

# Transport Corporation of India

## Growth momentum continues, comfortable valuations – maintain LONG

CMP  
Rs 1,038

Rating  
LONG

Target Price  
Rs 1,397  
Mar 2026

Upside  
35% (↑)

- TRPC's 2QFY25 revenues grew 13% yoy (+7% qoq) to ~Rs 11.2bn, matching EE (~Rs 11.1bn). EBITDA was up 17% yoy (+13% qoq) to Rs 1,171mn (EE: Rs 1,114mn) while EBITDA margins stood at 10.4% (EE: 10%). TRPC's JV share of profit jumped 20% yoy (+15% qoq) to ~Rs 242mn. Recurring PAT increased by 22% yoy (+17% qoq) to ~Rs 1,064mn, beating EE (Rs 988mn).
- Despite a strong 1H – with revenue/PAT up 11.5%/16.6% – management kept its FY25 guidance unchanged at 10-15% for both parameters. By FY26-end, the supply chain solutions (SCS) segment is set to become TRPC's largest business segment.
- Based on the outlook, 1H performance and guidance, we raise FY25/FY26 revenue estimates by 2% each and EPS estimates by 4%/3%. With TRPC's strong position across major logistics verticals, promising segmental growth, a net cash balance of ~Rs 1.5bn, and solid return ratios (~20%+ across segments), we maintain our LONG rating.
- The stock is currently trading at 19.1x/16.8x FY25E/FY26E P/E. Our Mar'26 TP of Rs 1,397 (Sep'25 TP of Rs 1,290 earlier) is set at a one-year fwd. PE of 20x (unchanged).

**Freight segment margins remain under pressure:** In 2QFY25, freight segment EBIT margins (ex-JV) declined to ~2.8% from ~4% levels previously. Rising costs (toll fees, driver wages) and heightened competition are likely to keep margins in check. Additionally, a MSME slowdown has dampened growth in the LTL segment. Management projects 7-10% yoy revenue growth for the freight segment, with profitability likely to remain flattish yoy.

**Strong SCS momentum continues:** In 2QFY25, SCS revenue grew 13% yoy/8% qoq to ~Rs 4.4bn, with EBIT up 6% yoy (-1% qoq) to ~Rs 259mn. EBIT margins eased to 5.9% from 6.7% in 2QFY24 due to added capacity for upcoming orders. Transystem JV revenues grew 20% yoy (+18% qoq) to ~Rs 3.1bn. Management highlights a strong warehousing pipeline, with quick commerce growth creating significant opportunities for dark store supply. We anticipate continued momentum, with segment revenue projected to grow by 15%+ yoy.

**Seaways segment: a key growth driver:** Rising global ocean freight rates, impacted by the Red Sea crisis, have lifted domestic ocean freight rates, benefiting TRPC's seaways segment. With full fleet availability during the quarter, segment revenue rose 21% yoy/15% qoq to ~Rs 1.6bn. Margins also improved significantly to 31.2%, up from 22.9% in the base quarter. Although visibility on second-hand ships remains limited, TRPC's recent orders for two new ships, each with a DWT capacity of ~7,300 MT, scheduled for delivery in Aug'26 and Dec'26, strengthen the long-term growth outlook for the seaways segment.

**Key risks:** Concentration risk (automotive industry), an increase in diesel prices, highly competitive road logistics industry, and a modal shift of cargo from road to rail.

### Financial Summary

YE Mar Rs mn	Sales	EBITDA	Recurring PAT	EPS (Rs)	P/E (x)	P/B (x)	EV/ EBITDA (x)	ROE (%)	Core ROIC (%)	EBITDA Margin (%)
FY24A	40,242	4,105	3,532	45.8	22.7	3.9	19.5	18.9	18.4	10.2
FY25E	45,304	4,635	4,091	54.4	19.1	3.5	17.4	19.5	18.5	10.2
FY26E	50,633	5,203	4,644	61.7	16.8	3.0	15.4	19.5	18.7	10.3
FY27E	56,542	5,819	5,254	69.9	14.9	2.5	13.6	18.7	18.3	10.3

Source: Company, Equirus Securities

### Estimate Revision

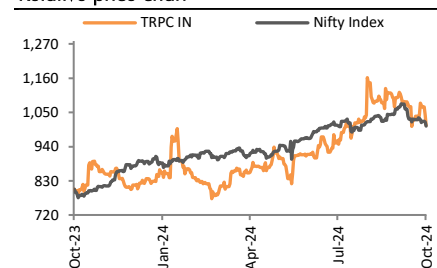
(Rs mn)	Forecasts		% Change	
	FY25E	FY26E	FY25E	FY26E
Sales	45,304	50,633	2%	2%
EBITDA	4,635	5,203	2%	2%
PAT	4,091	4,644	3%	1%
EPS	54.0	61.3	4%	3%

