

Estimate change	
TP change	
Rating change	

Bloomberg	DLFU IN
Equity Shares (m)	2475
M.Cap.(INRb)/(USDb)	1865.1 / 21.8
52-Week Range (INR)	929 / 601
1, 6, 12 Rel. Per (%)	9/-/21
12M Avg Val (INR M)	2968

#### Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	79.9	74.8	57.0
EBITDA	21.1	26.3	12.3
EBITDA (%)	26.4	35.2	21.6
PAT	43.7	44.1	33.1
EPS (INR)	17.6	17.8	13.4
EPS Gr. (%)	60.3	0.9	-24.8
BV/Sh. (INR)	238.5	259.0	273.5
<b>Ratios</b>			
Net D/E	0.0	-0.1	-0.2
RoE (%)	10.7	9.9	7.0
RoCE (%)	9.5	4.6	2.1
Payout (%)	30.0	16.9	22.4
<b>Valuations</b>			
P/E (x)	42.7	42.4	56.4
P/BV (x)	3.2	2.9	2.8
EV/EBITDA (x)	88.4	68.5	143.5
Div Yield (%)	0.8	0.4	0.4

#### Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	74.1	74.1	74.1
DII	4.7	4.9	4.8
FII	16.3	16.4	16.5
Others	4.9	4.7	4.6

**CMP: INR754**

**TP: INR967 (+28%)**

**Buy**

#### 'The Dahlias' propels DLF's FY25 performance

##### FY25 pre-sales guidance exceeded; pipeline robust

- DLF reported bookings of INR20b, up 39% YoY (25% below our est.) in 4Q.
- This impressive performance was fueled by healthy sales from the super-luxury project 'The Dahlias', launched in 3QFY25, which contributed a total of INR137b in FY25 (~65% of total pre-sales of INR212b in FY25). Thus, FY25 exceeded the full-year pre-sales guidance.
- DLF also witnessed a strong uptick in collections, which increased 51%/7% YoY/QoQ to INR33b. Consequently, OCF jumped 127%/36% YoY/QoQ to INR25b in 4QFY25. The net cash position was INR68b vs. INR45b in 3QFY25.
- The medium-term launch pipeline increased by INR35b and now stands at INR739b. Management guided >INR172b (15% of INR1.15tn) worth of launches in FY26.
- **P&L performance:** In 4QFY25, DLF's revenue came in at INR31.3b, up 47% YoY/2x QoQ (59% above our estimate). EBITDA jumped 30% YoY/2.5x QoQ to INR9.8b (2x above), while its margin stood at 31% (down 4pp YoY and up 5pp QoQ; 6pp above). PAT was INR12.9b, up 41% YoY/down 21% QoQ (5x above, including reversal of deferred tax liabilities (DTL)), while normalized PAT (ex-DTL) was at INR12.8b, up 39%/21% YoY/QoQ (5x above our est.).
- In FY25, revenue came in at INR80b, up 24% YoY. EBITDA was flat YoY at INR21b, striking a lower margin of 26% (7pp below FY24). PAT was INR49.6b, up 82% YoY (including reversal of DTL), while normalized PAT (ex-DTL) was INR43.7b, up 60% YoY.

#### DCCDL: Healthy growth; Debt-to-GAV dips 2% to 21% (down 12% from FY21)

- In FY25, the rental income in DCCDL's commercial portfolio grew 11%/4% YoY for Office/Retail to INR38.7b/INR8.8b. Total revenue was INR63.5b, up 9% YoY. EBITDA stood at INR48.5b, up 10% YoY.
- The overall occupancy in DCCDL's office portfolio was up 1% YoY and stood at 94% (Non-SEZ: 98% /SEZ: 88%).
- Further, 12msf is under construction across its existing assets in Gurugram and Chennai.
- Net debt increased 5% to INR175b from INR167b in 3QFY25, with the net debt-to-GAV ratio at 0.21x. The cost of debt stood at 8.06%.

#### Key management commentary

- DLF is witnessing strong housing demand, especially in Gurgaon, driven by its reputation for quality construction and timely delivery.
- Planned residential project launches worth INR739b include Mumbai and Privana Phase 3 in 1QFY26 and Goa in late FY26.
- FY26 pre-sales are guided at INR200–220b, reflecting confidence in new launches and continued demand.
- The super-luxury project, 'The Dahlias', was a major success, contributing 65% to FY25 pre-sales and helping DLF exceed its annual target.

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

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- The RERA escrow balance of ~INR82b is likely to dip as the high-rise project cycle progresses.
- Business development is focused on NCR, Tri-City, MMR, and Goa, with limited new acquisitions expected in the near term.
- Capex is guided at INR50b annually for both FY26 and FY27, with a stable effective tax rate expected.
- Office/retail vacancies remain low at 6%/2%, indicating strong leasing activity.
- In Downtown Gurugram, Block-4 (2msf) is 97% pre-leased with rent commencing from 1QFY26; construction is ongoing across 7.5msf.
- Downtown Chennai's DT-3 (1.1msf) is 99% leased, with rents starting from May/Jun'25; DT 4&5 (3.6msf) phases are under construction.
- Atrium Place Phase-1 (2.1msf) rentals will begin in Jul'25; Phase 2 (1.1msf) is expected to be ready by 4QFY26.
- DLF's credit rating has been upgraded: Crisil has upgraded its rating to AAA (stable), and ICRA has upgraded to AA (positive).

