

**BUY****TP: Rs 1,690 | ▲ 16%****RELIANCE INDUSTRIES**

Oil &amp; Gas

17 January 2026

## Growth momentum continues across key business segments

- Q3 business growth was driven by Telecom, Oil-to-Chemicals (O2C) and Retail businesses
- Growth to continue through consumption demand in Retail; fixed broadband segment of Telecom FMCG portfolio & green energy
- Maintain BUY rating and revise TP to Rs1,690 from Rs1,655, based on EV/EBITDA for Dec'27E EBITDA

**Revenue above expectation:** Revenue came at Rs2,649bn (+10.4%YoY, +4.0%QoQ); 4% above our estimates. EBITDA came at Rs460bn (+5.1%YoY, +0.3%QoQ) and was 7% below our estimates, due to lower-than-expected EBITDA performance of Retail (+1.3%YoY). Telecom and O2C businesses reported strong growth in EBITDA of +16.1%YoY and + 14.6%YoY, respectively.

**Retail and Telecom:** Retail business reported improved growth in revenues (+9.2%YoY, +9.9% QoQ) with growth in segments – Grocery, Fashion and Consumer Electronics. EBITDA increased by 1.3%YoY, - growth impacted to some extent by festive offers & promotions and investments in local commerce. Telecom business revenues came at Rs373bn (+12.7%YoY, +2.6%QoQ), driven by subscriber growth of 6.9%YoY and ARPU growth of 5.1%YoY. EBITDA increased by 16.4%YoY.

**Oil- to-Chemicals (O2C):** O2C business revenues came at Rs1,620bn (+8.4%YoY+1.0%QoQ), driven by volume growth. EBITDA increased by 14.6%YoY due to higher fuel cracks (60-100%YoY), growth in fuel retailing volumes and higher PE margins in downstream chemicals. Margins increased by+6% in PE,

**Green Energy:** The business is on track to set up 20GW of Solar PV manufacturing and 100GWh of battery giga factory. 1st cell line got commissioned in October 2025. Capex commitment is Rs750bn.

**Capex:** Incurred a capex of Rs336bn in Q3FY26. Reported net debt stood at Rs1,171bn vs Rs1,170bn in Mar'25, with Net Debt/Equity of 0.1x

**Maintain BUY; revise upwards TP:** We remain positive on growth, driven by O2C, Retail and Telecom businesses. Growth drivers going forward would be demand dynamics in refining, consumption demand in Retail business, fixed broadband business in Telecom; FMCG consumer brands and green energy business. We maintain BUY rating and revise TP upwards to Rs1,690 from Rs1,655 on EV/EBITDA, on Dec' 27 for different business segments.

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## Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	RIL IN/Rs 1,458
Market cap	US\$ 217.2bn
Free float	50%
3M ADV	US\$ 175.9mn
52wk high/low	Rs 1,612/Rs 1,115
Promoter/FPI/DII	50%/19%/19%

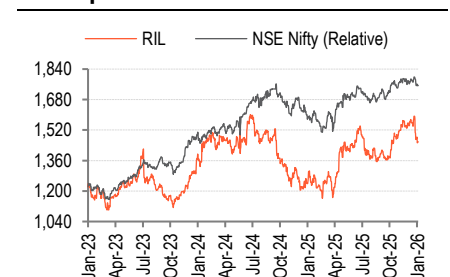
Source: NSE | Price as of 16 Jan 2026

## Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	9,646,930	10,965,935	12,000,205
EBITDA (Rs mn)	1,654,440	1,867,780	2,109,502
Adj. net profit (Rs mn)	696,480	847,127	978,620
Adj. EPS (Rs)	51.5	62.6	72.3
Consensus EPS (Rs)	51.5	61.9	69.5
Adj. ROAE (%)	3.8	4.3	4.7
Adj. P/E (x)	28.3	23.3	20.2
EV/EBITDA (x)	12.7	11.1	9.6
Adj. EPS growth (%)	(50.0)	21.6	15.5

