

11 June 2025

India | Equity Research | Company Update

Tata Communication

Telecom

Data revenue growth to accelerate, and reach INR 280bn in FY28

TCom hosted an analyst meet on 10 Jun'25; it pushed data revenue guidance of INR 280bn by 12 months to FY28. It retained its guidance of EBITDA margin of 23-25% and RoCE of >25%. It shared granular insights into revenue growth drivers, including 'deeper with fewer' (adding more logos in USD 10+ revenue club which doubled in FY25 over FY21), huge whitespace opportunity in newly launched services and shift in capabilities. TCom believes EBITDA margin has bottomed at exit-FY25 and sees opportunity to scale digital business EBITDA margin to double digits (from negative 9.7% in FY25). This should help drive EBITDA / FCF faster in next couple of years. Maintain **BUY** but raise TP to INR 2,000 (from INR 1,840), as we now include Kaleyra EBITDA, while FY27E EV/ EBITDA multiple is unchanged at 11.5x.

Guidance: Aims data revenue of INR 280bn in FY28

As expected, TCom now expects data revenue of INR 280bn in FY28 (earlier: FY27), which implies data revenue CAGR of 13.2% over FY25-28. Digital revenue contribution could increase to 65% (47% in FY25) within data revenue or revenue of INR 182bn in FY28 which infers digital revenue CAGR of 25.9% over FY25-28. The above guidance does not incorporate any inorganic growth in next three years. We have assumed data revenue of INR 263bn in FY28, and digital revenue at INR 143bn. Clearly, if TCom shows acceleration in data revenue, we see upside risks to our estimates.

TCom has maintained its EBITDA margin guidance at 23-25%, and believes EBITDA margin of 18.7% in Q4FY25 has bottomed. It has maintained RoCE guidance at >25%. It remains firm on capex wherein it has capped sustenance capex at under 2% of revenue, and other capex will be linked to strict IRR and ROCE criteria. It is not concerned with contingent liabilities (particularly AGR dues) as its potential asset monetisation opportunity outweighs liabilities.

In our upgrade note ([link](#)), we had highlighted that the company could be pushing its revenue target timeline by 12-18 months, and therefore, revised guidance is within our estimated timelines.

Financial Summary

Y/E March (INR mn)	FY24A	FY25A	FY26E	FY27E
Net Revenue	2,09,688	2,31,891	2,51,310	2,72,819
EBITDA	42,301	45,443	52,696	59,900
EBITDA Margin (%)	20.2	19.6	21.0	22.0
Net Profit	12,040	8,020	16,999	22,788
EPS (INR)	34.0	65.2	59.6	80.0
EPS % Chg YoY	(30.0)	(33.4)	112.0	34.1
P/E (x)	41.1	61.7	29.1	21.7
EV/EBITDA (x)	13.8	12.9	11.0	9.5
RoCE (%)	14.2	9.5	14.6	17.4
RoE (%)	72.9	33.4	48.0	47.8

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Market Data

Market Cap (INR)	494bn
Market Cap (USD)	5,778mn
Bloomberg Code	TCOM IN
Reuters Code	TATA.BO
52-week Range (INR)	2,175 / 1,291
Free Float (%)	41.0
ADTV-3M (mn) (USD)	9.8

Price Performance (%)	3m	6m	12m
Absolute	26.3	(2.3)	(6.7)
Relative to Sensex	15.2	(3.3)	(14.4)

ESG Score	2023	2024	Change
ESG score	68.4	70.9	2.5
Environment	47.1	51.2	4.1
Social	60.9	73.4	12.5
Governance	81.5	81.9	0.4

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Previous Reports

26-04-2025: [Q4FY25 results review](#)

11-03-2025: [Company Update](#)

Three pillars for data revenue growth

TCom has highlighted three pillars for revenue growth – **1) deeper with fewer**: It has almost doubled its USD 10mn+ revenue customers to 30 in FY25 from 14 in FY21; with multiple fabric adoptions, it anticipates to grow this bucket faster. The customers within Million Dollar Club had jumped to 290 in FY25 from 212 in FY21. Its NPS jumped to 82, and remains in top quartile. **2) Strategic bets**: It launched five new services where combined opportunity size is over USD 40bn, growing at above 15% pa. These services have started gaining scale, customer acceptance and have huge headroom for growth, and **3) capability shift**: TCom has been consistently transforming from being infra-only play to infra + software and now to integration solution provider with infra + software + services.