### Valuation and view: Growth trajectory remains intact

- DLF continues to enhance its growth visibility as it replenishes its launches with its existing vast land reserves. However, our assumption of a 12-13-year monetization timeline for its remaining 160msf of land bank (including TOD potential) adequately incorporates this growth.
- DLF's (Devco/DLF commercial) business is valued at INR1,726b, wherein land contributes INR1,304b. DCCDL is valued at INR708b. Gross NAV is at INR2,434b, which, after taking net debt of INR41b (incl. DCCDL) into consideration, stands at INR2,393b. **We reiterate our BUY rating with a revised TP of INR967 (vs. INR954).**

### Quarterly performance

Y/E March	FY24				FY25				FY24	FY25	FY25E	Variance
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	4Q	4Q	4Q	(%/bp)
<b>Gross Sales</b>	<b>14,232</b>	<b>13,477</b>	<b>15,213</b>	<b>21,348</b>	<b>13,624</b>	<b>19,750</b>	<b>15,287</b>	<b>31,276</b>	<b>64,270</b>	<b>79,937</b>	<b>19,625</b>	<b>59</b>
YoY Change (%)	-1.3	3.5	1.8	46.6	-4.3	46.5	0.5	46.5	12.9	24.4	-8.1	
Total Expenditure	10,271	8,853	10,103	13,807	11,337	14,730	11,287	21,496	43,034	58,850	14,750	
<b>EBITDA</b>	<b>3,962</b>	<b>4,624</b>	<b>5,110</b>	<b>7,541</b>	<b>2,286</b>	<b>5,020</b>	<b>4,000</b>	<b>9,780</b>	<b>21,236</b>	<b>21,086</b>	<b>4,876</b>	<b>101</b>
Margins (%)	27.8	34.3	33.6	35.3	16.8	25.4	26.2	31.3	33.0	26.4	24.8	643bps
Depreciation	364	370	380	367	373	377	387	369	1,480	1,507	556	
Interest	849	902	837	977	1,012	935	939	1,086	3,565	3,972	1,142	
Other Income	985	1,287	1,223	1,819	3,675	2,058	2,088	2,202	5,313	10,022	2,422	
<b>PBT before EO expense</b>	<b>3,734</b>	<b>4,639</b>	<b>5,115</b>	<b>8,016</b>	<b>4,576</b>	<b>5,766</b>	<b>4,761</b>	<b>10,527</b>	<b>21,505</b>	<b>25,630</b>	<b>5,600</b>	<b>88</b>
Extra-Ord expense	0	0	0	0	0	0	3,024	0	0	3,024	5,976	
<b>PBT</b>	<b>3,734</b>	<b>4,639</b>	<b>5,115</b>	<b>8,016</b>	<b>4,576</b>	<b>5,766</b>	<b>1,737</b>	<b>10,527</b>	<b>21,505</b>	<b>22,606</b>	<b>-377</b>	
Tax	1,014	1,122	1,350	1,715	1,183	-4,668	-8,396	1,666	5,201	-10,214	2,279	
Rate (%)	27.2	24.2	26.4	21.4	25.9	-81.0	-483.3	15.8	24.2	-45.2	-605.1	
MI & Profit/Loss of Asso. Cos.	2,541	2,701	2,792	2,897	3,054	3,378	6,183	4,108	10,931	16,723	5,281	
<b>Reported PAT</b>	<b>5,261</b>	<b>6,219</b>	<b>6,557</b>	<b>9,198</b>	<b>6,447</b>	<b>13,812</b>	<b>16,316</b>	<b>12,969</b>	<b>27,235</b>	<b>49,544</b>	<b>2,626</b>	<b>394</b>
<b>Adj PAT</b>	<b>5,261</b>	<b>6,219</b>	<b>6,557</b>	<b>9,198</b>	<b>6,447</b>	<b>13,812</b>	<b>10,587</b>	<b>12,822</b>	<b>27,235</b>	<b>43,668</b>	<b>2,626</b>	<b>388</b>
YoY Change (%)	12.1	30.3	26.4	61.5	22.5	122.1	61.5	39.4	33.9	60.3	-71.5	
Margins (%)	37.0	46.1	43.1	43.1	47.3	69.9	69.3	41.0	42.4	54.6	13.4	2762bps
<b>Operational Metrics</b>												
<b>Residential (INRb)</b>												
Pre-sales	20	22	90	15	64	7	121	20	148	212	27	-25
Collections	16	24	25	22	30	24	31	33	87	118	26	29
Net Debt	1	-1	-12	-15	-29	-28	-45	-68	-15	-68	0	

Source: Company, MOFSL

## Key takeaways from the management commentary

### Residential business

- **Housing demand:** There is strong housing demand for quality products, both for purchase and rental, particularly in Gurgaon. The city has evolved into a robust investment destination, supported by the presence of Cyber City and a large working population. Investors are increasingly drawn to DLF projects due to the brand's proven track record of quality construction, timely delivery, and consistent execution.
- **Launches & Guidance:** Projects worth INR739b are planned in the medium term. DLF is confident of launching its Mumbai project (~0.9msft of area) and Privana phase-3 in 1QFY26. Goa would be launched in the rest of FY26. Pre-sales in FY26 are guided at INR200-220b.
- **Super Luxury - 'The Dahlias':** 'The Dahlias' is a luxury benchmark in the world, with 4mtrs floor-to-ceiling height, 17ft decks, 1,0300sft minimum size of apartment and 0.45msf of club (2.5x of Camellias). In 3QFY25, it was launched with sales of INR118b (98%) of total pre-sales. In 4QFY25, of the INR20b of pre-sales in the quarter, Dahlias' contribution was at 95%. With this, in FY25, the company has surpassed its FY25 total pre-sales guidance, and Dahlias contributed 65% of total pre-sales for the year.
- **RERA cash:** With the virtuous cycle of high-rise coming into play in the future, cash escrowed with the RERA account (at ~INR82b) will reduce.
- **Business development (BD):** Currently, DLF focuses only on NCR, Tri-City, MMR, and Goa (existing landbank). In the coming months, DLF is set to launch Mumbai, Goa, and Privana phase 3. Hence, there is little scope for acquisitions, though DLF will surely evaluate good opportunities in the future.
- **Capex guidance:** Capex is expected to be around INR50b each in FY26 and FY27.
- The **effective tax rate** is expected to remain stable over the next few years, based on current visibility.

