

Kirloskar Oil Engines

Estimate changes	
TP change	
Rating change	

Bloomberg	KOEL IN
Equity Shares (m)	145
M.Cap.(INRb)/(USDb)	130 / 1.5
52-Week Range (INR)	1450 / 544
1, 6, 12 Rel. Per (%)	11/-28/-37
12M Avg Val (INR M)	380

Financials Snapshot (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Net Sales	51.1	58.4	67.5
EBITDA	6.5	7.6	9.1
PAT	4.2	4.9	5.9
EPS (INR)	28.8	33.6	40.9
GR. (%)	15.1	16.7	21.8
BV/Sh (INR)	205.6	232.4	265.0
Ratios			
ROE (%)	14.9	15.3	16.4
RoCE (%)	14.3	15.0	16.1
Valuations			
P/E (X)	31.2	26.7	21.9
P/BV (X)	4.4	3.9	3.4
EV/EBITDA (X)	19.6	16.6	13.5
Div Yield (%)	0.7	0.8	0.9

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	41.2	41.2	41.2
DII	26.6	25.0	25.2
FII	9.1	11.0	9.8
Others	23.1	22.8	23.9

FII Includes depository receipts

CMP: INR896
TP: INR1,150 (+28%)
Buy

Moving in the right direction!

Kirloskar Oil Engines (KOEL)'s 4QFY25 result was above our expectations, driven by higher growth in the powergen segment, higher sales in the B2C segment, and improved margin. The issues that adversely impacted the company's performance in 3QFY25 are gradually being addressed, with genset demand recovering in key segments and the B2C segment being stabilized. The genset market demand and pricing will normalize in 1-2 quarters, and KOEL remains focused on improving its margins despite the competitive environment in gensets. KOEL has maintained its focus on increasing its share of the higher-margin segments such as HHP, distribution, and exports. We also expect the company to benefit from the recent large order in the industrial segment, too. We bake in its FY25 performance and trim our estimates by 1%/2% for FY26/27. We reiterate our BUY rating with an unchanged TP of INR1,150. The stock is trading at attractive valuations of 26.7x/22x FY26E/27E earnings.

Better than expected results

KOEL reported a good set of numbers, beating all parameters. Revenue stood at INR14.1b, which was the highest ever in a quarter. It grew 2% YoY even on a high base of INR13.9b in 4QFY24. The B2B segment was broadly flat YoY, while B2C revenue rose 15% YoY. EBITDA at INR1.7b was above our estimates of INR1.6b (11% beat), albeit down 2% YoY. Accordingly, its EBITDA margin came in at 12.3% (~-50bp YoY). The B2B segment's revenue contribution to total rose 1% / 6% YoY for 4Q/FY25, while the B2C segment grew 10% YoY due to strong growth in WMS. However, FMS is still to see an improvement. PAT declined 10% YoY to INR1.1b, with an adjustment for an exceptional gain on the sale of aircraft amounting to INR209m, and a lower-than-expected tax rate (25.6% actual vs. 26.7% expected). For FY25, despite demand correction after the pre-buy and the CPCB4+ transition, KOEL's revenue/EBITDA/PAT grew 5%/16%/15% YoY, and its EBITDA margin/PAT margin expanded 120bp/60bp YoY. OCF/FCF rose 13% / 71% YoY, reaching INR4.9b/INR2.7b in 4QFY25 vs. INR4.3b/INR1.6b in 4QFY24.

Powergen segment to improve, aided by volume recovery

The powergen segment reported a 5%/3% YoY growth for 4QFY25/FY25. This was better than our estimates, as the volume decline for KOEL was offset by improved pricing for the CPCB 4+ products. The company appears to have now stabilized its market share, which was hit during 3QFY25. Within the powergen segment, HHP sales contributed nearly INR1b for the year. With a strong product portfolio across nodes in the powergen segment, we expect KOEL to focus more on mid-to-high kVA nodes and increase the share of HHP sales in the overall revenue mix. For FY26, we bake in volume recovery for the company, while we expect pricing to remain stable YoY.

Industrial segment to continue its growth trajectory in key accounts

KOEL was recently awarded a project worth INR2.7b from the Indian Navy to design and develop a 6MW medium-speed marine diesel engine. This project falls under the "Make-I" category. The developed engine, with over 50% indigenous content, will be used for main propulsion and power generation on ships of the Indian Navy and the Indian Coast Guard. For this project, KOEL will be developing and designing engines and will also have IP rights for the same. The company will be making the prototype for this engine, and project execution is spread over 36 months. Once the prototype is approved by the client, KOEL will have the opportunity to be included on the preferred vendor list. We believe this can notably expand the addressable market for the company after three years. We also expect the industrial segment to benefit from the delivery of NPCIL orders from FY26 onwards. Going forward, KOEL is also optimistic about the continued growth from its key accounts in construction, defense, and railways, backed by a fortified engine portfolio and a deeper account engagement. Hence, we tweak our estimates for the industrial segment in FY26/27.

