

**CMP: INR 303**

**Rating: Buy**

**Target: INR 488**

|                             |           |
|-----------------------------|-----------|
| BSE                         | 543334    |
| NSE                         | NUVOCO    |
| Bloomberg                   | NUVOCO:IN |
| Sector                      | Cement    |
| Face Value (INR)            | 10        |
| Equity Capital (INR mn)     | 3,570     |
| Mkt Cap (INR mn)            | 108,170   |
| 52w H/L (INR)               | 478/276   |
| Avg Yearly Volume (in 000') | 399       |

**Shareholding Pattern %**

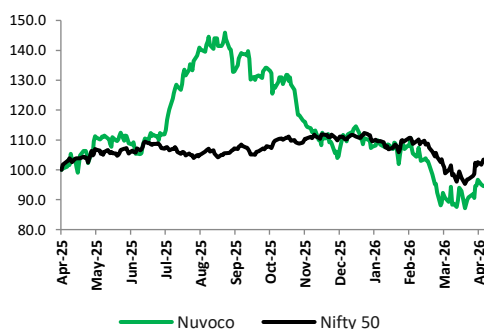
(As on September, 2024)

|                 |      |
|-----------------|------|
| Promoters       | 72   |
| FII             | 5    |
| DII             | 18.1 |
| Public & Others | 4.9  |

**Stock Performance (%) 1m 6m 12m**

|        |      |        |      |
|--------|------|--------|------|
| NUVOCO | 6.2% | -24.5% | -5%  |
| NIFTY  | 3.5% | -4.3%  | 3.9% |

**NUVOCO vs Nifty**



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Nuvoco Vistas Corporation Limited delivered a strong Q4 FY26 & FY26 performance, aided by a record 20.4 MnT Yearly dispatch and improving demand across key markets. Revenue stood at INR 33,067 Mn, up 8.7% YoY and 22.4% QoQ, marginally ahead of our estimate of INR 32,900 Mn, supported by higher volumes and a better pricing environment. Sales volumes increased to 6.0 MnT, in line with estimates, marking a 5.3% YoY growth and a sharp 20.0% QoQ rebound, driven by strong year-end demand and superior capacity utilization. Realisations came in at INR 5,511/ton, up 3.3% YoY and 2.0% QoQ, indicating a reversal of the sequential pricing weakness seen in Q3FY26.

**Update on West Expansion-** The refurbishment and integration of the Vadraj cement plant provides a phased roadmap to scale Nuvoco's total capacity to 35 MTPA over the next few years. The project is progressing on schedule, with clinker and grinding units planned for commissioning between Q3 FY27 and Q1 FY28, while the bulk terminal at Sachana, Gujarat will further strengthen distribution and improve market access in the West. Importantly, this expansion should also release capacity in the North, where utilization remains near 95%, allowing the company to optimize asset deployment across markets and improve regional balance.

**Premiumization and Mix Improvement to Support Realizations-** Nuvoco continued to strengthen its product mix, with premium products contributing 43% of FY26 trade volumes, up 300 bps YoY, and management highlighted this as a new base for the business. The company is also focused on increasing blended cement penetration in the East and improving the trade mix in the North, which should help drive better pricing and lower fuel intensity over time.

**Cost Discipline and Margin Resilience-** The company is managing inflation across fuel, packaging, and gypsum through lower petcoke dependence, higher AFR usage, and better procurement. Q4 blended fuel cost stayed at INR 1.44/Mcal, but management expects it to rise to INR 1.51-1.55/Mcal in Q1 FY27, with near-term total cost pressure of around INR 200/tonne. Bag shortages and freight issues weighed on Q4 throughput, but the company's mix optimisation and cost controls should help protect margins and partially offset commodity-driven pressure.

