

**CMP: INR 452**

**Rating: Buy**

**Target Price: INR 550**

**Stock Info**

BSE	532163
NSE	SAREGAMA
Bloomberg	SARE:IN
Reuters	SARE.NS
Sector	Media & Entertainment
Face Value (INR)	1
Mkt Cap (INR Mn)	87,146
52 week H/L (INR)	604/417
Avg. Yearly Volume (in ,000)	648

**Shareholding Pattern %**

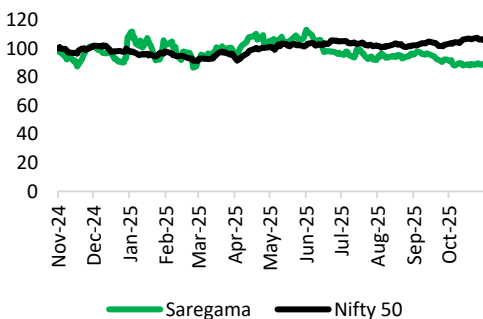
(As on Sep ,2025)

Promoters	59.65
Public & Others	40.35

**Stock Performance (%)**

	1m	6m	12m
Saregama	-4.32	-16.35	-11.72
Nifty 50	2.83	4.65	5.72

**Saregama Vs Nifty 50**



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Saregama India's Q2FY26 revenue stood at INR 2,300 Mn, down by 4.9% YoY & up by 11.2% QoQ, below our estimate of INR 2,488 Mn. Reported EBITDA for Q2FY26 was INR 688 Mn, up by 13.0% YoY & by 24.4% QoQ, slightly below our estimate of INR 700 Mn. The EBITDA margin expanded by 474 bps YoY and 316 bps QoQ to 29.9% in Q2FY26, above our estimate of 28.2%. PAT for Q2FY26 was INR 438 Mn, down by 2.5% YoY & up by 20.0% QoQ, below our estimate of INR 481 Mn. The PAT margin increased by 47 bps YoY and 140 bps QoQ to 19.1% in Q2FY26, below our estimate of 19.3%. Company released 1500+ Film & Non-Film tracks spanning across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu languages, etc. During Q2, the company executed multiple high-impact collaborations with leading brands like Hero, Flipkart, Myntra, Titan, L'Oréal, NPCI, and Britannia, using its IPs to deliver strong brand engagement campaigns. Additionally, Saregama's music was featured in popular OTT shows such as "Two Much with Kajol and Twinkle" (Amazon) and "Dining with the Kapoors" (Netflix), boosting its content visibility. The company added 18 new artists, including names like Amit Bhadana and Pranita Subhash, taking its total artist count to 230+ with a combined follower base exceeding 200 Mn.

**Investment Rationale**

**Structural Industry Upside from Subscription Monetisation and Digital Expansion:** India's music subscription penetration remains among the lowest globally (<1%), offering significant optionality once platforms transition toward paid models. Management indicated early signs of movement promotional offers, pricing experiments, and limited free-tier features mirroring the early phase seen in China and Latin America. Since content owners typically receive ~50% of streaming revenues, even modest ARPU expansion can materially re-rate Saregama's revenue trajectory. Coupled with its 40-mn digital footprint and consistent 30% revenue CAGR guidance (FY24–27), the company is structurally positioned to compound earnings through both volume and monetisation upside.

**Artist Management and Micro-Content Tailwinds to Drive Next-Gen Growth :** Artist management is scaling rapidly, with over 230 artistes now under representation, amassing 2 mn social followers. Saregama monetises these artistes through live shows, weddings, endorsements, and digital collaborations - a natural extension of its content IP. With Gen-Z audiences shifting toward short-format and micro-series (1–3 minute content), this vertical positions Saregama at the intersection of music, influencer marketing, and digital advertising. As digital ad spends in India grow 14–15% annually, the artist-influencer ecosystem offers a scalable, asset-light growth avenue with high operating leverage.

**Multi-Vertical Monetisation Engine Enhancing Revenue Quality:** Beyond traditional B2B licensing, Saregama is laying a robust foundation for diversified, higher-margin verticals. The direct-to-consumer push through Carvaan, live events, and emerging music festivals generates first-party data and customer stickiness. The newly formed Brand Partnership vertical integrates music, live events, and digital content sales — a 360° offering unmatched in India. By owning content creation, influencer access, and digital distribution under one roof, Saregama can deliver bundled solutions to advertisers and brands, driving incremental EBITDA and derisking from platform dependence.