Distribution, B2C, export performance, and future outlook

In 4QFY25, revenue for distribution/B2C segments grew 12%/10% YoY. Growth in the distribution segment was driven by a deliberate restructuring of KOEL's service and sales channel network, while the B2C segment growth was led by the successful consolidation of five smaller plants into one mega facility at Sanand, which led to improved product availability and manufacturing efficiency. B2C segment profitability has started improving, which can be seen as margins for the segment have more than doubled YoY in 4QFY25 to 11.0% vs. 5.2% last year in the same quarter. Exports dipped 14%/6% QoQ/YoY. The export figure was notably below the target of reaching 30% of total revenue in FY25, given the complexities of entering and scaling in foreign markets. The company is currently focused on three priority regions, namely, the Middle East, Africa, and the US. The company is evaluating each international region carefully to determine the right operating model - whether through local partnerships, direct presence, or acquisitions - with a focus on sustainability rather than opportunistic growth.

Arka Fincap enters its next phase of growth

Arka Fincap's revenue grew 26% YoY to INR2.0b in 4QFY25. PAT, however, dipped 51% YoY to INR110m. Under the newly appointed management, Arka has moved from Arka 1.0 (focused on building a stable loan book with low delinquencies) to **Arka 2.0**, which centers on creating a granular, secured, retail-focused portfolio. The new '**3-3-3**' strategy targets 3x AUM growth, a 3% ROA, and <3% GNPA. Key growth drivers include small-ticket loans against property (STLAP), pre-owned vehicle financing, and genset financing – all high-yield segments. Arka plans to build out its distribution network across seven states in FY26, leveraging KOEL's existing ecosystem, particularly in Tier 2 and beyond.

The 2B2B strategy: Aiming for INR2b revenue by FY30

Reflecting on the completed 2X3Y strategy ("To be 2x in 3 Years"), management reported a 1.6x revenue growth, slightly below the 2x target. However, it highlighted that EBITDA and cash generation surpassed expectations, surging 2.4x and 2.6x, respectively. All segments, except FMS, grew over 1.5x, and even the FMS business, which was restructured, turned EBITDA positive in Mar'25. Looking ahead, KOEL's management unveiled the 2B2B strategy ("To be USD2b") with a clear goal to reach USD2b in revenue by FY30. Management acknowledged that this target is far more ambitious than the previous 2X3Y strategy. The future growth pillars include a focus on high-value segments like data centers and defense, expansion into global markets, and diversification into non-internal combustion technologies such as batteries, hydrogen, methanol, ethanol, and microgrids. The company is open to achieving this through a combination of in-house R&D, strategic partnerships, or acquisitions, depending on the opportunity and geography.

Financial outlook

We trim our estimates slightly by 1%/2% for FY26/27 to bake in FY25 performance. We expect a revenue CAGR of 15% over FY25-27, driven by 10%/11%/10%/10%/11% CAGR in powergen/industrial/distribution/exports/B2C. Over FY25-27E, we bake in a 70bp improvement in margins to build in better product mix and operating leverage benefits. We expect EBITDA/PAT CAGR of 18%/19% over the same period.

Valuation and recommendation

The stock is currently trading at 26.7x/21.9x FY26/27E earnings. Adjusted for the subsidiary valuation, KOEL is trading at 22.9x/18.8x on FY26/27E EPS, which is still at a significant discount to the market leader. **We reiterate our BUY rating on KOEL** as we expect it to benefit from improved sales in the higher HP segments and exports, as well as improving the trajectory of the B2C segment.

Standalone - Quarterly Earnings Model

(INR m)

Y/E March	FY24								FY25			FY24	FY25	FY25E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	4QE	Var (%)					
Net Sales	12,647	10,590	11,352	13,917	13,429	11,944	11,636	14,125	48,505	51,133	13,132	8			
YoY Change (%)	26.5	4.8	13.5	20.7	6.2	12.8	2.5	1.5	17.8	5.4	(5.6)				
Total Expenditure	11,102	9,603	10,023	12,135	11,452	10,294	10,466	12,384	42,864	44,596	11,560				
EBITDA	1,545	986	1,329	1,782	1,977	1,650	1,170	1,741	5,642	6,537	1,571	11			
Margins (%)	12.2	9.3	11.7	12.8	14.7	13.8	10.1	12.3	11.6	12.8	12.0				
Depreciation	213	243	257	257	247	266	320	337	970	1,170	270	25			
Interest	14	16	20	29	27	26	31	37	78	121	48	(24)			
Other Income	70	64	57	85	108	118	68	52	274	344	58	(12)			
PBT before EO expense	1,388	791	1,109	1,581	1,810	1,476	887	1,419	4,868	5,590	1,312	8			
Extra-Ord expense								(209)		(209)					
PBT	1,388	791	1,109	1,581	1,810	1,476	887	1,628	4,868	5,799	1,312	24			
Tax	355	205	287	405	462	365	236	416	1,252	1,480	350				
Rate (%)	25.6	25.9	25.9	25.6	25.5	24.7	26.7	25.6	25.7	25.5	26.7				
Reported PAT	1,032	586	822	1,176	1,347	1,111	650	1,211	3,616	4,319	962	26			
Adj PAT	1,032	586	822	1,176	1,347	1,111	650	1,056	3,616	4,164	962	10			
YoY Change (%)	59.9	(19.3)	20.5	81.3	30.5	89.6	(20.9)	(10.2)	33.8	15.1	(18.2)				
Margins (%)	8.2	5.5	7.2	8.5	10.0	9.3	5.6	7.5	7.5	8.1	7.3				