### Stock Information

Market Cap (Rs Mn)	79,467
52 Wk H/L (Rs)	1,250/686
Avg Daily Volume (1 yr)	68,066
Avg Daily Value (Rs Mn)	0.8
Equity Cap (Rs Mn)	20,038
Face Value (Rs)	2
Share Outstanding (Mn)	76.5
Bloomberg Code	TRPC IN
Ind Benchmark	SPBSMIP

Ownership (%)	Recent	3M	12M
Promoters	68.9	0.0	(0.1)
DII	11.9	(0.1)	1.0
FII	3.6	0.1	(0.6)
Public	15.7	0.1	(0.3)

### Relative price chart



Source: Bloomberg

### Analysts

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## Exhibit 1: Quarterly performance

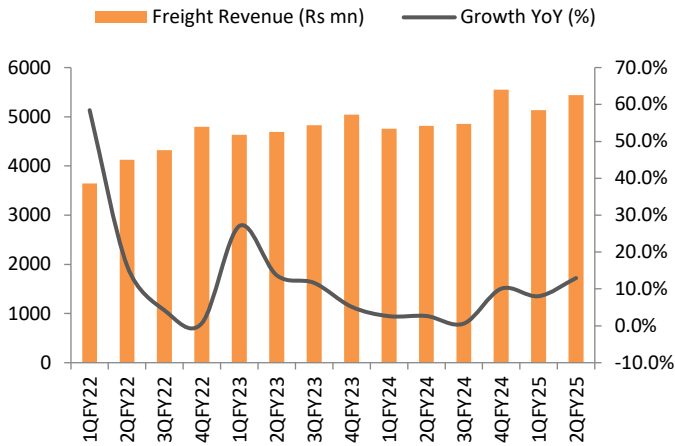
Rs Mn	2QFY25	2QFY25E	1QFY25	2QFY24	% Change			Comments
					2QFY25E	1QFY25	2QFY24	
<b>Net Sales</b>	<b>11,208</b>	<b>11,103</b>	<b>10,451</b>	<b>9,935</b>	<b>1%</b>	<b>7%</b>	<b>13%</b>	
Cost of rendering service	9,024	8,953	8,427	8,017	1%	7%	13%	
Employee Benefits Expense	629	641	614	568	-2%	2%	11%	
Other Expenses	384	395	372	346	-3%	3%	11%	
<b>Total Expenditures</b>	<b>10,037</b>	<b>9,989</b>	<b>9,413</b>	<b>8,931</b>	<b>0%</b>	<b>7%</b>	<b>12%</b>	
<b>EBITDA</b>	<b>1,171</b>	<b>1,114</b>	<b>1,038</b>	<b>1,004</b>	<b>5%</b>	<b>13%</b>	<b>17%</b>	
Depreciation	291	297	290	311	-2%	0%	-6%	
<b>EBIT</b>	<b>880</b>	<b>817</b>	<b>748</b>	<b>693</b>	<b>8%</b>	<b>18%</b>	<b>27%</b>	
Interest	46	47	42	34	-3%	10%	35%	
Other Income	106	116	109	113	-8%	-3%	-6%	
<b>PBT</b>	<b>940</b>	<b>885</b>	<b>815</b>	<b>772</b>	<b>6%</b>	<b>15%</b>	<b>22%</b>	
Tax	109	119	110	96	-9%	-1%	14%	
<b>PAT before MI &amp; Associate</b>	<b>831</b>	<b>766</b>	<b>705</b>	<b>676</b>	<b>9%</b>	<b>18%</b>	<b>23%</b>	
Minority Interest	-9	-7	-6	-8	20%	50%	13%	
Profit from Assoc.	242	230	211	202	5%	15%	20%	
<b>Recurring PAT</b>	<b>1,064</b>	<b>988</b>	<b>910</b>	<b>870</b>	<b>8%</b>	<b>17%</b>	<b>22%</b>	
Extraordinaries	0	0	0	0				
<b>Reported PAT</b>	<b>1,064</b>	<b>988</b>	<b>910</b>	<b>870</b>	<b>8%</b>	<b>17%</b>	<b>22%</b>	
EPS (Rs)	13.7	12.7	11.7	11.2	8%	17%	22%	
EBITDA Margin	10.4%	10.0%	9.9%	10.1%	42 bps	52 bps	34 bps	
EBIT Margin	7.9%	7.4%	7.2%	7.0%	49 bps	69 bps	88 bps	
PBT Margin	8.4%	8.0%	7.8%	7.8%	41 bps	59 bps	62 bps	
PAT Margin	9.5%	8.9%	8.7%	8.8%	59 bps	79 bps	74 bps	
Tax Rate	11.6%	13.5%	13.5%	12.4%	-190 bps	-190 bps	-84 bps	

