

# Tube Investments of India

Estimate changes

TP change

Rating change



|                       |             |
|-----------------------|-------------|
| Bloomberg             | TIINDIA IN  |
| Equity Shares (m)     | 193         |
| M.Cap.(INRb)/(USD\$)  | 579 / 6.5   |
| 52-Week Range (INR)   | 4515 / 2400 |
| 1, 6, 12 Rel. Per (%) | -7/-2/-38   |
| 12M Avg Val (INR M)   | 1090        |

## Consol. Financials & Valuations (INR b)

| INR b        | FY26E | FY27E | FY28E |
|--------------|-------|-------|-------|
| Sales        | 85.0  | 93.7  | 102.3 |
| EBITDA       | 10.7  | 12.1  | 13.2  |
| Adj. PAT     | 8.4   | 9.4   | 10.3  |
| EPS (INR)    | 43.2  | 48.6  | 53.2  |
| EPS Gr. (%)  | 12.0  | 12.5  | 9.5   |
| BV/Sh. (INR) | 307.5 | 350.1 | 396.4 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| RoE (%)    | 15.0 | 14.8 | 14.3 |
| RoCE (%)   | 19.2 | 19.1 | 18.5 |
| Payout (%) | 11.6 | 12.3 | 13.2 |

## Valuations

|                |      |      |     |
|----------------|------|------|-----|
| P/E (x)        | 11.5 | 10.3 | 9.4 |
| P/BV (x)       | 1.6  | 1.4  | 1.3 |
| Div. Yield (%) | 1.0  | 1.2  | 1.4 |
| FCF Yield (%)  | 0.7  | 0.8  | 0.9 |

## Shareholding pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 44.1   | 44.1   | 45.0   |
| DII      | 18.2   | 17.2   | 15.2   |
| FII      | 25.4   | 26.3   | 28.4   |
| Others   | 12.3   | 12.4   | 11.5   |

FII Includes depository receipts

**CMP: INR2,993 TP: INR3,680 (+23%)**

**Buy**

## Beat on margins across key segments

### GST rate cuts and ramp-up of new plants to drive growth

- Tube Investments' (TIINDIA) 2QFY26 PAT at INR1.86b came in line with our estimate of INR1.78b, even as EBITDA margin at 13.1% was ahead of our estimate of 12.2%. While the engineering business margin was in line, all other segments posted better-than-expected margins.
- We expect standalone revenue to pick up in the coming quarters, led by supplies to a new Hyundai Pune plant that is likely to commercialize from Oct'25, the ramp-up of a new CRSS plant, and the execution of a Railways order. Adjusted for stakes in CG Power and Shanti Gears, the standalone business is attractively valued at 11.5x/10.3x FY26E/FY27E EPS. **We reiterate our BUY rating with a TP of ~INR3,680 (premised on Sep'27E SoTP; our valuation is based on 26x PER for the standalone business, valuing the listed subsidiaries at a 30% HoldCo discount).**

### Earnings in line, while margins beat our estimates

- TIINDIA's revenue rose 2.6% YoY to INR21.2b (in line). Revenue from mobility/ engineering/metal formed grew 15.7%/4.4%/1% YoY, respectively. The others segment, however, posted a 6.7% YoY dip in revenue in 2Q.
- EBITDA margin improved 120bp YoY (+80bp QoQ) to 13.1% and was above our estimate of 12.2%. While the engineering business margin was in line with estimates, all other segments posted better-than-expected margins.
- EBITDA grew 12.4% YoY to INR2.8b (v/s estimate of INR2.6b).
- **Segmental EBIT performance:** Mobility margins continued to be positive and stood at 2.2% (est. of 1.5%). Conversely, the Engineering business and metal formed division posted a margin contraction of 40bp YoY each to 11.9% (est. of 12%) and 10.9% (est. of 10.2%), respectively.
- Other income was below our estimates at INR229m (estimate INR250m).
- Hence, PAT at INR1.87b came in line with our estimate of INR1.78b, marking an 11.3% YoY increase.
- Tube investments' operating cash flow came in at INR3.8b, with capex of INR1.3b undertaken for 1HFY26. Consequently, FCF for TII was at INR2.5b.
- Revenue/EBITDA/PAT for 1HFY26 grew ~3%/ 8%/10% YoY to INR41.2b/ INR5.2b/INR3.5b. For 2HFY26, we expect these metrics to rise 13%/15%/ 14% to INR43.8b/INR5.5b/INR4.8b.

### Highlights from the management commentary

- The railway order at the Metal Formed division, which was expected to be commissioned by 4QFY26, is likely to see a delay of one quarter due to a lack of readiness among other suppliers.
- The mobility business' revenue grew by a healthy ~16% YoY to INR1.9b in Q1. Growth was primarily led by a focus on premium and specialized bikes, the launch of e-bikes, and increased traction in the fitness and leisure segment. Management expects the growth momentum to sustain, which is likely to help sustain margins as well.

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

- Aided by a new model launch in the cargo EV segment, management expects the 3W EV segment to see a ramp-up from 4Q onwards.
- In TI Medical, management expects recovery from November–December 2025, aided by new product introductions. A growth target of 15% for the near term was maintained, with 25% CAGR over the long term as new verticals are launched beyond sutures.
- For FY26, capex for the base business is expected to be at INR3-4b. They would look to invest about INR4b between their CDMO business and TI Medical, and INR2-3b will be earmarked for potential M&A opportunities in adjacent sectors.

