# Transport Corporation of India Ltd.

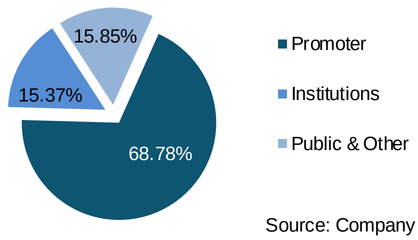
*Multi-modal functionalities; primed to capitalize fresh opportunities…*

**CMP: INR 1,038** | **Target: INR 1,206** | **Q2FY25 Result Update – ACCUMULATE**

## Key Share Data

| | |
|---|---|
| Face Value (INR) | 2.0 |
| Equity Capital (INR Mn) | 153 |
| Market Cap (INR Mn) | 79,4515 |
| 52 Week High/Low (INR) | 1250 / 686 |
| 1 Yr Avg. Daily Volume (NSE) | 76,321 |
| BSE Code | 532349 |
| NSE Code | TCI |
| Reuters Code | TCIL.NS |
| Bloomberg Code | TRPC.IN |

## Shareholding Pattern (as on September 2024)




Source: Company

## Key Financials (Rs Million)

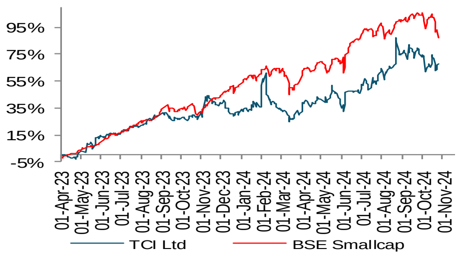
| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| Net Sales | 37,825.8 | 40,242.0 | 45,131.0 | 51,371.0 |
| *Growth (%)* | *16.1%* | *6.4%* | *12.1%* | *13.8%* |
| EBITDA | 4,240.2 | 4,105.0 | 4,684.7 | 5,850.9 |
| PAT | 3,205.9 | 3,593.0 | 4,038.9 | 5,166.7 |
| *Growth (%)* | *9.6%* | *10.5%* | *14.0%* | *28.1%* |
| EPS (INR) | 40.9 | 45.1 | 52.3 | 67.0 |
| BVPS (INR) | 219.4 | 257.8 | 291.6 | 354.7 |

## Key Financials Ratios

| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| P/E (x) | 25.4 | 23.0 | 19.8 | 15.5 |
| P/BVPS (x) | 4.7 | 4.0 | 3.6 | 2.9 |
| Mcap/Sales (x) | 2.1 | 2.0 | 1.8 | 1.5 |
| EV/EBITDA (x) | 18.7 | 19.8 | 17.1 | 13.6 |
| ROCE (%) | 17.2% | 13.1% | 14.1% | 15.6% |
| ROE (%) | 18.6% | 17.5% | 17.9% | 18.9% |
| EBITDA Mar (%) | 11.2% | 10.2% | 10.4% | 11.4% |
| PAT Mar (%) | 8.4% | 8.7% | 8.9% | 10.0% |
| Debt - Equity (x) | 0.0 | 0.1 | 0.1 | 0.1 |

*Source: Company, SKP Research*

## Price performance TCI Ltd vs BSE Small Cap

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### Company Background

Transport Corporation of India Ltd (TCI), promoted by Mr D P Agarwal & family, managed under the leadership of Mr D P Agarwal, Chairman and Mr Vineet Agarwal, Managing Director is India's leading integrated multimodal logistics service provider. The company offers services like handling and movement of cargo, end-to-end supply chain management and coastal shipping through its three business verticals namely TCI Freight, TCI Supply Chain Solutions (SCS) and TCI Seaways with extensive network of the company owned offices, ~10,000 trucks in operation, 15 mn sq. ft. of warehousing space and six coastal ships.