INR m	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Segmental revenue										
Powergen	6,030	3,600	4,260	5,180	5,280	4,810	4,180	5,430	19,050	19,690
Industrial	2,320	2,350	2,320	3,090	3,200	2,530	2,680	2,910	10,080	11,330
Distribution & After Market	1,750	1,840	1,800	2,100	1,980	2,020	2,080	2,350	7,490	8,430
Exports	860	1,250	1,350	1,730	1,060	1,230	1,120	1,470	5,200	4,880
Total B2B	10,960	9,040	9,730	12,100	11,520	10,590	10,060	12,160	41,820	44,330
WMS	1,340	1,160	1,330	1,530	1,650	1,110	1,390	1,760	5,370	5,910
FMS	260	270	190	150	170	140	90	90	870	480
Total B2C	1,600	1,430	1,520	1,680	1,820	1,250	1,480	1,850	6,240	6,390
Total revenue (B2B+B2C)	12,560	10,470	11,250	13,780	13,340	11,840	11,540	14,010	48,060	50,720



Conference call highlights

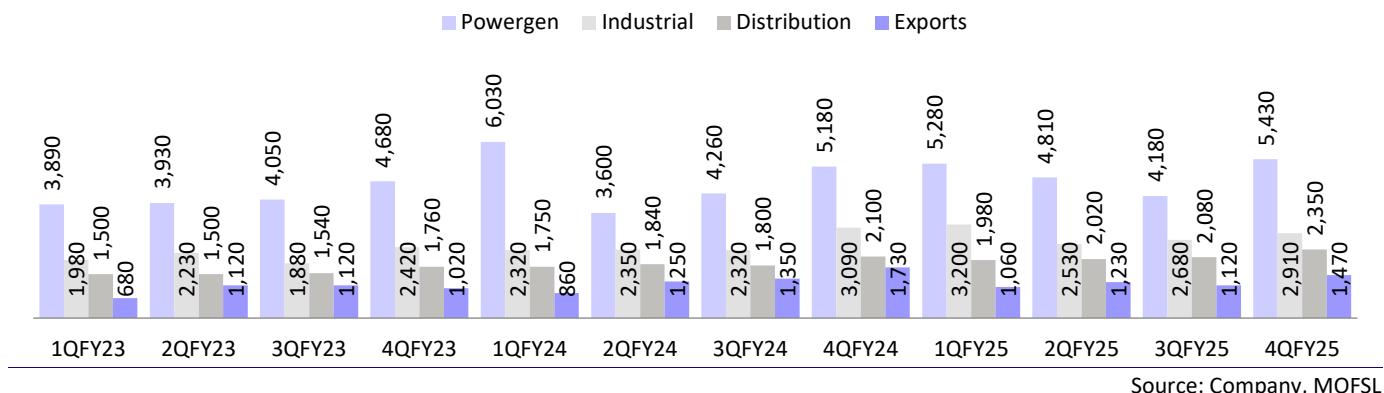
- **Powergen Segment:** Management reported that demand in the Powergen segment is stabilizing after the CPCB IV+ emission norm transition, with volumes returning to expected levels and pricing firming up across product nodes. A major highlight was that KOEL surpassed the INR1b mark in HHP genset sales for the first time, clocking a 20% YoY growth. The company launched several new products, including the Sentinel, featuring the world's smallest 1000 kVA genset, and the Optiprime series with better fuel efficiency (10-15%) and lower ownership costs (20-25% savings on maintenance). Looking forward, the Powergen growth strategy is centered on tapping into the infrastructure and data center segments, while continuing to build share in the HHP market.
- **Industrial Segment:** In the industrial segment, KOEL registered a 12% YoY growth in FY25 despite the transition to BS V emission norms in Jan'25. Management stated that this shift involved significant collaboration with OEMs and customers, enabling KOEL to maintain or increase its share of wallet across most accounts. A 20% average price increase was implemented in this segment with minimal resistance. Additionally, KOEL is now manufacturing a 6MW marine engine for the Indian Navy, where it will design, develop, and assemble entirely in India. Management also noted that some unprofitable customer relationships were strategically exited. Going forward, the company is optimistic about continued growth from key accounts in construction, defense, and railways, backed by a strengthened engine portfolio and deeper account engagement.
- **Distribution Segment:** The distribution and aftermarket businesses grew 12% YoY in 4QFY25, driven by a deliberate restructuring of KOEL's service and sales channel network. Management explained that the shift to electronic engines due to emission norms required significant capability upgrades across the network. Investments were made in training, tools, and dealership consolidation to ensure partners had sufficient scale and profitability. These changes enabled KOEL to better support its expanding HHP and technologically advanced product portfolio. Despite the complexity, KOEL confirmed that the restructuring has been effective, resulting in improved partner performance and sustained growth.
- **Export Business:** Management acknowledged that while the export business has nearly doubled over the past three years, it fell short of the originally envisioned target of comprising 30% of total revenue. They attributed this to the time required to build sustainable operations in regions where KOEL's brand is not

yet well established. Focus regions include the Middle East, Africa, and the United States. In the Middle East, KOEL transitioned to a genset OEM model to better manage local channel dynamics, while in the US, investments are ongoing to certify and introduce KOEL products state-by-state. Management emphasized that exports remain a strategic priority and require continued patience and investment to build lasting global partnerships.

