

# Indraprastha Gas

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

Motilal Oswal values your support in the EXTEL POLL 2025 for India Research, Sales, Corporate Access and Trading team. We request your ballot.



|                       |             |
|-----------------------|-------------|
| Bloomberg             | IGL IN      |
| Equity Shares (m)     | 1400        |
| M.Cap.(INRb)/(USDb)   | 297.7 / 3.4 |
| 52-Week Range (INR)   | 229 / 153   |
| 1, 6, 12 Rel. Per (%) | -3/-2/-5    |
| 12M Avg Val (INR M)   | 1195        |

## Financials & Valuations (INR b)

| Y/E March      | FY26E | FY27E | FY28E |
|----------------|-------|-------|-------|
| Sales          | 162.1 | 173.9 | 186.6 |
| EBITDA         | 20.6  | 23.9  | 25.9  |
| Adj. PAT       | 15.0  | 17.5  | 18.9  |
| Adj. EPS (INR) | 10.7  | 12.5  | 13.5  |
| EPS Gr. (%)    | 2.1   | 16.7  | 7.9   |
| BV/Sh.(INR)    | 72.7  | 80.1  | 88.1  |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.2 | -0.2 | -0.3 |
| RoE (%)    | 15.4 | 16.4 | 16.0 |
| RoCE (%)   | 14.8 | 15.7 | 15.5 |
| Payout (%) | 40.5 | 40.5 | 40.5 |

## Valuation

|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 19.9 | 17.0 | 15.8 |
| P/BV (x)       | 2.9  | 2.7  | 2.4  |
| EV/EBITDA (x)  | 13.3 | 11.3 | 10.3 |
| Div. Yield (%) | 2.0  | 2.4  | 2.6  |
| FCF Yield (%)  | 2.6  | 3.4  | 4.0  |

## Shareholding Pattern (%)

| As On    | Sep-25 | Jun-25 | Sep-24 |
|----------|--------|--------|--------|
| Promoter | 45.0   | 45.0   | 45.0   |
| DII      | 29.1   | 29.0   | 28.2   |
| FII      | 17.2   | 16.8   | 19.3   |
| Others   | 8.7    | 9.2    | 7.5    |

FII includes depository receipts

**CMP: INR213** **TP: INR250 (+18%)** **Buy**

## Margin expansion ahead!

- In 2QFY26, Indraprastha Gas (IGL)'s EBITDA/scm margin came in 9% below our estimate at INR5.2, primarily driven by higher gas costs due to the rising share of R-LNG in gas sourcing. Total volumes were slightly below at 9.3mmscmd (our est.: 9.7mmscmd). The resulting EBITDA/PAT was 13%/7% below our estimate at INR4.4b/INR3.7b.
- Our earnings assumptions are conservative: We model an EBITDA/scm of INR6.0/INR6.5/INR6.5 in FY26/FY27/FY28 vs. medium-term guidance of INR7-8. Further, we estimate 7% CAGR volume growth over FY25-28 vs. 10% YoY growth guided by management. Upside risks: 1) strong growth in new GAs (rising at 20%+ YoY), 2) majority of the GAs now reaching EBITDA positive levels, 3) margin expansion led by a change in taxation in the ONGC-GAIL contract and zonal tariff regulation, and 4) IGL's foray into natural gas distribution in Saudi Arabia, having a volume potential of 4.5-5mmscmd.
- Trades at par with a one-year fwd. mean – 1 S.D. P/E: IGL currently trades at 17.2x 1yr. fwd. P/E (at par with its mean – 1 S.D. P/E). However, we believe that earnings have bottomed out now. We estimate a CAGR of 9%/9% in EBITDA/PAT over FY25-28. We value IGL at 16x Dec'27E SA P/E and add INR49/sh as the value of JVs to arrive at our TP of INR250/sh. At a 2.4% FY27E dividend yield and a 9% EPS growth, we believe the valuation remains attractive. Reiterate BUY.

## Margin and volume growth guidance maintained

- In the 2QFY26 earnings call, IGL's management maintained its **EBITDA margin guidance of INR7-8 per scm in the long term**. Management believes that the change in taxation in the ONGC-GAIL contract and the change in zonal tariff regulation will support margins. IGL has no exposure to spot LNG, which will reduce margin volatility. Additionally, the majority of its R-LNG term contracts are linked to HH prices, further enhancing stability.
- Management expects an exit rate of 10mmscmd in FY26 and maintains its long-term volume growth target of 10% YoY**, driven by strong CNG PV sales. CNG volume, adjusted for DTC buses, grew 10% YoY in 2QFY26.
- Other key takeaways from the 2Q earnings call:** 1) the company will incur a core capex of INR12-14b p.a. in FY26/FY27 (INR5.8b spent in 1HFY26). An additional INR7-8b could be spent on some diversification; 2) the 2Q gas sourcing split for priority segment sale: APM/NW gas/HP-HT/RLNG: 41%/13%/10%/37%; 3) outside Delhi GAs, the OMC trade margin contract includes a 5% YoY escalation clause. 4) IGL sees a very big opportunity in Saudi Arabia for I-PNG supply. IGL plans to generate revenue of INR1-1.5b and volumes of around 4-5mmscmd in the five cities of Saudi Arabia.