### Investment Rationale

#### Performance outperformed expectations in challenging macro environment

- During Q2FY25 & H1FY25, TCI posted consolidated sales growth of ~12.8% & ~11.5% y-o-y to Rs 11,208 mn & Rs 21,659 mn despite stalling economic conditions due to heavy monsoons, uncertainties of global geopolitical developments and slower private consumption. Better festival stocking which increased by 5%-10% y-o-y and a healthy pick up in warehousing, quick commerce and 3PL green multimodal solutions aided in TCI's resilient growth.
- Company also witnessed growth across other lines of businesses, from sectors like industrials, electrical equipment, chemicals and consumer electronics. Its diversified offerings of cold chain and chemical logistics along with other emerging vertical solutions have also shown positive traction by efficiently tapping into available opportunities.
- Q2FY25 & H1FY25 consolidated EBITDA increased by ~16.6% & ~9.8% y-o-y to Rs 1,171 mn & Rs 2,209 mn with EBITDA margin remaining ~10.4%.
- Consolidated PAT in Q2FY25 & H1FY25 increased by ~22.3% & ~16.6% y-o-y to Rs 1,064 mn & Rs 1,974 mn with PAT margin increased to ~9.5%.
- TCI remains net debt-free, with a successful buyback and a strong cash position. Board has approved an interim dividend of Rs 3.5/share (FV of Rs 2/share).
- Presently, in rail operations, TCI is handling ~60 terminals across the country and in the road network it has 25 hubs as well as 65 yards to service last mile of finished goods. TCI has integrated advanced technology, including multiple APIs from ULIP, enhancing operational efficiency.
- TCI ***Freight Division*** grew by ~13% y-o-y in Q2FY25 to Rs 5,442 mn but experiencing challenges with ~9% y-o-y decline in EBITDA to Rs 213 mn due to competitive pressure in the LTL segment, sluggish growth in MSMEs and weakness in infra and capital goods sectors. This also impacted the ROCE. The automotive sector slowdown, except 2W and production cuts have negatively affected the freight business. In H1FY25, TCI handled 1,168 rail rakes across the country, similar to last year during same period. TCI continued its focus on network expansion to increase LTL and opened 32 new branches. Management targets to reach LTL's share to ~40% of revenue mix from ~36% presently. Management guided segments growth of 8-10%.
- ***TCI CONCOR's*** (49% JV) revenue grew by ~22.4% y-o-y to Rs 1,914 mn in H1FY25 as it operates on asset-light model and due to good traction in multimodal logistics services.
- ***TCI SCS Division*** witnessed revenue growth of ~13% y-o-y in both Q2FY25 & H1FY25 to Rs 4,418 mn & Rs 8,515 mn respectively with continued growth momentum amidst mixed sectoral trends in automotive, FMCD, quick commerce and FMCG. Margins in the business are slightly weaker due to competitive pressure from regional and unorganized players and investments in new contracts and warehousing. Growth is anticipated in new business opportunities within FMCG, apparel, defence, quick commerce, chemical sectors, etc. Company maintained the guidance of ~15% growth in the segment for FY25 with margins to remain resilient to various cost pressures.
- ***TCI Cold Chain*** (~20% JV) reported robust topline growth of ~32.1% to Rs 450 mn in H1FY25. It has a fleet size of ~250 trucks including newly added 75 trucks.
- ***Transystem Logistics*** (~51% JV) recorded significant growth of ~46% y-o-y in revenue to Rs 5,758 mn in H1FY25 with focus on automotive logistics of Japanese clients.
- ***Seaways Division*** posted robust growth by ~20.6% & ~17% y-o-y to Rs 1,633 mn & Rs 3,048 mn in Q2FY25 & H1FY25 respectively. The segment in Q2FY25 reported ~47% y-o-y growth in EBITDA margin, which is expected to moderate to 30-35% mainly driven by increase in realization due to the shifting of routes in the seaways from the coastal waters of India to the international waters. Average fuel price remained benign but geopolitical tensions may impact fuel prices going forward. However, there are indications of some level of slowdown because interest rates have started to being cut globally, and perhaps some recession in some parts of the world, which is essentially now starting to put pressure on freight rates.

#### Maintained FY25 guidance with capex of ~Rs 3.75 bn

- For FY25, company guided for 10%-15% y-o-y (mostly on higher side) consolidated revenue growth and net profit growth guidance of 10%-15% y-o-y (mostly on lower side) with margins to remain at similar levels driven by growth across the segments and JV businesses.
- Management expects capex of ~Rs 3.75 bn for FY25 of which ~Rs 0.90 bn has been utilized till H1FY25. As per Q1FY25, management guided to incur capex of ~Rs 10 bn over four years with ~Rs 3 bn during FY26.