Source: Company, Bloomberg, BOBCAPS Research

## Stock performance



Source: NSE



**Fig 1 – Quarterly performance**

(Rs mn)	Q3FY26	Q2FY26	QoQ (%)	Q3FY25	YoY (%)	9MFY26	9MFY25	YoY (%)
Revenue	2,649,050	2,546,230	4.0	2,399,860	10.4	7,631,600	7,033,050	8.5
EBITDA	460,180	458,850	0.3	437,890	5.1	1,348,080	1,216,120	10.9
EBITDA margin (%)	17.4	18.0		18.2		17.7	17.3	
Depreciation	146,220	144,160	1.4	131,810	10.9	428,800	396,570	8.1
Interest	66,130	68,270	(3.1)	61,790	7.0	204,760	181,140	13.0
Other income	49,140	44,820	9.6	42,140	16.6	245,150	130,730	87.5
PBT	296,970	291,240	2.0	286,430	3.7	959,670	769,140	24.8
Tax	75,300	69,780	7.9	68,390	10.1	209,730	185,610	13.0
PAT	186,450	181,650	2.6	185,400	0.6	638,040	502,410	27.0
PATM (%)	7.0	7.1		7.7		8.4	7.1	
EPS (Rs)	13.78	13.42	2.6	13.70	0.6	47.15	37.13	27.0

Source: Company

**Fig 2 – Q3FY26 Actual vs Our Estimates**

Particulars	Q3 Actual	Estimates	VAR (%)
Revenue (Rs mn)	2,649,050	2,550,158	3.9
EBITDA (Rs mn)	460,180	494,287	(6.9)
EBITDA margin (%)	17.4	19.4	
PAT (Rs mn)	186,450	205,090	(9.1)
EPS (Rs)	13.8	15.2	(9.1)

Source: Company, Bloomberg

**Fig 3 – Retail business**

Rs mn	Q3FY26	Q2FY26	QoQ (%)	Q3FY25	YoY (%)	9MFY26	9MFY25	YoY (%)
Revenue - gross	976,050	900,180	8.4	903,330	8.1	2,717,940	2,422,500	12.2
Revenue - Net	869,510	791,280	9.9	795,950	9.2	2,397,990	2,123,570	12.9
EBITDA	69,150	68,160	1.5	68,280	1.3	201,120	183,420	9.6
PAT	35,580	34,390	3.5	34,850	2.1	102,640	89,690	14.4
<b>Margins (%)</b>								
EBITDA	8.0	8.6		8.6		8.4	8.6	
PAT	4.1	4.3		4.4		4.3	4.2	

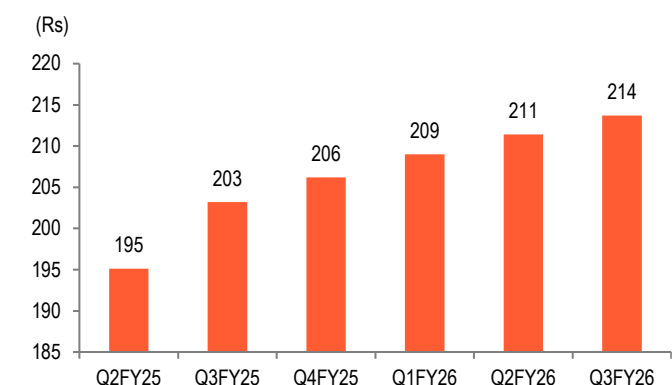
Source: BOBCAPS Research

**Fig 4 – Jio Telecom business**

Rs mn	Q3FY26	Q2FY26	QoQ (%)	Q3FY25	YoY (%)	9MFY26	9MFY25	YoY (%)
Revenue	372,620	363,320	2.6	330,740	12.7	1,086,260	942,320	15.3
EBITDA	193,030	187,570	2.9	165,850	16.4	561,950	471,540	19.2
PAT	76,290	73,750	3.4	68,570	11.3	221,140	190,860	15.9
<b>Margins (%)</b>								
EBITDA	51.8	51.6		50.1		51.7	50.0	
PAT	20.5	20.3		20.7		20.4	20.3	

