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Q1FY27 - Result Update
5th August 2026

Birlasoft Ltd.

AI-led deal momentum improves, while revenue conversion remains gradual

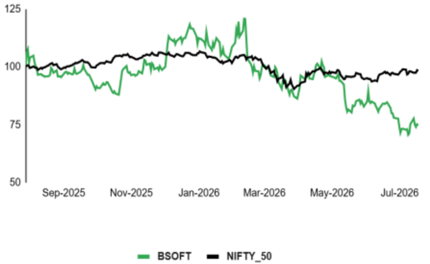
CMP: INR 323	
Rating: Hold	
Target Price: INR 344	
Stock Info	
BSE	532400
NSE	BSOFT
Bloomberg	BSOFT:IN
Reuters	BIRS.NS
Sector	IT Consulting & Software
Face Value (INR)	2
Equity Capital (INR mn)	559
Mkt Cap (INR Bn)	89.91
52w H/L (INR)	322/296
Avg Yearly Vol (in 000')	2,060

Shareholding Pattern %
(As on June, 2026)

Promoters	40.4
FII	12.9
DII	20.9
Public & Others	24.9

Stock Performance (%)	1m	3m	12m
Birlasoft	0.64	-28.08	-21.87
Nifty 50	4.6	-6.3	-1.4

Birlasoft Vs Nifty 50



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Q1FY27 results delivered revenue of INR 13,794 Mn marginally ahead of the INR 13,775 Mn estimate (+2.3% QoQ, +7.4% YoY). USD revenue was broadly flat at USD 145.2 Mn (-0.1% QoQ, -3.6% YoY; +0.3% QoQ CC), as BFSI and LSS growth offset continued weakness in Manufacturing and E&U. EBITDA of INR 2,228 Mn exceeded the adjusted estimate of INR 2,188 Mn, with margin at 16.1% (down 233 bps QoQ due to the absence of Q4FY26's ~170 bps one-off benefit, but up 379 bps YoY), reflecting disciplined execution despite higher sales investments. PAT of INR 1,610 Mn was slightly below the adjusted estimate of INR 1,639 Mn (EPS of INR 5.72 vs. INR 5.96), primarily due to the effective tax rate normalizing to 29.4% from 20.9% in Q4FY26; PAT margin stood at 11.7%. TCV stood at USD 169 Mn (-19% QoQ, +20% YoY), while new TCV improved to USD 57 Mn from USD 41 Mn despite Q1 being seasonally weak for deal signings. Active clients declined to 213 (vs. 221 in Q4FY26) as the client rationalization exercise neared completion, while DSO improved to 55 days (from 62), headcount eased to 11,057, and attrition improved to 11.7% (from 13.0%).

Margin resilience with visible earnings recovery.

Birlasoft delivered a healthy 16.1% EBITDA margin in Q1FY27 (+379 bps YoY) alongside a 51.3% YoY jump in PAT to INR 1,610 Mn, even while absorbing continued investment in sales and demand capability. With effective tax rate normalizing to the 29-30% band and only a modest wage-hike-led dilution expected in Q2 (largely recoverable via productivity gains), the company's 15%+ margin guidance appears well-anchored, supported by a robust balance sheet with cash & equivalents of INR 28,786 Mn (up 26% YoY) and industry-leading DSO of 55 days.

AI-led deal momentum improving revenue quality.

TCV bookings of $169 Mn (+20% YoY) reflect a growing mix of AI-infused, outcome-based engagements, with the company now winning strategic AI-partner mandates across BFSI, Life Sciences and European banking clients. Encouragingly, growth is broad-based ,top 5, top 10, top 20 and the next 16 accounts all grew sequentially ,while revenue attrition is confined to smaller, non-strategic accounts already rationalized, pointing to a structurally improving client mix even as near-term TCV-to-revenue conversion remains pressured by AI-driven pricing concessions.

Building blocks in place for broader growth, capital allocation clarity awaited.