**Generative AI to Redefine Cost and Content Velocity:** Saregama's adoption of generative AI is emerging as a structural margin lever, allowing content recreation at a fraction of time and cost. What once took 10–12 days can now be produced in 2–3 days, with further potential to compress production windows to 24 hours. By blending AI-generated backgrounds with live-action footage, the company can reimagine its extensive catalogue for Gen-Z audiences at minimal incremental cost. This technology advantage turns a historical weakness - limited legacy videos — into a monetisation opportunity. Over time, AI-enabled content will expand both IP life cycles and margin resilience.

**Outlook and Valuation;** Saregama is well-placed to sustain strong growth driven by rising digital consumption, expanding IP monetisation, and cost efficiency from generative AI. The music segment is expected to grow 19–20% in FY26, aided by licensing and artiste management momentum, while new verticals like live events and brand partnerships add diversification. Subscription monetisation across streaming platforms offers further upside. With a strengthened leadership team, disciplined investments, and solid margins, Saregama targets ~30% revenue CAGR through FY27 with EBITDA margins of 32–33%. **We expect Saregama's revenue, EBITDA, and PAT to grow at a CAGR of 15.40%, 20.13%, and 19.72%, respectively, over FY26-28E and arrive at a TP of INR 550 per share. Accordingly, we maintain a "BUY" rating on the stock.**

**Exhibit 1: Financial Performance**

Year-end March	Net Sales	EBITDA	PAT	EPS (INR)	EBITDA Margin (%)	EV/EBITDA	P/E (x)
FY24	8,030	2,466	1,976	10.2	30.7%	33.2	44.1
FY25	11,714	2,770	2,058	10.7	23.6%	29.5	42.3
FY26E	11,811	3,259	2,258	11.7	27.6%	25.1	38.6
FY27E	13,455	3,849	2,669	13.8	28.6%	20.8	32.7
FY28E	15,727	4,703	3,237	16.8	29.9%	16.6	26.9

Source: Arihant Research, Company Filings

## Exhibit 2: Q2FY26 - Quarterly Performance (Consolidated)

Consolidated (INRMn)	Q2FY26	Q1FY26	Q2FY25	QoQ%	YoY%
<b>Net sales</b>	<b>2300.3</b>	<b>2067.7</b>	<b>2418.3</b>	<b>11.2%</b>	<b>-4.9%</b>
COGS	799.5	747.6	871.2	6.9%	-8.2%
<b>GP</b>	<b>1500.8</b>	<b>1320.1</b>	<b>1547.1</b>	13.7%	-3.0%
<b>GP Margin (%)</b>	<b>65.24%</b>	<b>63.84%</b>	<b>63.97%</b>	140bps	127bps
Employees benefits expense	295.8	251.3	304.0	<b>17.7%</b>	<b>-2.7%</b>
Advertisement and sales promotion	122.0	146.6	253.3	-16.8%	-51.8%
Royalty expense	189.4	152.4	167.6	24.3%	13.0%
Other expenses	205.9	216.9	213.8	-5.1%	-3.7%
<b>EBITDA</b>	<b>687.7</b>	<b>552.9</b>	<b>608.4</b>	24.4%	13.0%
EBITDA Margin (%)	29.90%	26.74%	25.16%	316bps	474bps
Depreciation and amortisation expense	190.1	174.9	136.4	8.7%	39.4%
<b>EBIT</b>	<b>497.6</b>	<b>378.0</b>	<b>472.0</b>	<b>31.6%</b>	<b>5.4%</b>
<b>EBIT margin (%)</b>	<b>21.6%</b>	<b>18.3%</b>	<b>19.5%</b>	335bps	211bps
Other Income	114.7	<b>142.3</b>	<b>125.3</b>	-19.4%	-8.5%
Finance Cost	11.3	<b>9.8</b>	<b>4.3</b>	15.3%	162.8%
<b>PBT</b>	<b>601.0</b>	<b>510.5</b>	<b>593.0</b>	<b>17.7%</b>	<b>1.3%</b>
Tax	162.7	145.4	143.5	11.9%	13.4%
<b>Reported PAT</b>	<b>438.3</b>	<b>365.1</b>	<b>449.5</b>	<b>20.0%</b>	<b>-2.5%</b>
<b>PAT Margin (%)</b>	<b>19.1%</b>	<b>17.7%</b>	<b>18.6%</b>	140bps	47bps
EPS	2.3	1.9	2.3	<b>20.0%</b>	<b>-2.2%</b>