**Outlook & Valuation:** Nuvoco ended FY26 on a strong note with record annual volumes of 20.4 MnT and highest-ever quarterly EBITDA of INR 5,800 Mn in Q4, supported by improving demand, premiumization, and execution discipline. Expects industry demand growth of 7-9% in FY27 and remains constructive on the medium-term outlook, backed by government capex, housing demand, and capacity additions. However, near-term earnings could remain volatile due to higher fuel, packing, and gypsum costs, along with ongoing logistics constraints. The key monitorable are price hike sustainability, cost pass-through, and commissioning progress at Vadraj and the East debottlenecking projects. We forecast revenue/EBITDA growth of 13%/16% over FY26-29E, driven by volume expansion, premiumization, and cost discipline. We reiterate a Buy rating, with our target price is INR 488.

**Key Financials:**

| Particulars (INR Mn) | FY24     | FY25     | FY26E    | FY27E    | FY28E    | FY29E    |
|----------------------|----------|----------|----------|----------|----------|----------|
| Net revenue          | 1,07,329 | 1,03,567 | 1,13,383 | 1,29,986 | 1,43,408 | 1,63,027 |
| EBITDA               | 16,237   | 13,720   | 18,569   | 22,794   | 25,148   | 28,588   |
| EBITDAM (%)          | 15       | 13       | 16       | 18       | 18       | 18       |
| APAT                 | 1,474    | 218      | 4,560    | 6,347    | 6,953    | 7,838    |
| APATM (%)            | 1.4      | 0.2      | 4.0      | 4.9      | 4.8      | 4.8      |
| EPS (Rs)             | 4.1      | 0.7      | 12.8     | 17.8     | 19.5     | 21.9     |
| EV/EBITDA            | 9.2      | 9.9      | 8.5      | 7.0      | 6.4      | 5.3      |
| RoE (%)              | 1.6      | 0.2      | 4.5      | 5.8      | 6.0      | 6.4      |

Source: Arihant Research, Company Filings

**Nuvoco Vistas Corporation Ltd – Q4FY26- Key take aways****Pricing**

- From Mar'26 exit, prices hiked across trade/non-trade: East trade +INR 10/bag, non-trade +INR 20/bag; North trade +INR 8-10/bag (Gujarat INR 15, Rajasthan/Haryana/West UP INR 10), non-trade +INR 10-15/bag. Blended: INR 10-12/bag increase.
- Current hikes expected to hold; further increases likely if costs escalate amid crude volatility.

**Costs**

- Q4 blended fuel cost stable at INR 1.44/Mcal (flat QoQ; coal INR 1.27, petcoke INR 1.84, AFR INR 0.9); Q1 FY27 seen at INR 1.51-1.55/Mcal with mix tweaks (6-8 week petcoke inventory).
- Petcoke up from INR 1.84 to INR 2.01/Mcal; new shipments impact Q2 FY27. Mitigating via petcoke cuts: East -300-500bps (23-35% to <20-30%), North 50-60% to ~45%; AFR target 12-13% FY27 (Q4: 10%). Fuel mix Q4: coal 53% (linkage 31%, e-auction 21%), petcoke 37%, AFR 10%.
- Packing bags: granules INR 99/kg to INR 155/kg drove Mar'26 +INR 20/t impact (consolidated); Apr'26 +INR 100/t (15-20 day inventory); gypsum +INR 20/t from Oman disruptions. Total near-term inflation ~INR 200/t; offsets via FGD gypsum, geo/premium mix.

**Demand**

- Q4 demand improved on central/state capex +12% YoY (to Feb), housing push; record 6 MnT volumes despite rake/bag shortages (rakes cut to 4/day vs. 4.5; could have done more).
- FY27 industry growth 7-9% (company in-line); Apr'26 strong in core east markets (Bihar/Jharkhand etc.), pockets weak; North utilisation ~95%; post-election/summer pickup seen.

**Volumes & Financials**

- Record Q4 6 MnT, FY26 20.4 MnT; EBITDA Q4 INR 5,800 Mn (historic high), FY26 INR 18,810 Mn . Premium share +300bps YoY to 43% FY26.