A sharpened sales organization build-out, continued vertical stabilization expected in Manufacturing and E&U over the next few quarters, and sustained strength in BFSI and LSS provide a credible path to consistent sequential growth, even as formal guidance remains withheld given macro uncertainty. The key overhang remains capital allocation ,with ~$300 Mn of surplus cash on the balance sheet, greater clarity on shareholder returns or capability-led M&A could serve as an additional re-rating trigger alongside the ongoing operational recovery.

Outlook & Valuations

We believe the margin recovery is durable, with the balance sheet in robust health, cash and equivalents rose to INR 28,786 Mn (+9% QoQ, +26% YoY), while DSO improved to 55 days on strong collections. The ongoing sales-force build-out, leadership additions, and consistent AI-led deal wins represent the strongest effort yet to restore growth. Management highlighted healthy order bookings for three consecutive quarters (Q3FY26–Q1FY27) and expects H1FY27 signings to improve meaningfully over the weak H1FY26 base, with FY27 TCV also exceeding FY26. However, TCV-to-revenue conversion remains pressured as AI-driven productivity gains are increasingly embedded into both new and renewal deal pricing, a trend management expects to normalize over the next few quarters. Manufacturing and E&U are expected to remain soft for another quarter before recovering from Q3FY27, while BFSI and LSS should continue to anchor growth. With no formal revenue guidance and near-term growth dependent on sales-ramp execution and pipeline conversion, we remain watchful, with sustained order booking momentum and improving TCV-to-revenue conversion as the key signposts over the next two to three quarters. **Our valuation, based on a PE of 11.5x FY29E EPS of ~INR 29.9 yields a target price of INR 344 per share. We maintain our rating of Hold on the stock..**

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Exhibit 2: Q4FY26 - Quarterly Performance (Consolidated)

Particulars (in INR Mn)	Q1FY27	Q4FY26	Q1FY26	Q-o-Q	Y-o-Y
Revenue (Mn USD)	*145.20*	*145.30*	*150.70*	*-0.1%*	*-3.6%*
Net Revenue	13,794	13,486	12,849	*2.3%*	*7.4%*
Employee cost	8,379	7,863	7,787	*6.6%*	*7.6%*
Other Expenses	3,188	3,131	3,474	*1.8%*	*-8.2%*
EBITDA	2,228	2,492	1,588	*-10.6%*	*40.3%*
EBITDA margin %	*16.1%*	*18.5%*	*12.4%*	*-233bps*	*379bps*
Depreciation	193	193	208	*0.1%*	*-7.0%*
EBIT	2,034	2,299	1,380	*-11.5%*	*47.4%*
EBIT margin %	14.7%	17.0%	10.7%	*-230bps*	*401bps*
Adj EBIT	2034	2299	1380	*-11.5%*	*47.4%*
Adj EBIT Margin	14.7%	17.0%	10.7%	*-230bps*	*401bps*
Other Income	290	-37	331	*-876.7%*	*-12.3%*
Finance costs	43	39	50	*11.4%*	*-13.4%*
PBT	2,282	2,223	1,662	*2.6%*	*37.3%*
Exceptional item -Impact of New La bour Codes	-	-			
Adj PBT	2,282	2,223	1,662	*2.6%*	*37.3%*
Tax Expense	672	464	597	*44.9%*	*12.5%*
Effective tax rate %	29.4%	20.9%	35.9%	*41.2%*	*-18.1%*
Reported PAT	1,609.97	1,759.32	1,064.34	*-8.5%*	*51.3%*
Consolidated PAT	1,609.97	1,759.32	1,064.34	*-8.5%*	*51.3%*
Exceptional item			-		
Adj PAT	1,610	1,759	1,064	*-8.5%*	*51.3%*
PAT margin %	*11.7%*	*13.0%*	*8.3%*	*-137bps*	*339bps*
EPS (INR)	5.7	6.3	3.8	*-9.1%*	*49.6%*