Digital business: EBITDA margin can scale to double digits

TCom has shared EBITDA breakup within data business with core connectivity EBITDA at INR 45bn, and EBITDA margin at 43.6% in FY25, while digital services had EBITDA loss of INR 8.9bn. It believes the investment has peaked in digital business, and it is focused on breaking even digital business EBITDA, and scaling up EBITDA margin to double digits. TCom has not shared the timeline; however, it has shared absolute EBITDA potential of over INR 15bn which implies digital business can itself bring EBITDA swing of INR 23bn over the next couple of years. The EBITDA turnaround is premised on multiple factors including better product mix, reduction in direct cost and operating leverage.

Risks

Downside risks: **1)** Slower-than-expected execution in digital services revenue. **2)** Continuous investments putting pressure on margins. **3)** Delay in turnaround of acquisition portfolio.

Upside risks: **1)** Faster-than-expected growth in digital services and margin profile. **2)** Quicker turnaround of acquisition business. **3)** TCom achieving guidance within the targeted timeframe.

Exhibit 1: TCom now expects INR 280bn data revenue in FY28


Source: Company data

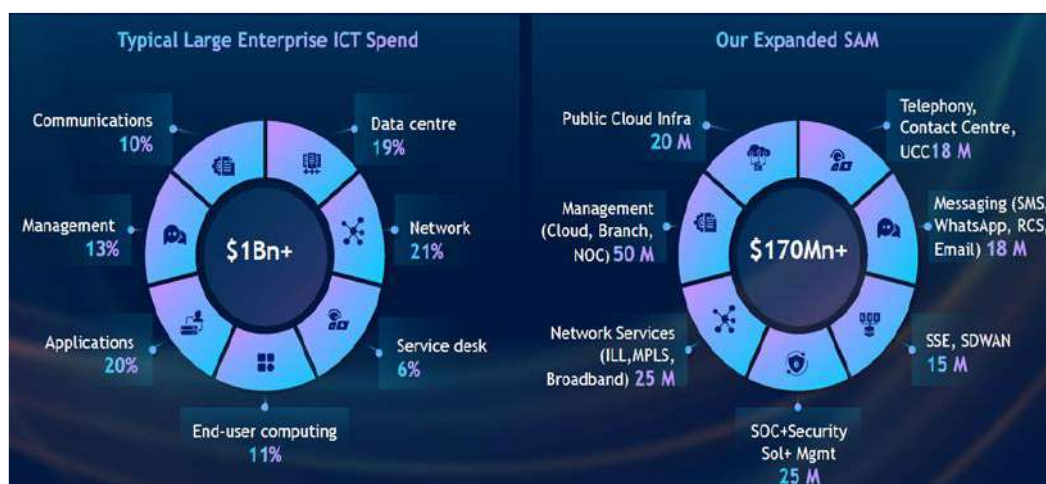
Exhibit 2: Three key pillars of revenue growth


Source: Company data

Exhibit 3: 'Deeper with fewer' remains key to drive growth in data/ digital revenue