### Miss due to lower-than-estimated EBITDA/scm margin; volumes in line

- IGL's total volumes were slightly below our estimate at 9.31mmscmd (our est.: 9.66mmscmd), up 3% YoY.
- CNG and PNG volumes stood 4%/3% below est.
- EBITDA/scm came in 9% below our est. at INR5.2.
- Realization decreased ~INR0.1/scm QoQ, and gas costs increased ~INR1.5 per scm QoQ, while opex declined ~INR0.6 per scm QoQ.
- The resulting EBITDA was 13% below our estimate at INR4.4b (-17% YoY).
- IGL's PAT came in 7% below our estimate at INR3.7b (-14% YoY), as other income came in above our estimates.

### Valuation and view

- IGL currently trades at 17.2x 1-year fwd. P/E, at par with its mean – 1 S.D. P/E. However, we believe that earnings have bottomed out now. We estimate EBITDA margin to improve to INR6/INR6.5/INR6.5 per scm and volumes to clock 7% CAGR over FY25-28E. Resultant EBITDA and PAT are estimated to clock a CAGR of 9% each over FY25-28E.
- We value IGL at 16x Dec'27E SA P/E and add INR49/sh as the value of JVs to arrive at our TP of INR250/sh. At 2.4% FY27E dividend yield and 9% EPS growth, we believe the valuation is attractive. **Reiterate BUY.**

### Standalone Quarterly performance

| Y/E March                   | (INR m)       |               |               |               |               |               |               |               |                 |                 |               |             |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|-------------|
|                             | FY25          |               |               |               | FY26E         |               |               |               | FY25            | FY26            | FY26          | Var.        |
|                             | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3QE           | 4QE           |                 |                 | 2QE           | (%)         |
| <b>Net Sales</b>            | <b>35,206</b> | <b>36,973</b> | <b>37,591</b> | <b>39,506</b> | <b>39,139</b> | <b>40,233</b> | <b>41,670</b> | <b>41,086</b> | <b>1,49,275</b> | <b>1,62,128</b> | <b>42,919</b> | <b>-6%</b>  |
| Change (%)                  | 3.3           | 6.9           | 5.9           | 9.8           | 11.2          | 8.8           | 10.9          | 4.0           | 6.6             | 8.6             | 16.1          |             |
| <b>EBITDA</b>               | <b>5,819</b>  | <b>5,359</b>  | <b>3,636</b>  | <b>4,972</b>  | <b>5,118</b>  | <b>4,428</b>  | <b>5,668</b>  | <b>5,421</b>  | <b>19,786</b>   | <b>20,634</b>   | <b>5,062</b>  | <b>-13%</b> |
| EBITDA (INR/scm)            | 7.4           | 6.5           | 4.3           | 6.0           | 6.2           | 5.2           | 6.4           | 6.1           | 6.0             | 6.0             | 5.7           | <b>-9%</b>  |
| Change (%)                  | -9.4          | -18.4         | -34.9         | -4.8          | -12.0         | -17.4         | 55.9          | 9.0           | -16.4           | 4.3             | -5.5          |             |
| Depreciation                | 1,143         | 1,184         | 1,216         | 1,198         | 1,238         | 1,279         | 1,299         | 1,252         | 4,741           | 5,068           | 1,248         | 3%          |
| Interest                    | 22            | 23            | 21            | 26            | 22            | 22            | 21            | 24            | 92              | 88              | 23            |             |
| Other Income                | 727           | 1,493         | 1,288         | 908           | 901           | 1,626         | 1,325         | 693           | 4,416           | 4,545           | 1,565         | 4%          |
| <b>PBT before EO</b>        | <b>5,380</b>  | <b>5,645</b>  | <b>3,687</b>  | <b>4,656</b>  | <b>4,758</b>  | <b>4,754</b>  | <b>5,673</b>  | <b>4,838</b>  | <b>19,369</b>   | <b>20,023</b>   | <b>5,357</b>  | <b>-11%</b> |
| Tax                         | 1,366         | 1,334         | 829           | 1,164         | 1,199         | 1,029         | 1,428         | 1,385         | 4,693           | 5,040           | 1,348         | <b>-24%</b> |
| Rate (%)                    | 25.4          | 23.6          | 22.5          | 25.0          | 25.2          | 21.6          | 25.2          | 28.6          | 24.2            | 25.2            | 25.2          |             |
| <b>PAT</b>                  | <b>4,015</b>  | <b>4,311</b>  | <b>2,858</b>  | <b>3,492</b>  | <b>3,559</b>  | <b>3,725</b>  | <b>4,245</b>  | <b>3,453</b>  | <b>14,676</b>   | <b>14,983</b>   | <b>4,009</b>  | <b>-7%</b>  |
| PAT (INR/scm)               | 5.1           | 5.2           | 3.4           | 4.2           | 4.3           | 4.3           | 4.8           | 3.9           | 4.2             | 4.0             | 4.5           | -4%         |
| Change (%)                  | -8.4          | -19.4         | -27.1         | -8.8          | -11.3         | -13.6         | 48.5          | -1.1          | -16.0           | 2.1             | -7.0          |             |
| <b>EPS (INR)</b>            | <b>2.9</b>    | <b>3.1</b>    | <b>2.0</b>    | <b>2.5</b>    | <b>2.5</b>    | <b>2.7</b>    | <b>3.0</b>    | <b>2.5</b>    | <b>7.0</b>      | <b>17.3</b>     | <b>2.9</b>    | <b>-7%</b>  |
| <b>Gas volumes (mmscmd)</b> |               |               |               |               |               |               |               |               |                 |                 |               |             |
| CNG                         | 6.45          | 6.78          | 6.70          | 6.71          | 6.79          | 6.97          | 7.10          | 7.14          | 6.66            | 7.00            | 7.26          | -4%         |
| PNG                         | 2.18          | 2.24          | 2.41          | 2.47          | 2.34          | 2.34          | 2.56          | 2.65          | 2.32            | 2.48            | 2.41          | -3%         |
| <b>Total</b>                | <b>8.63</b>   | <b>9.02</b>   | <b>9.11</b>   | <b>9.18</b>   | <b>9.13</b>   | <b>9.31</b>   | <b>9.66</b>   | <b>9.80</b>   | <b>8.98</b>     | <b>9.47</b>     | <b>9.66</b>   | <b>-4%</b>  |