Particulars (in INR Mn)	Q1FY27	Q4FY26	Q1FY26	Q-o-Q	Y-o-Y
Banking, Financial Services and Insurance	*3,490*	*3,251*	*3,129*	*7.4%*	*11.5%*
Manufacturing	*5,187*	5,268	4,901	*-1.5%*	*5.8%*
Energy and Utilities	*2,414*	2,384	2,245	*1.3%*	*7.5%*
Life Sciences	*2,704*	2,583	2,573	*4.7%*	*5.1%*

Particulars (in INR Mn)	Q1FY27	Q4FY26	Q1FY26	Q-o-Q	Y-o-Y
TCV	*57*	*41*	*76*	*39.0%*	*-25.0%*

Source: Arihant Research, Company Filings

Birlasoft-Q1FY27 Concall KTAs

Outlook: Management sounded more optimistic than in recent quarters, citing solid fundamentals, consistent AI-led deal wins, a stronger sales organization, and improving order momentum , while still declining to give formal guidance. Discretionary IT spending has not seen a broad-based recovery, though demand is improving in select transformation programs, particularly Financial Services and Life Sciences, while Manufacturing and E&U continue to face delays. Order book momentum has now been healthy for three straight quarters (Q3FY26, Q4FY26, Q1FY27), and management expects this to translate into sequential revenue improvement over coming quarters. EBITDA margin is guided at 15%+ (16.1% delivered in Q1), with a July 1 wage hike expected to dilute Q2 margin by ~170-200 bps gross, roughly half recoverable via productivity gains in-quarter and the rest through the year. FY27 effective tax rate is guided at 29-30%, now that last year's transitionary US federal tax provisioning bump has normalized.

Revenue grew 2.3% QoQ / 7.4% YoY in INR terms to INR 13,794 Mn ($145.2 Mn, -0.1% QoQ, +0.3% QoQ CC), led by BFSI and LSS, offsetting continued softness in Manufacturing and E&U.

EBITDA was INR 2,228 Mn (16.1% margin, +379 bps YoY, -233 bps QoQ, as Q4's one-off ~170 bps tailwind did not repeat).

PAT rose 51.3% YoY to INR 1,610 Mn (EPS INR 5.72, non-annualised). Cash & equivalents rose 9% QoQ / 26% YoY to INR 28,786 Mn ($304.1 Mn), on strong collections ($163.1 Mn) that brought DSO down to 55 days; OCF/EBITDA was a healthy 108%.

TCV bookings were $169 Mn, up 20% YoY (down QoQ from Q4's $208 Mn, but Q1 is seasonally the weakest signing quarter). Deal tenures remain long-term (18-24 months) with no shift to short-duration work, and a growing share carry an AI component; GenAI is now generating meaningful business, with the company winning AI-led deals consistently and seeing stronger client interest in AI-enabled transformation. Competition in these deals is intense, including from larger players now bidding at Birlasoft's deal size, but management says it's winning its fair share. Key Q1 wins: a strategic AI-partner mandate with a US financial services major (plus a renewed/expanded RUM-to-AI-first engagement with the same client), a multi-year AI-led core modernization/cloud deal for a European banking group, and a GenAI pharmacovigilance engagement with a global pharma/medtech major.

On the TCV-revenue conversion gap, management attributed it to pricing pressure , AI-driven productivity gains are increasingly promised (and delivered) upfront on new wins and renewals, compressing revenue realized per TCV dollar. This is an industry-wide dynamic expected to take a few quarters to streamline. Renewals are being protected, not lost.

Vertical-wise, BFSI (+5.1% QoQ) and LSS (+2.3% QoQ) led; Manufacturing and E&U declined sequentially. E&U softness is expected to persist one more quarter before turning around from Q3; Manufacturing is viewed as structurally resilient but cyclical, needing a couple of quarters to stabilise. Financial Services is expected to hold healthy momentum through FY27, Life Sciences is expected to recover, while Manufacturing and E&U should improve gradually as order inflows strengthen. ERP grew 0.7% QoQ, Infra 0.5% QoQ.