	Q2FY26	Q1FY26	Q2FY25	QoQ(bps)	YoY(bps)
RMC/Sales	34.76%	36.16%	36.03%	-140bps	-127bps
Employee exp/Sales	12.86%	12.15%	12.57%	71bps	29bps
Advertisement and sales/Sales	5.30%	7.09%	10.47%	-179bps	-517bps
Royalty expenses/Sales	8.23%	7.37%	6.93%	86bps	130bps
Other exp/Sales	8.95%	10.49%	8.84%	-154bps	11bps

Music	Q2FY26	Q1FY26	Q2FY25	QoQ(bps)	YoY(bps)
Music - Licensing + Artist Mgmt	1653	1490	1,331	10.9%	24.2%
Music - Retail	207	170	247	21.8%	-16.2%
Total Music	1860	1660	1,578	12.0%	17.9%

## Saregama India- Q2FY26 Concall KTAs

**Outlook:** FY26–27 outlook remains strong, supported by accelerated content ramp-ups, AI-led productivity gains, and expanding monetization across streaming and short-form ecosystems. Music business is expected to sustain high-teens growth, while video and live events add operating leverage through FY27–28. An AI-first, data-driven strategy should further enhance ROIC on IP creation. Management guided for ~30% revenue CAGR (FY24–27) with 32–33% EBITDA margin, supported by an improved content mix and cost efficiency. A debt-free balance sheet with INR 400+ cr cash provides ample capacity for sustained content investments.

- AI adoption accelerating what earlier took 10–12 days to recreate old song videos now takes 2–3 days, expected to drop to <24 hours soon.
- Using only licensed third-party AI tools and experimenting with hybrid content creation (mixing real shots + AI backgrounds).
- AI helping reduce video production costs by >70%, improving asset turnaround and scalability.
- Saregama plans to reimagine older catalogues using AI-generated videos turning a historic weakness (lack of visuals) into a Gen Z–targeted strength.

### Content

- New content payback guided at 5 years, followed by 55–75 years of annuity returns from IP.
- Revamped content approach: older catalog videos targeted for ~1-year payback cycle.
- Maintains strict internal RoI thresholds despite aggressive expansion in AI-driven and Gen Z content.

### Subscription

- YouTube revenues remain strong and growth inline with expectations on both views and CPMs.
- Airtel Wynk contract impact (which lowered base) to fully phase out by Q3FY26.
- Streaming platforms (Spotify, YouTube Music, etc.) have started promoting paid subscriptions a positive early signal for industry monetization.
- India's music subscription penetration (~1%) and ARPUs are among the lowest globally; ~50% revenue share expected for labels when subs scale up.

### AI Integration

- Music team significantly strengthened with senior hires from leading global labels and agencies, covering acquisition, marketing, and monetization.
- Enhanced data analytics + AI stack driving sharper curation, targeting, and royalty optimization.
- Decentralized decision-making adopted to improve agility and time-to-market.

**Artist Management** - Added 80 new artists in Q2, taking total to 230+ with a 20 Mn cumulative follower base (Instagram + YouTube).

### Monetization model

- IP-led discovery, live events, brand deals, with Saregama sharing in all downstream revenues.
- Segment benefits from 14–15% industry growth in digital advertising, which increasingly targets Gen Z audiences consuming influencer-driven content.

**Music:** Music (licensing + artist mgmt) grew ~12% YoY in Q2; FY26 guidance revised slightly to 19–20% (from 22–23%) due to content release delays. Deferred releases expected to shift growth momentum into FY27.

### Video, OTT & Micro

- Video revenue down 39% QoQ due to timing of releases; management reiterates that video remains lumpy and should be viewed on a 12M basis.
- Q2 featured limited releases (Mirage, Yes Ali Nokri, Paketi).
- Strong pipeline of micro-dramas and micro-series (1–3 min episodes) catering to Gen Z; expected to be a fastest-growing vertical going forward.

**Live Events:** Partnered with Diljit Dosanjh (international tour) and Disco Dancer Musical (Dubai) and planning first music festival in Bengaluru (Mar FY26). Expanding beyond artist-led shows into stand-up and experiential formats under internal Experience at Saregama initiative.