**Expansions**

- East 4 MTPA debottlenecking near-complete: Jojobera/Panagarh hardware done (CTO soon, online next 2-3 months); Jajpur Q1 FY27; Arasmeta FY26-end. Full by FY27 end.
- Vadraj on track: clinker/grinding phased Q3 FY27-Q1 FY28; Surat grinding trials started, Kutch civil/equipment advancing; railway siding approvals advanced.
- Sachana (Gujarat) bulk terminal 1.5 MTPA, FY28 commissioning for market reach.

**Capex & Balance Sheet**

- FY26 capex INR 7,120 Mn (~INR 700 Cr guide); FY27 INR 9,000 Mn, FY28 INR 9,600 Mn (Vadraj focus).
- Net debt FY26-end INR 44.4 Bn (vs. FY25 INR 36.4 Bn; +INR 9 Bn YoY on Vadraj ~INR 20 Bn total incl. INR 18 Bn acquisition); like-to-like -INR 3 Bn. Targets INR 35-40 Bn range, Net D/EBITDA 2-2.5x.

**Others**

- CK ratio: East 2.1x, consolidated 1.72x (high vs. peers); focus OPC-to-blended shift in north/east for capacity unlock, cost savings (no major trade/non-trade pivot).
- Lead distance Q4 - 325 km; Q4 rake disruptions persist into Apr'26 (road shifts to grinding units).

## Q4FY26 - Quarterly Performance (Consolidated)

| Particulars (INR Mn)            | Q4FY26          | Q4FY25          | Y-o-Y         | Q3FY26          | Q-o-Q          |
|---------------------------------|-----------------|-----------------|---------------|-----------------|----------------|
| <b>Net Sales</b>                | <b>33,067.5</b> | <b>30,422.5</b> | <b>8.7</b>    | <b>27,012.7</b> | <b>22.4</b>    |
| Cost of Raw Materials           | 5,003.4         | 4,407.9         | 13.5          | 4,099.2         | 22.1           |
| Purchase of Finished Goods      | 840.1           | 672.4           | 24.9          | 728.6           | 15.3           |
| (Increase) / Decrease In Stocks | 1,130.3         | 1,376.8         | (17.9)        | 250.1           | 351.9          |
| <b>Total Raw material cost</b>  | <b>6,973.8</b>  | <b>6,457.1</b>  | <b>8.0</b>    | <b>5,077.9</b>  | <b>37.3</b>    |
| <b>Gross Profit</b>             | <b>26,094</b>   | <b>23,965</b>   | <b>8.9</b>    | <b>21,935</b>   | <b>19.0</b>    |
| Gross Margins %                 | 78.9            | 78.8            | 14bps         | 81.2            | -229bps        |
| Employee Cost                   | 1,830.0         | 1,616.9         | 13.2          | 1,825.3         | 0.3            |
| Fuel Cost                       | 5,421.3         | 4,922.0         | 10.1          | 4,986.8         | 8.7            |
| Frieght & Forwarding            | 8,714.4         | 8,029.8         | 8.5           | 7,185.9         | 21.3           |
| Other Expenses                  | 4,252.3         | 3,880.5         | 9.6           | 4,099.7         | 3.7            |
| <b>Total Expenditure</b>        | <b>27,192</b>   | <b>24,906</b>   | <b>9.2</b>    | <b>23,176</b>   | <b>17.3</b>    |
| <b>EBITDA</b>                   | <b>5,876</b>    | <b>5,516</b>    | <b>6.5</b>    | <b>3,837</b>    | <b>53.1</b>    |
| <b>EBITDA Margins (%)</b>       | <b>17.8</b>     | <b>18.1</b>     | <b>-36bps</b> | <b>14.2</b>     | <b>356bps</b>  |
| Depreciation                    | 2,279.1         | 2,196.4         | 3.8           | 2,232.8         | 2.1            |
| <b>EBIT</b>                     | <b>3,596.6</b>  | <b>3,319.8</b>  | <b>8.3</b>    | <b>1,604.3</b>  | <b>124.2</b>   |
| Other Income                    | 26.2            | 43.2            | (39.4)        | 27.6            | (5.1)          |
| Interest                        | 809.5           | 1,125.3         | (28.1)        | 986.5           | (17.9)         |
| <b>PBT</b>                      | <b>2,813.3</b>  | <b>2,237.7</b>  | <b>25.7</b>   | <b>645.4</b>    | <b>335.9</b>   |
| Exceptional items               | -               | -               | -             | -               | -              |
| <b>PBT</b>                      | <b>2,813.3</b>  | <b>2,237.7</b>  | <b>25.7</b>   | <b>645.4</b>    | <b>335.9</b>   |
| Tax                             | 923.9           | 582.3           | 58.7          | 151.7           | 509.0          |
| <b>Reported PAT</b>             | <b>1,889.4</b>  | <b>1,655.4</b>  | <b>14.1</b>   | <b>493.7</b>    | <b>(282.7)</b> |
| <b>PAT Margin (%)</b>           | <b>5.7</b>      | <b>5.4</b>      | <b>27bps</b>  | <b>1.8</b>      | <b>389bps</b>  |
| EPS                             | 5.3             | 4.6             | 14.1          | 1.4             | 282.7          |