Source: Company Data, Equirus

## Earnings Call Takeaways

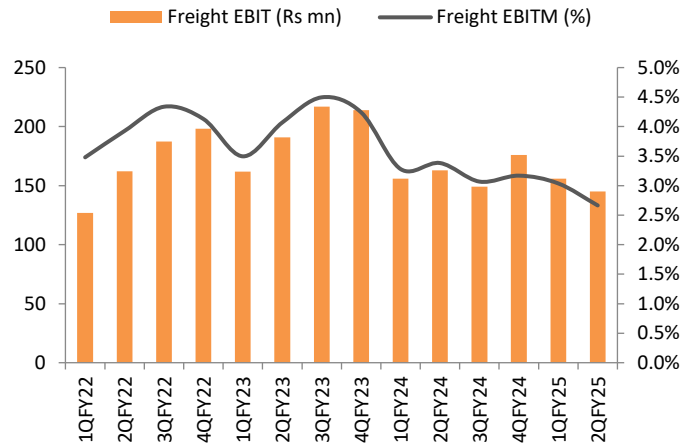
- **Guidance:**
  - TRPC has maintained its guidance of revenue and profitability growth of 10-15% for FY25E. TRPC expects quality growth of 10-15% CAGR over medium term as well; both on the top-line as well as bottom-line.
  - TRPC has guided for capex of ~Rs 3.75bn for FY25E towards hub centres and warehouses (Rs 1.3bn), trucks & rakes (Rs 0.9bn), Ships (Rs 0.8bn), Containers (Rs 0.25bn) and others (~Rs 0.5bn). Capex incurred during 1HFY25 stood at ~Rs 902mn.
- **Industry specific commentary:**
  - Overall consumption remains weak, though the industrial sector has performed well. Festival stocking is up 5-10% yoy. Two-wheeler sales have been robust, while four-wheeler and tractor sales lag. The MSME sector shows softer trends.
- **Segment-wise growth commentary:**
  - **Freight segment** has faced challenges, with margins pressured by rising toll costs, driver wages, and increased competition. Management anticipates 7-10% top-line growth for FY25E but expects muted bottom-line growth amid continued margin pressures. TRPC added 17 branches for the segment this quarter. Given current MSME weakness, LTL growth is likely to be moderate, with TRPC targeting a 40% contribution from LTL by FY26E (currently 36%). Overall, management expect this segment to stabilize over next 2-3 quarters.
  - **SCS segment** is performing well, with growth momentum expected to continue. Management reports a strong warehousing pipeline. Margins softened slightly this quarter due to new capacity awaiting revenue generation. TRPC sees significant growth potential in quick commerce, where it supplies warehousing services to dark stores—currently a small but fast-growing part of the business. The SCS segment is anticipated to become the largest revenue contributor by FY26E.
  - **Seaways segment** reported strong performance this quarter, driven by higher international ocean freight rates that boosted coastal rates. With all ships available for the full quarter and stable fuel prices, the segment saw improved realizations, margins, and profitability. Management noted limited visibility on second-hand ships. There is only one dry-dock scheduled for the last week of Mar'25. Overall, management expects freight rates to cool off in the near term, which may soften realizations and margins. Management identifies significant growth potential for coastal shipping, highlighting that it currently represents only 6% of the total logistics market in India, compared to ~20% in China. Given India's extensive coastline, there is substantial opportunity for expansion in this segment.
- **Warehousing:** Total warehousing space under management is ~15msf+ as of Sep'24.
- **Debt:** Debt stood at ~Rs 1.6bn as of Sep'24 (vs ~Rs 1.4bn as of Jun'24). Cash balance as of Sep'24 stood at ~Rs 3.1bn (vs ~Rs 4.4bn as of Jun'24). Net cash as of Sep'24 stood at ~Rs 1.5bn (vs ~Rs 3.0bn as of Jun'24)
- **JV Performance (1QFY25):**
  - **Transystem:** Revenue grew 20% yoy to ~Rs 3.1bn.
  - **TCI CONCOR:** Revenue grew 31% yoy to ~Rs 1046mn.
  - **TCI Cold Chain Solutions:** Revenue grew 30% yoy to ~Rs 231mn.