### Commercial business:

- **Vacancies** for office and retail stand at 6% and 2%, respectively.
- **Downtown (DT) Gurugram:** The Phase 2 construction has commenced. Block-4 (2msft) is 97% pre-leased and OC received in 4QFY25. Rent will commence in 1QFY26. Cost of construction initially was INR6,200psft of GLA, which, post-inflation and other adjustments, lies at INR8,000psft. Construction has commenced for Block-5/6/7/8 and Mall of India (total ~7.5msft). On Retail, the cost of construction stands at ~INR10,000 psft on GLA.
- **Downtown Chennai:** Downtown-3 (1.1msf) received OC in 1QFY26. Downtown-3 is currently pre-leased at 99%. Rentals will commence by May/Jun'25, while construction for Downtown 4&5 (3.6msf) has already commenced in Jul'24 and should take ~36 months for commissioning.
- **Atrium place:** OC expected in 2QFY26. Pre-leased at 87%. Rentals for 2.1msf Phase-1 will start from Jul'25, which will give rentals for 9-10 months. And the next tower (1.1msf) is slated to be completed in 4QFY26, for which rentals will start from May/Jun'26.
- Crisil upgraded DLF's **credit rating** to AAA (stable), and ICRA upgraded to AA (positive) from AA (stable).

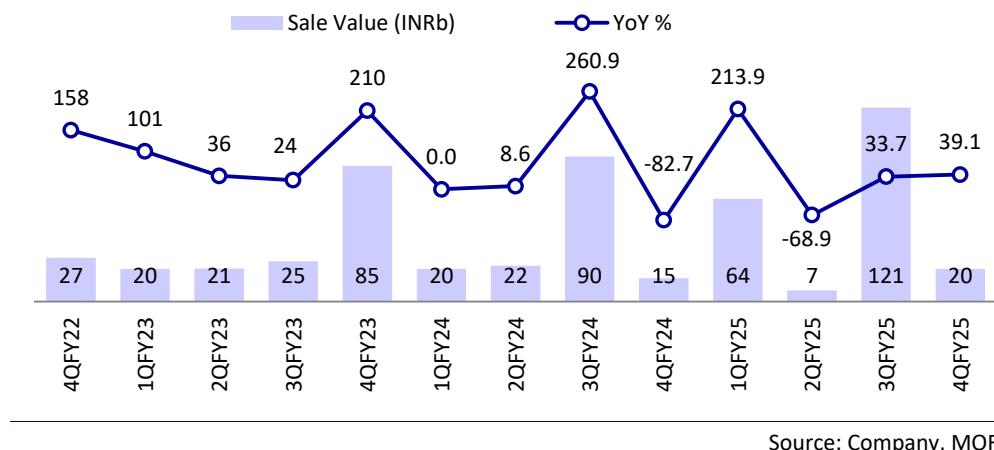
## Key exhibits

**Exhibit 1: DLF launched 7.4msf of projects worth INR406b in FY25**

Projects	Planned Launches		Launched		Sold		To be launched	
	Size (msf)	Value (INRb)	Size (msf)	Value (INRb)	Size (msf)	Value (INRb)	Size (msf)	Value (INRb)
Super Luxury	5.5	375	4.5	350	2.1	137	1	25
Luxury Segment	29	740	2.9	56	2.9	56	26	684
Premium/value homes	2.3	20					2.3	20
Commercial	0.2	10					0.2	10
<b>Total</b>	<b>37</b>	<b>1,145</b>	<b>7.4</b>	<b>406</b>	<b>5.0</b>	<b>193</b>	<b>30</b>	<b>739</b>