Active clients stood at 213 (down from 221), reflecting the tail-end of a now largely complete rationalization of non-strategic, low-margin accounts. Growth was broad-based , top 5, top 10, top 20 and the next 16 accounts all grew sequentially , with revenue decline confined to smaller non-strategic accounts, pointing to improving revenue quality; top-20 clients contribute ~68.6% of LTM revenue. Sales & support headcount mix has shifted toward front-line sales/domain capability and away from support roles, with a more visible sales headcount increase expected over the next couple of quarters to expand the account base.

On capital allocation, management acknowledged the ~$300 Mn cash balance is weighing on return ratios and indicated the feedback on articulating a clearer capital allocation policy would be taken to the Board. Any M&A will remain strictly capability-led, focused on proprietary AI platforms for industry-specific workflows, evaluated only selectively and after sustained organic growth is re-established, rather than for revenue aggregation. A jump in unbilled revenue (as of March 2026) was attributed to delayed billing/documentation on two clients, since regularized, which is reflected in Q1's strong collections and improved DSO.

workforce at 11,057 (June 30, 2026), LTM attrition improved to 11.7% (from 13.0%), utilization at 81.7%, offshore mix up to 60%. Birlasoft was recognized as a 'Leader' in ISG's Digital Engineering Services 2026 study, among other industry accolades.

Fundamentals remain solid, AI-led deal wins are accelerating, sales capacity build-out continues, and management is more confident of sustaining recovery through improved business mix, portfolio optimization and operating discipline , though formal annual guidance remains withheld given macro volatility.