**Exhibit 2: Freight segment revenues up 13% yoy**



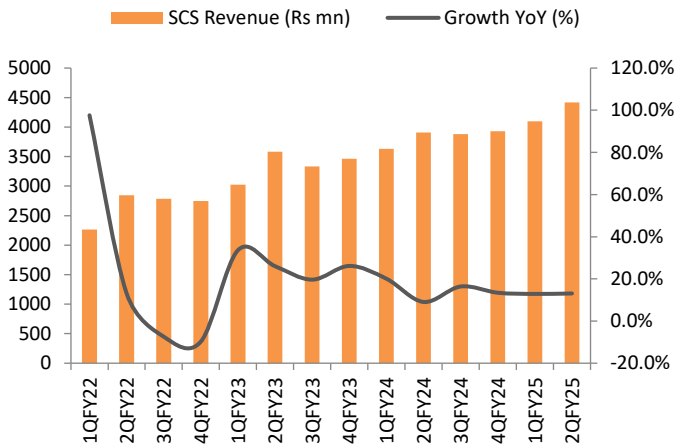
Source: Company Data, Equirus

**Exhibit 3: Freight segment EBIT margin stood at 2.7%**



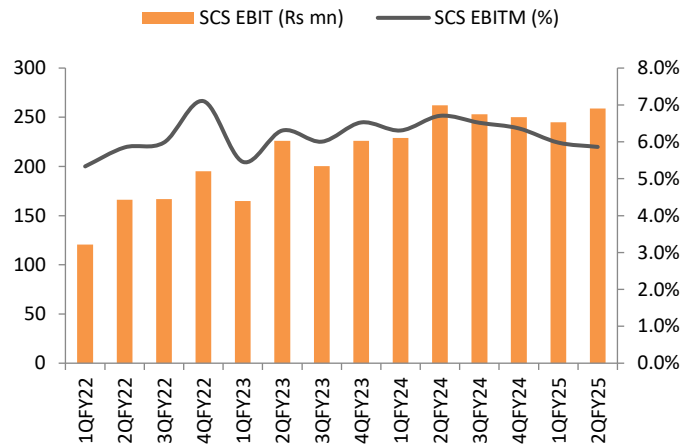
Source: Company Data, Equirus

**Exhibit 4: SCS segment revenues up 13% yoy**



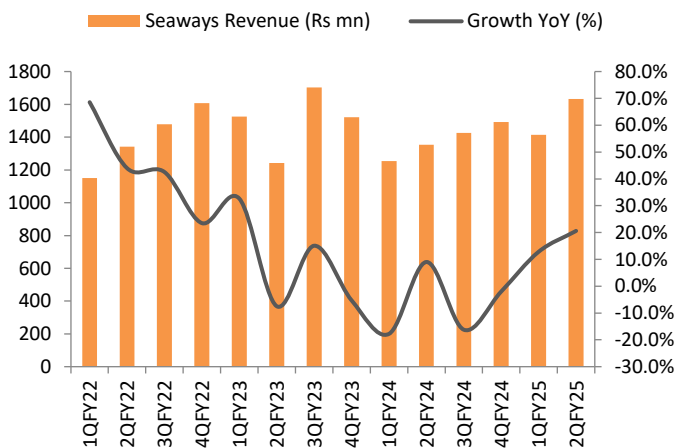
Source: Company Data, Equirus

**Exhibit 5: SCS Segment EBIT margin stood at 5.9%**



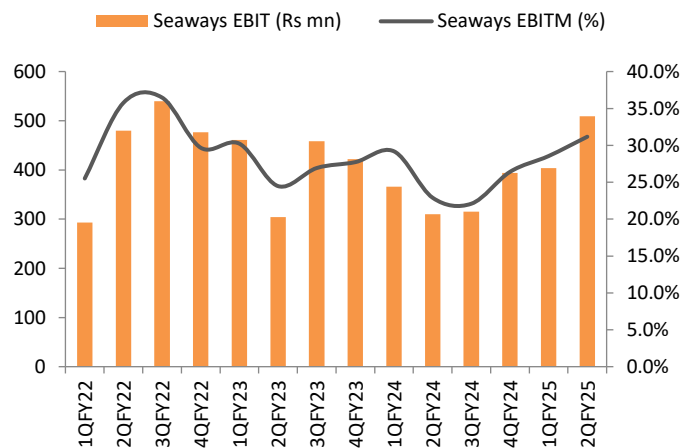
Source: Company Data, Equirus

**Exhibit 6: Seaways segment revenues up 21% yoy**



Source: Company Data, Equirus

**Exhibit 7: Seaways Segment EBIT stood at 31.2%**



Source: Company Data, Equirus

## Company Snapshot

### How we differ from the consensus

Particular (Rs Mn)		Equirus	Consensus	% Diff	Comment
Sales	FY25E	45,304	44,713	1%	
	FY26E	50,633	50,247	1%	
EBITDA	FY25E	4,635	4,644	0%	
	FY26E	5,203	5,417	-4%	
PAT	FY25E	4,091	3,930	4%	
	FY26E	4,644	4,564	2%	

### Key Estimates

Key Assumptions (Rs mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	27,178	28,024	32,588	37,826	40,242	45,304	50,633	56,542
EBITDAM %	8.9%	9.3%	12.6%	11.2%	10.2%	10.2%	10.3%	10.3%
PAT %	5.2%	5.3%	8.9%	8.4%	8.7%	9.0%	9.2%	9.3%

### Risks to Our View

- Concentration risk (automotive industry)
- An increase in diesel prices
- Highly competitive road logistics industry
- A modal shift of cargo from road to rail

## Company Description

Transport Corporation of India (TRPC) is India's leading integrated multimodal logistics and supply chain solutions provider. Established in 1958, it has grown from a single truck/single route company to a multimodal integrated supply chain management (SCM) solutions provider. Its broad range of services – **freight, supply chain, warehousing solutions, coastal and shipping** – make it a formidable player in the Indian logistics space.