- **B2C Segment:** This segment showed a robust recovery, posting a 25% QoQ/10% YoY growth in 4QFY25. The management highlighted that this performance was possible due to the successful consolidation of five smaller plants into one mega facility at Sanand, which led to improved product availability and manufacturing efficiency. The management emphasized that this stabilization in operations has begun translating into stronger financial performance, including a 269% QoQ jump in profitability. Looking ahead, the management expressed confidence in sustaining double-digit revenue and EBITDA growth in the B2C segment, supported by ongoing efforts in cost optimization, both fixed and variable.
- **Capex Strategy – Past Investments and Future Growth Initiatives:** Management detailed KOEL's capex plans, highlighting significant past investments and outlining a roadmap for future capacity and capability enhancement. In FY25, KOEL invested approximately INR5.2b, of which INR3.8b was allocated to core KOEL operations and INR1.4b to the B2C business for consolidating five plants into one mega manufacturing facility at Sanand. Within KOEL's spend, INR900m went into new product development, another INR900m went into capacity expansion and sustenance, and INR200m into digitization and IT upgrades. Looking ahead, KOEL has committed to investing an additional INR10b over the next couple of years. This includes INR7b earmarked for enhancing engine manufacturing capacity at the Kagal facility, INR800-900m for the Indian Navy project, and another INR2b reserved for potential strategic acquisitions aligned with its technology roadmap and USD2b growth ambition. Management emphasized that these investments are critical to supporting KOEL's expanding product portfolio, meeting future demand, and advancing its vision of becoming a global leader in diversified power solutions.

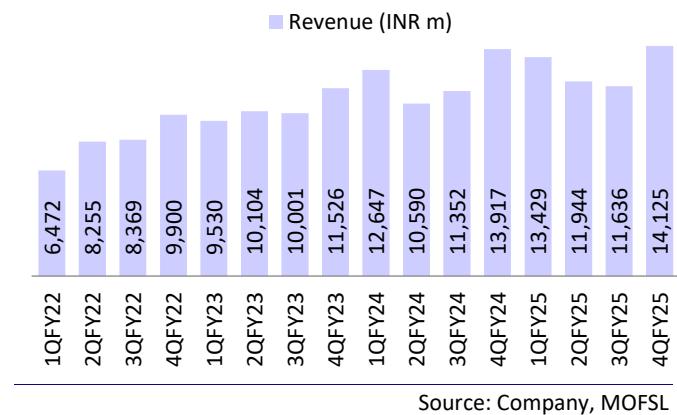
Key Exhibits

Exhibit 1: Segmental revenue breakup (INR m)