## Highlights from the management commentary

### Volume growth:

- Overall, CNG volumes grew 3% YoY. CNG volume, adjusted for DTC buses, grew 10% YoY.
- DTC volumes in Sep'25: 30,000 kg/d (~2,00,000+ kg/d in 2QFY25). DTC bus numbers are down to ~2,000 (3200 in 1Q).
- Delhi CNG volumes were flat YoY (+7% YoY ex-DTC).
- Overall volumes at NCR/other GAs grew 7%/16% YoY.
- 21% YoY increase in new and retrofitted CNG vehicles (19k vehicles added per month during the last 12 months). Oct'25 saw 31,000 new CNG vehicle additions.
- MNGL: 1.9mmcmd. 2QFY26 PAT: INR1.5b
- IGL operates 955 CNG stations.

### Margin and volume guidance:

- EBITDA margin guidance maintained: INR7-8per scm (INR/USD assumption: INR88/USD).
- Long-term volumes growth guidance: 8-10% YoY (once DTC volumes fade away)
- FY26/27 exit volume guidance: 10/11mmcmd

### Sector reforms:

- Taxation changes in Gujarat would lead to an INR1/scm cost reduction for IGL.
- Zonal tariff change shall also be beneficial for IGL.
- IGL does not plan to decrease CNG prices in Delhi. The company has reduced CNG prices in NCR and other areas.

### Saudi project:

- IGL sees a very big opportunity in Saudi Arabia for industrial PNG supply. Each industrial city has a potential of 1-1.5mmcmd gas. The pipeline laying cost is not that much because the gas pipeline of Saudi Aramco is nearby (capex lower vs India). The opportunity is big and could be done very quickly. The interest rate is also very low.
- There are 36 industrial cities, of which seven industrial cities operating currently are using 1-1.5mmcmd today. Presently, they are on liquid fuels and want to transition to gas.
- Aim: In 5 cities, IGL plans to generate revenue of INR1-1.5b and volumes of around 4-5mmcmd.
- IGL will have a 40% stake in the JV company.
- A bigger vision is to create an IGL in Saudi.
- Current competitors in Saudi Arabia are local CGD companies, which are much smaller than IGL.

### Gas sourcing split in 2Q – priority gas sales:

- APM gas: 41% (44% in 1Q) - 3.25mmcmd
- NW gas: 13% (10% in 1Q) - 0.81mmcmd
- HPHT: 10% (16% in 1Q) - 0.87mmcmd
- RLNG: 37% (25% in 1Q) - 2.91mmcmd

➤ No spot volumes

#### Capex:

- 1H FY26: INR5.8b (55%/45% on PNG/CNG segment)
- FY26 target: INR12-14b
- Additional INR7-8b could be spent on some diversification.