### D2C

- Saregama is actively building a stronger D2C ecosystem through initiatives like Carvaan, live events, and ticketing, aimed at owning first-party customer data and enabling cross-platform monetization. The company recently launched a brand partnerships vertical, integrating its music, live events, and FilterCopy assets to offer advertisers a unified access point across formats.
- Early traction has been strong, with marquee campaigns signed with Oppo, Unilever, ITC, Hyundai, LG, Samsung, and Cipla, among others. Management expects this vertical to make a meaningful revenue contribution within the next 12 months, positioning Saregama as a unique integrated content, influencer, and distribution ecosystem a differentiated play in India's fast-evolving digital entertainment landscape.

**DCF Valuation**

Valuation Assumptions		WACC	
g (World Economic Growth)	5%	We	100.0%
Rf	7%	Wd	0.0%
Rm	12%	Ke	10.31%
Beta	0.7	Kd	7.88%
CMP (INR)	452	<b>WACC</b>	<b>10.30%</b>

**Valuation Data**

Total Debt (long term borrowings) (2025)	27
Cash & Cash Equivalents (2025)	5,437
Number of Diluted Shares (2025)	193
Tax Rate (2025)	25%
Interest Expense Rate (FY25)	11%
MV of Equity	87,146
Total Debt	27

**Total Capital 87,173**

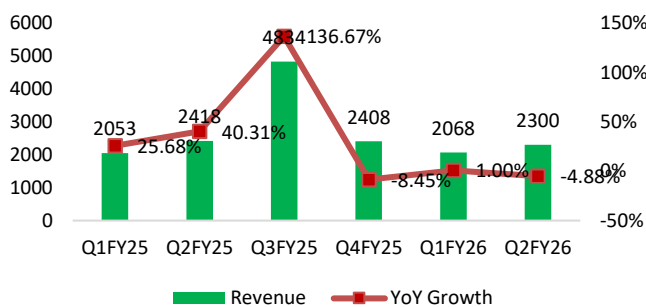
FCFF & Target Price												
FCFF & Target Price	Explicit Forecast Period						Linear Decline Phase					Terminal Yr
	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
EBIT * (1-Tax Rate)	1,992	2,360	2,918	3,541	4,217	4,926	5,641	6,332	6,962	7,497	7,902	8,329
Dep	603	702	813	1,038	1,222	1,414	1,636	1,829	2,010	2,168	2,283	2,406
Purchase of Assets	886	875	1,022	1,133	1,265	1,330	1,523	1,583	1,462	1,499	1,501	1,541
Changes in Working Capital	42	-458	-336	-548	-652	-697	-848	-943	-1,023	-1,115	-1,171	-1,232
FCFF	1,667	2,646	3,044	3,993	4,826	5,707	6,602	7,521	8,533	9,281	9,854	10,426
% Growth in Post Tax EBIT		18.47%	23.65%	21.37%	19.09%	16.81%	14.52%	12.24%	9.96%	7.68%	5.40%	5.40%
As % of Post Tax EBIT												
Dep	30.28%	29.77%	27.86%	29.30%	28.97%	28.71%	28.99%	28.89%	28.87%	28.92%	28.89%	28.89%
Purchase of Assets	44.47%	37.06%	35.04%	32.00%	30.00%	27.00%	27.00%	25.00%	21.00%	20.00%	19.00%	18.50%
Changes in Working Capital	2.11%	-19.42%	-11.52%	-15.47%	-15.47%	-14.16%	-15.03%	-14.89%	-14.69%	-14.87%	-14.82%	-14.79%
FCFF	1,667	2,646	3,044	3,993	4,826	5,707	6,602	7,521	8,533	9,281	9,854	10,426
Terminal Value												2,12,597
<b>Total Cash Flow</b>	<b>1,667</b>	<b>2,646</b>	<b>3,044</b>	<b>3,993</b>	<b>4,826</b>	<b>5,707</b>	<b>6,602</b>	<b>7,521</b>	<b>8,533</b>	<b>9,281</b>	<b>9,854</b>	<b>2,23,023</b>

Enterprise Value (EV)	1,00,637
Less: Debt	27
Add: Cash	5,437
Equity Value	1,06,047
Equity Value per share (INR)	550
% Returns	21.7%
Rating	BUY