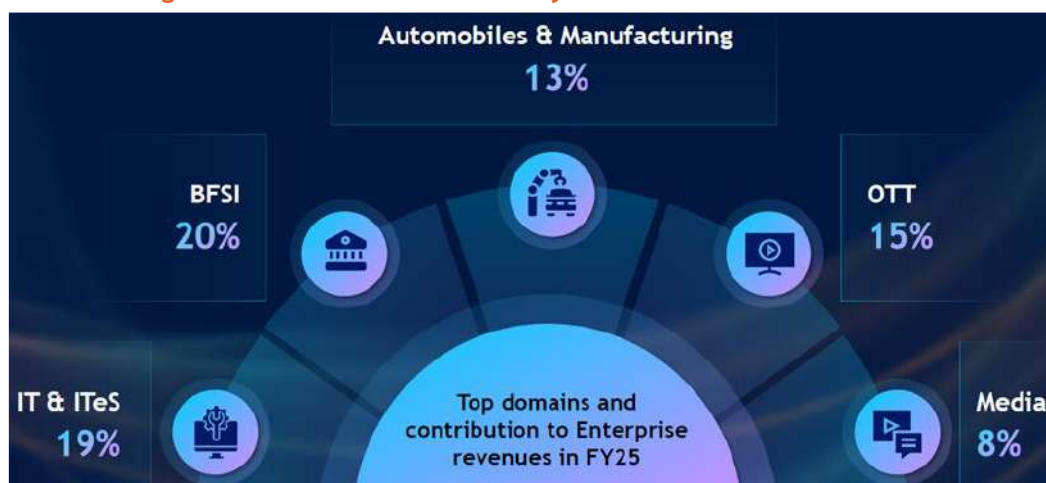

Source: Company data

Exhibit 4: TCom's serviceable addressable market in large enterprise is USD 170mn



Source: Company data

Exhibit 5: Digital services: End-user industry is well balanced and diversified



Source: Company data

Exhibit 6: Strategic bets – large whitespace for growth within digital services

SOME OF OUR STRATEGIC BETS ARE GAINING TRACTION, WITH ROOM TO SCALE

	What do we solve for?			Our annualized revenue	Current Whitespace	Market CAGR (FY25- FY30)
 Unified cloud network	 Multi-regions	 Multi-cloud	 Complex network	\$10 Mn+ MCC launched FY23; MCN yet to be launched	\$3.5 Bn	30%
 SASE	 Performance	 Security	 Resilient & compliant	\$50 Mn+ growing at 15%+	\$16 Bn	17%
 CIS: Non - SMS channels + Kaleyra.ai	 Fragmented data	 Disjointed customer journey		\$30 Mn 16% annual growth	\$10 Bn	15%
 AI cloud	 Performance	 Cost	 Complexity management	Recently launched	\$1 Bn (India)	82%
 Digital Fabric Tool	 Discoverability	 Manageability	 Security	Recently Launched	\$10Bn	15%

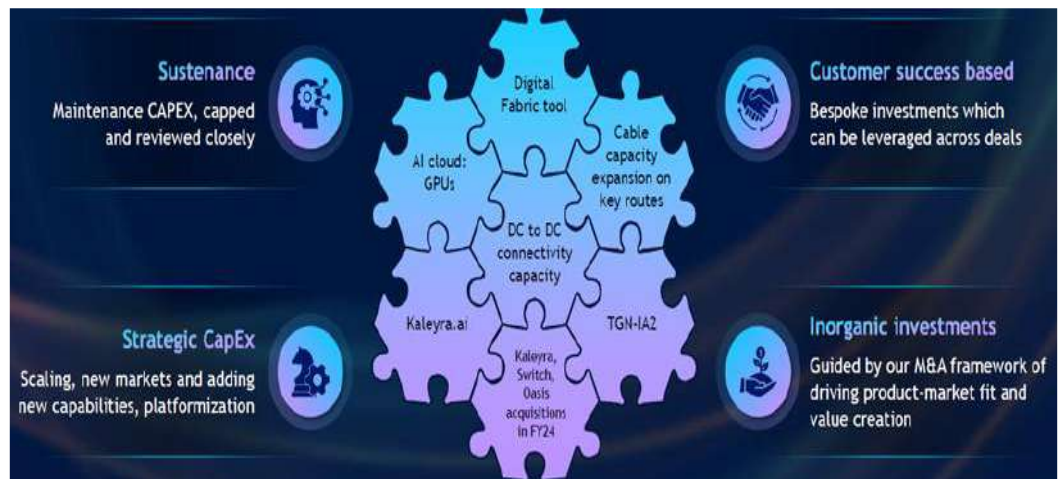
Source: Company data

Exhibit 7: Digital business EBITDA margin potential in double digits from negative 9.7% in FY25



Source: Company data

Exhibit 8: TCom remains committed for growth capex but has capped sustenance capex