#### OMC trade margin:

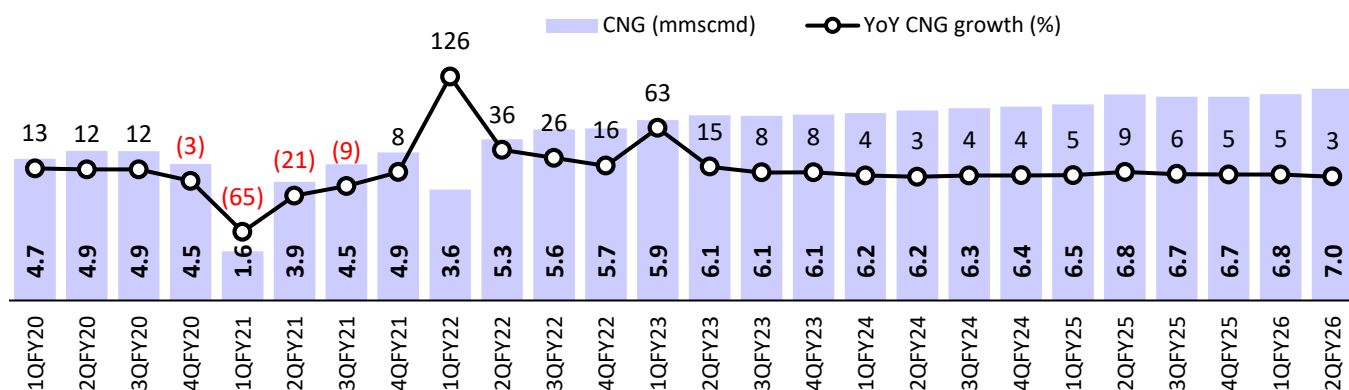
- Outside Delhi GAs, the contract includes a 5% YoY escalation clause

## Key exhibits

### Exhibit 1: Operational highlights

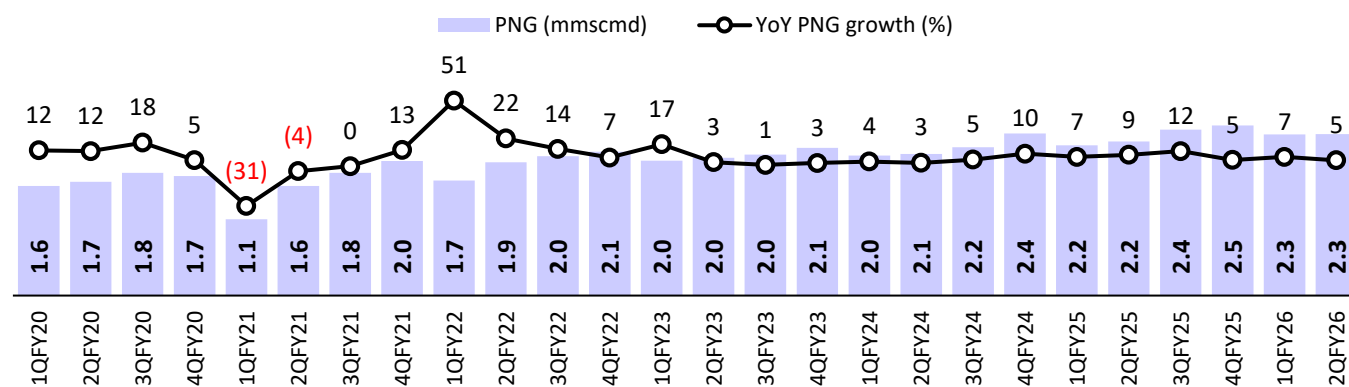
| Particulars                 | FY23       |            |            |            | FY24       |            |            |            | FY25       |            |            |            | FY26       |            | 2QFY26  |         |
|-----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|---------|---------|
|                             | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | YoY (%) | QoQ (%) |
| Realization (INR/scm)       | 44.5       | 47.8       | 49.7       | 49.6       | 45.7       | 45.3       | 45.5       | 45.3       | 44.8       | 44.5       | 44.9       | 47.8       | 47.1       | 47.0       | 5.5     | -0.3    |
| Gas cost (INR/scm)          | 30.2       | 35.1       | 38.3       | 37.6       | 31.3       | 31.2       | 32.6       | 32.1       | 31.6       | 32.6       | 35.1       | 35.6       | 35.2       | 36.7       | 12.5    | 4.0     |
| Gross Margin (INR/scm)      | 14.3       | 12.7       | 11.3       | 12.0       | 14.4       | 14.1       | 12.9       | 13.1       | 13.2       | 11.9       | 9.7        | 12.2       | 11.9       | 10.3       | -13.7   | -13.2   |
| EBITDA (INR/scm)            | 8.6        | 7.1        | 5.7        | 6.2        | 8.6        | 8.6        | 7.2        | 6.6        | 7.4        | 6.5        | 4.3        | 6.0        | 6.2        | 5.2        | -19.9   | -16.1   |
| PAT (INR/scm)               | 5.9        | 5.6        | 3.7        | 4.4        | 5.9        | 7.0        | 5.0        | 4.8        | 5.1        | 5.2        | 3.4        | 4.2        | 4.3        | 4.3        | -16.2   | 1.5     |
| <b>Volumes</b>              |            |            |            |            |            |            |            |            |            |            |            |            |            |            |         |         |
| CNG (MMSCMD)                | 5.9        | 6.1        | 6.1        | 6.1        | 6.2        | 6.2        | 6.3        | 6.4        | 6.5        | 6.8        | 6.7        | 6.7        | 6.8        | 7.0        | 2.7     | 2.6     |
| PNG (MMSCMD)                | 2.0        | 2.0        | 2.0        | 2.1        | 2.0        | 2.1        | 2.2        | 2.4        | 2.2        | 2.2        | 2.4        | 2.5        | 2.3        | 2.3        | 4.7     | 0.1     |
| <b>Total (MMSCMD)</b>       | <b>7.9</b> | <b>8.1</b> | <b>8.1</b> | <b>8.3</b> | <b>8.2</b> | <b>8.3</b> | <b>8.5</b> | <b>8.7</b> | <b>8.6</b> | <b>9.0</b> | <b>9.1</b> | <b>9.2</b> | <b>9.1</b> | <b>9.3</b> | 3.2     | 2.0     |
| <b>Per unit realisation</b> |            |            |            |            |            |            |            |            |            |            |            |            |            |            |         |         |
| CNG (INR/scm)               | 49.9       | 52.9       | 54.6       | 61.7       | 50.8       | 50.9       | 51.2       | 51.1       | 50.9       | 50.5       | 50.6       | 54.2       | 53.6       | 53.4       | 5.8     | -0.4    |
| CNG (INR/kg)                | 69.9       | 74.1       | 76.5       | 86.4       | 71.2       | 71.2       | 71.6       | 71.5       | 71.2       | 70.6       | 70.8       | 75.9       | 75.0       | 74.7       | 5.8     | -0.4    |
| PNG (INR/scm)               | 46.3       | 51.3       | 54.2       | 52.9       | 48.1       | 46.6       | 46.8       | 46.1       | 44.7       | 44.6       | 45.6       | 47.0       | 47.3       | 46.8       | 5.0     | -0.9    |