### *VALUATION*

GoI's National Logistics Policy & PM Gati Shakti framework has brought about an unparalleled increase in logistics policy measures along with government's spending, modernization of logistics infrastructure, ports, DFC & cargo parks, e-commerce penetration, etc. will provide a push towards seamless multimodal transportation and modern connectivity, making India's logistics efficient, integrated, sustainable and competitive, which augurs well for TCI, which is present across all modes of transport. TCI is well placed to encash the benefits due to its presence & expertise in multimodal services and better business mix backed by value-added services and customised offerings. ***We have valued TCI on a SOTP basis and recommend 'ACCUMULATE' on the stock with a target price of Rs 1,206 (upside of ~16.2%) in 12 months.***

## Q2FY25 Consolidated Result Review

*Figs in INR Million*

| Particulars | Q2FY25 | Q2FY24 | % Change | Q1FY25 | % Change | H1FY25 | H1FY24 | % Change |
|---|---|---|---|---|---|---|---|---|
| **Net Sales** | **11208.0** | **9935.0** | **12.8%** | **10451.0** | **7.2%** | **21659.0** | **19433.0** | **11.5%** |
| Operating Expenses | 9024.0 | 8017.0 | 12.6% | 8427.0 | 7.1% | 17451.0 | 15612.0 | 11.8% |
| *% to Sales* | *80.5%* | *80.7%* | *(18)Bps* | *80.6%* | *(12)Bps* | *80.6%* | *80.3%* | *23 Bps* |
| Employee Expenses | 629.0 | 568.0 | 10.7% | 614.0 | 2.4% | 1243.0 | 1123.0 | 10.7% |
| *% to Sales* | *5.6%* | *5.7%* | *(11)Bps* | *5.9%* | *(26)Bps* | *5.7%* | *5.8%* | *(4)Bps* |
| Other Expenses | 384.0 | 346.0 | 11.0% | 372.0 | 3.2% | 756.0 | 686.0 | 10.2% |
| *% to Sales* | *3.4%* | *3.5%* | *(6)Bps* | *3.6%* | *(13)Bps* | *3.5%* | *3.5%* | *(4)Bps* |
| **TOTAL EXPENDITURE** | **10037.0** | **8931.0** | **12.4%** | **9413.0** | **6.6%** | **19450.0** | **17421.0** | **11.6%** |
| **EBIDTA** | **1171.0** | **1004.0** | **16.6%** | **1038.0** | **12.8%** | **2209.0** | **2012.0** | **9.8%** |
| *EBIDTA Margin (%)* | *10.4%* | *10.1%* | *34 Bps* | *9.9%* | *52 Bps* | *10.2%* | *10.4%* | *(15)Bps* |
| Depreciation | 291.0 | 311.0 | -6.4% | 290.0 | 0.3% | 581.0 | 619.0 | -6.1% |
| **EBIT** | **880.0** | **693.0** | **27.0%** | **748.0** | **17.6%** | **1628.0** | **1393.0** | **16.9%** |
| *EBIT Margin (%)* | *7.9%* | *7.0%* | *88 Bps* | *7.2%* | *69 Bps* | *7.5%* | *7.2%* | *35 Bps* |
| Interest | 46.0 | 34.0 | 35.3% | 42.0 | 9.5% | 88.0 | 57.0 | 54.4% |
| Other Income | 106.0 | 113.0 | -6.2% | 109.0 | -2.8% | 215.0 | 198.0 | 8.6% |
| **EBT before exceptional Items** | **940.0** | **772.0** | **21.8%** | **815.0** | **15.3%** | **1755.0** | **1534.0** | **14.4%** |
| *EBT Margin before exceptional items (%)* | *8.4%* | *7.8%* | *62 Bps* | *7.8%* | *59 Bps* | *8.1%* | *7.9%* | *21 Bps* |
| Share in Net Profit Loss of JV | 242.0 | 202.0 | 19.8% | 211.0 | 14.7% | 453.0 | 376.0 | 20.5% |
| Exceptional Items | 0.0 | 0.0 | | 0.0 | | 0.0 | 0.0 | |
| **EBT after exceptional Items** | **1182.0** | **974.0** | **21.4%** | **1026.0** | **15.2%** | **2208.0** | **1910.0** | **15.6%** |
| *EBT Margin after exceptional items (%)* | *10.5%* | *9.8%* | *74 Bps* | *9.8%* | *73 Bps* | *10.2%* | *9.8%* | *37 Bps* |
| Tax | 109.0 | 96.0 | 13.5% | 110.0 | -0.9% | 219.0 | 200.0 | 9.5% |
| Minority Interest | 9.0 | 8.0 | 12.5% | 6.0 | -50.0% | 15.0 | 17.0 | -11.8% |
| **Reported Profit After Tax** | **1064.0** | **870.0** | **22.3%** | **910.0** | **16.9%** | **1974.0** | **1693.0** | **16.6%** |
| *PAT Margin (%)* | *9.5%* | *8.8%* | *74 Bps* | *8.7%* | *79 Bps* | *9.1%* | *8.7%* | *40 Bps* |
| **Diluted EPS (Rs)** | **13.7** | **11.2** | **22.2%** | **11.7** | **17.0%** | **25.3** | **21.7** | **16.5%** |