| Particulars (INR Mn)          | Q4FY26 | Q4FY25 | Y-o-Y | Q3FY26 | Q-o-Q |
|-------------------------------|--------|--------|-------|--------|-------|
| Sales Volume (MT)             | 6.0    | 5.7    | 5.3   | 5.0    | 20.0  |
| Realization/Ton (Rs)          | 5,511  | 5,337  | 3.3   | 5,403  | 2.0   |
| EBITDA/Ton (Rs)               | 979    | 968    | 1.2   | 767    | 27.6  |
| Total Cost/Ton (Rs)           | 4,532  | 4,370  | 3.7   | 4,635  | (2.2) |
| Fuel Cost/Ton (Rs)            | 904    | 864    | 4.6   | 997    | (9.4) |
| Frieght & Forwarding/Ton (Rs) | 1,452  | 1,409  | 3.1   | 1,437  | 1.1   |

Source: Aриhant Research, Company Filings

## Profit &amp; Loss A/C

| Particulars (INR Mn)           | FY24            | FY25            | FY26E           | FY27E           | FY28E           | FY29E           |
|--------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Net sales</b>               | <b>1,07,329</b> | <b>1,03,567</b> | <b>1,13,383</b> | <b>1,29,986</b> | <b>1,43,408</b> | <b>1,63,027</b> |
| <b>Expenditure</b>             |                 |                 |                 |                 |                 |                 |
| Cost of materials              | 17,414          | 17,483          | 17,570          | 20,538          | 22,659          | 25,758          |
| Purchase of stock in trade     | 1,456           | 2,606           | 2,915           | 3,342           | 3,687           | 4,191           |
| (Inc)/Dec In Stocks            | 667             | 529             | 792             | 650             | 717             | 815             |
| Total raw materials            | 19,537          | 20,618          | 21,276          | 24,529          | 27,062          | 30,764          |
| <b>Gross Profit</b>            | <b>87,792</b>   | <b>82,949</b>   | <b>92,107</b>   | <b>1,05,457</b> | <b>1,16,346</b> | <b>1,32,263</b> |
| <b>Gross Profit M (%)</b>      | <b>82</b>       | <b>80</b>       | <b>81</b>       | <b>81</b>       | <b>81</b>       | <b>81</b>       |
| Employee cost                  | 6,818           | 6,758           | 7,233           | 8,292           | 9,149           | 10,400          |
| Fuel cost                      | 21,402          | 19,700          | 20,085          | 23,026          | 25,403          | 28,878          |
| Frieght & Forwarding           | 29,285          | 27,937          | 30,227          | 34,446          | 38,003          | 43,202          |
| Other expenses                 | 14,050          | 14,834          | 15,993          | 16,898          | 18,643          | 21,193          |
| Total expenditure              | 91,092          | 89,847          | 94,814          | 1,07,192        | 1,18,260        | 1,34,438        |
| <b>EBITDA</b>                  | <b>16,237</b>   | <b>13,720</b>   | <b>18,569</b>   | <b>22,794</b>   | <b>25,148</b>   | <b>28,588</b>   |
| <b>EBITDAM (%)</b>             | <b>15</b>       | <b>13</b>       | <b>16</b>       | <b>18</b>       | <b>18</b>       | <b>18</b>       |
| Depreciation                   | 9,186           | 8,685           | 8,840           | 9,099           | 10,039          | 11,412          |
| PBIT                           | 7,051           | 5,035           | 9,729           | 13,695          | 15,110          | 17,177          |
| Other income                   | 335             | 194             | 241             | 276             | 304             | 346             |
| Interest expenses              | 5,326           | 4,964           | 3,983           | 5,362           | 5,916           | 6,725           |
| <b>PBT</b>                     | <b>2,060</b>    | <b>265</b>      | <b>5,987</b>    | <b>8,609</b>    | <b>9,498</b>    | <b>10,798</b>   |
| Tax                            | 586             | 47              | 1,908           | 2,743           | 3,026           | 3,440           |
| <b>Reported PAT</b>            | <b>1,474</b>    | <b>218</b>      | <b>4,079</b>    | <b>5,866</b>    | <b>6,472</b>    | <b>7,357</b>    |
| Except. Inc/Exp                | -               | -               | 481             | 481             | 481             | 481             |
| <b>PAT (after Exceptional)</b> | <b>1,474</b>    | <b>218</b>      | <b>4,560</b>    | <b>6,347</b>    | <b>6,953</b>    | <b>7,838</b>    |
| <b>PAT Margin %</b>            | <b>1.4</b>      | <b>0.2</b>      | <b>4.0</b>      | <b>4.9</b>      | <b>4.8</b>      | <b>4.8</b>      |
| <b>EPS</b>                     | <b>4.1</b>      | <b>0.7</b>      | <b>12.8</b>     | <b>17.8</b>     | <b>19.5</b>     | <b>21.9</b>     |