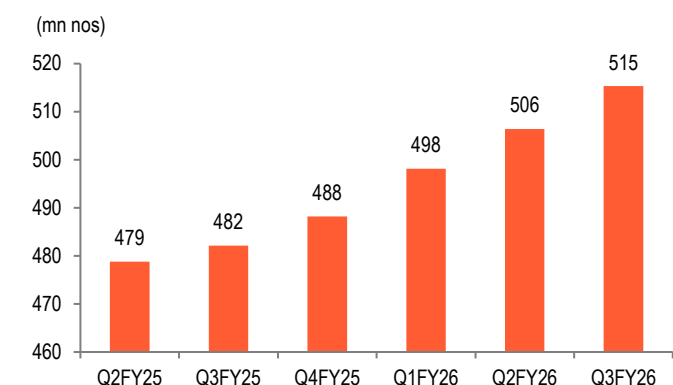
Source: BOBCAPS Research

**Fig 5 – Average revenue per user (ARPU)**



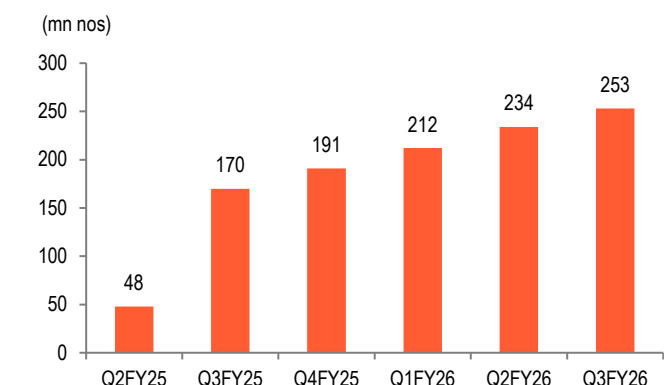
Source: Company

**Fig 6 – Subscriber base**



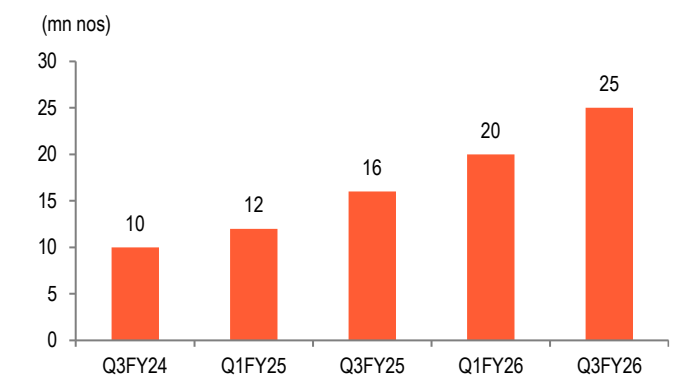
Source: Company

**Fig 7 – 5G Subscriber Base**



Source: Company

**Fig 8 – Fixed Broadband Subscriber Base**



Source: Company

## Call Highlights

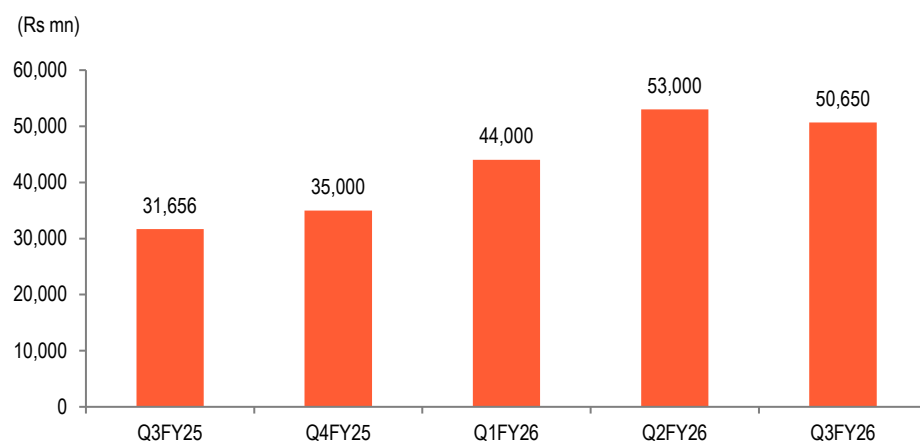
- **Oil-to-Chemicals (O2C) business:** O2C business revenue growth was driven by higher volumes:
  - Sales volumes increased by 1.7%YoY in the refining segment with higher throughput. Jio BP network added 260 outlets on YoY to 2,125 outlets, which led to volume growth of 24.7% for Diesel and 20.8% for Petrol. Dated Brent averaged USD64/bbl in Q3, down USD11/bbl (-15%YoY).
  - EBITDA growth is led by gains in transportation fuel cracks (60-100%) and polymer margins – PE (+6%) offset by the decline in PP (-12%), PVC -5%) and polyester chain margins.
    - Singapore gasoline cracks improved to USD13/bbl in Q3FY26 vs USD7/bbl in Q3FY25.
    - PE margin increased to USD311/t from USD294/t in Q3FY25.
  - Demand environment - Domestic demand for Polymers increased by 2%YoY and Polyester demand decreased by 4%YoY.