Exhibit 3: Key Operating Metrics

	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
USD Revenues ($ Mn)	159.10	163.30	160.80	152.20	150.70	150.70	150.80	145.30	*145.20*
QoQ growth %	0.0%	2.6%	-1.5%	-5.3%	-1.0%	0.0%	0.1%	-3.6%	-0.1%
USD/INR	**83.41**	**83.78**	**84.73**	**86.54**	**85.29**	**87.7**	**89.35**	**90.2**	**90.9**
Client Geography	**Q1FY25**	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
Americas	133.6	142.6	141.2	132.3	130.1	133.1	127.7	122.1	120.4
% contribution	84.0%	87.3%	87.8%	86.9%	86.3%	88.3%	84.7%	84.0%	82.9%
qoq	-2.9%	6.7%	-1.0%	-6.3%	-1.7%	2.3%	-4.0%	-4.4%	-1.4%
yoy	1.4%	5.0%	2.1%	-3.9%	-2.7%	-6.7%	-9.5%	-7.7%	-7.4%
Rest of the World	25.5	20.7	19.6	19.9	20.6	17.6	23.1	23.2	24.8
% contribution	16.0%	12.7%	12.2%	13.1%	13.7%	11.7%	15.3%	16.0%	17.1%
qoq	18.5%	-18.5%	-5.4%	1.6%	3.5%	-14.6%	30.9%	0.8%	6.8%
yoy	176.2%	-7.7%	-14.9%	-7.2%	-18.9%	-15.0%	17.6%	16.6%	20.3%
Revenue by Industry Verticals	**Q1FY25**	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
BFSI	37.5	38.0	38.8	36.5	36.8	37.4	36.6	35.0	36.7
% contribution	23.6%	23.3%	24.1%	24.0%	24.4%	24.8%	24.3%	24.1%	25.3%
qoq	11.3%	1.3%	1.8%	-5.7%	0.7%	1.6%	-2.0%	-4.4%	4.9%
yoy	18.1%	13.9%	16.6%	8.3%	-2.1%	-1.8%	-5.4%	-4.1%	-0.1%
Energy & Utilities	25.1	26.3	25.2	25.7	26.2	26.1	25.3	25.7	25.4
% contribution	15.8%	16.1%	15.7%	16.9%	17.4%	17.3%	16.8%	17.7%	17.5%
qoq	6.8%	4.6%	-4.0%	1.9%	1.9%	-0.6%	-2.8%	1.5%	-1.2%
yoy	14.4%	21.2%	7.9%	9.2%	4.3%	-0.8%	0.4%	0.0%	-3.1%
Lifesciences	34.0	33.6	32.2	29.8	30.1	32.1	32.0	27.9	28.5
% contribution	21.4%	20.6%	20.0%	19.6%	20.0%	21.3%	21.2%	19.2%	19.6%
qoq	-3.2%	-1.2%	-4.4%	-7.2%	1.0%	6.5%	-0.4%	-12.7%	2.0%
yoy	-9.2%	-11.5%	-16.6%	-15.2%	-11.5%	-4.6%	-0.6%	-6.5%	-5.6%
Manufacturing	62.4	65.3	64.5	60.1	57.6	55.2	56.9	56.7	54.6
% contribution	39.20%	40.00%	40.10%	39.50%	38.20%	36.60%	37.70%	39.00%	37.60%
qoq	-6.4%	4.7%	-1.3%	-6.8%	-4.2%	-4.2%	3.1%	-0.3%	-3.7%
yoy	-0.2%	0.4%	-2.7%	-9.8%	-7.7%	-15.6%	-11.8%	-5.7%	-5.2%
Revenue by Service Offerings	**Q1FY25**	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
Digital & Cloud	83.8	89.3	91.5	86.1	88.5	87.9	85.5	83.0	82.3
% contribution	52.70%	54.70%	56.90%	56.60%	58.70%	58.30%	56.70%	57.10%	56.70%
ERP	46.6	50.6	47.9	44.0	41.4	41.4	40.5	38.3	38.2
% contribution	34.90%	35.50%	33.90%	33.30%	31.80%	31.10%	31.70%	31.40%	31.70%
Infrastructure	19.7	16.0	14.6	15.4	14.3	16.0	17.5	16.7	16.8
% contribution	12.40%	9.80%	9.10%	10.10%	9.50%	10.60%	11.60%	11.50%	11.60%
Revenue by Service Offerings									
Revenues by Contract Type	**Q1FY25**	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
Time & Material	37.30%	36.00%	35.20%	38.10%	38.90%	50.90%	47.70%	49.20%	49.50%
Fixed Price, Fixed Monthly	62.7%	64.0%	64.8%	61.9%	61.1%	49.1%	52.3%	50.8%	50.5%
Revenues Mix									
Onsite	43.5%	50.5%	49.0%	49.7%	48.8%	46.1%	43.0%	42.5%	40.0%
qoq	-9.0%	19.2%	-4.5%	-4.0%	-2.8%	-5.5%	-6.7%	-4.8%	-5.9%
yoy									
Offshore	56.5%	49.5%	51.0%	50.3%	51.2%	53.9%	57.0%	57.5%	60.0%
qoq	8.2%	-10.1%	1.5%	-6.6%	0.8%	5.3%	5.8%	-2.8%	4.3%
yoy									
Deal Wins - New	**Q1FY25**	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
New Total Contract Value (TCV) - in $ Mn	94	89	64	112	76	40	94	41	57
	Q1FY25	**Q2FY25**	**Q3FY25**	**Q4FY25**	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**Q1FY27**
Total Headcount	12,865	12,578	12,125	11,930	11,834	11,892	11,645	11,363	11,057
Addition/Deletion	270	-287	-453	-195	-96	58	-247	-282	-306
Technical	11,597	11,417	11,000	10,842	10,781	10,861	10,588	10,338	10,043
Addition/Deletion	164	-180	-417	-158	-61	80	-273	-250	-295
Sales & Support	1268	1161	1125	1088	1053	1031	1057	1025	1,014
Addition/Deletion	106	-107	-36	-37	-35	-22	26	-32	-11
Women Employees	3048	2972	2891	2846	2936	2985	3005	2883	2,863
Attrition (LTM)	11.60%	11.80%	12.70%	12.80%	13.30%	13.30%	13.10%	13.10%	11.70%
Utilization	81.70%	82.00%	81.80%	81.00%	81.20%	80.60%	82.20%	81.50%	81.70%