Source: Company data

Exhibit 9: TCom's SoTP-based valuation

INR mn	FY27E
Consolidated	
EBITDA (adj IND AS 116)	56,318
<i>Multiple (x)</i>	<i>11.5</i>
EV...(a)	6,47,661
<i>Less net debt</i>	<i>76,112</i>
Equity value	5,71,549
Data Center	
EBITDA	8,807
<i>Multiple (x)</i>	<i>15.0</i>
EV	1,32,102
<i>TCom stake (%)</i>	<i>26.0</i>
Attributable EV... (b)	34,347
EV	6,82,008
<i>Less net debt</i>	<i>76,112</i>
Equity value	6,05,896
<i>Outstanding shares (mn)</i>	<i>285</i>
Equity value per share (INR)	2,126
<i>Pending AGR liability (50%)</i>	<i>136</i>
Fair value (INR/sh)	2,000

Source: I-Sec research, Company data

Financials

Exhibit 10: Segmental EBITDA

INR mn	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (% FY25-27E)
Voice								
Revenue	27,908	22,864	20,542	16,991	16,328	14,430	12,492	(12.5)
Growth (%)	(17.3)	(18.1)	(10.2)	(17.3)	(3.9)	(11.6)	(13.4)	
% of total revenue	16.3	13.7	11.5	8.1	7.0	5.7	4.6	
EBITDA	1,728	1,534	3,410	2,187	1,862	1,443	874	(31.5)
EBITDA (%)	6.2	6.7	16.6	12.9	11.4	10.0	7.0	
Growth (%)	(34.4)	(11.2)	122.4	(35.9)	(14.8)	(22.5)	(39.4)	
% of total EBITDA	4.1	3.6	7.9	5.2	4.1	2.7	1.5	
Data								
Revenue	1,25,993	1,27,795	1,40,970	1,71,805	1,92,973	2,17,012	2,39,318	11.4
Growth (%)	6.1	1.4	10.3	21.9	12.3	12.5	10.3	
% of total revenue	73.7	76.4	79.0	81.9	83.2	86.4	87.7	
EBITDA	39,728	39,897	38,070	36,616	35,253	43,871	51,059	20.3
EBITDA (%)	31.5	31.2	27.0	21.3	18.3	20.2	21.3	
Growth (%)	38.4	0.4	(4.6)	(3.8)	(3.7)	24.4	16.4	
% of total EBITDA	93.2	94.4	88.2	86.6	77.6	83.3	85.2	
Others (subsidiaries, RE)								
Revenue	17,106	16,603	16,890	20,892	20,291	19,868	21,009	1.8
Growth (%)		(2.9)	1.7	23.7	(2.9)	(2.1)	5.7	
% of total revenue	10.0	9.9	9.5	10.0	8.8	7.9	7.7	
EBITDA	1,177	847	1,710	3,498	7,376	7,382	7,966	3.9
EBITDA (%)	6.9	5.1	10.1	16.7	36.4	37.2	37.9	
Growth (%)		(28.1)	102.0	104.6	110.8	0.1	7.9	
% of total EBITDA	2.8	2.0	4.0	8.3	16.2	14.0	13.3	

Source: I-Sec research, Company data

Exhibit 11: Data segment revenue

INR mn	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (% FY25-27E)
Data revenue								
Revenue	1,25,993	1,27,795	1,40,970	1,71,805	1,92,973	2,17,012	2,39,318	11.4
Growth (%)		1.4	10.3	21.9	12.3	12.5	10.3	
Core connectivity	89,147	90,387	95,570	1,01,272	1,01,798	1,09,434	1,14,841	6.2
Growth (%)		1.4	5.7	6.0	0.5	7.5	4.9	
Digital platform & services	36,846	37,407	45,400	70,533	91,175	1,07,577	1,24,477	16.8
Growth (%)		1.5	21.4	55.4	29.3	18.0	15.7	
Data net revenue								
Revenue	90,811	91,728	99,530	1,10,058	1,14,798	1,28,424	1,40,371	10.6
Growth (%)		1.0	8.5	10.6	4.3	11.9	9.3	
Core connectivity	73,108	73,348	77,390	81,405	81,419	87,965	92,310	6.5
Growth (%)		0.3	5.5	5.2	0.0	8.0	4.9	
Digital platform & services	17,703	18,380	22,140	28,653	33,379	40,460	48,060	20.0
Growth (%)		3.8	20.5	29.4	16.5	21.2	18.8	
Core connectivity								
Services providers	31,061	30,234	31,603	31,585	32,496	32,821	33,132	1.0
Growth (%)		(2.7)	4.5	(0.1)	2.9	1.0	1.0	
Enterprises	58,052	60,151	63,967	69,688	69,303	76,614	81,709	8.6
Growth (%)		3.6	6.3	8.9	(0.6)	10.5	6.7	
Digital services								
Collab & CPaaS	18,516	15,027	15,338	29,496	44,797	50,173	55,591	11.4
Growth (%)		(18.8)	2.1	92.3	51.9	12.0	10.8	
Cloud & Security	8,991	9,906	12,599	14,507	17,767	21,321	25,585	20.0
Growth (%)		10.2	27.2	15.1	22.5	20.0	20.0	
Next Gen Connectivity	4,811	5,816	7,010	9,766	9,316	11,645	13,975	22.5
Growth (%)		20.9	20.5	39.3	(4.6)	25.0	20.0	
Media	3,281	4,515	5,791	12,110	12,853	16,709	20,051	24.9
Growth (%)		37.6	28.2	109.1	6.1	30.0	20.0	
Incubation	1,281	2,148	4,652	4,653	6,441	7,730	9,275	20.0
Growth (%)		67.6	116.6	0.0	38.4	20.0	20.0	