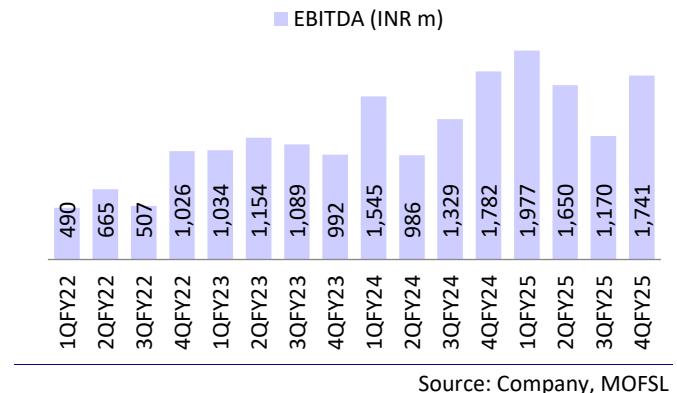
Source: Company, MOFSL

Exhibit 2: 4QFY25 revenue grew 2% YoY



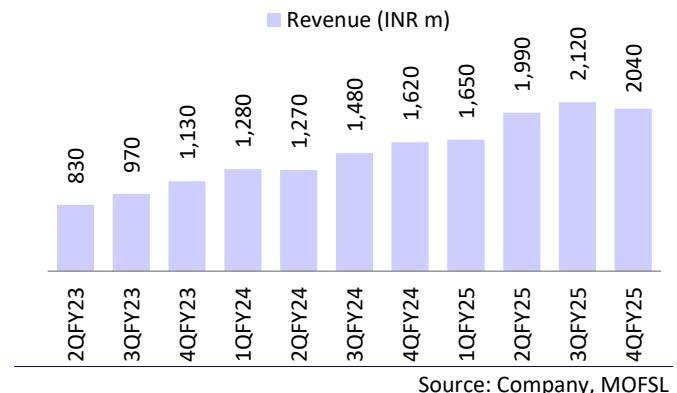
Source: Company, MOFSL

Exhibit 4: EBITDA down 2% YoY on a high base



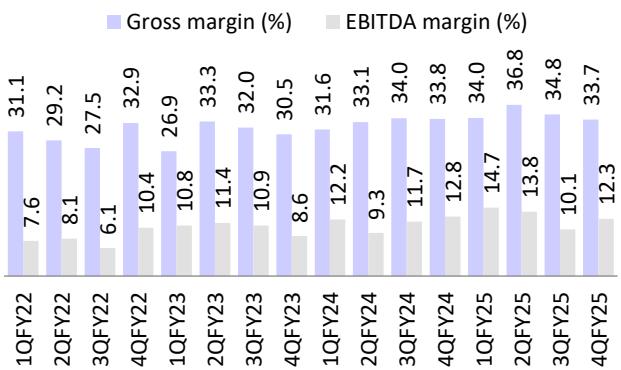
Source: Company, MOFSL

Exhibit 6: Arka Fincap's revenue has been stable



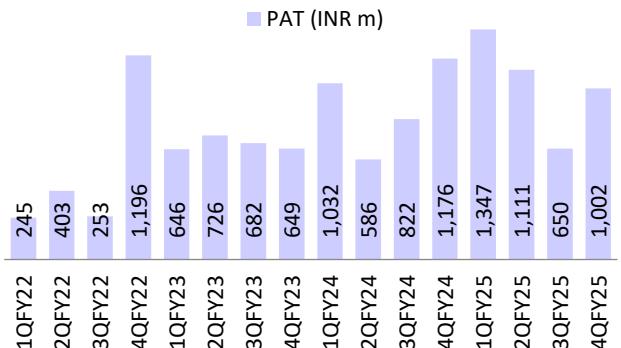
Source: Company, MOFSL

Exhibit 3: Margin improved sequentially to 12.3%



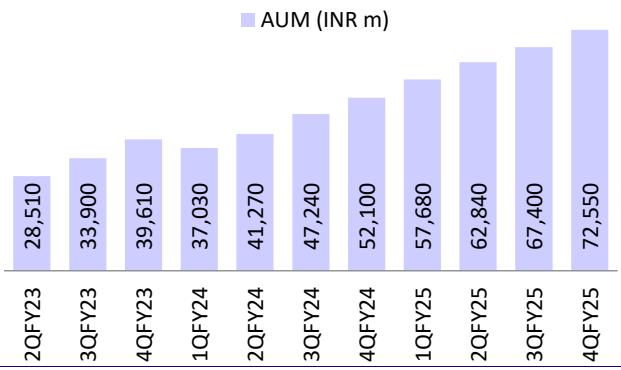
Source: Company, MOFSL

Exhibit 5: PAT declined 10% YoY

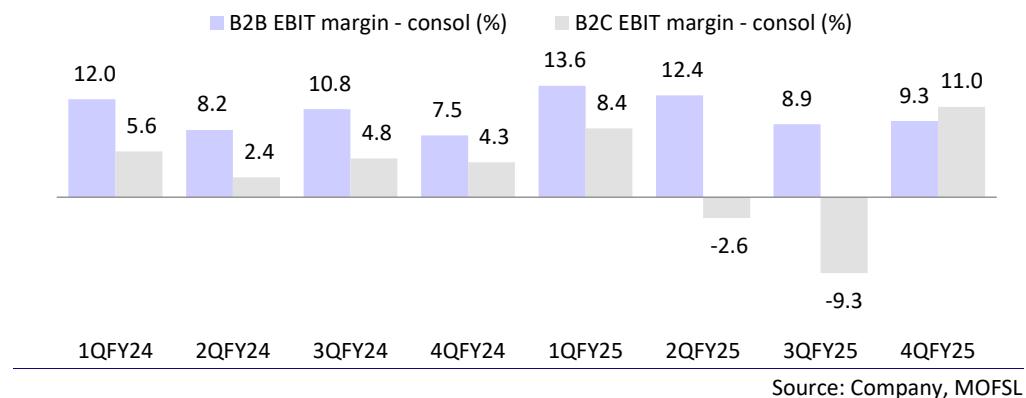


Source: Company, MOFSL

Exhibit 7: Healthy growth in Arka Fincap's AUM



Source: Company, MOFSL

Exhibit 8: B2C margin turned positive on completion of the transition to a new facility


Source: Company, MOFSL

Exhibit 9: We trim our estimates to bake in KOEL's FY25 performance

(INR M)	FY26E			FY27E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	58,417	58,103	0.5	67,489	67,570	(0.1)
EBITDA	7,594	7,553	0.5	9,111	9,122	(0.1)
EBITDA (%)	13.0	13.0	0 bps	13.5	13.5	0 bps
Adj. PAT	4,859	4,915	(1.1)	5,917	6,057	(2.3)
EPS (INR)	33.6	34.0	(1.1)	40.9	41.8	(2.3)