Source: Arihant Research, Company Filings

Profit & Loss Account				
Y/E Mar	**FY26**	**FY27E**	**FY28E**	**FY29E**
Revenue in USD mn	**598**	**599**	**642**	**708**
Growth (%)	-6.0%	0.3%	7.1%	10.2%
Net sales	53,100	56,470	60,990	67,231
Growth (%)	0.2%	6.3%	8.0%	10.2%
Consumption of materials	-	-	-	-
Staff Expenses	31,708	34,249	36,927	40,643
Other operating expenses	12,731	13,266	14,268	15,660
Total Expenditure	44,439	47,515	51,195	56,304
EBITDA	**8,661**	**8,955**	**9,795**	**10,927**
EBITDA Margin	**16.31%**	**15.86%**	**16.06%**	**16.25%**
Depreciation	803	833	915	1,008
Operating profit	**7,858**	**8,122**	**8,880**	**9,919**
Other income	648	1,220	1,500	1,500
EBIT	**8,506**	**9,342**	**10,380**	**11,419**
EBIT Margin	**16.02%**	**16.54%**	**17.02%**	**16.98%**
Interest	196	238	260	260
Exceptional items	407	-	-	-
Profit before tax	**8,717**	**9,104**	**10,120**	**11,159**
Tax	2,719	2,582	2,530	2,790
Share in profit of associate cos	31.2%	28.4%	25.0%	25.0%
Minority interest	-	-	-	-
Reported net profit	**5,998**	**6,522**	**7,591**	**8,369**
EO Items	(407)	-	-	-
Adjusted net profit	**6,595**	**6,522**	**7,590**	**8,369**
Share O/s mn	230	230	230	280
Adj. EPS INR	**18.5**	**23.3**	**27.1**	**29.9**

Balance Sheet				
Y/E Mar	**FY26**	**FY27E**	**FY28E**	**FY29E**
APPLICATION OF FUNDS :				
Non Current Assets	**13,492**	**15,555**	**17,319**	**19,287**
Fixed Assets	1,452	3,030	4,240	5,595
Capital work in progress	18	-	-	-
Goodwill & other Intangibles	5,648	5,648	5,648	5,649
Noncurrent investment	2,242	2,466	2,713	2,984
Deferred tax assets	1,774	1,928	2,096	2,280
Long term loans and advances	-	-	-	-
Other non-current assets	2,357	2,482	2,622	2,778
Current Assets	**39,171**	**45,332**	**52,418**	**60,303**
Current investment	19,905	19,905	19,905	19,905
Inventories	-	-	-	1
Sundry debtors	12,125	12,841	13,869	15,289
Cash and bank	4,659	10,261	16,202	22,540
Short loans and advances	-	-	-	-
Others current assets	2,482	2,325	2,443	2,569
Total Assets	**52,663**	**60,887**	**69,737**	**79,590**
SOURCES OF FUNDS :				
Share Capital	559.0	559.0	559.0	559.0
Reserves	40,572	47,094	54,684	63,053
Total Shareholders Funds	**41,131**	**47,653**	**55,243**	**63,612**
Minority interest	-	-	-	-
Non-Current Liabilities	**2,410**	**2,547**	**2,709**	**2,887**
Long term borrowings	51	51	51	51
Deferred tax liability	-	-	-	1
Other long term liabilities	1,079	1,089	1,110	1,132
Long-term provisions	1,279	1,407	1,548	1,703
Current Liabilities	**9,122**	**10,687**	**11,785**	**13,090**
Short term borrowings	32	-	-	2
Trade payables	2,551	3,558	4,010	4,605
Other current liabilities	5,786	6,337	6,944	7,611
Short term provisions	754	791	831	872
Total Equity & Liabilities	**52,663**	**60,887**	**69,737**	**79,590**