Source: I-Sec research, Company data

Exhibit 12: Consolidated P&L

INR mn	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (% FY25-27E)
Revenue	1,71,001	1,67,247	1,78,383	2,09,688	2,31,891	2,51,310	2,72,819	8.5
Growth (%)		(2.2)	6.7	17.5	10.6	8.4	8.6	
Network opex	63,333	61,995	63,755	80,864	1,00,519	1,04,495	1,10,219	4.7
% of revenue	37.0	37.1	35.7	38.6	43.3	41.6	40.4	
Employee cost	30,491	30,403	35,975	44,530	46,032	49,715	53,692	8.0
% of revenue	17.8	18.2	20.2	21.2	19.9	19.8	19.7	
Other expenses	34,572	32,582	35,471	41,993	39,898	44,404	49,008	10.8
% of revenue	20.2	19.5	19.9	20.0	17.2	17.7	18.0	
Total expenses	1,28,395	1,24,980	1,35,200	1,67,387	1,86,449	1,98,614	2,12,919	6.9
Growth (%)		(2.7)	8.2	23.8	11.4	6.5	7.2	
EBITDA	42,606	42,267	43,182	42,301	45,443	52,696	59,900	14.8
EBITDA (%)	24.9	25.3	24.2	20.2	19.6	21.0	22.0	
Growth (%)		(0.8)	2.2	(2.0)	7.4	16.0	13.7	
D&A	23,139	22,045	22,618	24,697	26,176	26,226	26,389	0.4
EBIT	19,467	20,222	20,564	17,604	19,267	26,471	33,511	31.9
Growth (%)		3.9	1.7	(14.4)	9.4	37.4	26.6	
Other income	1,568	3,321	3,632	2,825	1,380	1,425	1,472	3.3
Finance cost	4,202	3,603	4,325	6,442	7,341	6,893	5,960	(9.9)
PBT	16,833	19,940	19,871	13,988	13,306	21,003	29,023	47.7
Growth (%)		18.5	(0.3)	(29.6)	(4.9)	57.9	38.2	
Exceptional item	(747)	60	764	(2,357)	10,027	-	-	
Tax	3,549	5,221	2,966	2,135	4,865	4,621	6,966	19.7
ETR (%)	21	26.2	14.9	15.3	36.6	22.0	24.0	
Minority	30	(39)	(291)	(188)	421	(616)	(731)	
PAT	12,506	14,818	17,960	9,683	18,572	16,999	22,788	10.8
Growth (%)		18.5	21.2	(46.1)	91.8	(8.5)	34.1	
EPS (INR)	44	52	63	34	65	60	80	10.8
Growth (%)		18.5	21.2	(46.1)	91.8	(8.5)	34.1	