## Balance Sheet

Source: Arianth Research, Company Filings

| Particulars (INR Mn)        | FY24            | FY25            | FY26E           | FY27E           | FY28E           | FY29E           |
|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Share Capital               | 3,572           | 3,572           | 3,572           | 3,572           | 3,572           | 3,572           |
| Reserves & Surplus          | 86,264          | 86,452          | 98,716          | 1,05,063        | 1,12,017        | 1,19,855        |
| <b>Net worth</b>            | <b>89,835</b>   | <b>90,023</b>   | <b>1,02,288</b> | <b>1,08,635</b> | <b>1,15,588</b> | <b>1,23,427</b> |
| Minority Interest           | -               | -               | -               | -               | -               | -               |
| Long term borrowings        | 28,783          | 23,632          | 30,331          | 29,897          | 32,984          | 37,496          |
| Short term borrowing        | 12,588          | 14,594          | 15,077          | 12,999          | 14,341          | 16,303          |
| <b>Total Debt</b>           | <b>41,370</b>   | <b>38,226</b>   | <b>45,408</b>   | <b>42,895</b>   | <b>47,325</b>   | <b>53,799</b>   |
| Deferred tax liabilities    | 11,736          | 11,508          | 12,278          | 10,399          | 10,039          | 11,412          |
| <b>Loans &amp; advances</b> | <b>-</b>        | <b>-</b>        | <b>-</b>        | <b>-</b>        | <b>-</b>        | <b>-</b>        |
| Long term provision         | 1,887           | 1,691           | 1,810           | 2,075           | 2,289           | 2,602           |
| Other long term liabilities | 2,391           | 2,216           | 3,186           | 3,653           | 4,030           | 4,582           |
| <b>Total</b>                | <b>16,014</b>   | <b>15,415</b>   | <b>17,274</b>   | <b>16,127</b>   | <b>16,358</b>   | <b>18,596</b>   |
| <b>Current Liabilities</b>  |                 |                 |                 |                 |                 |                 |
| Trade payables              | 16,860          | 15,875          | 16,428          | 18,834          | 20,778          | 23,621          |
| Short term provisions       | 4,500           | 4,518           | 5,184           | 5,943           | 6,556           | 7,453           |
| Other current liabilities   | 18,520          | 17,519          | 16,409          | 19,498          | 20,077          | 22,824          |
| <b>Total</b>                | <b>39,880</b>   | <b>37,912</b>   | <b>38,021</b>   | <b>44,274</b>   | <b>47,412</b>   | <b>53,898</b>   |
| <b>Total liabilities</b>    | <b>1,87,099</b> | <b>1,81,576</b> | <b>2,02,990</b> | <b>2,11,931</b> | <b>2,26,683</b> | <b>2,49,719</b> |
| <b>Application of Funds</b> |                 |                 |                 |                 |                 |                 |
| Net Block                   | 1,17,647        | 1,14,276        | 1,14,072        | 1,20,297        | 1,27,910        | 1,27,910        |
| Current work in process     | 4,716           | 3,834           | 24,753          | 24,753          | 24,753          | 24,753          |
| Goodwill                    | 32,785          | 32,785          | 32,785          | 36,905          | 36,905          | 36,905          |
| Non current investment      | 8               | 8               | 8               | -               | -               | -               |
| Tax assets                  | 1,716           | 1,462           | 1,091           | 1,251           | 1,380           | 1,569           |