### Valuation and view

- TIINDIA offers diversified revenue streams, with healthy growth in the core business (~11% S/A PAT CAGR over FY25E-28E), growth in CG Power, and the optionality of new businesses incubated under the TI-2 strategy.
- Adjusted for stakes in CG Power and Shanti Gears, the standalone business is attractively valued at 11.5x/10.3x FY26E/FY27E EPS. **We reiterate our BUY rating with a TP of ~INR3,680 (premised on Sep'27E SoTP; our valuation is based on 26x PER for the standalone business, valuing the listed subsidiaries at a 30% HoldCo discount).**

### Quarterly performance (S/A)

| Y/E March                    | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E         | 2QE           | (INR m)  |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------|
|                              | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |               |               | VAR. (%) |
| <b>Net Sales</b>             | <b>19,603</b> | <b>20,648</b> | <b>19,102</b> | <b>19,573</b> | <b>20,066</b> | <b>21,190</b> | <b>20,973</b> | <b>22,804</b> | <b>78,925</b> | <b>85,032</b> | <b>21,342</b> | -0.7     |
| YoY Change (%)               | 10.1          | 4.8           | 0.6           | -0.3          | 2.4           | 2.6           | 9.8           | 16.5          | 3.7           | 7.7           | 3.4           |          |
| <b>EBITDA</b>                | <b>2,400</b>  | <b>2,460</b>  | <b>2,431</b>  | <b>2,280</b>  | <b>2,474</b>  | <b>2,765</b>  | <b>2,688</b>  | <b>2,780</b>  | <b>9,606</b>  | <b>10,707</b> | <b>2,600</b>  | 6.3      |
| Margins (%)                  | 12.2          | 11.9          | 12.7          | 11.6          | 12.3          | 13.1          | 12.8          | 12.2          | 12.2          | 12.6          | 12.2          | 90bp     |
| Depreciation                 | 386           | 407           | 432           | 463           | 450           | 474           | 485           | 501           | 1,688         | 1,911         | 460           |          |
| Interest                     | 72            | 69            | 54            | 52            | 37            | 16            | 20            | 17            | 247           | 90            | 40            |          |
| Other Income                 | 137           | 261           | 175           | 1,502         | 234           | 229           | 200           | 1,567         | 2,075         | 2,230         | 250           | -8.4     |
| <b>PBT before EO expense</b> | <b>2,079</b>  | <b>2,245</b>  | <b>2,120</b>  | <b>3,267</b>  | <b>2,221</b>  | <b>2,504</b>  | <b>2,383</b>  | <b>3,828</b>  | <b>9,745</b>  | <b>10,936</b> | <b>2,350</b>  | 6.6      |
| Tax                          | 534           | 567           | 512           | 664           | 540           | 637           | 573           | 821           | 2,277         | 2,570         | 565           |          |
| Tax Rate (%)                 | 25.7          | 25.3          | 24.2          | 20.3          | 24.3          | 25.4          | 24.0          | 21.4          | 23.4          | 23.5          | 24.0          |          |
| <b>Adj PAT</b>               | <b>1,545</b>  | <b>1,678</b>  | <b>1,607</b>  | <b>2,603</b>  | <b>1,681</b>  | <b>1,868</b>  | <b>1,811</b>  | <b>3,007</b>  | <b>7,468</b>  | <b>8,366</b>  | <b>1,786</b>  | 4.6      |
| YoY Change (%)               | 4.6           | -7.5          | 2.1           | 5.0           | 8.8           | 11.3          | 12.7          | 15.5          | 1.7           | 12.0          | 6.4           |          |