Source: I-Sec research, Company data

Exhibit 13: Balance sheet parameters

INR mn	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (% FY25-27E)
Capital productivity								
Gross block	3,38,349	3,40,635	3,48,199	3,59,309	3,79,114	4,02,880	4,27,834	6.2
Data rev/ GB (x)	0.37	0.38	0.40	0.48	0.51	0.54	0.56	
EBITDA/ GB (x)	0.13	0.12	0.12	0.12	0.12	0.13	0.14	
Capex	13,636	16,564	14,931	20,823	22,076	23,766	24,954	6.3
intensity (% of data rev)	10.8	13.0	10.6	12.1	11.4	11.0	10.4	
Dep/ capex (x)	1.7	1.3	1.5	1.2	1.2	1.1	1.1	
Capital employed	97,889	85,394	87,667	1,16,192	1,36,162	1,41,639	1,45,685	3.4
pre-tax ROCE (%)	19.7	21.3	23.0	16.6	14.7	18.6	22.9	
Leverage								
Net debt	77,489	67,206	57,114	91,260	93,769	85,929	76,112	(9.9)
ND/ EBITDA (x)	1.8	1.6	1.3	2.2	2.1	1.6	1.3	
AGR dues (contingent)					77,771	77,771	77,771	
AGR / EBITDA (x)					1.7	1.5	1.3	
Cash conversion								
Inventory days	1	1	3	1	2	2	2	
Debtor days	56	56	56	65	63	64	65	
Creditor days	69	66	67	64	56	54	52	
Cash conversion	(13)	(8)	(8)	3	9	12	15	

Source: I-Sec research, Company data

Exhibit 14: Concise cashflow statement

INR mn	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	CAGR (% FY25-27E)
Ops CF (after tax & lease)	33,625	42,449	40,868	39,306	47,800	45,784	50,757	3.0
% of EBITDA	78.9	100.4	94.6	92.9	105.2	86.9	84.7	
Chg in WC	(5,526)	(4,052)	(552)	(11,004)	(11,082)	(2,188)	(2,755)	
CFO	28,099	38,397	40,317	28,302	36,718	43,595	48,002	14.3
% of revenue	16.4	23.0	22.6	13.5	15.8	17.3	17.6	
Capex	(13,636)	(16,564)	(14,931)	(20,823)	(22,076)	(23,766)	(24,954)	
FCF	14,463	21,833	25,385	7,479	14,642	19,829	23,048	25.5
% of EBIT	74.3	108.0	123.4	42.5	76.0	74.9	68.8	
Finance cost	(2,515)	(2,476)	(3,487)	(5,278)	(7,341)	(6,893)	(5,960)	
FCFE	11,948	19,356	21,898	2,201	7,301	12,936	17,088	53.0
Acquisitions	-	(1,696)	(905)	(12,708)	-	-	-	
Dividend	(1,152)	(4,016)	(5,930)	(6,014)	(7,125)	(6,522)	(8,743)	

Source: I-Sec research, Company data

Peer Comparison

Exhibit 15: Telecom valuation snapshot

INR mn	CMP (INR)	MCap INR bn	Revenue (INR mn)			CAGR (%) FY25-27E	Cash EBITDA (INR)			CAGR (%) FY25-27E
			FY25	FY26E	FY27E		FY25	FY26E	FY27E	
Bharti Airtel	1,834	10,553	1,730	2,051	2,287	15.0	788	951	1,105	18.4
Bharti Hexacom	1,699	849	86	100	113	15.0	35	44	52	22.5
Reliance Jio	-	-	1,155	1,360	1,564	16.4	572	713	860	22.6
Vodafone Idea	7.0	474	437	495	582	15.4	78	117	176	49.9
Tata Comm	1,745	497	232	251	273	8.5	45	53	60	14.8
Indus Towers	396	1,067	302	333	362	9.6	167	131	142	(7.5)
Railtel Corp	357	114	32	36	41	13.7	5	6	7	18.3