**Exhibit 2: CNG volumes grew 3% YoY**

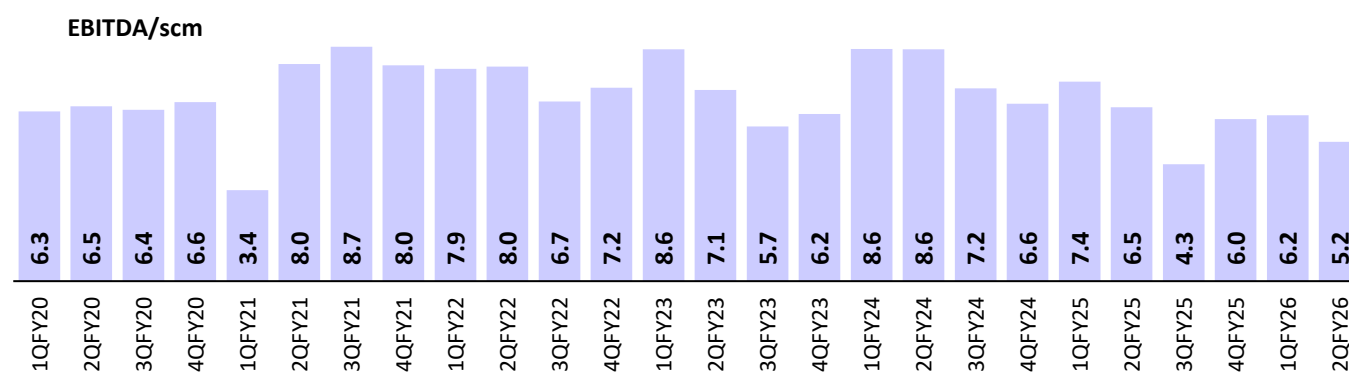


Sources: Company, MOFSL

**Exhibit 3: PNG volumes grew 5% YoY**



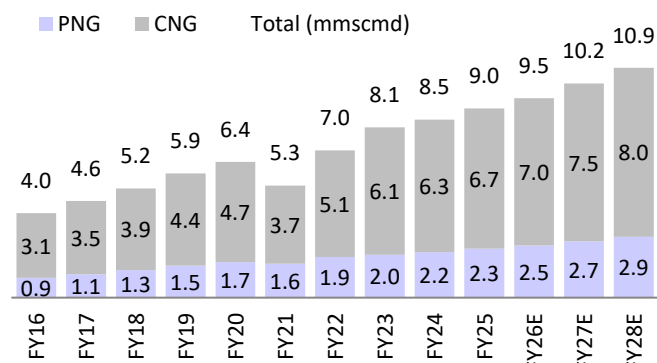
**Exhibit 4: EBITDA/scm decreased 20% YoY**