Source: MOFSL

Exhibit 10: SoTP valuation

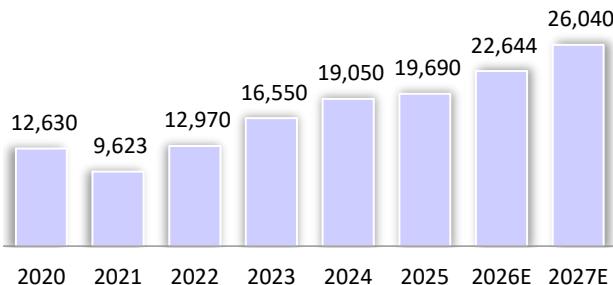
	Earnings/ book (INR m)	Valn multiple (X)	Value (INR m)	KOEL's share (%)	Value for KOEL's share (INR m)	Per share value (INR)	Valuation basis
KOEL valuation							
Core business	5,917	25	1,48,209	100	1,48,209	1,022	❖ 25X two-year fwd EPS; @40% discount to KKC
Investments							
La Gajjar Machineries	327	12	3,920	100	3,920	27	❖ 12X P/E two-year forward earnings
Arka Fincap	11,100	1.3	14,541	100	14,541	100	❖ 1.3X P/BV on expanded two-year forward book
Total			1,66,670		1,150		

Source: Company, MOFSL

Financial outlook

Exhibit 11: We expect powergen revenue to clock a 15% CAGR over FY25-27

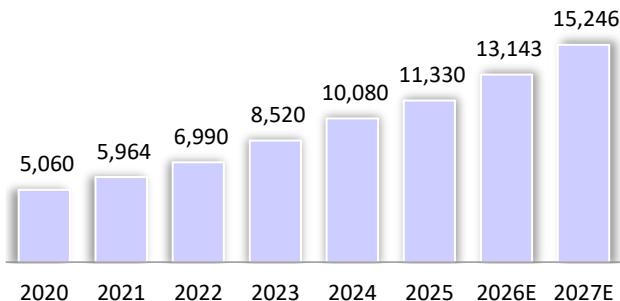
■ Powergen revenue (INR m)



Source: Company, MOFSL

Exhibit 12: We expect industrial revenue to post a CAGR of 16% during FY25-27, led by strong demand

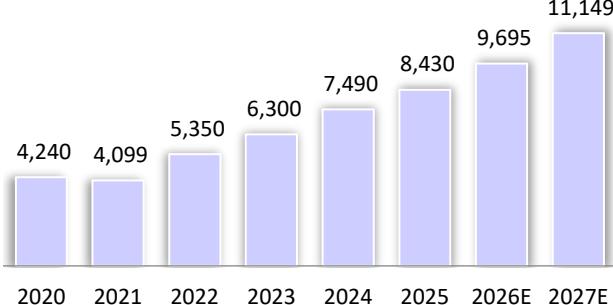
■ Industrial revenue (INR m)



Source: Company, MOFSL

Exhibit 13: We expect distribution revenue growth to remain strong and clock 15% CAGR over FY25-27

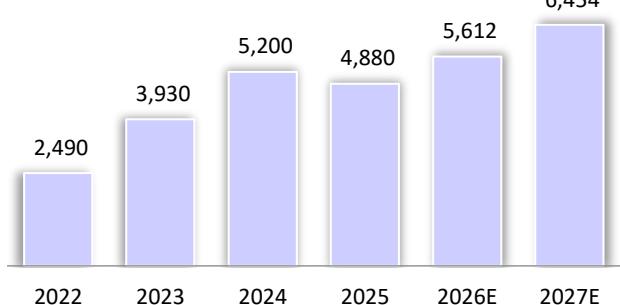
■ Distribution revenue (INR m)



Source: Company, MOFSL

Exhibit 14: We expect export revenue to record a 15% CAGR over FY25-27

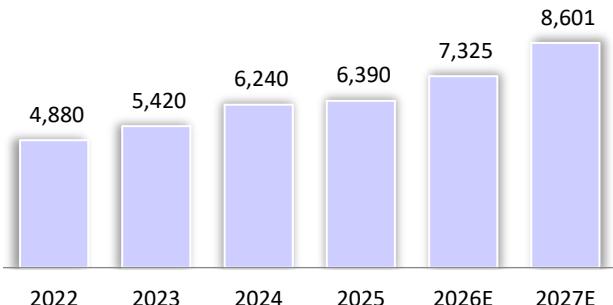
■ Exports revenue (INR m)



Source: Company, MOFSL

Exhibit 15: We expect B2C revenue to clock a CAGR of 16% over FY25-27, with an expanding footprint

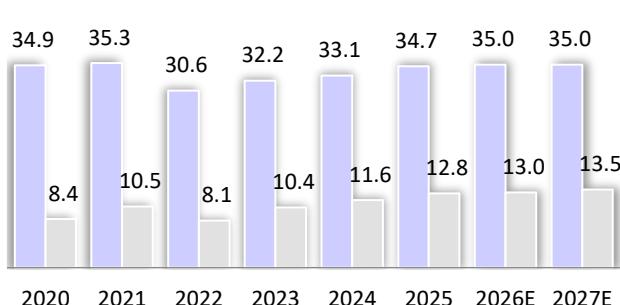
■ B2C revenue (INR m)