Source: I-Sec research, Company data

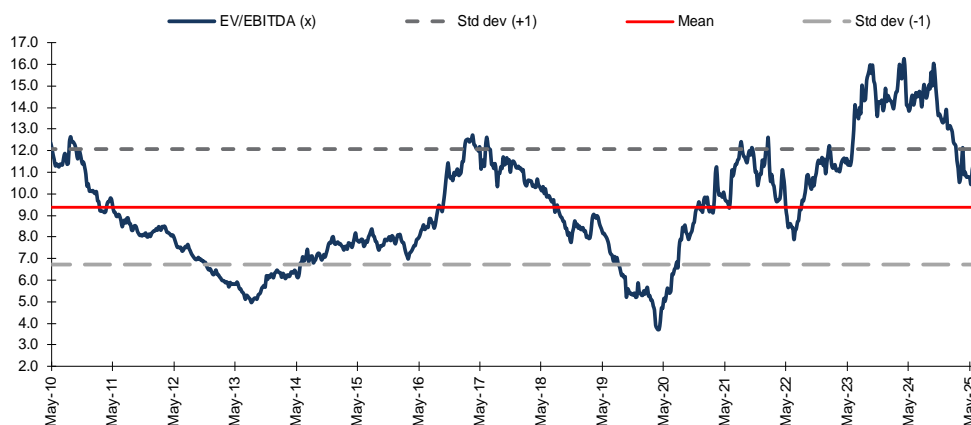
Exhibit 16: Telecom valuation snapshot

INR mn	PE (x)		EV/EBITDA (x)		ROIC (pre-tax)		ND/ cash EBITDA (x)		Capex (ex-spec INR mn)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Bharti Airtel	50.2	28.8	11.8	9.9	14.5	22.4	0.7	0.3	370	354
Bharti Hexacom	46.8	35.1	20.2	16.8	22.7	29.7	0.8	0.5	19	20
Reliance Jio					11.5	14.1	2.5	1.9	222	263
Vodafone Idea			21.8	13.7	(0.7)	4.7	17.7	11.0	200	200
Tata Comm	29.3	21.8	11.1	9.6	21.1	26.1	1.6	1.3	24	25
Indus Towers	15.5	13.7	8.2	7.3	15.8	17.4	0.0	(0.2)	54	36
Railtel Corp	30.3	25.4	16.7	14.3	44.2	46.8	(1.9)	(1.8)	3	3

Source: I-Sec research, Company data

Band Chart

Exhibit 17: TCom's one-year forward EV/EBITDA



Source: I-Sec research, Bloomberg

Exhibit 18: Shareholding pattern

%	Sep'24	Dec'24	Mar'25
Promoters	58.9	58.9	58.9
Institutional investors	32.0	31.5	31.5
MFs and other	10.4	10.6	11.9
Banks/ FIs	0.0	0.0	0.0
Insurance Cos.	2.6	2.6	2.2
FII's	19.0	18.3	17.4
Others	9.1	9.6	9.6

Source: Bloomberg, I-Sec research

Exhibit 19: Price chart



Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 20: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Net Sales	2,09,688	2,31,891	2,51,310	2,72,819
Operating Expenses	1,67,387	1,86,449	1,98,614	2,12,919
EBITDA	42,301	45,443	52,696	59,900
EBITDA Margin (%)	2.0	1.9	2.1	2.2
Depreciation & Amortization	24,697	26,176	26,226	26,389
EBIT	17,604	19,267	26,471	33,511
Interest expenditure	6,442	7,341	6,893	5,960
Other Non-operating Income	2,825	1,380	1,425	1,472
Recurring PBT	11,631	23,858	21,003	29,023
Profit / (Loss) from Associates	-	-	-	-
Less: Taxes	2,135	4,865	4,621	6,966
PAT	9,496	18,993	16,383	22,057
Less: Minority Interest	(188)	421	(616)	(731)
Extraordinaries (Net)	-	-	-	-
Net Income (Reported)	9,683	18,572	16,999	22,788
Net Income (Adjusted)	12,040	8,020	16,999	22,788

Source Company data, I-Sec research

Exhibit 21: Balance sheet

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Total Current Assets	74,417	80,451	90,225	97,766
of which cash & cash eqv.	8,425	5,874	8,714	8,532
Total Current Liabilities & Provisions	1,13,120	1,10,623	1,15,368	1,20,336
Net Current Assets	(38,703)	(30,172)	(25,143)	(22,571)
Investments	16,082	29,089	29,089	29,089
Net Fixed Assets	1,19,072	1,14,610	1,15,058	1,16,531
ROU Assets	11,035	14,304	14,304	14,304
Capital Work-in-Progress	13,270	10,999	10,999	10,999
Total Intangible Assets	17,837	19,325	19,325	19,325
Other assets	-	-	-	-
Deferred Tax Assets	7,170	8,067	8,067	8,067
Total Assets	1,32,494	1,55,223	1,60,700	1,64,746
Liabilities				
Borrowings	1,01,178	1,08,801	1,03,801	93,801
Deferred Tax Liability	1,959	1,407	1,407	1,407
Provisions	-	-	-	-
Other Liabilities	-	-	-	-
Equity Share Capital	2,850	2,850	2,850	2,850
Reserves & Surplus	15,014	27,362	37,839	51,884
Total Net Worth	17,864	30,212	40,689	54,734
Minority Interest	39	31	31	31
Total Liabilities	1,32,494	1,55,223	1,60,700	1,64,746