| Segment Wise Revenue Break-up | Q2FY25 | Q2FY24 | % Change | Q1FY25 | % Change | H1FY25 | H1FY24 | % Change |
|---|---|---|---|---|---|---|---|---|
| **Freight Division** | **5442.0** | **4818.0** | **13.0%** | **5136.0** | **6.0%** | **10578.0** | **9572.0** | **10.5%** |
| *Contribution* | *48.1%* | *47.9%* | *15 Bps* | *48.6%* | *(54)Bps* | *48.4%* | *48.8%* | *(40)Bps* |
| **Supply Chain Solution Division** | **4418.0** | **3907.0** | **13.1%** | **4097.0** | **7.8%** | **8515** | **7537** | **13.0%** |
| *Contribution* | *39.0%* | *38.9%* | *17 Bps* | *38.8%* | *25 Bps* | *38.9%* | *38.4%* | *53 Bps* |
| **Seaways Division** | **1633.0** | **1354.0** | **20.6%** | **1415.0** | **15.4%** | **3048.0** | **2608.0** | **16.9%** |
| *Contribution* | *14.4%* | *13.5%* | *96 Bps* | *13.4%* | *103 Bps* | *13.9%* | *13.3%* | *65 Bps* |
| **Energy Division** | **20.0** | **21.0** | **-4.8%** | **13.0** | **53.8%** | **33.0** | **37.0** | **-10.8%** |
| *Contribution* | *0.2%* | *0.2%* | *(3)Bps* | *0.1%* | *5 Bps* | *0.2%* | *0.2%* | *(4)Bps* |
| **Unallocable & Corporate** | **127.0** | **108.0** | **17.6%** | **104.0** | **22.1%** | **231** | **187** | **23.5%** |
| *Contribution* | *1.1%* | *1.1%* | *5 Bps* | *1.0%* | *14 Bps* | *1.1%* | *1.0%* | *10 Bps* |
| **Less Inter Segment Revenue** | **326.0** | **160.0** | **103.8%** | **205.0** | **59.0%** | **531** | **310** | **71.3%** |
| **Total** | **11314.0** | **10048.0** | **12.6%** | **10560.0** | **7.1%** | **21874.0** | **19631.0** | **11.4%** |

| Segment Wise EBIT Break-up | Q2FY25 | Q2FY24 | % Change | Q1FY25 | % Change | H1FY25 | H1FY24 | % Change |
|---|---|---|---|---|---|---|---|---|
| **Freight Division** | **145.0** | **163.0** | **-11.0%** | **156.0** | **-7.1%** | **301.0** | **319.0** | **-5.6%** |
| *EBIT Margin (%)* | *2.7%* | *3.4%* | *(72)Bps* | *3.0%* | *(37)Bps* | *2.8%* | *3.3%* | *(49)Bps* |
| **Supply Chain Solution Division** | **259.0** | **262.0** | **-1.1%** | **245.0** | **5.7%** | **504.0** | **491.0** | **2.6%** |
| *EBIT Margin (%)* | *5.9%* | *6.7%* | *(84)Bps* | *6.0%* | *(12)Bps* | *5.9%* | *6.5%* | *(60)Bps* |
| **Seaways Division** | **509.0** | **310.0** | **64.2%** | **404.0** | **26.0%** | **913.0** | **676.0** | **35.1%** |
| *EBIT Margin (%)* | *31.2%* | *22.9%* | *827 Bps* | *28.6%* | *262 Bps* | *30.0%* | *25.9%* | *403 Bps* |
| **Energy Division** | **14.0** | **12.0** | **-16.7%** | **6.0** | **133.3%** | **20.0** | **20.0** | **0.0%** |
| *EBIT Margin (%)* | *70.0%* | *57.1%* | *1,286 Bps* | *46.2%* | *2,385 Bps* | *60.6%* | *54.1%* | *655 Bps* |
| **Total** | **927.0** | **747.0** | **24.1%** | **811.0** | **14.3%** | **1738.0** | **1506.0** | **15.4%** |