E: MOFSL Estimates

### Segmental Mix (INR m)

|                                           | FY25          |               |               |               | FY26E         |               |               |               | FY25          | FY26E         | 2QE           |
|-------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                           | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |               |               |               |
| <b>Mobility business</b>                  | <b>1,807</b>  | <b>1,675</b>  | <b>1,418</b>  | <b>1,808</b>  | <b>1,984</b>  | <b>1,938</b>  | <b>1,772</b>  | <b>2,013</b>  | <b>6,708</b>  | <b>7,707</b>  | <b>1,692</b>  |
| Growth (%)                                | (3.2)         | (5.1)         | (3.8)         | 17.5          | 9.8           | 15.7          | 25.0          | 11.4          | 1.0           | 14.9          | 1.0           |
| PBIT margin (%)                           | 0.9           | (0.2)         | (0.6)         | 2.4           | 3.5           | 2.2           | 2.4           | 2.2           | 0.7           | 2.6           | 1.5           |
| Contribution (%)                          | 9.2           | 8.1           | 7.4           | 9.2           | 9.9           | 9.1           | 8.4           | 8.8           | 8.5           | 9.1           | 7.9           |
| <b>Engineering business</b>               | <b>12,652</b> | <b>13,231</b> | <b>12,118</b> | <b>12,287</b> | <b>12,982</b> | <b>13,816</b> | <b>13,451</b> | <b>14,062</b> | <b>49,997</b> | <b>54,311</b> | <b>13,893</b> |
| Growth (%)                                | 10.8          | 3.8           | (1.4)         | (3.7)         | 2.6           | 4.4           | 11.0          | 14.5          | 1.0           | 8.6           | 5.0           |
| PBIT margin (%)                           | 12.4          | 12.3          | 12.9          | 11.5          | 11.8          | 11.9          | 12.0          | 12.2          | 12.3          | 12.0          | 12.0          |
| Contribution (%)                          | 64.5          | 64.1          | 63.4          | 62.8          | 64.7          | 65.2          | 64.1          | 61.7          | 63.3          | 63.9          | 65.1          |
| <b>Metal formed business</b>              | <b>3,576</b>  | <b>4,044</b>  | <b>3,997</b>  | <b>4,031</b>  | <b>3,658</b>  | <b>4,079</b>  | <b>4,077</b>  | <b>4,763</b>  | <b>15,938</b> | <b>16,576</b> | <b>4,286</b>  |
| Growth (%)                                | 4.6           | 1.2           | 2.0           | 4.5           | 2.3           | 0.9           | 2.0           | 18.2          | 4.9           | 4.0           | 6.0           |
| PBIT margin (%)                           | 10.0          | 11.3          | 10.1          | 9.8           | 10.0          | 10.9          | 11.0          | 10.9          | 10.1          | 10.7          | 10.2          |
| Contribution (%)                          | 18.2          | 19.6          | 20.9          | 20.6          | 18.2          | 19.2          | 19.4          | 20.9          | 20.2          | 19.5          | 20.1          |
| <b>Other business</b>                     | <b>2,469</b>  | <b>2,433</b>  | <b>2,524</b>  | <b>2,441</b>  | <b>2,363</b>  | <b>2,269</b>  | <b>2,650</b>  | <b>2,880</b>  | <b>9,866</b>  | <b>10,162</b> | <b>2,481</b>  |
| Growth (%)                                | 39.1          | 17.6          | 15.0          | 6.0           | (4.3)         | (6.7)         | 5.0           | 18.0          | 22.7          | 3.0           | 2.0           |
| PBIT margin (%)                           | 6.1           | 3.6           | 4.5           | 5.2           | 7.2           | 8.1           | 8.0           | 6.2           | 4.8           | 7.3           | 4.5           |
| Contribution (%)                          | 12.6          | 11.8          | 13.2          | 12.5          | 11.8          | 10.7          | 12.6          | 12.6          | 12.5          | 12.0          | 11.6          |
| <b>Total Revenue (post inter segment)</b> | <b>19,603</b> | <b>20,648</b> | <b>19,102</b> | <b>19,573</b> | <b>20,066</b> | <b>21,190</b> | <b>20,973</b> | <b>22,804</b> | <b>78,925</b> | <b>85,032</b> | <b>21,342</b> |
| Growth (%)                                | 10.1          | 4.8           | 0.6           | (0.3)         | 2.4           | 2.6           | 9.8           | 16.5          | 3.7           | 7.7           | 3.4           |

E: MOFSL Estimates



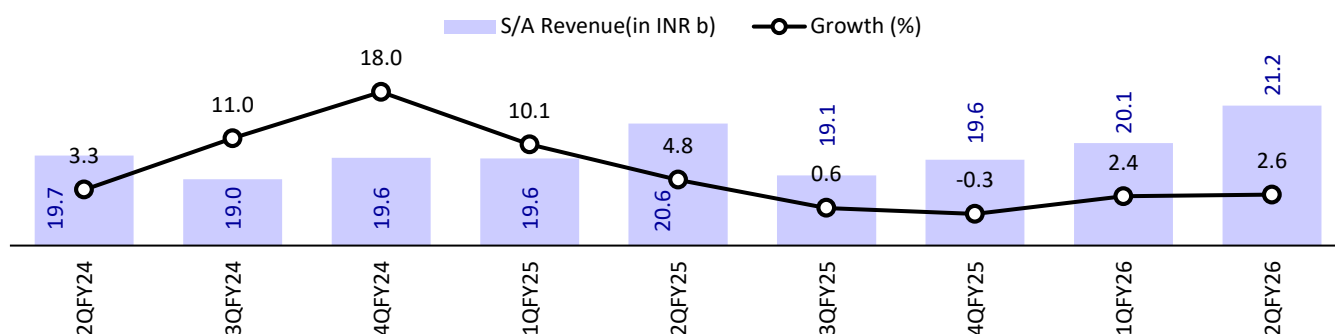
## Highlights from the management commentary