**Through its freight segment (TCI Freight)**, it provides integrated surface transport solutions like FTL (full truck load), LTL (less than truck load), small packages and consignments, ODC (over dimensional cargoes), and PHH (project heavy haul) with a fleet of 4,600+ trucks (owned: 30), 750+ offices, and 25 hubs.

**Under its supply chain segment (TCI SCS)**, the company offers integrated supply chain solutions – right from conceptualisation and designing the logistics network to implementation. Service offerings include supply chain consultancy, inbound logistics, warehousing/distribution centre management, and outbound logistics. For the SCS division, TRPC has a warehousing space of ~15msf and 5,500+ vehicles under operation.

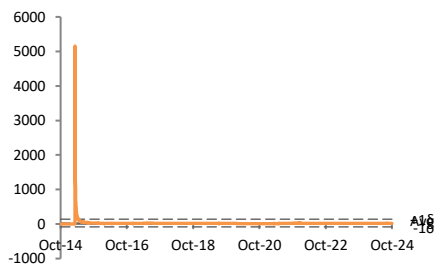
**Under its seaways division (TCI Seaways)**, TRPC provides multi-modal coastal services in India for transporting containers and bulk cargo, connecting major ports in western, eastern, and southern regions. From cargo movement and liner services to charter operations and first and last-mile connectivity via rail and road, it offers coastal shipping solutions via its fleet of 6 cargo ships with a capacity of 77,957DWT.

TRPC provides **multimodal rail-road container services** for all types of cargo **through its JV with Concor**; it offers integrated **cold chain services** to meet temperature-controlled warehousing & distribution services through its **100% subsidiary, TCI Cold Chain Logistics**. It also provides high quality **integrated logistics solutions** (like IBL for Production Parts on just-in-time basis, OBL, warehousing, spare parts delivery, and CKD container transportation) to **Japanese Automotive Manufacturers and Suppliers** in India **through its JV with Mitsui & Co.**

Comparable valuation

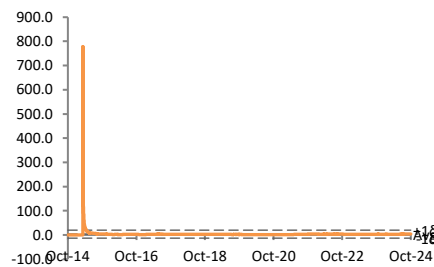
Company	Reco.	CMP	Mkt Cap Rs. Mn.	Price Target	Target Date	P/E			EV/EBITDA			P/B			RoE			Div Yield
						FY24A/E	FY25E	FY26E	FY24A/E	FY25E	FY26E	FY24A/E	FY25E	FY26E	FY24A/E	FY25E	FY26E	FY25E
CCRI	REDUCE	796	4,84,998	890	Sep-25	39.2	36.5	30.8	23.5	21.4	18.1	4.1	3.9	3.7	10.7%	11.0%	12.4%	1.6%
GDL	LONG	84	41,965	116	Sep-25	16.4	17.5	15.3	11.8	11.2	9.9	2.3	2.0	1.9	13.8%	12.0%	12.6%	2.2%
VRLL	REDUCE	519	45,396	496	Sep-25	51.2	44.4	35.7	12.2	10.5	8.9	4.8	4.3	3.9	9.2%	10.2%	11.6%	0.7%
TCIEXP	SHORT	981	37,659	992	Sep-25	28.6	30.4	28.0	20.0	21.2	19.5	5.2	4.7	4.2	20.3%	16.5%	15.8%	0.8%
MLL	REDUCE	409	29,476	408	Mar-26	-50.3	389.2	48.1	14.0	10.9	9.0	6.0	6.1	5.6	-10.0%	2.5%	12.8%	0.6%
AEGIS	LONG	177	78,184	238	Mar-26	-186.0	72.0	33.2	11.7	9.9	8.1	4.2	4.0	3.6	-8.0%	5.8%	11.5%	0.0%
<b>TRPC</b>	<b>LONG</b>	<b>1,038</b>	<b>79,467</b>	<b>1397</b>	<b>Mar-26</b>	<b>22.7</b>	<b>19.1</b>	<b>16.8</b>	<b>19.5</b>	<b>17.4</b>	<b>15.4</b>	<b>3.9</b>	<b>3.5</b>	<b>3.0</b>	<b>18.9%</b>	<b>19.5%</b>	<b>19.5%</b>	<b>0.8%</b>
TVS SCS	ADD	744	2,61,267	815	Sep-25	45.9	39.1	32.7	28.2	23.8	20.4	6.7	6.1	5.5	15.8%	17.0%	18.1%	1.0%