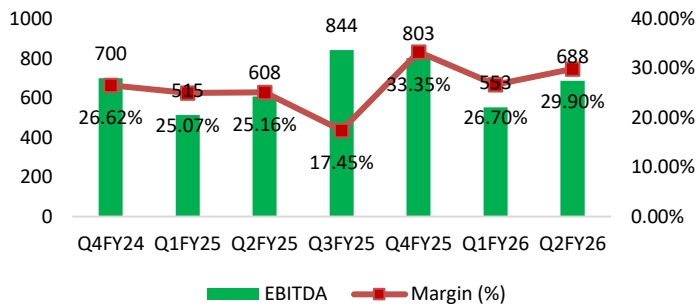
		Terminal Growth (%)							
WACC (%)	550.03	4.65%	4.90%	5.15%	5.40%	5.65%	5.90%	6.15%	6.40%
	9.55%	572	597	624	655	689	729	774	826
	9.80%	543	565	589	616	646	680	719	763
	10.05%	516	536	<b>557</b>	581	608	638	671	709
	10.30%	492	509	529	<b>550</b>	574	600	629	662
	10.55%	470	486	503	522	<b>543</b>	566	592	621
	10.80%	449	464	479	497	515	<b>536</b>	559	584
	11.05%	430	444	458	473	490	509	529	552
	11.30%	413	425	438	452	468	484	502	522

Story in charts (INR in Mn)

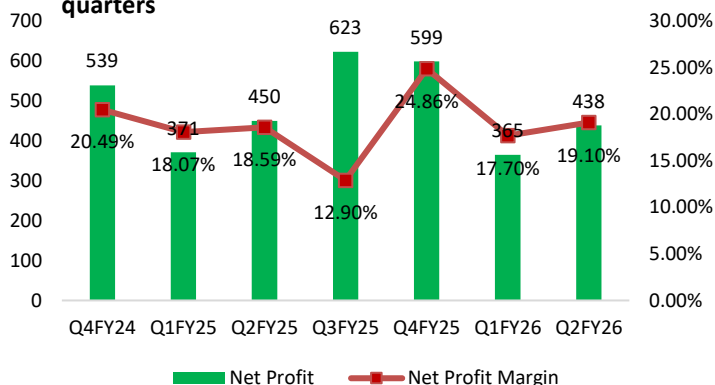
**Exhibit 3 : Fall in revenue is due to delays in film releases and reduce ad spends**



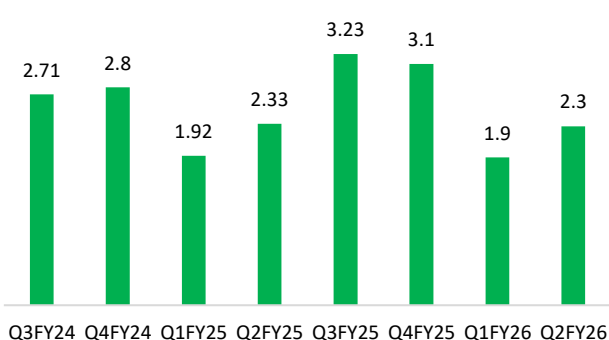
**Exhibit 4: Strategic Investment in content and IP monetization Improved EBITDA margin**



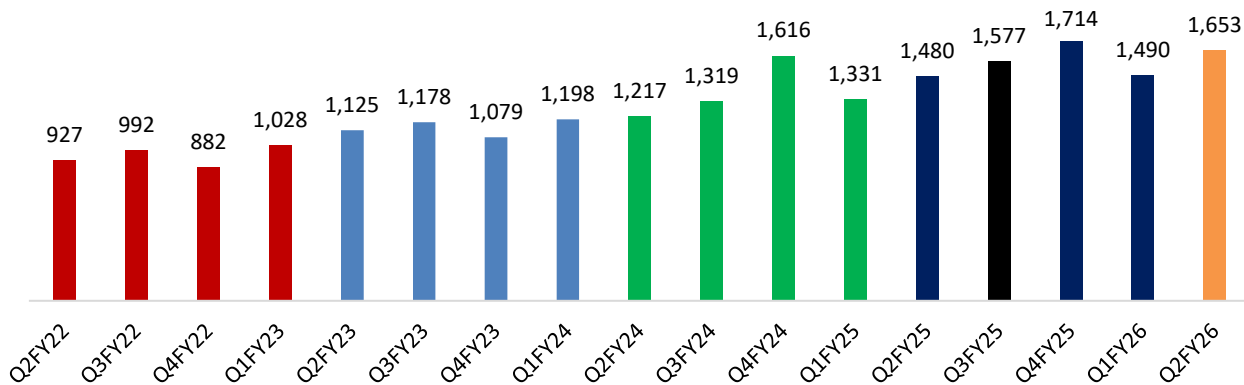
**Exhibit 5: Profitability expected to improve in coming quarters**