- **Engineering:** The engineering segment witnessed a 10% YoY growth in volumes, driven by sustained demand from both automotive and non-automotive customers. Revenues grew 4.4% YoY to 13.8b. Capacity utilization remains within the 80-85% range for existing plants, with sufficient headroom from recently commissioned facilities at Nashik (for cold rolled strips) and Phaltan, ensuring adequate capacity for the coming 1-2 years.
- **Metal Formed:** Revenues for this quarter in the metal formed segment grew marginally to INR4.1b. Market share in auto chains and industrial chains remains strong, with a marginal improvement YoY. TIINDIA currently commands nearly 50% market share in the INR9b industrial chains segment.
- **Railway orders:** The railway order at the Metal Formed division, which was expected to be commissioned by 4QFY26, is likely to see a delay of one quarter due to a lack of readiness among other suppliers.
- **Mobility:** The mobility business' revenue grew by a healthy ~16% YoY to INR1.9b in Q1. Growth was primarily led by focus on premium and specialized bikes, the launch of e-bikes, and increased traction in the fitness and leisure segment. Management expects the growth momentum to sustain, which is likely to help sustain margins as well.
- **EV segment:** TI Clean Mobility (TICM) reported its best-ever quarter in Q2 FY26, with revenue rising 21% YoY and 31% sequentially.
- **Update on e-3Ws:** E-3W volumes stood at 2,082 units in 2Q, modest growth of 2% YoY. This was partly led by some demand moderation in the 3W EV segment post GST rate cuts, as demand was seen shifting a bit to the 3W diesel segment. Apart from this, some product-related issues at the TI end also impacted their sales, which have now been addressed. On the back of this and the expected launch of a model in the cargo EV segment, management expects the 3W EV segment to see a ramp-up from 4Q onwards.
- **Update on the e-truck segment.** The electric heavy truck segment maintained solid momentum, with 2Q volumes of 44 units and continued market leadership with over 50% share despite intensifying competition from 7–8 other players. TICM expanded its product range with the launch of a 4x2 variant and battery-swapping technology for both 4x2 and 6x4 models, and plans to introduce an electric tipper in 4QFY26. Customer feedback and repeat orders remain strong.
- **Update on e-SCVs:** The electric small commercial vehicle (SCV) business recorded volumes of 167 units in 2Q, showing healthy sequential growth and positive customer reception. The segment has been relatively insulated from the impact of GST cuts on ICE vehicles, with TCO parity achievable within two to three months. TICM continues to focus on expanding applications and improving operational efficiency, viewing SCVs as a key medium-term growth driver within its clean mobility portfolio.
- **Exports:** Export contribution currently stands at 15% of standalone revenues. Q2 exports were slower, particularly in the US, which saw a 10% dip and contributed to ~4-5% of TI's overall revenue. Volumes were hit by higher import tariffs.
- **TI Medical:** Performance was flattish YoY, primarily due to a temporary slowdown in September from GST-related dealer destocking and weaker hospital demand. Management expects recovery from November–December 2025, aided

by new product introductions. Growth target of 15% for the near term was maintained, with 25% CAGR over the long term as new verticals are launched beyond sutures.

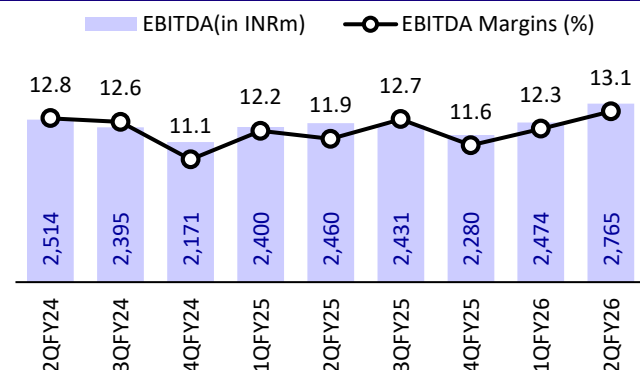
- **CDMO business:** Of the INR3b investment planned, INR2.5b has been deployed already, while the remaining will be invested over the remainder of this fiscal year, provided certain milestones are achieved.
- **Future capital allocation:** For FY26, capex for the base business is expected to be at INR3-4b. They would look to invest about INR4b between their CDMO business and TI Medical, and INR2-3b will be earmarked for potential M&A opportunities in adjacent sectors.

**Exhibit 1: Trends in SA revenue and revenue growth**



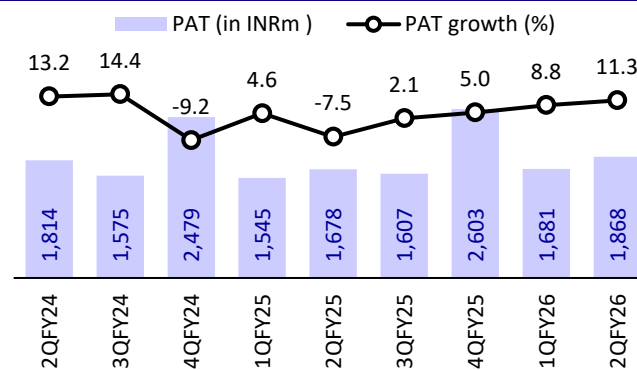
Source: Company, MOFSL

**Exhibit 2: Trend in standalone EBITDA margin**



Source: Company, MOFSL

**Exhibit 3: Trends in PAT and PAT growth**



Source: Company, MOFSL

### Valuation and view

- TIINDIA offers a robust growth story, driven by reasonable growth and strong cash flows of the core business (TI-1). Cash flows will be used for systematically incubating future growth platforms (TI-2) and opportunistic acquisitions of stressed assets (TI-3) at attractive prices.
- The TI-2 business, based on the venture capital model, has seen the seeding of several businesses, such as optics lenses, e-3Ws, e-tractors, e-CVs, and CDMO. Further, it has acquired Lotus Surgical, which is in the domain of medical technology, a focus area for TIINDIA under TI-2. Additionally, it is looking to get into electronics manufacturing in India as a play on localization. These businesses offer huge potential, though it may take time for them to scale up. However, given the nascent stage of each of these businesses, we have not given any value to any of these businesses in our SoTP.