**Source: Company and SKP Research**

### Key Concerns

1. **Rise in crude price:** There is a time lag of one month in fuel price revision (both for trucks and coastal shipping). Thus, any unprecedented sharp rise in the prices of crude may negatively impact the profitability of the Company.
2. **Slowdown in automotive segment:** TCI SCS division is dependent upon automotive industry, with exposure of ~80% of division's revenue. Any slowdown in the automotive sector may hamper the results of the Company.
3. **Slowdown in the economy:** Logistics industry growth is directly linked with country's GDP growth rate. Unfortunately, the GDP took severe dent during FY21 when it contracted by ~7.3% due to lock down imposed by Government of India due to COVID – 19 Pandemic during First Quarter. However, the economy recovered gradually from Q2FY21 onwards. With the pick-up in high frequency indicators like Government's expenditure in growth oriented projects GDP for FY25 is pegged at positive 7%.

   This rebound in growth has also resulted in the rise in inflation due to several factors, including rising vegetable prices, elevated fuel costs and rising input costs for companies. This has triggered rise in interest rates to curb inflation which may slowdown the economy again. Any such slowdown in the economy may put pressure on the growth prospects of the logistics industry.

## *VALUATION*

**SOTP Valuation**

| Business Segment | EBIDTA (Rs mn) | EV/EBIDTA (x) | Rs mn |
|---|---|---|---|
| TCI Freight | 1,261.4 | 12.0 | 15,136.3 |
| TCI SCS | 2,114.3 | 13.0 | 27,486.3 |
| TCI Seaways | 2,437.4 | 11.0 | 26,811.8 |
| TCI Energy | 34.9 | 1.0 | 34.9 |
| Transystem (Valued on the basis of P/E) | 1,138.3 | 14.0 | 15,936.7 |
| **Total EV** | | | **85,406.1** |
| Less: Debt | | | 1,403.0 |
| Add: Investment | | | 6,927.0 |
| Add: Cash | | | 1,192.4 |
| **Shareholder's Value** | | | **92,122.4** |
| No. of shares outstanding (mn Shares) | | | 76.4 |
| **Fair Value (Rs per share)** | | | **1,206** |
| CMP (Rs per Share) | | | 1,038.0 |
| **Upside** | | | **16.2%** |

Source: SKP Research

## Consolidated Financials

**Income Statement** *Figures in Rs Million*

| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| **Total Income** | **37,825.8** | **40,242.0** | **45,131.0** | **51,371.0** |
| *Growth (%)* | *16.1%* | *6.4%* | *12.1%* | *13.8%* |
| **Expenditure** | **33,585.6** | **36,137.0** | **40,446.3** | **45,520.1** |
| Operating Expenses | 30,306.6 | 32,431.0 | 36,375.6 | 40,873.3 |
| Employee Cost | 1,965.3 | 2,234.0 | 2,562.4 | 2,902.7 |
| Admin & Other Exp. | 1,313.7 | 1,472.0 | 1,508.3 | 1,744.0 |
| **EBITDA** | **4,240.2** | **4,105.0** | **4,684.7** | **5,850.9** |
| Depreciation | 1,214.1 | 1,284.0 | 1,352.7 | 1,416.1 |
| **EBIT** | **3,026.1** | **2,821.0** | **3,332.0** | **4,434.9** |
| Other Income | 302.6 | 458.0 | 475.0 | 499.9 |
| Interest Expense | 98.2 | 133.0 | 156.4 | 168.4 |
| JV & Exceptional Income | 409.8 | 783.0 | 965.3 | 1,138.3 |
| **Profit Before Tax (PBT)** | **3,640.3** | **3,929.0** | **4,615.9** | **5,904.8** |
| Income Tax | 434.4 | 336.0 | 577.0 | 738.1 |
| **PAT before Min. Interest** | **3,205.9** | **3,593.0** | **4,038.9** | **5,166.7** |
| **PAT after Min. Interest** | **3,173.4** | **3,508.0** | **3,998.3** | **5,120.5** |
| Diluted EPS | 40.9 | 45.1 | 52.3 | 67.0 |