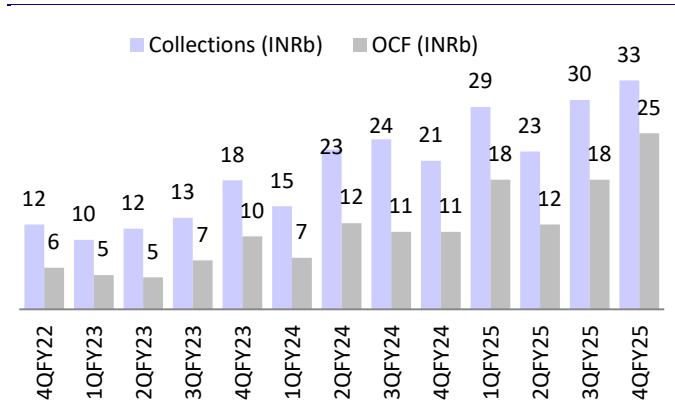
Source: Company, MOFSL

**Exhibit 2: Clocked sales of INR20b, up 39% YoY**



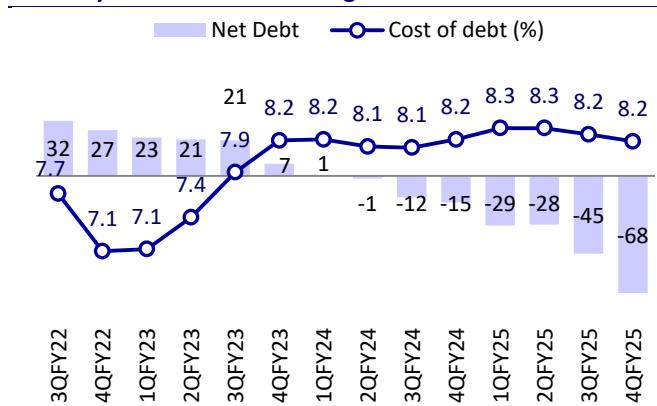
Source: Company, MOFSL

**Exhibit 3: Collections from sales up 54% YoY and 127% QoQ**

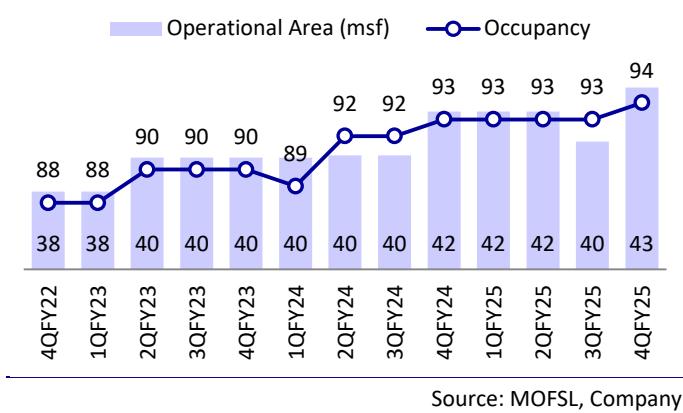


Source: Company, MOFSL

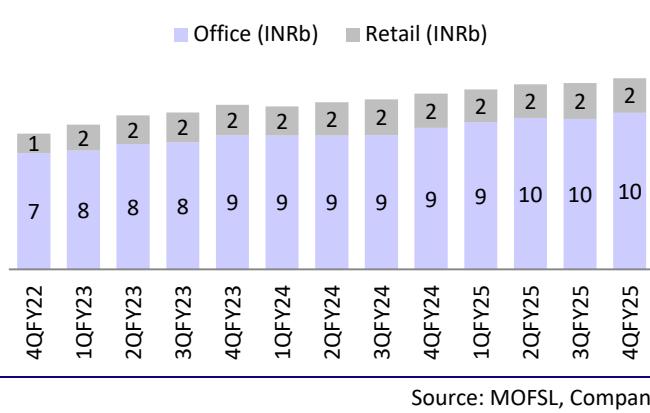
**Exhibit 4: DLF's balance sheet has a net cash of INR68b, aided by consistent cash flow generation**