- For the standalone business, we estimate a 9% revenue CAGR over FY25-28 and an EBITDA CAGR of 11%, led by an EBITDA margin expansion of 70bp to 12.9% by FY28E, which would be driven by an improving mix, operating leverage, and 'Lean' project initiatives. As a result, we estimate a CAGR of 11% in PAT over FY25-28.
- **Valuation and view:** TIINDIA offers diversified revenue streams, with healthy growth in the core business (~11% S/A PAT CAGR over FY25E-28E), growth in CG Power, and the optionality of new businesses incubated under the TI-2 strategy. Adjusted for stakes in CG Power and Shanti Gears, the standalone business is attractively valued at 11.5x/10.3x FY26E/FY27E EPS. **We reiterate our BUY rating with a TP of ~INR3,680 (premised on Sep'27E SoTP; our valuation is based on 26x PER for the standalone business, valuing the listed subsidiaries at a 30% HoldCo discount).**

**Exhibit 4: Our revised estimates (standalone)**

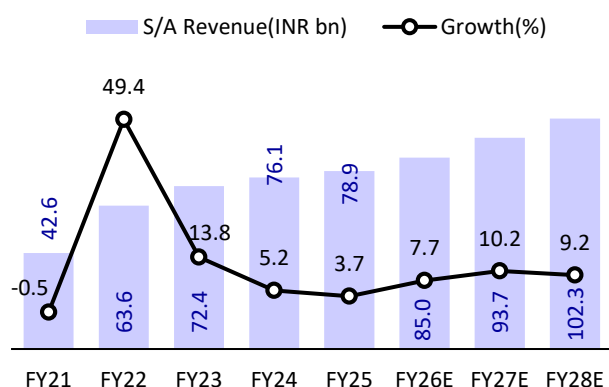
| (INR b)           | FY26E  |        |         | FY27E  |        |         |
|-------------------|--------|--------|---------|--------|--------|---------|
|                   | Rev    | Old    | Chg (%) | Rev    | Old    | Chg (%) |
| Net Sales         | 85,032 | 85,486 | -0.5    | 93,746 | 94,266 | -0.6    |
| EBITDA Margin (%) | 12.6   | 12.3   | 2.2     | 12.9   | 12.8   | 0.6     |
| PAT               | 8,366  | 8,082  | 3.5     | 9,408  | 9,120  | 3.2     |
| EPS (Rs)          | 43.2   | 41.8   | 3.5     | 48.6   | 47.1   | 3.2     |

**Exhibit 5: SoTP-based target price**

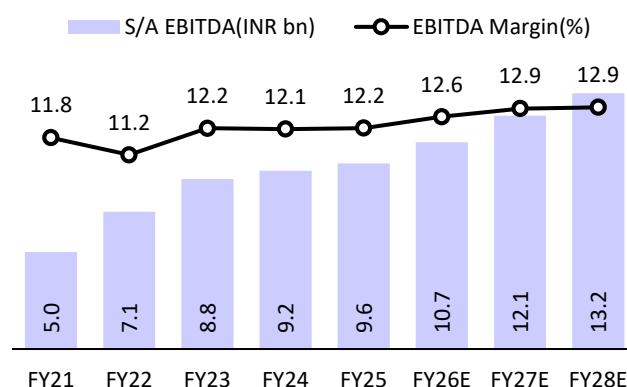
| SOTP (INR/Share)                                 |          | FY26E | FY27E | FY28E |
|--------------------------------------------------|----------|-------|-------|-------|
| Value of S/A Business @ 26x Core EPS             | PE @ 26x | 968   | 1,092 | 1,283 |
| Value of listed subs post hold-co discount (15%) |          | 30    |       |       |
| Shanthi gear                                     | 471.7    | 92    | 92    | 92    |
| CG power                                         | 747.5    | 2,400 | 2,400 | 2,400 |
| Fair value (INR/Share)                           |          | 3,460 | 3,585 | 3,776 |

## Story in charts

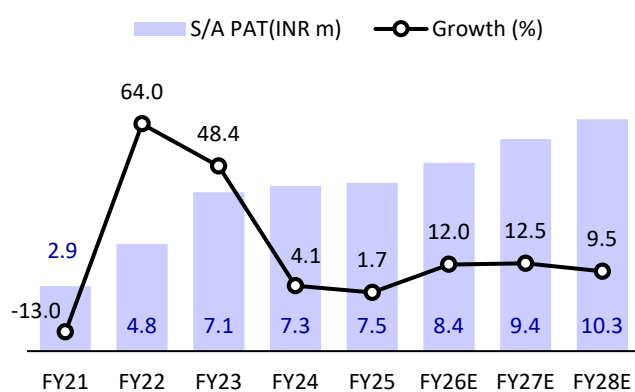
**Exhibit 6: Trend in standalone sales**



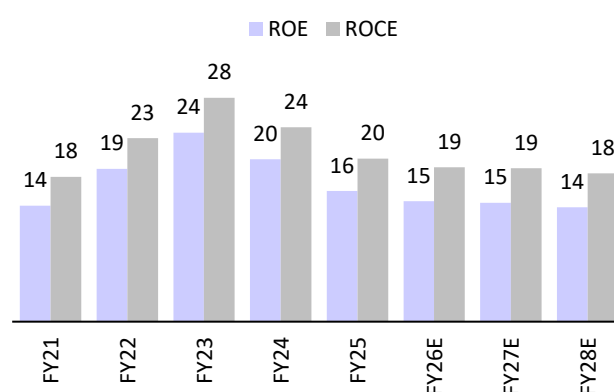
**Exhibit 7: Trend in standalone EBITDA**