Sources: Company, MOFSL

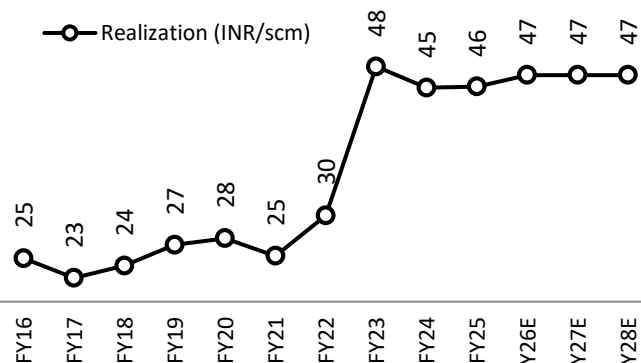
## Story in charts

**Exhibit 5: Volumes to register a CAGR of 7% over FY26-28**



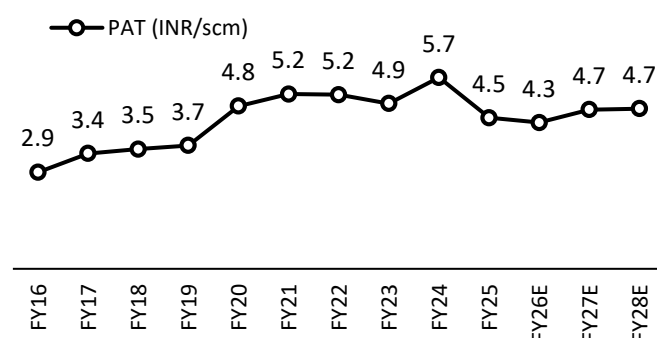
Sources: Company, MOFSL

**Exhibit 6: Realization trends**



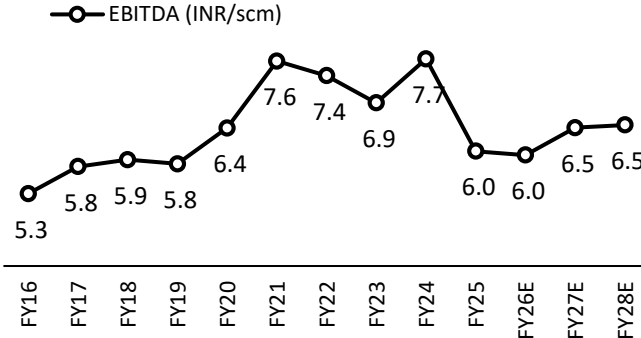
Sources: Company, MOFSL

**Exhibit 7: Profitability (in INR/scm) to moderate in FY27-28E**



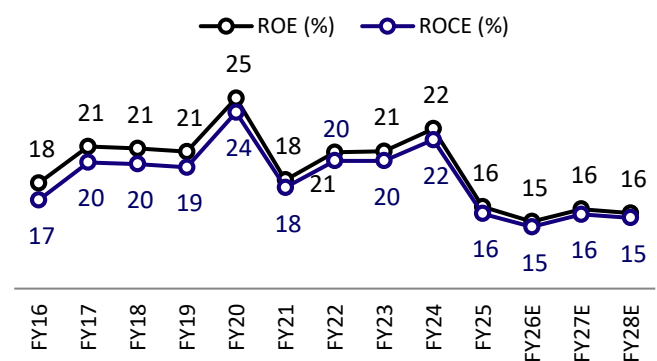
Sources: Company, MOFSL

**Exhibit 8: EBITDA/scm (in INR/scm)**



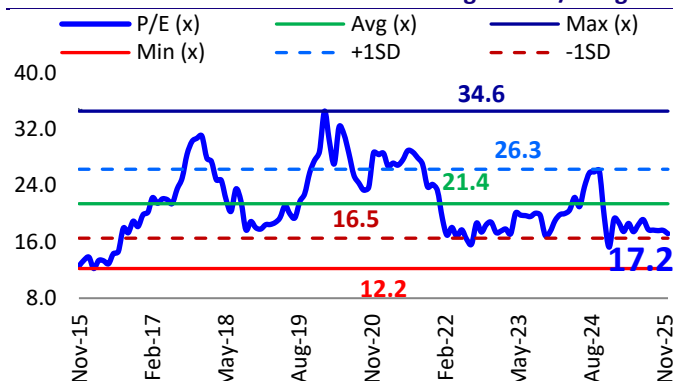
Sources: Company, MOFSL

**Exhibit 9: Return ratios for IGL**



Sources: Company, MOFSL

**Exhibit 10: The stock trades below its long-term P/E avg.**



Sources: Company, MOFSL

## Financials and valuations

| Income Statement             |                 |                 |                 |                 |                 | (INR m)         |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Y/E March                    | FY23            | FY24            | FY25            | FY26E           | FY27E           | FY28E           |
| <b>Net Sales</b>             | <b>1,41,407</b> | <b>1,40,001</b> | <b>1,49,276</b> | <b>1,62,128</b> | <b>1,73,895</b> | <b>1,86,636</b> |
| Change (%)                   | 83.4            | -1.0            | 6.6             | 8.6             | 7.3             | 7.3             |
| <b>EBITDA</b>                | <b>20,343</b>   | <b>23,669</b>   | <b>19,787</b>   | <b>20,634</b>   | <b>23,928</b>   | <b>25,874</b>   |
| As a percentage of Net Sales | 14.4            | 16.9            | 13.3            | 12.7            | 13.8            | 13.9            |
| Depreciation                 | 3,634           | 4,138           | 4,741           | 5,068           | 5,272           | 5,548           |
| Interest                     | 106             | 92              | 92              | 88              | 84              | 80              |
| Other Income                 | 2,674           | 3,632           | 4,416           | 4,545           | 4,802           | 4,988           |
| <b>PBT</b>                   | <b>19,277</b>   | <b>23,072</b>   | <b>19,369</b>   | <b>20,023</b>   | <b>23,373</b>   | <b>25,234</b>   |
| Tax                          | 4,827           | 5,591           | 4,693           | 5,040           | 5,883           | 6,359           |
| Rate (%)                     | 25.0            | 24.2            | 24.2            | 25.2            | 25.2            | 25.2            |
| <b>PAT</b>                   | <b>14,451</b>   | <b>17,481</b>   | <b>14,676</b>   | <b>14,983</b>   | <b>17,490</b>   | <b>18,875</b>   |
| <b>Adj. PAT</b>              | <b>14,451</b>   | <b>17,481</b>   | <b>14,676</b>   | <b>14,983</b>   | <b>17,490</b>   | <b>18,875</b>   |
| Change (%)                   | 9.9             | 21.0            | -16.0           | 2.1             | 16.7            | 7.9             |