| Long term loans and adv.    | 13              | 16              | 25              | 29              | 32              | 36              |
| Other non-current assets    | 6,668           | 6,485           | 6,532           | 8,579           | 9,465           | 10,760          |
| <b>Total</b>                | <b>1,63,552</b> | <b>1,58,865</b> | <b>1,79,267</b> | <b>1,91,814</b> | <b>2,00,445</b> | <b>2,01,933</b> |
| <b>Current Assets</b>       |                 |                 |                 |                 |                 |                 |
| Inventories                 | 9,467           | 7,617           | 7,450           | 11,752          | 12,966          | 14,739          |
| Trade receivables           | 5,907           | 6,601           | 7,439           | 7,158           | 7,897           | 8,978           |
| Cash balance                | 1,064           | 1,823           | 963             | (7,951)         | (4,729)         | 12,583          |
| Short term loans and adv.   | 39              | 18              | 52              | 59              | 65              | 74              |
| Other current assets        | 7,071           | 6,654           | 7,820           | 9,099           | 10,039          | 11,412          |
| <b>Total</b>                | <b>23,547</b>   | <b>22,712</b>   | <b>23,723</b>   | <b>20,117</b>   | <b>26,238</b>   | <b>47,786</b>   |
| <b>Total assets</b>         | <b>1,87,099</b> | <b>1,81,576</b> | <b>2,02,990</b> | <b>2,11,931</b> | <b>2,26,683</b> | <b>2,49,719</b> |

| Cash Flow                          |                 |                 |                 |                 |                 |                 |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Particulars (INR Mn)               | FY24            | FY25            | FY26E           | FY27E           | FY28E           | FY29E           |
| <b>Profit before tax</b>           | <b>1,474</b>    | <b>218</b>      | <b>4,560</b>    | <b>6,347</b>    | <b>6,953</b>    | <b>7,838</b>    |
| Add: Depreciation                  | 9,186           | 8,685           | 8,840           | 9,099           | 10,039          | 11,412          |
| Add: Interest cost                 | 5,326           | 4,964           | 3,983           | 5,362           | 5,916           | 6,725           |
| Less: Other Income                 | (335)           | (194)           | (241)           | (276)           | (304)           | (346)           |
| Operating profit before WC changes | 15,652          | 13,673          | 17,142          | 20,532          | 22,603          | 25,629          |
| Changes in working capital         | 1,530           | 1,869           | (1,576)         | (2,051)         | 839             | 3,126           |
| <b>Cash flow from Operations</b>   | <b>17,182</b>   | <b>15,543</b>   | <b>15,567</b>   | <b>18,481</b>   | <b>23,442</b>   | <b>28,755</b>   |
| <b>Cash flow from investing</b>    | <b>(7,815)</b>  | <b>(4,054)</b>  | <b>(29,363)</b> | <b>(21,207)</b> | <b>(18,233)</b> | <b>(12,361)</b> |
| <b>Cash flow from Financing</b>    | <b>(10,335)</b> | <b>(10,729)</b> | <b>12,936</b>   | <b>(6,188)</b>  | <b>(1,987)</b>  | <b>918</b>      |
| Net cash Inflow/Outflow            | (968)           | 759             | (860)           | (8,914)         | 3,223           | 17,312          |
| Opening cash                       | 2,032           | 1,064           | 1,823           | 963             | (7,951)         | (4,729)         |
| <b>Closing cash</b>                | <b>1,064</b>    | <b>1,823</b>    | <b>963</b>      | <b>(7,951)</b>  | <b>(4,729)</b>  | <b>12,583</b>   |