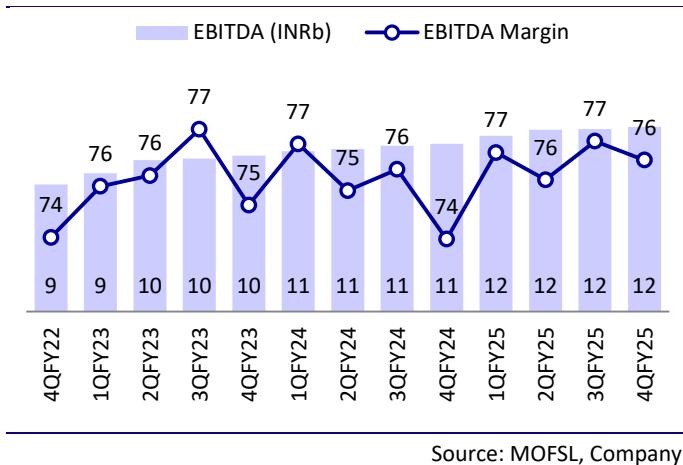
Source: Company, MOFSL

**Exhibit 5: Occupancy steady in the annuity portfolio...**


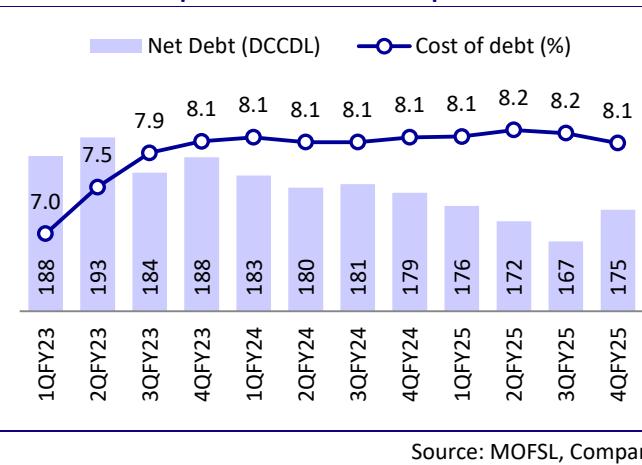
Source: MOFSL, Company

**Exhibit 6: ...and rental income continued to grow gradually**


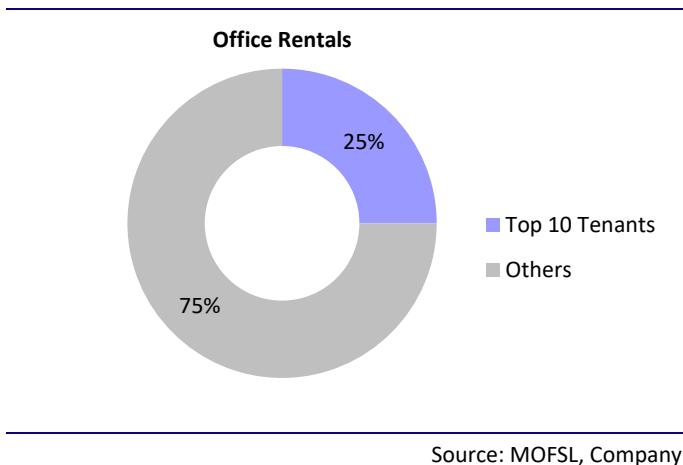
Source: MOFSL, Company

**Exhibit 7: EBITDA (ex-CAM) stood at INR12b with a margin of 76%**


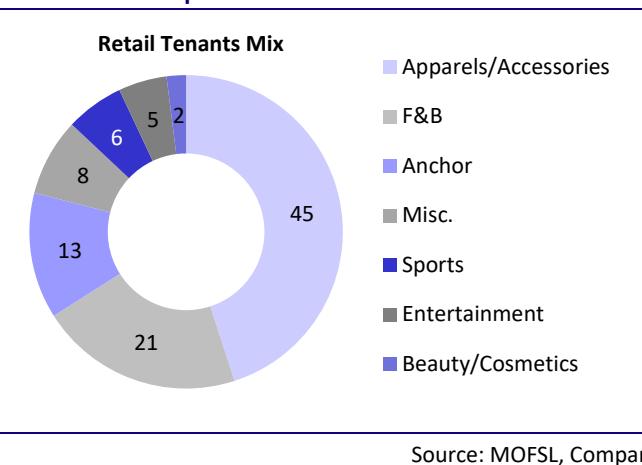
Source: MOFSL, Company

**Exhibit 8: DCCDL portfolio's debt level up at INR175b**


Source: MOFSL, Company

**Exhibit 9: DCCDL generates 25% rentals from the top 10 tenants**


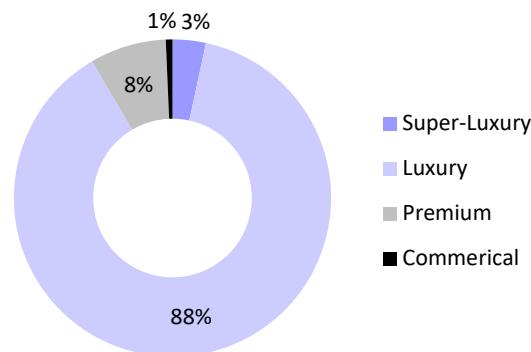
Source: MOFSL, Company

**Exhibit 10: Retail portfolio has a diversified tenant mix**


Source: MOFSL, Company

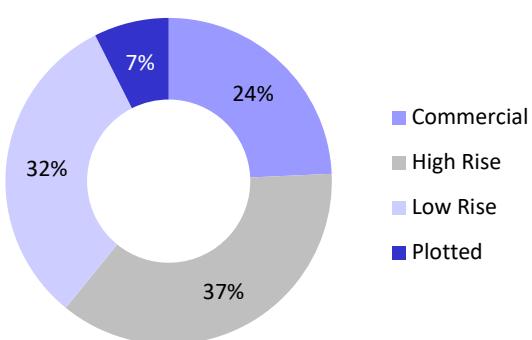
## Story in charts

**Exhibit 11: Around 92% of upcoming launches are in the Luxury / Super-Luxury segments**



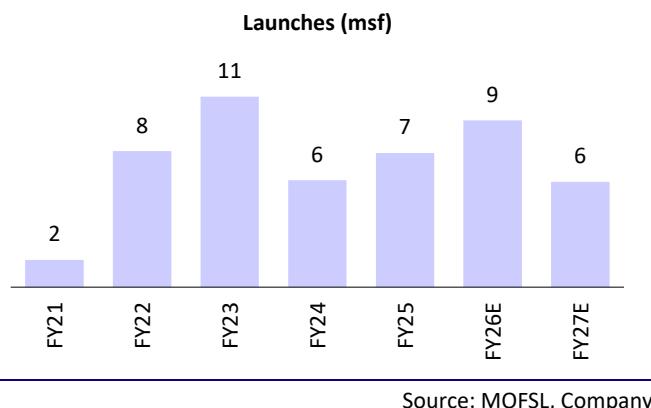
Source: Company, MOFSL

**Exhibit 12: Diverse products across fast-turnaround, low-rise projects, as well as the flagship premium high-rise projects**