| Balance Sheet                       |               |               |               |                 |                 | (INR m)         |
|-------------------------------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|
| Y/E March                           | FY23          | FY24          | FY25          | FY26E           | FY27E           | FY28E           |
| Share Capital                       | 1,400         | 1,400         | 2,800         | 2,800           | 2,800           | 2,800           |
| Reserves                            | 69,466        | 84,117        | 90,040        | 98,949          | 1,09,348        | 1,20,571        |
| <b>Net Worth</b>                    | <b>70,866</b> | <b>85,517</b> | <b>92,840</b> | <b>1,01,749</b> | <b>1,12,148</b> | <b>1,23,371</b> |
| Deferred Tax                        | 3,168         | 3,695         | 4,563         | 4,563           | 4,563           | 4,563           |
| <b>Capital Employed</b>             | <b>74,033</b> | <b>89,213</b> | <b>97,403</b> | <b>1,06,311</b> | <b>1,16,711</b> | <b>1,27,934</b> |
| Gross Fixed Assets                  | 86,423        | 99,272        | 1,09,739      | 1,18,739        | 1,27,739        | 1,36,739        |
| Less: Depreciation                  | 31,285        | 35,423        | 40,163        | 45,231          | 50,503          | 56,051          |
| <b>Net Fixed Assets</b>             | <b>55,138</b> | <b>63,850</b> | <b>69,575</b> | <b>73,507</b>   | <b>77,235</b>   | <b>80,688</b>   |
| Capital WIP                         | 14,337        | 13,964        | 14,857        | 20,857          | 26,857          | 32,857          |
| Rights to use assets                | 2,067         | 2,139         | 2,134         | 2,134           | 2,134           | 2,134           |
| Investments                         | 6,773         | 11,576        | 16,217        | 16,217          | 16,217          | 16,217          |
| <b>Curr. Assets, Loans and Adv.</b> |               |               |               |                 |                 |                 |
| Inventory                           | 492           | 522           | 488           | 530             | 568             | 610             |
| Debtors                             | 9,034         | 10,185        | 7,078         | 7,687           | 8,245           | 8,849           |
| Cash and Bank Balance               | 26,332        | 21,493        | 22,568        | 24,044          | 27,004          | 31,252          |
| Cash                                | 1,056         | 2,128         | 1,361         | 2,837           | 5,797           | 10,045          |
| Bank balance                        | 25,276        | 19,365        | 21,207        | 21,207          | 21,207          | 21,207          |
| Loans and Advances                  | 143           | 0             | 153           | 153             | 153             | 153             |
| Other Current Assets                | 3,444         | 7,476         | 8,819         | 8,819           | 8,819           | 8,819           |
| <b>Current Liab. and Prov.</b>      |               |               |               |                 |                 |                 |
| Liabilities                         | 38,288        | 35,669        | 36,597        | 39,748          | 42,633          | 45,756          |
| Provisions                          | 5,438         | 6,324         | 7,887         | 7,887           | 7,887           | 7,887           |
| <b>Net Current Assets</b>           | <b>-4,282</b> | <b>-2,317</b> | <b>-5,379</b> | <b>-6,402</b>   | <b>-5,731</b>   | <b>-3,961</b>   |
| <b>Application of Funds</b>         | <b>74,033</b> | <b>89,213</b> | <b>97,403</b> | <b>1,06,311</b> | <b>1,16,711</b> | <b>1,27,934</b> |