**Balance Sheet** *Figures in Rs Million*

| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| Share Capital | 155.1 | 155.5 | 152.8 | 152.8 |
| Reserve & Surplus | 16,862.8 | 19,882.5 | 22,130.7 | 26,945.5 |
| **Shareholders Funds** | **17017.9** | **20038.0** | **22283.5** | **27098.3** |
| **Total Debt** | **625.2** | **1,503.0** | **1,303.0** | **1,403.0** |
| Deferred Tax | 300.2 | 328.0 | 328.0 | 328.0 |
| Liabilities & Prov | 2,764.7 | 2,812.0 | 3,420.5 | 3,839.4 |
| Minority Interest | 301.20 | 333.00 | 373.62 | 419.85 |
| **Total Liabilities** | **21,009.2** | **25,014.0** | **27,708.7** | **33,088.6** |
| **Net Block inc. Capital WIP** | **8172.4** | **9707.0** | **12104.3** | **13688.2** |
| Non Current Investments | 2,858.9 | 5,427.0 | 5,427.0 | 6,927.0 |
| Non Current Assets | 504.50 | 270.00 | 293.35 | 333.91 |
| **Current Assets** | **9,473.4** | **9,610.0** | **9,884.0** | **12,139.4** |
| Sundry Debtors | 5,609.1 | 6,006.0 | 6,584.6 | 7,705.7 |
| Inventories | 50.00 | 106.00 | 126.37 | 143.84 |
| Cash & Bank Balance | 1,845.9 | 956.0 | 451.7 | 1,192.4 |
| LA & Other Current Assets | 1,968.4 | 2,542.0 | 2,721.3 | 3,097.6 |
| **Total Assets** | **21,009.2** | **25,014.0** | **27,708.7** | **33,088.6** |

**Cash Flow Statement** *Figures in Rs Million*

| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| **Profit Before Tax (PBT)** | **3,640.3** | **3,881.0** | **4,615.9** | **5,904.8** |
| Depreciation | 1,214.1 | 1,284.0 | 1,352.7 | 1,416.1 |
| Finance Costs | 98.2 | 133.0 | 156.4 | 168.4 |
| Chg. in Working Capital | (729.3) | (985.0) | (193.1) | (1,136.5) |
| Direct Taxes Paid | (186.2) | (389.0) | (577.0) | (738.1) |
| Other Charges | (430.5) | (930.0) | - | - |
| **Operating Cash Flows** | **3,606.6** | **2,994.0** | **5,354.9** | **5,614.6** |
| Capital Expenditure | (1,560.4) | (2,426.0) | (3,750.0) | (3,000.0) |
| Investments | (803.6) | (2,375.0) | - | (1,500.0) |
| Others | 432.6 | 763.0 | - | - |
| **Investing Cash Flows** | **(1,931.4)** | **(4,038.0)** | **(3,750.0)** | **(4,500.0)** |
| Changes in Equity | 35.4 | 0.4 | (2.7) | - |
| Inc / (Dec) in Debt | 5.9 | 878.0 | (200.0) | 100.0 |
| Dividend Paid (inc tax) | (542.7) | (549.0) | (152.8) | (305.6) |
| Others | (153.3) | (153.4) | (156.4) | (168.4) |
| **Financing Cash Flows** | **(654.7)** | **176.0** | **(511.8)** | **(374.0)** |
| **Net Cashflow** | **1,020.5** | **(868.0)** | **1,093.1** | **740.6** |
| Opening Cash Balance | 679.0 | 1,699.5 | 831.5 | 1,924.6 |
| **Closing Cash incl. Bank** | **1,699.5** | **831.5** | **1,924.6** | **2,665.2** |

**Ratio Analysis**

| Particulars | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| **Earning Ratios (%)** | | | | |
| EBITDA Margin (%) | 11.2% | 10.2% | 10.4% | 11.4% |
| PAT Margins (%) | 8.4% | 8.7% | 8.9% | 10.0% |
| ROCE (%) | 17.2% | 13.1% | 14.1% | 15.6% |
| ROE (%) | 18.6% | 17.5% | 17.9% | 18.9% |
| **Per Share Data (INR)** | | | | |
| Diluted EPS | 40.9 | 45.1 | 52.3 | 67.0 |
| Cash EPS (CEPS) | 56.6 | 61.6 | 70.0 | 85.5 |
| BVPS | 219.4 | 257.8 | 291.6 | 354.7 |
| **Valuation Ratios (x)** | | | | |
| P/E | 25.4 | 23.0 | 19.8 | 15.5 |
| Price/BVPS | 4.7 | 4.0 | 3.6 | 2.9 |
| EV/Sales | 2.1 | 2.0 | 1.8 | 1.5 |
| EV/EBITDA | 18.7 | 19.8 | 17.1 | 13.6 |
| Market Cap/Sales(x) | 2.1 | 2.0 | 1.8 | 1.5 |
| **Balance Sheet Ratios** | | | | |
| Debt - Equity | 0.0 | 0.1 | 0.1 | 0.1 |
| Current Ratio | 3.8 | 4.0 | 3.3 | 3.6 |
| Asset Turnover Ratio | 4.8 | 4.7 | 4.0 | 4.3 |