Source Company data, I-Sec research

Exhibit 22: Quarterly trend

(INR mn, year ending March)

	Jun-24	Sep-24	Dec-24	Mar-25
Net Sales	56,334	57,674	57,981	59,904
% growth (YOY)	18.1	18.4	2.9	5.2
EBITDA	11,242	11,170	11,810	11,221
Margin %	20.0	19.4	20.4	18.7
Other Income	263	141	287	688
Extraordinaries	857	429	(149)	8,890
Adjusted Net Profit	2,471	1,843	2,510	1,514

Source Company data, I-Sec research

Exhibit 23: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Operating Cashflow	42,824	50,708	48,692	53,665
Working Capital Changes	(11,004)	(11,082)	(2,188)	(2,755)
Capital Commitments	(33,531)	(22,076)	(23,766)	(24,954)
Free Cashflow	(1,711)	17,550	22,737	25,956
Other investing cashflow	7,092	(6,284)	1,425	1,472
Cashflow from Investing Activities	7,092	(6,284)	1,425	1,472
Issue of Share Capital	-	-	-	-
Interest Cost	(5,278)	(7,341)	(6,893)	(5,960)
Inc (Dec) in Borrowings	6,680	7,623	(5,000)	(10,000)
Dividend paid	(6,014)	(7,125)	(6,522)	(8,743)
Others	-	-	-	-
Cash flow from Financing Activities	(8,130)	(9,751)	(21,322)	(27,611)
Chg. in Cash & Bank balance	(2,749)	1,515	2,840	(183)
Closing cash & balance	7,296	9,939	8,714	8,532

Source Company data, I-Sec research

Exhibit 24: Key ratios

(Year ending March)

	FY24A	FY25A	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	42.2	28.1	59.6	80.0
Adjusted EPS (Diluted)	34.0	65.2	59.6	80.0
Cash EPS	108.1	144.4	139.1	160.0
Dividend per share (DPS)	16.7	25.0	22.9	30.7
Book Value per share (BV)	62.7	106.0	142.8	192.0
Dividend Payout (%)	39.5	88.8	38.4	38.4
Growth (%)				
Net Sales	17.5	10.6	8.4	8.6
EBITDA	(2.0)	7.4	16.0	13.7
EPS (INR)	(30.0)	(33.4)	112.0	34.1
Valuation Ratios (x)				
P/E	41.1	61.7	29.1	21.7
P/CEPS	16.1	12.0	12.5	10.8
P/BV	27.7	16.4	12.2	9.0
EV / EBITDA	13.8	12.9	11.0	9.5
EV / Sales	2.8	2.5	2.3	2.1
Dividend Yield (%)	1.0	1.4	1.3	1.8
Operating Ratios				
Gross Profit Margins (%)	-	-	-	-
EBITDA Margins (%)	20.2	19.6	21.0	22.0
Effective Tax Rate (%)	15.3	36.6	22.0	24.0
Net Profit Margins (%)	5.7	3.5	6.8	8.4
NWC / Total Assets (%)	(29.2)	(19.4)	(15.6)	(13.7)
Net Debt / Equity (x)	5.1	3.1	2.1	1.4
Net Debt / EBITDA (x)	2.2	2.1	1.6	1.3
Profitability Ratios				
RoCE (%)	14.2	9.5	14.6	17.4
RoE (%)	72.9	33.4	48.0	47.8
RoC (%)	19.4	16.5	21.1	26.0
Fixed Asset Turnover (x)	0.6	0.6	0.6	0.6
Inventory Turnover Days	1.5	2.5	2.5	2.5
Receivables Days	65.4	63.1	64.1	65.1
Payables Days	63.6	56.2	54.2	52.2

Source Company data, I-Sec research

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