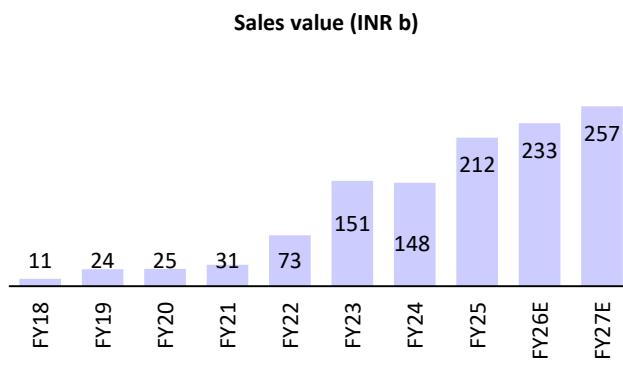
Source: Company, MOFSL

**Exhibit 13: DLF will launch ~9msf of projects in FY26...**



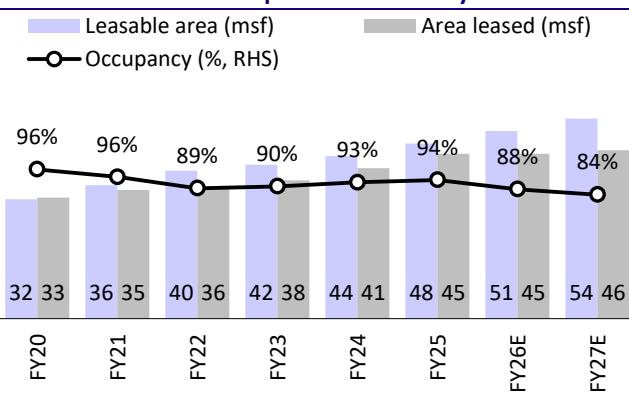
Source: MOFSL, Company

**Exhibit 14: ...and we expect sales momentum to improve**



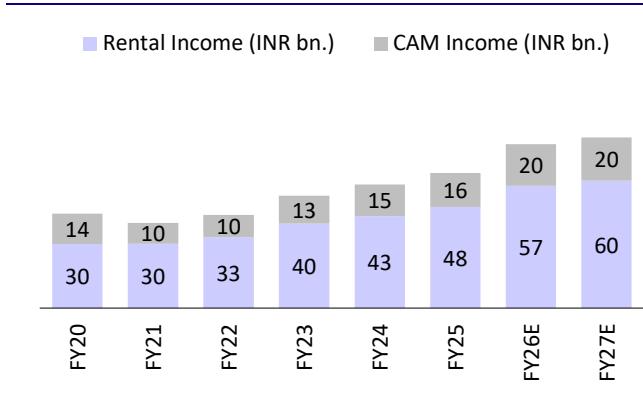
Source: MOFSL, Company

**Exhibit 15: Portfolio to expand to ~54msf by FY26**



Source: Company, MOFSL

**Exhibit 16: Expect rentals to post 12% CAGR to INR60b through FY25-FY27**



Source: Company, MOFSL

**Exhibit 17: Our earnings revision summary**

(INR m)	Old		New		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue	74,791	56,994	74,791	56,994	0%	0%
EBITDA	26,338	12,323	26,338	12,323	0%	0%
Adj. PAT	43,330	32,314	44,065	33,120	2%	2%
Pre-sales	2,32,623	2,56,740	2,32,623	2,56,740	0%	0%
Collections	1,70,136	1,98,768	1,70,136	1,98,768	0%	0%

Source: MOFSL, Company

### Valuation and view:

We value DLF using an SoTP-based approach

- The values of completed, ongoing, and upcoming projects as well as the land bank, are derived through the NAV-based approach discounted at a WACC of 11.6%.
- The value of the operational portfolio is derived by applying an 8% cap rate on Mar'26E EBITDA for office and a 6.5% cap rate for retail on Mar'26E EBITDA.
- Our GAV stands at INR2,434b and, after netting off FY25 debt of INR41b (DLF's share), we arrive at an NAV of INR2,393b or INR967/share (previously INR2,361b or INR954/share), indicating a fair valuation. **Reiterate BUY.**

### Exhibit 18: Our SoTP-based valuation approach for DLF implies a fair valuation

Segment	Rationale	Value (INR b)	Per share	as % of NAV
<b>DLF - Devco</b>		<b>1,726</b>	<b>697</b>	<b>72%</b>
Residential - Completed projects	❖ Inventory of INR253b + Receivables of INR300b - pending construction cost of INR1-2b discounted over two years at a WACC of 11.6%	10	4	0%
Upcoming launches	❖ 37msf of launch pipeline with revenue potential of INR1145b (DLF stake) at 50-55% cash flow margin discounted over 5-6 years at 12.5% WACC	306	124	13%
Commercial - Operational	❖ Mar'26E EBITDA of ~INR3.3b at a cap rate of 8% on Office and 6.5% on Retail	45	18	2%
Commercial - Ongoing/Upcoming	❖ Value of upcoming office and retail assets based on DCF at 12.5% WACC	62	25	3%
Land bank - development	❖ Carries a book value of ~INR150b and is recorded in inventory	1,304	527	55%
<b>DCCDL</b>		<b>708</b>	<b>286</b>	<b>30%</b>
Commercial - Operational	❖ Mar'26E EBITDA of ~INR57b at a cap rate of 8% on Office and 6.5% on Retail	495	200	21%
Commercial - Upcoming	❖ Based on DCF with terminal value calculated using rental at stabilized state, discounted using WACC of 10%	36	14	1%
Land bank - DCCDL	❖ Carries a book value of ~INR77b at DLF stake	177	71	7%
<b>Total GAV</b>		<b>2,434</b>	<b>983</b>	<b>102%</b>
Less: Net debt		(41)	(17)	(2%)
<b>Total NAV</b>		<b>2,393</b>	<b>967</b>	<b>100%</b>
No. of shares (m)		2475		
<b>NAV per share</b>		<b>967</b>		
CMP		754		
<b>Upside potential</b>		<b>28%</b>		