Source: Company, MOFSL

Exhibit 16: We expect margin expansion to be driven by price hikes and a higher share of exports (%)

■ Gross margin ■ EBITDA margin



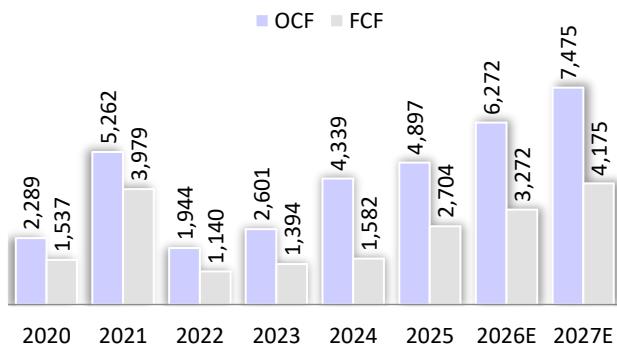
Source: Company, MOFSL

Exhibit 17: We expect PAT to post a 17% CAGR over FY25-27



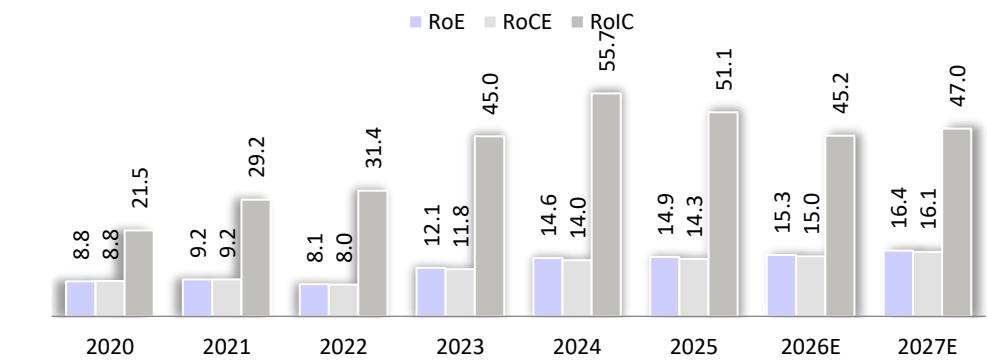
Source: Company, MOFSL

Exhibit 18: We expect OCF & FCF to improve further (INR m)



Source: Company, MOFSL

Exhibit 19: Return ratios to remain at comfortable levels (%)



Source: Company, MOFSL

Financials and Valuation

Standalone - Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	26,944	32,997	41,161	48,505	51,133	58,417	67,489
Change (%)	-6.4	22.5	24.7	17.8	5.4	14.2	15.5
Raw Materials	17,431	22,912	27,897	32,439	33,368	37,971	43,868
Gross Profit	9,513	10,085	13,264	16,066	17,765	20,446	23,621
Employees Cost	1,989	2,070	2,365	3,069	3,441	3,932	4,542
Other Expenses	4,686	5,327	6,630	7,355	7,787	8,920	9,968
Total Expenditure	24,106	30,309	36,892	42,864	44,596	50,823	58,378
% of Sales	89.5	91.9	89.6	88.4	87.2	87.0	86.5
EBITDA	2,838	2,688	4,269	5,642	6,537	7,594	9,111
Margin (%)	10.5	8.1	10.4	11.6	12.8	13.0	13.5
Depreciation	622	772	848	970	1,170	1,373	1,547
EBIT	2,217	1,915	3,422	4,672	5,367	6,221	7,564
Int. and Finance Charges	64	62	54	78	121	90	75
Other Income	245	248	273	274	344	393	454
PBT bef. EO Exp.	2,398	2,100	3,641	4,868	5,590	6,525	7,944
EO Items	-84	527	0	0	209	0	0
PBT after EO Exp.	2,314	2,627	3,641	4,868	5,799	6,525	7,944
Total Tax	617	547	939	1,252	1,480	1,665	2,027
Tax Rate (%)	26.6	20.8	25.8	25.7	25.5	25.5	25.5
Reported PAT	1,697	2,080	2,703	3,616	4,319	4,859	5,917
Adjusted PAT	1,759	1,663	2,703	3,616	4,164	4,859	5,917
Change (%)	11.4	-5.4	62.5	33.8	15.1	16.7	21.8
Margin (%)	6.5	5.0	6.6	7.5	8.1	8.3	8.8