Source: Arihant Research, Company Filings

Cash Flow Statement				
Y/E Mar	**FY26**	**FY27E**	**FY28E**	**FY29E**
PBT	7,903	9,104	10,120	11,159
Non-cash adjustments	66	(149)	(325)	(232)
Changes in working capital	(955)	1,129	53	(132)
Tax Paid	(2,927)	(2,700)	(2,658)	(2,928)
Cashflow from operations	**4,086**	**7,384**	**7,190**	**7,867**
Capital expenditure	(400)	(2,393)	(2,125)	(2,365)
Change in investments	(5,194)	(224)	(247)	(271)
Other investing cashflow	1,543	1,096	1,360	1,344
Cashflow from investing	**(4,051)**	**(1,522)**	**(1,011)**	**(1,292)**
Issue of equity	59	-	-	-
Issue/repay debt	(30)	(32)	-	2
Interest Paid	(89)	(238)	(260)	(260)
Increase / (Decrease) in Loan Funds				
Dividends paid	(1,808)	(1,495)	(1,725)	(1,725)
Other financing cashflow	(461)	9	21	23
Cashflow from financing	**(2,330)**	**(1,756)**	**(1,964)**	**(1,960)**
Change in cash & cash eq	**(2,295)**	**4,107**	**4,216**	**4,615**
Opening cash & cash eq	**4,659**	**10,261**	**16,202**	**22,540**
Closing cash & cash eq	2,365	14,368	20,417	27,155
Closing cash & Bank Bal.	2,763	14,767	20,816	27,554
Free cash flow to firm	**3,687**	**4,991**	**5,065**	**5,502**

Ratios				
Y/E Mar	**FY26**	**FY27E**	**FY28E**	**FY29E**
PER SHARE				
EPS INR	18.5	23.3	27.1	29.9
CEPS INR	27.6	25.6	27.7	33.5
Book Value INR	178.8	207.2	240.2	227.5
VALUATION				
EV / Net Sales	0.9	0.7	0.6	0.7
EV / EBITDA	5.4	4.6	3.6	4.1
P / E Ratio	16.8	13.3	11.5	10.4
P / BV Ratio	1.7	1.5	1.3	1.4
GROWTH YOY%				
Sales Growth	(6.9)	(0.7)	1.3	47.0
EBITDA Growth	16.1	(3.5)	2.5	48.7
Net Profit Growth	21.0	(7.7)	9.1	47.0
Gross Fixed Asset Growth	20.6	18.2	16.6	15.7
PROFITABILITY				
Gross Profit/ Net sales ((%)	40.3	39.4	39.5	39.5
EBITDA / Net Sales (%)	16.3	15.9	16.1	16.3
EBIT / Net sales(%)	14.8	14.4	14.6	14.8
NPM / Total income (%)	12.4	11.5	12.4	12.4
ROE (%)	16.0	13.7	13.7	13.2
ROCE (%)	18.0	18.6	17.9	17.2
Tax / PBT %	36.3	28.4	25.0	25.0
TURNOVER				
Net Woking Cycle	74	81	87	58
Debtors Velocity (Days)	97	104	111	83
Inventory (Days)	-	-	-	0
Creditors Velocity (Days)	23	23	24	25
Current Ratio	4.3	4.2	4.4	4.6
Quick Ratio	4.3	4.2	4.4	4.6
LIQUIDITY				
Gross Asset Ratio	7.4	6.3	5.7	5.4
Total Asset Ratio	1.0	0.9	0.9	0.8
Net Debt-Equity Ratio	(0.6)	(0.6)	(0.7)	(0.7)
Interest Coverage	40.1	39.3	39.9	43.9
PAYOUT				
Payout %	28.8	22.9	19.7	17.9
Per share	6.5	6.5	6.5	6.5
Yield %	2.1	2.1	2.1	2.1

Source: Arihant Research, Company Filings

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Stock Rating Scale	Absolute Return
BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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