- Management is positive about the business environment and see stable domestic demand on economic growth. For Petchem business – downstream chemical margins will likely stay constrained by higher supplies.
- **Retail business:** Retail business revenue of 9.2%YoY was driven by Grocery, Fashion and Consumer Electronics. 431 new stores were opened, taking the total to 19,979.
  - Registered customer base increased by 11.8%YoY to 378mn from 338mn in Q3FY25. JioMart – quick commerce platform added 6mn new customers- with customer base expansion of 43%YoY. It recorded 53%QoQ and 360%YoY growth in the average daily orders.
  - Grocery business – growth driven by core categories and Metro.
    - Double-digit growth in core categories: Dairy, Frozen & Bakery grew by 23%, Staples grew by 19% and Packaged foods grew by 15%.
    - Metro reported steady performance across categories – Beverages (+36%), Staples (26%), Home & Personal care (+18%YoY).
  - Fashion –
    - Strong traction in online fashion brand “Shein” which has app installs exceeding 6.5mn and expansion of portfolio to over 50,000 options. This has increased compared to 6mn installs and +25,000 options in previous quarter Q2FY26.
    - AJIO Luxe continued to expand catalogue. Portfolio grew by 41%YoY.
  - Consumer Electronics –
    - saw growth across categories. Laptops grew by 46%, Mobiles grew by 38% and appliances grew by 19% on YoY basis.
- **Outlook –** RIL will continue to focus on scaling up digital commerce activity (JioMart) and grow new commerce merchant partnerships to expand business.
- **FMCG business**

Demerged its FMCG brands business from the Retail business segment effective 1<sup>st</sup> Dec 2025; into new entity Reliance Consumer Product Ltd. (RCPL). RCPL is a direct subsidiary of RIL.

  - RCPL portfolio consists of Beverages, Staples, Confectionery, Snacks, Biscuits, Processed foods, Personal care & Home care and Pet food.
  - This has largest brand – Campa, followed by Staple brand - Independence. Consumer brands – Campa and Independence - continue to gain traction across markets. Campa sustained double-digit growth in key markets.
  - Revenue performance so far has been strong. 9MFY26 gross revenue stood at Rs150bn, a growth of 1.8xYoY vs FY25 revenue of Rs115bn.

**Fig 9 – Revenue performance quarterly (Rs mn)**



Source: Company

- **Telecom business:** Revenue growth of 12.7%YoY was driven by subscriber growth of 6.9%YoY and ARPU growth of 5.1%YoY. EBITDA increased by 16.4%YoY.
  - ARPU went up to Rs214 in Q3FY26 from Rs203 in Q3FY25; QoQ increase from Rs211 in Q2FY26 is aided by promotional 5G offers.
  - 5G Subscribers base reached 253mn as on Dec. 25 vs 234mn on Sept.25. Fixed broadband increased to 25mn on Dec.25 from 23mn on Sept.25
  - Outlook is positive and going forward, telecom business growth will continue to be driven by enterprise solutions, 5G coverage and FTTH (Fixed broadband) momentum.
- **Oil & Gas business:** Oil & gas segment reported a decline of 8.4%YoY in revenue and 12.7%YoY decline in EBITDA, due to lower volumes and price realisation for KG D6 gas and condensate, KG D6 gas production decreased to 26mmscmd in Q2FY26 from 28mmscmd in Q2FY25. Focus will remain on augmenting production in CBM with the ongoing 40 wells campaign.
- **Net debt:** Net debt remained stable QoQ at Rs1,171bn on Dec'25 vs Rs1,185bn on Sept'25. Net debt was Rs1,170bn on March 25, gross debt was Rs3,469bn on Dec25. Net Debt/Equity stood at 0.1x.