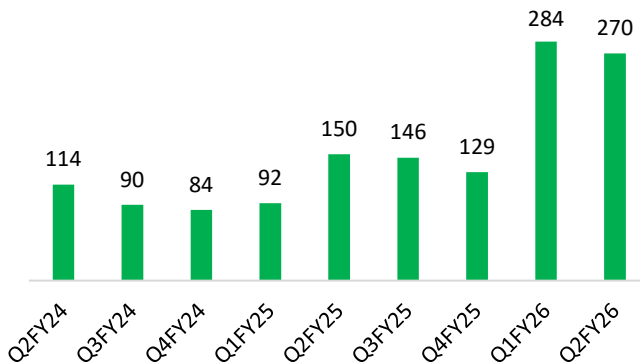
**Exhibit 6: EPS trend**



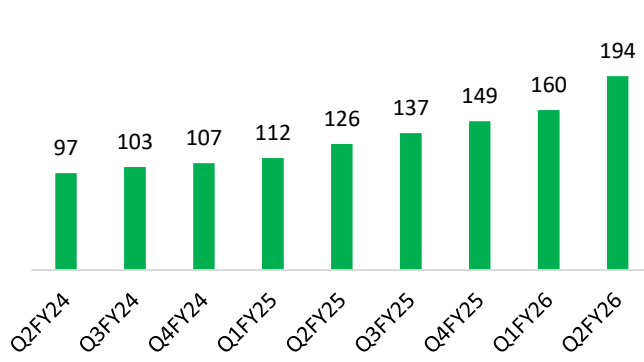
**Exhibit 7: Music – Licensing + Artist Management Revenue Per Quarter (INR Mn)**



**Exhibit 8: Youtube Views (Bn) Per Quarter**



**Exhibit 9: Youtube Subscribers (Mn) Per Quarter**



**Key Financials**

Income statement (INR mn)						
Year End-March	FY23	FY24	FY25	FY26E	FY27E	FY28E
Gross Sales	7,366	8,030	11,714	11,811	13,455	15,727
<b>Net Sales</b>	<b>7,366</b>	<b>8,030</b>	<b>11,714</b>	<b>11,811</b>	<b>13,455</b>	<b>15,727</b>
YoY (%)	26.86%	9.01%	45.87%	0.83%	13.92%	16.89%
<b>Adjusted COGS</b>	<b>2,250</b>	<b>2,320</b>	<b>5,431</b>	<b>5,069</b>	<b>5,800</b>	<b>6,799</b>
YoY (%)	57.25%	3.11%	134.05%	-6.66%	14.42%	17.22%
<b>Personnel/ Employee benefit expenses</b>	<b>750</b>	<b>932</b>	<b>1,075</b>	<b>1,104</b>	<b>1,210</b>	<b>1,360</b>
Advertisement and sales promotion	775	760	904	717	764	828
Royalty expense	643	613	683	749	839	914
<i>Manufacturing &amp; Other Expenses</i>	<i>737</i>	<i>940</i>	<i>851</i>	<i>913</i>	<i>993</i>	<i>1,124</i>
<b>Total Expenditure</b>	<b>5,156</b>	<b>5,565</b>	<b>8,944</b>	<b>8,552</b>	<b>9,606</b>	<b>11,024</b>
YoY (%)	18.09%	11.58%	12.35%	17.65%	18.10%	22.20%
<b>EBITDA</b>	<b>2,210</b>	<b>2,466</b>	<b>2,770</b>	<b>3,259</b>	<b>3,849</b>	<b>4,703</b>
YoY (%)	18.09%	11.58%	12.35%	17.65%	18.10%	22.20%
<b>EBITDA Margin (%)</b>	<b>30.00%</b>	<b>30.70%</b>	<b>23.65%</b>	<b>27.59%</b>	<b>28.60%</b>	<b>29.90%</b>
Depreciation	208	362	582	603	702	813
% of Gross Block	5.38%	4.39%	5.89%	5.15%	5.41%	5.63%
<b>EBIT</b>	<b>2,002</b>	<b>2,104</b>	<b>2,188</b>	<b>2,656</b>	<b>3,146</b>	<b>3,890</b>
<b>EBIT Margin (%)</b>	<b>27.17%</b>	<b>26.20%</b>	<b>18.68%</b>	<b>22.49%</b>	<b>23.38%</b>	<b>24.74%</b>
Interest Expenses	57	32	57	55	52	49
Non-operating/ Other income	536	637	581	472	519	571
<b>PBT</b>	<b>2,481</b>	<b>2,708</b>	<b>2,711</b>	<b>3,123</b>	<b>3,613</b>	<b>4,412</b>
Tax-Total	630	732	653	864	944	1,175
<b>Profit After Tax</b>	<b>1,850</b>	<b>1,976</b>	<b>2,058</b>	<b>2,258</b>	<b>2,669</b>	<b>3,237</b>
PAT Margin	25.12%	24.60%	17.57%	19.12%	19.84%	20.58%
Shares o/s/ paid up equity sh capital	193	193	193	193	193	193
Adj EPS	10	10	11	12	14	17
Dividend per share	3	4	5	5	6	6
Dividend payout (%)	31.26%	39.04%	42.15%	42.69%	39.73%	32.76%
<b>Retained earnings</b>	<b>1,272</b>	<b>1,204</b>	<b>1,191</b>	<b>1,294</b>	<b>1,609</b>	<b>2,176</b>

