 15: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Net Sales	4,26,517	4,35,713	4,75,122	5,71,086
Operating Expenses	2,55,257	2,54,447	2,63,217	2,79,289
EBITDA	1,71,260	1,81,266	2,11,906	2,91,797
EBITDA Margin (%)	40.2	41.6	44.6	51.1
Depreciation & Amortization	2,26,335	2,19,732	2,23,045	2,38,270
EBIT	(55,075)	(38,466)	(11,139)	53,527
Interest expenditure	2,57,655	2,45,434	2,06,892	2,08,894
Other Non-operating Income	-	-	-	-
Recurring PBT	(3,11,653)	(2,73,676)	(2,12,928)	(1,52,816)
Profit / (Loss) from Associates	(55)	18	-	-
Less: Taxes	8,286	158	-	-
PAT	(3,12,384)	(2,73,834)	1,37,072	(52,816)
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	1,132	10,206	5,103	2,552
Net Income (Reported)	(3,12,384)	(2,73,834)	1,37,072	(52,816)
Net Income (Adjusted)	(3,19,939)	(2,73,834)	(2,12,928)	(1,52,816)

Source Company data, I-Sec research

Exhibit 16: Balance sheet

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Total Current Assets	1,29,098	3,10,395	3,85,389	3,43,737
of which cash & cash eqv.	5,362	1,05,685	1,72,968	1,01,400
Total Current Liabilities & Provisions	5,41,413	5,56,139	5,31,918	5,56,407
Net Current Assets	(4,12,315)	(2,45,744)	(1,46,529)	(2,12,671)
Investments	5	-	-	-
Net Fixed Assets	15,83,139	15,95,318	16,44,028	16,87,866
ROU Assets	-	-	-	-
Capital Work-in-Progress	1,81,891	1,82,122	1,82,122	1,82,122
Total Intangible Assets	-	-	-	-
Other assets	1,37,737	72,953	51,034	32,763
Deferred Tax Assets	138	116	116	116
Total Assets	18,49,977	19,78,666	20,80,450	20,64,366
Liabilities				
Borrowings	20,76,298	19,62,962	19,62,962	19,62,962
Deferred Tax Liability	4	167	167	167
Provisions	209	50	55	66
Other Liabilities	3,21,057	2,97,832	2,86,761	2,98,993
Equity Share Capital	5,01,198	7,13,930	10,83,430	10,83,430
Reserves & Surplus	(15,42,866)	(14,17,132)	(16,49,560)	(17,02,376)
Total Net Worth	(10,41,668)	(7,03,202)	(5,66,130)	(6,18,946)
Minority Interest	-	-	-	-
Total Liabilities	18,49,977	19,78,666	20,80,450	20,64,366

Source Company data, I-Sec research

Exhibit 17: Quarterly trend

(INR mn, year ending March)

	Sep-24	Dec-24	Mar-25	Jun-25
Net Sales	1,09,322	1,11,173	1,10,135	1,10,225
% growth (YOY)	2.0	4.2	3.8	4.9
EBITDA	45,498	47,124	46,597	46,121
Margin %	41.6	42.4	42.3	41.8
Other Income	3,000	2,495	2,148	1,417
Extraordinaries	-	-	-	-
Adjusted Net Profit	(71,759)	(66,093)	(71,661)	(66,081)

Source Company data, I-Sec research

Exhibit 18: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Operating Cashflow	2,01,836	1,85,462	5,61,906	3,91,797
Working Capital Changes	6,425	(92,556)	(21,079)	25,087
Capital Commitments	(20,622)	(1,08,402)	(2,00,000)	(2,00,000)
Free Cashflow	1,87,639	(15,496)	3,40,827	2,16,884
Other investing cashflow	1,554	(54,081)	5,103	2,552
Cashflow from Investing Activities	1,554	(54,081)	5,103	2,552
Issue of Share Capital	1	2,41,372	-	-
Interest Cost	-	-	-	-
Inc (Dec) in Borrowings	(73,988)	(17,114)	-	-
Dividend paid	-	-	-	-
Others	(87,138)	(1,32,889)	(71,754)	(82,109)
Cash flow from Financing Activities	(1,89,803)	70,467	(2,78,646)	(2,91,003)
Chg. in Cash & Bank balance	(610)	890	67,283	(71,568)
Closing cash & balance	1,678	6,252	1,72,968	1,01,400

Source Company data, I-Sec research

Exhibit 19: Key ratios

(Year ending March)

	FY24A	FY25A	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	(6.2)	(3.8)	1.3	(0.5)
Adjusted EPS (Diluted)	(6.4)	(3.8)	(2.0)	(1.4)
Cash EPS	(1.9)	(0.8)	0.1	0.8
Dividend per share (DPS)	-	-	-	-
Book Value per share (BV)	(20.8)	(9.8)	(5.2)	(5.7)
Dividend Payout (%)	-	-	-	-
Growth (%)				
Net Sales	1.2	2.2	0.1	0.2
EBITDA	1.8	5.8	0.2	0.4
EPS (INR)	3.5	(38.5)	(1.3)	(1.4)
Valuation Ratios (x)				
P/E	(1.0)	(1.6)	4.9	(12.6)
P/CEPS	(3.3)	(8.1)	65.9	7.8
P/BV	(0.3)	(0.6)	(1.2)	(1.1)
EV / EBITDA	13.9	12.7	11.6	8.7
EV / Sales	5.6	5.3	5.2	4.4
Dividend Yield (%)	-	-	-	-
Operating Ratios				
Gross Profit Margins (%)	-	-	-	-
EBITDA Margins (%)	40.2	41.6	44.6	51.1
Effective Tax Rate (%)	(2.7)	(0.1)	(0.1)	(0.1)
Net Profit Margins (%)	(73.2)	(62.8)	28.8	(9.2)
NWC / Total Assets (%)	(22.3)	(12.4)	(7.0)	(10.3)
Net Debt / Equity (x)	(2.0)	(2.6)	(3.2)	(3.0)
Net Debt / EBITDA (x)	12.1	10.2	8.4	6.4
Profitability Ratios				
RoCE (%)	(4.9)	(3.4)	(0.8)	3.9
RoE (%)	35.0	31.4	(21.6)	8.9
RoIC (%)	(4.9)	(3.5)	(0.9)	4.3
Fixed Asset Turnover (x)	0.1	0.1	0.1	0.2
Inventory Turnover Days	0.0	0.0	0.0	0.0
Receivables Days	18.8	16.8	15.8	14.8
Payables Days	117.5	90.0	75.0	65.0

Source Company data, I-Sec research

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