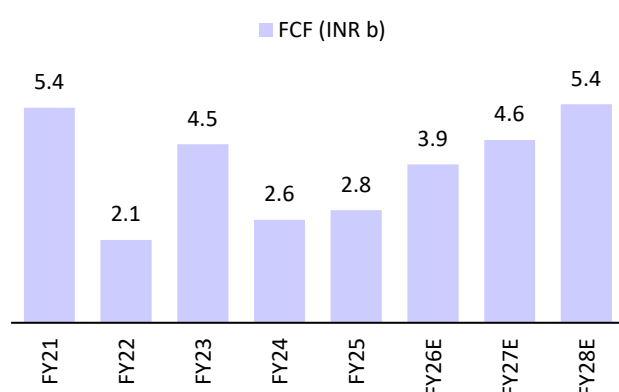
**Exhibit 8: Trend in standalone PAT**



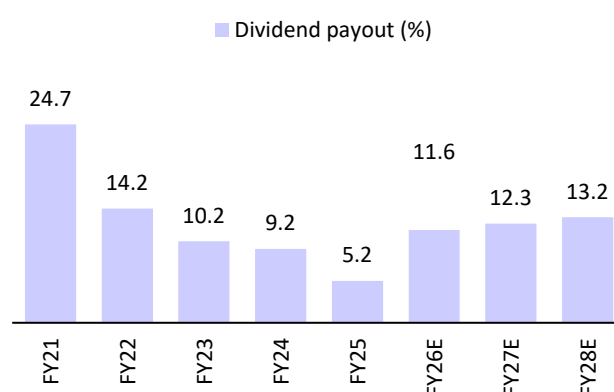
**Exhibit 9: Trend in standalone capital efficiency**



**Exhibit 10: FCF dipped in FY24 mainly due to higher capex**



**Exhibit 11: Dividend payout over the years**



## Financials and valuations

### Standalone - Income Statement

(INR m)

| Y/E March                | FY21          | FY22          | FY23          | FY24          | FY25          | FY26E         | FY27E         | FY28E          |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| <b>Net Op. Revenues</b>  | <b>42,558</b> | <b>63,593</b> | <b>72,360</b> | <b>76,105</b> | <b>78,925</b> | <b>85,032</b> | <b>93,746</b> | <b>102,333</b> |
| Change (%)               | -0.5          | 49.4          | 13.8          | 5.2           | 3.7           | 7.7           | 10.2          | 9.2            |
| <b>EBITDA</b>            | <b>5,029</b>  | <b>7,113</b>  | <b>8,803</b>  | <b>9,239</b>  | <b>9,606</b>  | <b>10,707</b> | <b>12,089</b> | <b>13,242</b>  |
| Margin (%)               | 11.8          | 11.2          | 12.2          | 12.1          | 12.2          | 12.6          | 12.9          | 12.9           |
| Depreciation             | 1,496         | 1,450         | 1,456         | 1,408         | 1,688         | 1,911         | 2,097         | 2,339          |
| <b>EBIT</b>              | <b>3,532</b>  | <b>5,662</b>  | <b>7,347</b>  | <b>7,832</b>  | <b>7,918</b>  | <b>8,796</b>  | <b>9,992</b>  | <b>10,903</b>  |
| Interest charges         | 191           | 118           | 216           | 295           | 247           | 90            | 140           | 125            |
| Other Income             | 465           | 736           | 2,152         | 2,165         | 2,075         | 2,230         | 2,447         | 2,687          |
| <b>PBT bef. EO Exp.</b>  | <b>3,807</b>  | <b>6,280</b>  | <b>9,283</b>  | <b>9,701</b>  | <b>9,745</b>  | <b>10,936</b> | <b>12,299</b> | <b>13,465</b>  |
| EO Income/(Exp)          | -217          | 0             | -527          | 0             | 5,499         | 0             | 0             | 0              |
| <b>PBT after EO Exp.</b> | <b>3,590</b>  | <b>6,280</b>  | <b>8,756</b>  | <b>9,701</b>  | <b>15,244</b> | <b>10,936</b> | <b>12,299</b> | <b>13,465</b>  |
| Current Tax              | 1,012         | 1,472         | 2,206         | 2,359         | 2,237         | 2,570         | 2,890         | 3,164          |
| Deferred Tax             | -154          | 57            | -103          | -3            | 41            | 0             | 0             | 0              |
| Tax Rate (%)             | 23.9          | 24.3          | 24.0          | 24.3          | 14.9          | 23.5          | 23.5          | 23.5           |
| <b>Reported PAT</b>      | <b>2,732</b>  | <b>4,752</b>  | <b>6,652</b>  | <b>7,345</b>  | <b>12,967</b> | <b>8,366</b>  | <b>9,408</b>  | <b>10,300</b>  |
| <b>Adjusted PAT</b>      | <b>2,897</b>  | <b>4,752</b>  | <b>7,053</b>  | <b>7,345</b>  | <b>7,468</b>  | <b>8,366</b>  | <b>9,408</b>  | <b>10,300</b>  |
| Change (%)               | -13.0         | 64.0          | 48.4          | 4.1           | 1.7           | 12.0          | 12.5          | 9.5            |