Source: MOFSL, Company

## Financials and valuations

Consolidated - Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Total Income from Operations</b>	<b>54,141</b>	<b>57,174</b>	<b>56,948</b>	<b>64,270</b>	<b>79,937</b>	<b>74,791</b>	<b>56,994</b>
Change (%)	-11.0	5.6	-0.4	12.9	24.4	-6.4	-23.8
<b>Total Expenditure</b>	<b>39,963</b>	<b>39,748</b>	<b>39,690</b>	<b>43,034</b>	<b>58,850</b>	<b>48,453</b>	<b>44,671</b>
% of Sales	73.8	69.5	69.7	67.0	73.6	64.8	78.4
<b>EBITDA</b>	<b>14,178</b>	<b>17,426</b>	<b>17,259</b>	<b>21,236</b>	<b>21,086</b>	<b>26,338</b>	<b>12,323</b>
Margin (%)	26.2	30.5	30.3	33.0	26.4	35.2	21.6
Depreciation	1,595	1,494	1,486	1,480	1,507	1,589	1,626
<b>EBIT</b>	<b>12,583</b>	<b>15,932</b>	<b>15,773</b>	<b>19,757</b>	<b>19,580</b>	<b>24,748</b>	<b>10,697</b>
Int. and Finance Charges	8,534	6,246	3,921	3,565	3,972	3,217	3,487
Other Income	5,308	4,205	3,173	5,313	10,022	4,861	3,705
<b>PBT bef. EO Exp.</b>	<b>9,358</b>	<b>13,891</b>	<b>15,024</b>	<b>21,505</b>	<b>25,630</b>	<b>26,393</b>	<b>10,914</b>
EO Items	-962	-2,244	0	0	-3,024	0	0
<b>PBT after EO Exp.</b>	<b>8,396</b>	<b>11,647</b>	<b>15,024</b>	<b>21,505</b>	<b>22,606</b>	<b>26,393</b>	<b>10,914</b>
Total Tax	3,623	3,210	4,015	5,201	-10,214	6,640	2,746
Tax Rate (%)	43.2	27.6	26.7	24.2	-45.2	25.2	25.2
Minority Interest	-6,163	-6,567	-9,330	-10,931	-16,723	-24,312	-24,952
<b>Reported PAT</b>	<b>10,936</b>	<b>15,004</b>	<b>20,340</b>	<b>27,235</b>	<b>49,544</b>	<b>44,065</b>	<b>33,120</b>
<b>Adjusted PAT</b>	<b>11,483</b>	<b>16,629</b>	<b>20,340</b>	<b>27,235</b>	<b>43,668</b>	<b>44,065</b>	<b>33,120</b>
Change (%)	513.4	44.8	22.3	33.9	60.3	0.9	-24.8
Margin (%)	21.2	29.1	35.7	42.4	54.6	58.9	58.1

Consolidated - Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	4,951	4,951	4,951	4,951	4,951	4,951	4,951
Total Reserves	3,48,489	3,58,672	3,71,925	3,89,358	4,20,552	4,57,191	4,82,885
<b>Net Worth</b>	<b>3,53,439</b>	<b>3,63,623</b>	<b>3,76,875</b>	<b>3,94,308</b>	<b>4,25,502</b>	<b>4,62,141</b>	<b>4,87,836</b>
Minority Interest	203	195	44	8	0	0	0
Total Loans	66,634	41,818	33,340	48,339	41,027	44,754	48,242
Deferred Tax Liabilities	5,408	21,416	25,743	27,902	15,148	15,148	15,148
<b>Capital Employed</b>	<b>4,25,684</b>	<b>4,27,051</b>	<b>4,36,002</b>	<b>4,70,557</b>	<b>4,81,677</b>	<b>5,22,043</b>	<b>5,51,225</b>
Gross Block	21,313	21,780	20,434	21,291	22,212	23,133	24,054
Less: Accum. Deprn.	7,730	9,224	10,710	12,190	13,697	15,286	16,912
<b>Net Fixed Assets</b>	<b>13,582</b>	<b>12,556</b>	<b>9,723</b>	<b>9,101</b>	<b>8,515</b>	<b>7,847</b>	<b>7,142</b>
<b>Investment Property</b>	<b>25,545</b>	<b>26,626</b>	<b>28,688</b>	<b>20,257</b>	<b>17,065</b>	<b>17,065</b>	<b>17,065</b>
Goodwill on Consolidation	9,443	9,443	9,443	9,443	9,443	9,443	9,443
Capital WIP	942	811	611	681	771	3,390	6,009
<b>Total Investments</b>	<b>1,96,455</b>	<b>1,97,795</b>	<b>1,94,811</b>	<b>2,01,377</b>	<b>2,13,356</b>	<b>2,37,668</b>	<b>2,62,621</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>2,86,835</b>	<b>2,77,810</b>	<b>2,96,004</b>	<b>3,61,766</b>	<b>4,45,604</b>	<b>3,92,640</b>	<b>3,64,235</b>
Inventory	2,10,866	2,01,075	1,93,612	2,11,541	2,46,215	1,74,171	1,32,727
Account Receivables	5,813	5,636	5,492	5,381	8,022	7,506	5,720
Cash and Bank Balance	14,069	9,316	22,747	43,843	43,381	1,06,256	1,45,997
Loans and Advances	56,087	61,783	74,152	1,01,000	1,47,986	1,04,707	79,792
<b>Curr. Liability &amp; Prov.</b>	<b>1,07,118</b>	<b>97,988</b>	<b>1,03,278</b>	<b>1,32,067</b>	<b>2,13,076</b>	<b>1,46,010</b>	<b>1,15,288</b>
Account Payables	12,345	23,229	24,379	25,820	30,552	25,155	23,191
Other Current Liabilities	93,727	73,820	78,041	1,04,916	1,81,253	1,19,666	91,191
Provisions	1,046	940	858	1,331	1,271	1,189	906
<b>Net Current Assets</b>	<b>1,79,717</b>	<b>1,79,822</b>	<b>1,92,726</b>	<b>2,29,699</b>	<b>2,32,527</b>	<b>2,46,630</b>	<b>2,48,946</b>
Misc Expenditure	0	0	0	0	0	0	0
<b>Appl. of Funds</b>	<b>4,25,684</b>	<b>4,27,051</b>	<b>4,36,002</b>	<b>4,70,557</b>	<b>4,81,677</b>	<b>5,22,043</b>	<b>5,51,225</b>