Balance sheet						
Year-end March	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Sources of Funds</b>						
Equity Share Capital	193	193	193	193	193	193
Reserves & Surplus/ Other Equity	13,262	14,533	15,675	17,933	20,602	23,839
<b>Networth</b>	<b>13,455</b>	<b>14,726</b>	<b>15,868</b>	<b>18,126</b>	<b>20,795</b>	<b>24,031</b>
Unsecured Loans/ Borrowings/ Lease Liabilities	15	38	27	38	39	40
Other Liabilities	1,947	1,797	2,708	3,005	3,546	4,250
<b>Total Liabilities</b>	<b>3,586</b>	<b>5,612</b>	<b>5,084</b>	<b>5,683</b>	<b>6,526</b>	<b>7,505</b>
<b>Total Funds Employed</b>	<b>17,041</b>	<b>20,338</b>	<b>20,952</b>	<b>23,809</b>	<b>27,321</b>	<b>31,536</b>
<b>Application of Funds</b>						
<b>Net Fixed Assets</b>	<b>3,418</b>	<b>7,478</b>	<b>8,346</b>	<b>10,087</b>	<b>10,886</b>	<b>11,797</b>
Investments/ Notes/ Fair value measurement	3,491	1,817	1,691	2,082	2,580	3,214
<b>Current assets</b>	<b>12,520</b>	<b>12,221</b>	<b>12,027</b>	<b>13,085</b>	<b>15,734</b>	<b>18,969</b>
Inventory	1,643	2,393	2,402	2,414	2,522	2,775
Days	219	317	159	174	159	149
Debtors	1,480	1,587	1,432	2,036	2,280	2,621
Days	63	70	65	63	62	61
Other Current Assets	1,928	1,642	1,644	1,723	1,809	1,902
Cash and Cash equivalent	5,083	5,421	5,437	5,466	7,244	9,228
<b>Current Liabilities/Provisions</b>	<b>3,080</b>	<b>2,969</b>	<b>4,184</b>	<b>4,819</b>	<b>5,692</b>	<b>6,689</b>
Creditors / Trade Payables	703	934	1,276	1,498	1,727	1,923
Days	54	62	59	64	66	65
Liabilities	922	738	765	801	840	880
<b>Net Current Assets</b>	<b>9,441</b>	<b>9,252</b>	<b>7,843</b>	<b>8,267</b>	<b>10,042</b>	<b>12,280</b>
<b>Total Asset</b>	<b>17,041</b>	<b>20,338</b>	<b>20,952</b>	<b>23,809</b>	<b>27,321</b>	<b>31,536</b>
<b>Total Capital Employed</b>	<b>7,600</b>	<b>11,086</b>	<b>13,109</b>	<b>15,542</b>	<b>17,279</b>	<b>19,256</b>