Price to earning chart



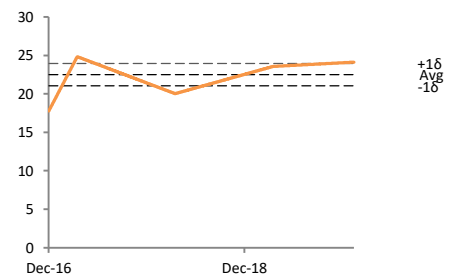
Source: Company, Equirus Research

Price to book chart



Source: Company, Equirus Research

EV-EBITDA chart



Source: Company, Equirus Research

## Quarterly performance

Y/E Mar (Rs mn)	1QFY24A	2QFY24A	3QFY24A	4QFY24A	1QFY25A	2QFY25E	3QFY25E	4QFY25E
<b>Revenue</b>	<b>9,498</b>	<b>9,935</b>	<b>10,020</b>	<b>10,789</b>	<b>10,451</b>	<b>11,208</b>	<b>11,553</b>	<b>12,093</b>
COGS	7,595	8,017	8,067	8,752	8,427	9,024	9,304	9,756
Employee Cost	555	568	566	545	614	629	637	645
Other Expenses	340	346	388	398	372	384	430	448
EBITDA	1,008	1,004	999	1,094	1,038	1,171	1,182	1,244
Depreciation	308	311	331	334	290	291	300	327
<b>EBIT</b>	<b>700</b>	<b>693</b>	<b>668</b>	<b>760</b>	<b>748</b>	<b>880</b>	<b>882</b>	<b>917</b>
Interest Exp.	23	34	35	41	42	46	47	52
<b>Other Income</b>	<b>85</b>	<b>113</b>	<b>95</b>	<b>165</b>	<b>109</b>	<b>106</b>	<b>109</b>	<b>146</b>
Profit before Tax	762	772	728	884	815	940	944	1,010
Tax Expenses	104	96	108	28	110	109	128	149
<b>Profit After Tax</b>	<b>658</b>	<b>676</b>	<b>620</b>	<b>856</b>	<b>705</b>	<b>831</b>	<b>815</b>	<b>861</b>
Minority Interest	(9)	(8)	(8)	(12)	(6)	(9)	(12)	(13)
<b>Profit/(Loss) from Associates</b>	<b>174</b>	<b>202</b>	<b>182</b>	<b>201</b>	<b>211</b>	<b>242</b>	<b>226</b>	<b>239</b>
Recurring PAT	823	870	794	1,045	910	1,064	1,030	1,087
Exceptional Items	0	0	0	24	0	0	0	0
<b>Reported PAT</b>	<b>823</b>	<b>870</b>	<b>794</b>	<b>1,069</b>	<b>910</b>	<b>1,064</b>	<b>1,030</b>	<b>1,087</b>
Other comprehensive income.	0	0	0	0	0	0	0	0
<b>PAT after comp. income.</b>	<b>823</b>	<b>870</b>	<b>794</b>	<b>1,069</b>	<b>910</b>	<b>1,064</b>	<b>1,030</b>	<b>1,087</b>
FDEPS	10.8	11.4	10.4	14.0	11.9	13.9	13.5	14.2
<b>Cost items as % of sales</b>								
<b>RM expenses</b>	<b>80.0</b>	<b>80.7</b>	<b>80.5</b>	<b>81.1</b>	<b>80.6</b>	<b>80.5</b>	<b>80.5</b>	<b>80.7</b>
<b>Employee expenses</b>	<b>5.8</b>	<b>5.7</b>	<b>5.6</b>	<b>5.1</b>	<b>5.9</b>	<b>5.6</b>	<b>5.5</b>	<b>5.3</b>
Other expenses	3.6	3.5	3.9	3.7	3.6	3.4	3.7	3.7
<b>Margin (%)</b>								
Gross Margin	20.0	19.3	19.5	18.9	19.4	19.5	19.5	19.3
<b>EBITDA Margin</b>	<b>10.6</b>	<b>10.1</b>	<b>10.0</b>	<b>10.1</b>	<b>9.9</b>	<b>10.4</b>	<b>10.2</b>	<b>10.3</b>
PAT Margin	8.7	8.8	7.9	9.9	8.7	9.5	8.9	9.0
<b>YoY Growth (%)</b>								
Sales	5.1	6.5	3.6	10.2	10.0	12.8	15.3	12.1
<b>EBITDA</b>	<b>(3.5)</b>	<b>3.5</b>	<b>(12.7)</b>	<b>1.3</b>	<b>3.0</b>	<b>16.6</b>	<b>18.3</b>	<b>13.7</b>
EBIT	(7.4)	3.4	(19.6)	(1.2)	6.9	27.0	32.0	20.6
PAT	(4.4)	14.2	(18.9)	13.8	7.1	22.9	31.5	0.6