Standalone - Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	289	289	290	290	290	290	290
Total Reserves	19,542	21,105	23,028	25,937	29,466	33,346	38,070
Net Worth	19,832	21,395	23,318	26,227	29,756	33,636	38,360
Total Loans	793	976	751	2,091	1,294	1,094	894
Deferred Tax Liabilities	125	146	61	100	250	250	250
Capital Employed	20,749	22,517	24,131	28,418	31,301	34,981	39,504
Gross Block	16,281	16,990	17,425	19,052	23,428	26,428	29,728
Less: Accum. Deprn.	11,826	12,488	13,174	14,144	15,314	16,687	18,233
Net Fixed Assets	4,455	4,502	4,251	4,908	8,114	9,741	11,494
Capital WIP	549	393	664	2,426	957	957	957
Total Investments	15,340	16,722	16,925	18,762	17,873	17,873	17,873
Curr. Assets, Loans & Adv.	8,092	8,505	11,557	13,115	16,131	19,862	24,721
Inventory	2,652	3,031	4,685	5,235	4,931	5,634	6,508
Accounts Receivable	3,558	3,945	4,672	5,684	6,511	7,438	8,593
Cash and Bank Balance	294	314	338	980	3,062	5,065	7,773
Loans and Advances	872	656	852	808	686	783	905
Other Assets	716	558	1,011	408	942	942	942
Curr. Liability & Prov.	7,686	7,606	9,267	10,793	11,774	13,452	15,540
Accounts Payable	6,419	6,175	6,326	7,274	6,506	7,433	8,588
Other Current Liabilities	646	729	1,700	2,223	3,756	4,290	4,957
Provisions	622	702	1,241	1,296	1,512	1,728	1,996
Net Current Assets	406	899	2,291	2,322	4,357	6,410	9,181
Appl. of Funds	20,749	22,517	24,131	28,418	31,301	34,981	39,505

Financials and Valuation

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)							
EPS	12.2	11.5	18.7	25.0	28.8	33.6	40.9
Cash EPS	16.4	16.8	24.5	31.7	36.9	43.1	51.6
BV/Share	137.0	147.8	161.1	181.2	205.6	232.4	265.0
DPS	1.5	4.7	5.0	5.0	6.0	6.8	8.2
Payout (%)	12.8	32.6	26.8	20.0	20.2	20.2	20.2
Valuation (x)							
P/E	73.8	78.1	48.1	35.9	31.2	26.7	21.9
Cash P/E	54.6	53.3	36.6	28.3	24.3	20.8	17.4
P/BV	6.5	6.1	5.6	5.0	4.4	3.9	3.4
EV/Sales	4.8	4.0	3.2	2.7	2.5	2.2	1.8
EV/EBITDA	45.9	48.6	30.5	23.2	19.6	16.6	13.5
Dividend Yield (%)	0.2	0.5	0.6	0.6	0.7	0.8	0.9
FCF per share	27.5	7.9	9.6	10.9	18.7	22.6	28.8
Return Ratios (%)							
RoE	9.2	8.1	12.1	14.6	14.9	15.3	16.4
RoCE	9.2	8.0	11.8	14.0	14.3	15.0	16.1
RoIC	29.2	31.4	45.0	55.7	51.1	45.2	47.0
Working Capital Ratios							
Fixed Asset Turnover (x)	1.7	1.9	2.4	2.5	2.2	2.2	2.3
Asset Turnover (x)	1.3	1.5	1.7	1.7	1.6	1.7	1.7
Inventory (Days)	36	34	42	39	35	35	35
Debtor (Days)	48	44	41	43	46	46	46
Creditor (Days)	87	68	56	55	46	46	46
Leverage Ratio (x)							
Current Ratio	1.1	1.1	1.2	1.2	1.4	1.5	1.6
Interest Cover Ratio	34.9	30.7	63.8	60.0	44.3	69.5	101.4
Net Debt/Equity	-0.7	-0.8	-0.7	-0.7	-0.7	-0.6	-0.6

Standalone - Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	2,314	2,627	3,641	4,868	5,799	6,525	7,944
Depreciation	622	772	848	970	1,170	1,373	1,547
Interest & Finance Charges	38	50	35	78	121	90	75
Direct Taxes Paid	-324	-567	-960	-1,084	-1,331	-1,665	-2,027
(Inc)/Dec in WC	2,654	-157	-1,025	-441	-270	-50	-63
CF from Operations	5,304	2,726	2,539	4,391	5,490	6,272	7,475
Others	-42	-782	61	-52	-592	0	0
CF from Operating incl EO	5,262	1,944	2,601	4,339	4,897	6,272	7,475
(Inc)/Dec in FA	-1,282	-804	-1,206	-2,757	-2,194	-3,000	-3,300
Free Cash Flow	3,979	1,140	1,394	1,582	2,704	3,272	4,175
(Pur)/Sale of Investments	-2,855	680	3,235	-1,091	1,339	0	0
Others	-1,316	-8,870	-3,585	-334	-2,280	0	0
CF from Investments	-5,453	-8,994	-1,556	-4,182	-3,135	-3,000	-3,300
Inc/(Dec) in Debt	613	172	-236	1,338	-797	-200	-200
Interest Paid	-62	-53	-50	-107	-147	-90	-75
Dividend Paid	-217	-578	-723	-724	-871	-980	-1,193
Others	-20	7,529	-12	-21	2,134	0	0
CF from Fin. Activity	314	7,070	-1,021	486	319	-1,269	-1,467
Inc/Dec of Cash	123	20	23	643	2,082	2,003	2,708
Opening Balance	171	294	314	338	980	3,062	5,065
Closing Balance	294	314	338	980	3,062	5,065	7,773

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