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>							
EPS	<b>4.6</b>	<b>6.7</b>	<b>11.4</b>	<b>11.0</b>	<b>17.6</b>	<b>17.8</b>	<b>13.4</b>
Cash EPS	7.3	10.2	12.2	16.1	25.3	25.6	19.5
BV/Share	198.1	203.8	211.3	221.0	238.5	259.0	273.5
DPS	2.0	3.0	4.0	4.0	6.0	3.0	3.0
Payout (%)	45.3	49.5	48.7	36.4	30.0	16.9	22.4
<b>Valuation (x)</b>							
P/E	162.5	112.2	66.1	68.5	42.7	42.4	56.4
Cash P/E	102.9	74.2	61.6	46.8	29.8	29.5	38.7
P/BV	3.8	3.7	3.6	3.4	3.2	2.9	2.8
EV/Sales	35.4	33.2	33.0	29.1	23.3	24.1	31.0
EV/EBITDA	135.3	109.0	108.8	88.1	88.4	68.5	143.5
Dividend Yield (%)	0.3	0.4	0.5	0.5	0.8	0.4	0.4
FCF per share	6.2	10.8	9.3	9.8	20.8	26.2	17.6
<b>Return Ratios (%)</b>							
RoE	3.3	4.6	5.5	7.1	10.7	9.9	7.0
RoCE	2.4	3.5	3.4	4.5	9.5	4.6	2.1
RoIC	3.3	5.3	5.3	6.8	12.7	9.3	5.1
<b>Working Capital Ratios</b>							
Fixed Asset Turnover (x)	2.5	2.6	2.8	3.0	3.6	3.2	2.4
Asset Turnover (x)	0.1	0.1	0.1	0.1	0.2	0.1	0.1
Inventory (Days)	1,422	1,284	1,241	1,201	1,124	850	850
Debtor (Days)	39	36	35	31	37	37	37
Creditor (Days)	83	148	156	147	140	123	149
<b>Leverage Ratio (x)</b>							
Current Ratio	2.7	2.8	2.9	2.7	2.1	2.7	3.2
Interest Cover Ratio	1.5	2.6	4.0	5.5	4.9	7.7	3.1
Net Debt/Equity	0.1	0.1	0.0	0.0	0.0	-0.1	-0.2

### Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	8,396	11,646	15,024	21,505	22,606	26,393	10,914
Depreciation	1,595	1,494	1,486	1,480	1,507	1,589	1,626
Interest & Finance Charges	5,562	6,247	3,921	3,564	3,972	-1,645	-217
Direct Taxes Paid	4,015	2,198	-858	-2,572	-1,219	-6,640	-2,746
(Inc)/Dec in WC	-7,020	7,540	5,628	7,908	32,251	48,772	37,424
<b>CF from Operations</b>	<b>12,547</b>	<b>29,124</b>	<b>25,202</b>	<b>31,885</b>	<b>59,118</b>	<b>68,469</b>	<b>47,002</b>
Others	2,055	-806	-1,450	-6,497	-6,765	0	0
<b>CF from Operating incl EO</b>	<b>14,602</b>	<b>28,318</b>	<b>23,752</b>	<b>25,388</b>	<b>52,352</b>	<b>68,469</b>	<b>47,002</b>
(Inc)/Dec in FA	692	-1,484	-637	-1,155	-960	-3,540	-3,540
<b>Free Cash Flow</b>	<b>15,294</b>	<b>26,833</b>	<b>23,115</b>	<b>24,233</b>	<b>51,392</b>	<b>64,929</b>	<b>43,462</b>
(Pur)/Sale of Investments	-5,318	4,085	-13,014	-27,856	-53,748	0	0
Others	6,131	6,327	9,026	13,725	19,277	4,861	3,705
<b>CF from Investments</b>	<b>1,505</b>	<b>8,928</b>	<b>-4,626</b>	<b>-15,287</b>	<b>-35,431</b>	<b>1,322</b>	<b>165</b>
Issue of Shares	5,087	0	0	0	0	0	0
Inc/(Dec) in Debt	-17,459	-26,785	-8,736	8,876	-6,128	0	0
Interest Paid	-7,202	-6,328	-3,702	-2,914	-3,844	510	0
Dividend Paid	-1,987	-4,969	-7,428	-9,869	-12,336	-7,426	-7,426
Others	-276	-200	-266	5,673	-1,718	0	0
<b>CF from Fin. Activity</b>	<b>-21,838</b>	<b>-38,282</b>	<b>-20,131</b>	<b>1,766</b>	<b>-24,026</b>	<b>-6,916</b>	<b>-7,426</b>
<b>Inc/Dec of Cash</b>	<b>-5,731</b>	<b>-1,037</b>	<b>-1,005</b>	<b>11,867</b>	<b>-7,104</b>	<b>62,875</b>	<b>39,741</b>
Opening Balance	16,084	10,353	3,079	2,071	14,619	7,515	70,390
<b>Closing Balance</b>	<b>10,353</b>	<b>9,316</b>	<b>2,074</b>	<b>13,938</b>	<b>7,515</b>	<b>70,390</b>	<b>1,10,131</b>

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
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Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.