## Key Financials (Consolidated)

## Income Statement

Y/E Mar (Rs mn)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
<b>Revenue</b>	<b>28,024</b>	<b>32,588</b>	<b>37,826</b>	<b>40,242</b>	<b>45,304</b>	<b>50,633</b>	<b>56,542</b>
COGS	22,991	25,766	30,307	32,431	36,511	40,763	45,502
Employee Cost	1,455	1,700	1,965	2,234	2,524	2,840	3,181
Other Expenses	966	1,013	1,314	1,472	1,635	1,827	2,040
EBITDA	2,612	4,109	4,240	4,105	4,635	5,203	5,819
Depreciation	928	1,130	1,214	1,284	1,208	1,350	1,482
<b>EBIT</b>	<b>1,684</b>	<b>2,978</b>	<b>3,026</b>	<b>2,821</b>	<b>3,427</b>	<b>3,853</b>	<b>4,337</b>
Interest Exp.	267	128	98	133	188	195	203
<b>Other Income</b>	<b>255</b>	<b>178</b>	<b>303</b>	<b>458</b>	<b>470</b>	<b>526</b>	<b>587</b>
Profit before Tax	1,672	3,028	3,230	3,146	3,709	4,183	4,721
Tax Expenses	238	376	434	336	497	560	632
<b>Profit After Tax</b>	<b>1,433</b>	<b>2,652</b>	<b>2,796</b>	<b>2,810</b>	<b>3,212</b>	<b>3,623</b>	<b>4,089</b>
Minority Interest	(33)	(32)	(33)	(37)	(40)	(45)	(50)
<b>Profit/(Loss) from Associates</b>	<b>201</b>	<b>277</b>	<b>444</b>	<b>759</b>	<b>918</b>	<b>1,065</b>	<b>1,214</b>
Recurring PAT	1,602	2,896	3,207	3,532	4,091	4,644	5,254
Exceptional Items	(131)	0	(34)	(24)	0	0	0
<b>Reported PAT</b>	<b>1,471</b>	<b>2,896</b>	<b>3,173</b>	<b>3,508</b>	<b>4,091</b>	<b>4,644</b>	<b>5,254</b>
Other comprehensive income.	0	0	0	0	0	0	0
<b>PAT after comp. income.</b>	<b>1,471</b>	<b>2,896</b>	<b>3,173</b>	<b>3,508</b>	<b>4,091</b>	<b>4,644</b>	<b>5,254</b>
FDEPS	19.1	37.5	40.9	45.8	54.4	61.7	69.9
<b>DPS</b>	<b>5</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>11</b>
BVPS	153	189	223	266	296	349	409

YoY Growth (%)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Sales	3.1	16.3	16.1	6.4	12.6	11.8	11.7
EBITDA	8.6	57.3	3.2	(3.2)	12.9	12.3	11.8
EBIT	6.6	76.9	1.6	(6.8)	21.5	12.4	12.6
PAT	12.1	85.0	5.4	0.5	14.3	12.8	12.9

## Key Ratios

Profitability (%)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Gross Margin	18.0	20.9	19.9	19.4	19.4	19.5	19.5
EBITDA Margin	9.3	12.6	11.2	10.2	10.2	10.3	10.3
PAT Margin	5.3	8.9	8.4	8.7	9.0	9.2	9.3
ROE	13.4	22.3	20.3	18.9	19.5	19.5	18.7
ROIC	11.6	19.9	19.3	18.0	18.4	18.4	17.9
Core ROIC	11.7	20.4	20.5	18.4	18.5	18.7	18.3
Dividend Payout	12.0	15.8	15.5	15.3	15.3	15.3	15.3

Valuation (x)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
P/E	54.4	27.7	25.4	22.7	19.1	16.8	14.9
P/B	6.8	5.5	4.6	3.9	3.5	3.0	2.5
P/FCFF	43.4	26.7	38.3	137.7	58.1	94.7	67.2
EV/EBITDA	8.5	11.2	11.2	19.5	17.4	15.4	13.6
EV/Sales	0.8	1.4	1.3	2.0	1.8	1.6	1.4
Dividend Yield (%)	0.4	0.6	0.7	0.7	0.8	0.9	1.0