## Key Financials

Cash Flow Statement						
Year End-March	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Profit After tax</b>	<b>2,481</b>	<b>2,708</b>	<b>2,711</b>	<b>3,123</b>	<b>3,613</b>	<b>4,412</b>
<b>Adjustments: Add</b>						
Depreciation and amortisation	208	362	582	603	702	813
Interest adjustment	-479	-604	-523	-417	-467	-522
<b>Change in assets and liabilities</b>	<b>2,158</b>	<b>2,504</b>	<b>2,985</b>	<b>3,408</b>	<b>3,964</b>	<b>4,588</b>
Inventories	-588	-750	-10	-12	-108	-253
Trade receivables	-402	-108	155	-604	-244	-341
Trade payables	57	231	342	223	229	196
Other Liabilities and provisions	545	-184	865	375	607	760
Other Assets	-207	218	54	-24	-25	-26
Taxes	-135	116	-94	-114	-106	-100
<b>Net cash from operating activities</b>	<b>1,429</b>	<b>2,044</b>	<b>4,281</b>	<b>3,252</b>	<b>4,317</b>	<b>4,825</b>
Net Sale/(Purchase) of tangible and intangible assets, Capital work in progress	-831	-4,422	-1,450	-2,344	-1,502	-1,723
Net Sale/(Purchase) of investments	4,373	1,211	65	-334	-434	-564
Others	-255	1,100	641	414	455	501
<b>Net cash (used) in investing activities</b>	<b>3,286</b>	<b>-2,111</b>	<b>-744</b>	<b>-2,263</b>	<b>-1,480</b>	<b>-1,786</b>
Interest expense	-39	88	19	-8	-20	-22
Dividend paid	-578	-771	-868	-964	-1,060	-1,060
Other financing activities	-2,253	-1,001	-892	-18	-13	-9
<b>Net cash (used) in financing activities</b>	<b>-2,870</b>	<b>406</b>	<b>-3,521</b>	<b>-959</b>	<b>-1,060</b>	<b>-1,054</b>
<b>Closing Balance</b>	<b>5,083</b>	<b>5,421</b>	<b>5,437</b>	<b>5,466</b>	<b>7,244</b>	<b>9,228</b>
<b>FCF</b>	<b>1,155</b>	<b>1,650</b>	<b>3,715</b>	<b>1,838</b>	<b>3,247</b>	<b>3,579</b>
Capex ( % of sales )	14.11%	12.00%	8.00%	7.50%	6.50%	6.50%

Key Ratios						
Year-end March	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Solvency Ratios</b>						
Debt / Equity	-	-	-	-	-	-
Net Debt / Equity	-0.38	-0.36	-0.34	-0.30	-0.35	-0.38
Debt / EBITDA	0.00	0.02	0.01	0.01	0.01	0.01
Current Ratio	-2.30	-2.18	-1.95	-1.67	-1.87	-1.95
<b>DuPont Analysis</b>						
Sales/Assets	0.43	0.39	0.56	0.50	0.49	0.50
Assets/Equity	1.27	1.38	1.32	1.31	1.31	1.31
RoE	13.75%	13.42%	12.97%	12.46%	12.83%	13.47%
<b>Per share ratios</b>						
Reported EPS	9.60	10.25	10.68	11.71	13.84	16.79
Dividend per share	3.00	4.00	4.50	5.00	5.50	5.50
BV per share	69.78	76.37	82.30	94.01	107.86	124.64
Cash per Share	8.54	11.19	11.03	14.18	16.62	19.70
Revenue per Share	38.20	41.65	60.76	61.26	69.79	81.57
<b>Profitability ratios</b>						
Net Profit Margin (PAT/Net sales)	25.12%	24.60%	17.57%	19.12%	19.84%	20.58%
Gross Profit / Net Sales	69.45%	71.10%	53.64%	57.08%	56.89%	56.77%
EBITDA / Net Sales	30.00%	30.70%	23.65%	27.59%	28.60%	29.90%
EBIT / Net Sales	27.17%	26.20%	18.68%	22.49%	23.38%	24.74%
ROCE (%)	14.34%	12.11%	13.05%	13.98%	14.55%	15.66%
<b>Activity ratios</b>						
Inventory Days	218.71	317.37	158.70	173.81	158.70	148.98
Debtor Days	63.37	69.71	65.18	62.93	61.86	60.83
Creditor Days	53.85	62.03	58.87	64.04	66.36	65.18
<b>Leverage ratios</b>						
Interest coverage	35.02	64.93	38.11	48.70	60.73	79.05
Debt / Asset	0.0	0.0	0.0	0.0	0.0	0.0
<b>Valuation ratios</b>						
EV / EBITDA	37.14	33.17	29.51	25.08	20.77	16.58
PE (x)	47.10	44.11	42.34	38.59	32.65	26.92
OCF/EBITDA (%)	64.67	82.89	154.57	99.80	112.18	102.59

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