### Standalone - Balance Sheet

| Y/E March                           | FY21          | FY22          | FY23          | FY24          | FY25          | FY26E         | FY27E         | FY28E         |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Equity Share Capital                | 193           | 193           | 193           | 193           | 194           | 194           | 194           | 194           |
| Total Reserves                      | 22,739        | 26,820        | 32,732        | 39,511        | 51,913        | 59,312        | 67,559        | 76,505        |
| <b>Net Worth</b>                    | <b>22,931</b> | <b>27,013</b> | <b>32,925</b> | <b>39,704</b> | <b>52,106</b> | <b>59,505</b> | <b>67,753</b> | <b>76,698</b> |
| Total Loans                         | 2,581         | 3,481         | 4,732         | 5,132         | 1,534         | 1,474         | 1,414         | 1,354         |
| <b>Capital Employed</b>             | <b>25,512</b> | <b>30,494</b> | <b>37,657</b> | <b>44,837</b> | <b>53,640</b> | <b>60,979</b> | <b>69,166</b> | <b>78,052</b> |
| Gross Block                         | 16,641        | 18,229        | 19,045        | 21,324        | 24,972        | 28,103        | 31,804        | 35,509        |
| Less: Accum. Deprn.                 | 6,718         | 8,044         | 9,146         | 10,239        | 11,752        | 13,663        | 15,759        | 18,098        |
| <b>Net Fixed Assets</b>             | <b>9,924</b>  | <b>10,185</b> | <b>9,900</b>  | <b>11,086</b> | <b>13,220</b> | <b>14,441</b> | <b>16,045</b> | <b>17,410</b> |
| Capital WIP                         | 1,263         | 556           | 967           | 2,044         | 2,554         | 2,922         | 3,222         | 3,517         |
| <b>Total Investments</b>            | <b>15,392</b> | <b>16,709</b> | <b>20,457</b> | <b>26,302</b> | <b>32,136</b> | <b>37,136</b> | <b>43,136</b> | <b>49,836</b> |
| <b>Curr. Assets, Loans&amp;Adv.</b> | <b>12,715</b> | <b>16,224</b> | <b>17,615</b> | <b>18,178</b> | <b>17,852</b> | <b>19,605</b> | <b>21,155</b> | <b>22,927</b> |
| Inventory                           | 5,141         | 6,479         | 6,044         | 6,377         | 6,308         | 6,989         | 7,705         | 8,411         |
| Account Receivables                 | 6,055         | 7,612         | 6,882         | 9,318         | 9,579         | 10,483        | 11,558        | 12,616        |
| Cash and Bank Balance               | 71            | 24            | 1,113         | 520           | 877           | 937           | 577           | 466           |
| Loans and Advances                  | 1,448         | 2,110         | 3,576         | 1,963         | 1,088         | 1,196         | 1,315         | 1,433         |
| <b>Curr. Liability &amp; Prov.</b>  | <b>13,808</b> | <b>13,180</b> | <b>11,282</b> | <b>12,773</b> | <b>12,123</b> | <b>13,126</b> | <b>14,392</b> | <b>15,639</b> |
| Account Payables                    | 11,458        | 11,408        | 9,307         | 10,980        | 9,710         | 10,483        | 11,558        | 12,616        |
| Other Current Liabilities           | 1,925         | 1,399         | 1,437         | 1,141         | 1,633         | 1,864         | 2,055         | 2,243         |
| Provisions                          | 425           | 374           | 538           | 652           | 779           | 779           | 779           | 779           |
| <b>Net Current Assets</b>           | <b>-1,093</b> | <b>3,044</b>  | <b>6,334</b>  | <b>5,405</b>  | <b>5,730</b>  | <b>6,479</b>  | <b>6,763</b>  | <b>7,288</b>  |
| <b>Appl. of Funds</b>               | <b>25,512</b> | <b>30,494</b> | <b>37,657</b> | <b>44,837</b> | <b>53,640</b> | <b>60,979</b> | <b>69,166</b> | <b>78,052</b> |

E: MOFSL Estimates

## Financials and valuations

### Ratios

| Y/E March                     | FY21        | FY22        | FY23        | FY24        | FY25        | FY26E       | FY27E       | FY28E       |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |             |             |             |             |             |             |
| <b>EPS</b>                    | <b>15.0</b> | <b>24.6</b> | <b>36.5</b> | <b>38.0</b> | <b>38.6</b> | <b>43.2</b> | <b>48.6</b> | <b>53.2</b> |
| Cash EPS                      | 22.8        | 32.2        | 44.1        | 45.3        | 47.3        | 53.1        | 59.5        | 65.3        |
| BV/Share                      | 118.9       | 140.0       | 170.5       | 205.3       | 269.3       | 307.5       | 350.1       | 396.4       |
| DPS                           | 4           | 4           | 4           | 4           | 4           | 5           | 6           | 7           |
| Payout (%)                    | 24.7        | 14.2        | 10.2        | 9.2         | 5.2         | 11.6        | 12.3        | 13.2        |
| <b>Valuation (x)</b>          |             |             |             |             |             |             |             |             |
| P/E                           | 33.2        | 20.2        | 13.6        | 13.1        | 12.9        | 11.5        | 10.3        | 9.4         |
| Cash P/E                      | 21.9        | 15.5        | 11.3        | 11.0        | 10.5        | 9.4         | 8.4         | 7.6         |
| P/BV                          | 4.2         | 3.6         | 2.9         | 2.4         | 1.9         | 1.6         | 1.4         | 1.3         |
| EV/Sales                      | 2.3         | 1.6         | 1.4         | 1.3         | 1.2         | 1.1         | 1.0         | 1.0         |
| EV/EBITDA                     | 19.6        | 14.0        | 11.3        | 10.9        | 10.1        | 9.1         | 8.0         | 7.4         |
| Dividend Yield (%)            | 0.7         | 0.7         | 0.7         | 0.7         | 0.7         | 1.0         | 1.2         | 1.4         |
| FCF per share                 | 27.8        | 10.7        | 23.1        | 13.3        | 14.5        | 20.4        | 23.5        | 28.1        |
| <b>Return Ratios (%)</b>      |             |             |             |             |             |             |             |             |
| RoIC                          | 28.7        | 30.7        | 34.2        | 29.5        | 24.7        | 24.3        | 24.2        | 23.5        |
| RoE                           | 14.5        | 19.0        | 23.5        | 20.2        | 16.3        | 15.0        | 14.8        | 14.3        |
| RoCE                          | 18.0        | 22.8        | 27.9        | 24.2        | 20.3        | 19.2        | 19.1        | 18.5        |
| <b>Working Capital Ratios</b> |             |             |             |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 2.6         | 3.5         | 3.8         | 3.6         | 3.2         | 3.0         | 2.9         | 2.9         |
| Asset Turnover (x)            | 1.7         | 2.1         | 1.9         | 1.7         | 1.5         | 1.4         | 1.4         | 1.3         |
| Inventory (Days)              | 44          | 37          | 30          | 31          | 29          | 30          | 30          | 30          |
| Debtor (Days)                 | 52          | 44          | 35          | 45          | 44          | 45          | 45          | 45          |
| Creditor (Days)               | 98          | 65          | 47          | 53          | 45          | 45          | 45          | 45          |
| Working Cap. Turnover (Days)  | -10         | 17          | 26          | 23          | 22          | 24          | 24          | 24          |