## Financials and valuations

### Ratios

| Y/E March                       | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
|---------------------------------|------|------|------|-------|-------|-------|
| <b>Basic (INR)</b>              |      |      |      |       |       |       |
| EPS (Standalone)                | 10.3 | 12.5 | 10.5 | 10.7  | 12.5  | 13.5  |
| EPS (Consolidated)              | 12.1 | 14.9 | 13.1 | 13.4  | 15.4  | 13.5  |
| Cash EPS                        | 12.9 | 15.4 | 13.9 | 14.3  | 16.3  | 17.4  |
| Book Value                      | 50.6 | 61.1 | 66.3 | 72.7  | 80.1  | 88.1  |
| DPS                             | 6.5  | 3.7  | 4.3  | 4.3   | 5.1   | 5.5   |
| Payout                          | 63   | 30   | 41   | 41    | 41    | 41    |
| <b>Valuation (x)</b>            |      |      |      |       |       |       |
| P/E (Standalone)                | 20.6 | 17.1 | 20.3 | 19.9  | 17.0  | 15.8  |
| P/E (Consolidated)              | 17.6 | 14.3 | 16.3 | 15.9  | 13.8  | 15.8  |
| Cash P/E                        | 16.5 | 13.8 | 15.4 | 14.9  | 13.1  | 12.2  |
| EV/EBITDA                       | 6.0  | 5.4  | 13.9 | 13.3  | 11.3  | 10.3  |
| EV/Sales                        | 0.9  | 0.9  | 1.8  | 1.7   | 1.6   | 1.4   |
| Price/Book Value                | 4.2  | 3.5  | 3.2  | 2.9   | 2.7   | 2.4   |
| Dividend Yield (%)              | 3.1  | 1.8  | 2.0  | 2.0   | 2.4   | 2.6   |
| <b>Profitability Ratios (%)</b> |      |      |      |       |       |       |
| RoE                             | 20.6 | 22.4 | 16.5 | 15.4  | 16.4  | 16.0  |
| RoCE                            | 19.9 | 21.5 | 15.8 | 14.8  | 15.7  | 15.5  |
| RoIC                            | 48.6 | 43.0 | 26.5 | 26.2  | 30.4  | 32.3  |
| <b>Turnover Ratios</b>          |      |      |      |       |       |       |
| Debtors (No. of Days)           | 20   | 15   | 17   | 22    | 22    | 22    |
| Asset Turnover (x)              | 1.9  | 1.7  | 1.6  | 1.6   | 1.6   | 1.5   |
| <b>Leverage Ratio</b>           |      |      |      |       |       |       |
| Net Debt/Equity ratio (x)       | -0.4 | -0.3 | -0.2 | -0.2  | -0.2  | -0.3  |

### Cash Flow Statement

(INR m)

| Y/E March                    | FY23           | FY24           | FY25           | FY26E          | FY27E          | FY28E          |
|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| OP/(Loss) before Tax         | 19,283         | 23,072         | 19,369         | 20,023         | 23,373         | 25,234         |
| Depreciation                 | 3,634          | 4,138          | 4,741          | 5,068          | 5,272          | 5,548          |
| Interest and Finance charges | 87             | 68             | 63             | 88             | 84             | 80             |
| Direct Taxes Paid            | -4,833         | -4,871         | -3,951         | -5,040         | -5,883         | -6,359         |
| (Inc.)/Dec. in Wkg. Capital  | 6,469          | -3,828         | 5,518          | 2,500          | 2,289          | 2,478          |
| Others                       | -2,333         | -3,221         | -3,687         | 0              | 0              | 0              |
| <b>CF from Op. Activity</b>  | <b>22,306</b>  | <b>15,357</b>  | <b>22,053</b>  | <b>22,639</b>  | <b>25,135</b>  | <b>26,981</b>  |
| (Inc.)/Dec. in FA and CWIP   | -12,221        | -12,021        | -11,216        | -15,000        | -15,000        | -15,000        |
| <b>Free Cash Flow</b>        | <b>10,085</b>  | <b>3,335</b>   | <b>10,837</b>  | <b>7,639</b>   | <b>10,135</b>  | <b>11,981</b>  |
| (Pur.)/Sale of Investments   | -56,286        | -20,834        | -25,380        | 0              | 0              | 0              |
| Others                       | 60,093         | 21,908         | 21,522         | 0              | 0              | 0              |
| <b>CF from Inv. Activity</b> | <b>-8,414</b>  | <b>-10,948</b> | <b>-15,074</b> | <b>-15,000</b> | <b>-15,000</b> | <b>-15,000</b> |
| Dividends Paid (incl. tax)   | -12,948        | -2,797         | -7,348         | -6,074         | -7,091         | -7,652         |
| <b>CF from Fin. Activity</b> | <b>-13,586</b> | <b>-3,337</b>  | <b>-7,747</b>  | <b>-6,163</b>  | <b>-7,175</b>  | <b>-7,732</b>  |
| <b>Inc./(Dec.) in Cash</b>   | <b>306</b>     | <b>1,072</b>   | <b>-767</b>    | <b>1,476</b>   | <b>2,960</b>   | <b>4,248</b>   |
| Add: Opening Balance         | 750            | 1,056          | 2,128          | 1,361          | 2,837          | 5,797          |
| <b>Closing Balance</b>       | <b>1,056</b>   | <b>2,128</b>   | <b>1,361</b>   | <b>2,837</b>   | <b>5,797</b>   | <b>10,045</b>  |

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|----------------------------------|----------------------------------------------------------------------------------------------|
| Investment Rating                | Expected return (over 12-month)                                                              |
| BUY                              | >=15%                                                                                        |
| SELL                             | < - 10%                                                                                      |
| NEUTRAL                          | < - 10 % to 15%                                                                              |
| UNDER REVIEW                     | Rating may undergo a change                                                                  |
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Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

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|--------------------|-----------------------------|------------------------------|
| Ms. Hemangi Date   | 022 40548000 / 022 67490600 | query@motilaloswal.com       |
| Ms. Kumud Upadhyay | 022 40548082                | servicehead@motilaloswal.com |
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