**Balance Sheet**

Y/E Mar (Rs mn)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Equity Capital	154	155	155	155	152	152	152
Reserves	11,543	14,148	16,863	19,883	21,752	25,686	30,138
<b>Net Worth</b>	<b>11,697</b>	<b>14,303</b>	<b>17,018</b>	<b>20,038</b>	<b>21,904</b>	<b>25,839</b>	<b>30,290</b>
Total Debt	2,767	619	625	1,503	1,503	1,503	1,503
Other long term liabilities	457	605	610	781	860	908	961
Minority Interest	86	274	301	333	373	418	468
Account Payables	943	971	760	657	740	792	846
Other Current Liabilities	1,439	1,498	1,695	1,702	1,903	2,006	2,104
<b>Total Liabilities</b>	<b>17,388</b>	<b>18,270</b>	<b>21,009</b>	<b>25,014</b>	<b>27,283</b>	<b>31,466</b>	<b>36,171</b>
Gross Fixed Assets	11,580	12,286	12,676	14,266	16,766	19,266	21,766
Acc. Depreciation	(4,171)	(5,046)	(5,471)	(6,634)	(7,842)	(9,192)	(10,674)
Net Fixed Assets	7,409	7,241	7,205	7,632	8,924	10,074	11,092
Capital WIP	52	73	260	1,090	1,090	1,090	1,090
long term investments	1,500	1,780	1,977	2,121	3,039	4,105	5,319
Others	0	147	882	3,306	3,306	3,306	3,306
Inventory	71	85	50	106	119	133	149
Receivables	5,110	5,082	5,609	6,006	6,265	7,279	8,439
Loans and advances	10	12	12	12	12	12	12
Other current assets	2,841	3,105	3,168	3,785	4,146	4,626	5,159
Cash & Cash Equivalents.	395	745	1,846	956	381	841	1,605
<b>Total Assets</b>	<b>17,388</b>	<b>18,270</b>	<b>21,009</b>	<b>25,014</b>	<b>27,283</b>	<b>31,466</b>	<b>36,171</b>
Non-Cash WC	5,651	5,816	6,385	7,550	7,900	9,253	10,810
Cash Conv. Cycle	53.6	44.6	42.0	45.6	43.6	43.1	45.3
WC Turnover	5.0	5.6	5.9	5.3	5.7	5.5	5.2
Gross Asset Turnover	2.4	2.7	3.0	2.8	2.7	2.6	2.6
Net Asset Turnover	3.8	4.5	5.1	4.6	4.5	4.5	4.6
Net D/E	0.2	0.0	(0.1)	0.0	0.1	0.0	0.0

Days (x)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Receivable Days	65	57	52	53	49	49	51
Inventory Days	1	1	1	1	1	1	1
Payable Days	13	14	10	8	7	7	7
Non-cash WC days	74	65	62	68	64	67	70

**Cash Flow**

Y/E Mar (Rs mn)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Profit Before Tax	1,743	3,305	3,640	3,881	3,709	4,183	4,721
Depreciation	928	1,130	1,214	1,285	1,208	1,350	1,482
Others	218	(98)	(337)	(798)	(282)	(330)	(384)
Tax paid	52	(494)	(186)	(389)	(497)	(560)	(632)
Change in WC	107	(163)	(725)	(985)	(271)	(1,304)	(1,505)
<b>Operating Cashflow</b>	<b>3,047</b>	<b>3,680</b>	<b>3,606</b>	<b>2,994</b>	<b>3,867</b>	<b>3,339</b>	<b>3,682</b>
Capex	(1,218)	(707)	(1,530)	(2,417)	(2,500)	(2,500)	(2,500)
Change in Invest.	(17)	(175)	(804)	(2,375)	0	0	0
Others	87	132	483	754	470	526	587
<b>Investing Cashflow</b>	<b>(1,148)</b>	<b>(751)</b>	<b>(1,850)</b>	<b>(4,038)</b>	<b>(2,030)</b>	<b>(1,974)</b>	<b>(1,913)</b>
Change in Debt	(1,419)	(1,059)	6	878	0	0	0
Change in Equity	40	34	35	35	(1,600)	0	0
Others	(385)	(1,554)	(696)	(737)	(813)	(905)	(1,005)
<b>Financing Cashflow</b>	<b>(1,764)</b>	<b>(2,580)</b>	<b>(655)</b>	<b>176</b>	<b>(2,413)</b>	<b>(905)</b>	<b>(1,005)</b>
<b>Net Change in Cash</b>	<b>136</b>	<b>349</b>	<b>1,101</b>	<b>(868)</b>	<b>(575)</b>	<b>460</b>	<b>764</b>

Source: Company Data, Equirus



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