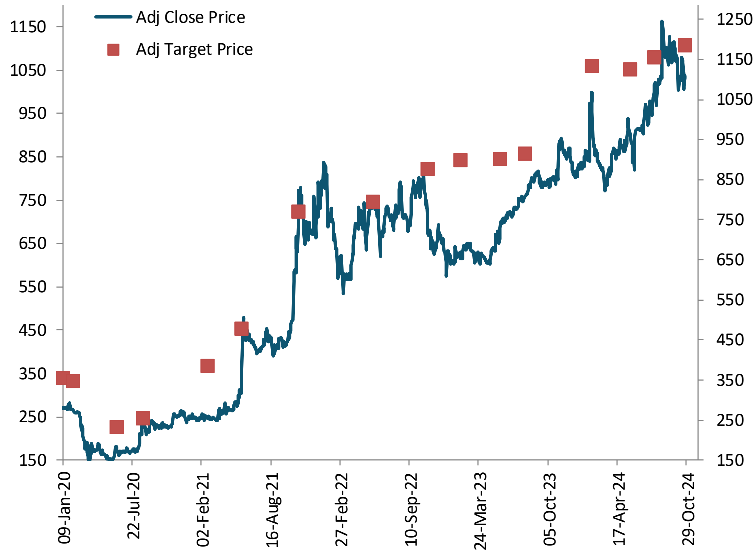
Source: Company, SKP Research

## Recommendation - History Table

| Date | Rating | Adj Issue Price | Adj Target Price | Upside Potential | Period (months) |
|---|---|---|---|---|---|
| 09-Jan-20 | BUY | 268 | 355 | 32% | 18 |
| 07-Feb-20 | BUY | 267 | 346 | 30% | 18 |
| 08-Jun-20 | BUY | 174 | 233 | 34% | 15 |
| 21-Aug-20 | HOLD | 235 | 253 | 8% | 12 |
| 07-Nov-20 | BUY | 228 | 278 | 22% | 12 |
| 18-Feb-21 | BUY | 247 | 386 | 56% | 18 |
| 27-May-21 | BUY | 355 | 479 | 35% | 18 |
| 07-Aug-21 | BUY | 452 | 560 | 24% | 18 |
| 01-Nov-21 | ACCUMULATE | 689 | 770 | 12% | 18 |
| 30-Jan-22 | BUY | 712 | 857 | 20% | 18 |
| 31-May-22 | ACCUMULATE | 735 | 796 | 8% | - |
| 09-Aug-22 | BUY | 723 | 855 | 18% | 18 |
| 02-Nov-22 | BUY | 694 | 877 | 26% | 15 |
| 01-Feb-23 | BUY | 614 | 898 | 46% | 18 |
| 24-May-23 | BUY | 680 | 901 | 33% | 18 |
| 02-Aug-23 | BUY | 761 | 916 | 20% | 15 |
| 07-Feb-24 | BUY | 951 | 1134 | 19% | 18 |
| 23-May-24 | BUY | 901 | 1126 | 25% | 15 |
| 01-Aug-24 | ACCUMULATE | 1017 | 1155 | 14% | 15 |
| 28-Oct-24 | ACCUMULATE | 1038 | 1206 | 16% | 12 |

Source: SKP Research; Price adjusted for stock split

## Recommendation - History Chart




### Ratings Guide

| Definition | Rating |
|---|---|
| BUY | ≥ 18% |
| ACCUMULATE | 8% - 17% |
| NEUTRAL | ≤ 7% |

Source: BSE, SKP Research; Price adjusted for stock split

## Notes:

**The above analysis and data are based on last available prices and not official closing rates. SKP Research is also available on Bloomberg and Thomson First Call.**

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