Source: Arianth Research, Company Filings

| Key Financial ratios        |       |       |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|-------|-------|
| Particulars (INR Mn)        | FY24  | FY25  | FY26E | FY27E | FY28E | FY29E |
| <b>Per share Data</b>       |       |       |       |       |       |       |
| EPS (Rs)                    | 4.1   | 0.7   | 12.8  | 17.8  | 19.5  | 21.9  |
| Book value per share (Rs)   | 251.5 | 277.3 | 286.4 | 304.2 | 323.6 | 345.6 |
| <b>Profitability Ratios</b> |       |       |       |       |       |       |
| EBITDAM(%)                  | 15.1  | 13.2  | 16.4  | 17.5  | 17.5  | 17.5  |
| PBTM (%)                    | 1.9   | 0.3   | 5.3   | 6.6   | 6.6   | 6.6   |
| NPM (%)                     | 1.4   | 0.2   | 4.0   | 4.9   | 4.8   | 4.8   |
| RoE (%)                     | 1.6   | 0.2   | 4.5   | 5.8   | 6.0   | 6.4   |
| RoCE (%)                    | 5.4   | 3.9   | 6.6   | 9.0   | 9.3   | 9.7   |
| <b>Efficiency Data</b>      |       |       |       |       |       |       |
| Debt-Equity (x)             | 0.5   | 0.4   | 0.4   | 0.4   | 0.4   | 0.4   |
| Debt/EBITDA (x)             | 2.5   | 2.8   | 2.4   | 1.9   | 1.9   | 1.9   |
| Interest Cover (x)          | 1.3   | 1.0   | 2.4   | 2.6   | 2.6   | 2.6   |
| Fixed Asset (x)             | 1.1   | 1.1   | 1.0   | 0.9   | 0.9   | 0.8   |
| Debtors (Days)              | 20.1  | 23.3  | 23.9  | 20.1  | 20.1  | 20.1  |
| Inventory (Days)            | 32.2  | 26.8  | 24.0  | 33.0  | 33.0  | 33.0  |
| Payable (Days)              | 57.3  | 55.9  | 52.9  | 52.9  | 52.9  | 52.9  |
| WC (Days)                   | -5.1  | -5.8  | -5.0  | 0.2   | 0.2   | 0.2   |
| <b>Valuation</b>            |       |       |       |       |       |       |
| P/E (x)                     | 73.9  | 453.4 | 23.9  | 17.2  | 15.7  | 13.9  |
| P/BV                        | 1.2   | 1.1   | 1.1   | 1.0   | 0.9   | 0.9   |
| EV/EBITDA                   | 9.2   | 9.9   | 8.5   | 7.0   | 6.4   | 5.3   |
| EV/Sales                    | 1.4   | 1.3   | 1.4   | 1.2   | 1.1   | 0.9   |

Source: Arianth Research, Company Filings

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|            |             |
|------------|-------------|
| BUY        | >20%        |
| ACCUMULATE | 12% to 20%  |
| HOLD       | 5% to 12%   |
| NEUTRAL    | -5% to 5%   |
| REDUCE     | -5% to -12% |
| SELL       | <-12%       |

### Absolute Return

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