### Standalone - Cash Flow Statement

(INR m)

| Y/E March                    | FY21           | FY22          | FY23          | FY24          | FY25          | FY26E         | FY27E         | FY28E         |
|------------------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| OP/(Loss) before Tax         | 3,807          | 6,280         | 8,756         | 9,701         | 15,244        | 10,936        | 12,299        | 13,465        |
| Depreciation                 | 1,428          | 1,450         | 1,456         | 1,408         | 1,688         | 1,911         | 2,097         | 2,339         |
| Interest & Finance Charges   | 0              | -42           | 0             | 0             | 0             | -2,230        | -2,447        | -2,687        |
| Direct Taxes Paid            | -943           | -1,392        | -2,108        | -2,423        | -2,328        | -2,570        | -2,890        | -3,164        |
| (Inc)/Dec in WC              | 2,481          | -2,799        | -815          | -1,501        | -838          | -689          | -645          | -635          |
| Others                       | -131           | -240          | -1,041        | -1,244        | -6,734        | 90            | 140           | 125           |
| <b>CF from Operating</b>     | <b>6,641</b>   | <b>3,258</b>  | <b>6,248</b>  | <b>5,941</b>  | <b>7,033</b>  | <b>7,448</b>  | <b>8,554</b>  | <b>9,443</b>  |
| (Inc)/Dec in FA              | -1,287         | -1,197        | -1,797        | -3,377        | -4,231        | -3,500        | -4,000        | -4,000        |
| <b>Free Cash Flow</b>        | <b>5,354</b>   | <b>2,061</b>  | <b>4,451</b>  | <b>2,564</b>  | <b>2,802</b>  | <b>3,948</b>  | <b>4,554</b>  | <b>5,443</b>  |
| (Pur)/Sale of Investments    | -2,053         | 322           | -15           | 780           | 623           | -5,000        | -6,000        | -6,700        |
| Others                       | -6,708         | -2,029        | -3,719        | -2,919        | 1,437         | 2,230         | 2,447         | 2,687         |
| <b>CF from Investments</b>   | <b>-10,049</b> | <b>-2,904</b> | <b>-5,530</b> | <b>-5,516</b> | <b>-2,170</b> | <b>-6,270</b> | <b>-7,553</b> | <b>-8,013</b> |
| Issue of Shares              | 3,472          | 33            | 47            | 117           | 73            | 0             | 0             | 0             |
| Inc/(Dec) in Debt            | 410            | 384           | 1,262         | -107          | -3,652        | -60           | -60           | -60           |
| Interest Paid                | -161           | -98           | -211          | -310          | -251          | -90           | -140          | -125          |
| Dividend Paid                | -389           | -667          | -672          | -674          | -677          | -968          | -1,161        | -1,355        |
| Others                       | -72            | -69           | -38           | -43           | 0             | 0             | 0             | 0             |
| <b>CF from Fin. Activity</b> | <b>3,261</b>   | <b>-417</b>   | <b>388</b>    | <b>-1,017</b> | <b>-4,506</b> | <b>-1,118</b> | <b>-1,361</b> | <b>-1,540</b> |
| <b>Inc/Dec of Cash</b>       | <b>-146</b>    | <b>-62</b>    | <b>1,105</b>  | <b>-592</b>   | <b>357</b>    | <b>60</b>     | <b>-360</b>   | <b>-110</b>   |
| Opening Balance              | 216            | 70            | 7             | 1,113         | 520           | 877           | 937           | 577           |
| <b>Closing Balance</b>       | <b>70</b>      | <b>7</b>      | <b>1,113</b>  | <b>520</b>    | <b>877</b>    | <b>937</b>    | <b>577</b>    | <b>466</b>    |

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|----------------------------------|----------------------------------------------------------------------------------------------|
| Investment Rating                | Expected return (over 12-month)                                                              |
| BUY                              | >=15%                                                                                        |
| SELL                             | < - 10%                                                                                      |
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