## Valuation Methodology

We remain positive on growth, driven by O2C, Retail and Telecom business. Growth drivers going forward would be demand dynamics in refining, consumption demand in Retail; Fixed broadband segment in Telecom business; FMCG consumer brands and Green energy businesses.

Key changes in assumptions:

- USD INR assumption revised to Rs89.0 vs earlier Rs87.0 for FY26E, Rs91.0 vs earlier Rs89.0 for FY27E and Rs91.0 vs earlier Rs89 for FY28E.
- Retail business:
  - Revenue growth moderated to 12%YoY for FY26E vs earlier 17.0%; revenue growth kept unchanged at 9.0% for FY27E and 7.0%YoY for FY28E
- Telecom business:
  - Subscriber base estimated at 516mn for FY26E vs earlier 507mn; 517mn for FY27E vs earlier 509mn and 518mn for FY28E vs earlier 510mn
- EBITDA is revised up by 2.4% for FY26E; 2.0% for FY27E and 2.3% for FY28E.

**Fig 10 – Revision in estimates**

(Rs mn)	Actual	New			Old			Change (%)		
	FY25A	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	9,646,930	10,965,935	12,000,205	12,953,491	10,914,841	11,852,128	12,791,826	0.5	1.2	1.3
EBITDA	1,654,440	1,867,780	2,109,502	2,310,990	1,823,982	2,068,079	2,259,506	2.4	2.0	2.3
EBITDA % margin	17.1	17.0	17.6	17.8	16.7	17.4	17.7	-	-	-
PAT	696,480	847,127	978,620	1,094,956	817,344	950,866	1,060,462	3.6	2.9	3.3
EPS (Rs)	51.5	62.6	72.3	80.9	60.4	70.3	78.4	3.6	2.9	3.3

Source: Company, BOBCAPS Research

**Fig 11 – Key assumptions**

	FY24	FY25	FY26E	FY27E	FY28E
USD-INR	84	87	89	91	91
Brent crude (USD/bbl)	80	80	60	60	60
<b>O2C business</b>					
Refining					
GRM (USD/bbl)	11.0	6.0	7.0	8.0	8.5
Crude throughput (mnt)	78.2	80.5	75.1	76.1	77.1
Petchem business					
Margin (USD/t)	315.0	300.0	325.0	360.0	390.0
<b>Retail business</b>					
Revenue growth % YoY	17.8	7.9	12.0	9.0	7.0
EBITDA % margin	7.5	7.6	7.8	7.9	8.3
<b>Telecom business</b>					
Subscriber base (mn nos)	482	488	516	517	518
ARPU (Rs)	181	199	214	227	240
EBITDA % margin	52.8	50.0	51.8	53.0	54.5

Source: BOBCAPS Research

### Retail business

Reliance Industries has an 83.56% stake holding in Reliance Retail Ventures Ltd. (RRVL). Balance 16.44% is held by investors - KKR, Silverlake partners, GIC, TPG and others

We estimate 9.3% CAGR in revenue and 12.5% in EBITDA over FY25-FY28E.

**Fig 12 – Retail business estimates**

	FY24	FY25	FY26E	FY27E	FY28E	CAGR (FY25-FY28E) (%)
Revenues (Rs mn)	3,067,860	3,308,700	3,705,744	4,039,261	4,322,009	9.3
EBITDA (Rs mn)	230,400	250,530	287,195	319,102	356,566	12.5
EBITDA % margin	7.5	7.6	7.8	7.9	8.3	

Source: BOBCAPS Research

We value the business at 35xDec'27 EBITDA. Our multiple is in line with the multiple of 35x for Avenue Supermarts for FY28E.

We arrive at an enterprise value of Rs12,151bn (USD135) for the overall business and the attributable value of its 83.56% stake amounts to Rs10,154bn (USD113bn).

**Fig 13 – Retail business valuation**

	EBITDA Dec.27	Multiple (x)	Rs mn	USD bn	Comments
Retail	347,200	35.0	12,151,990	135	for 100% value
Enterprise value (Rs mn)			10,154,203	113	for 83.56% stake

Source: BOBCAPS Research

### Telecom business

Reliance Industries has 66.43% stake holding in Jio Platforms Ltd. (JPL). Balance 33.57% is held by investors – Facebook, Silverlake partners, General Atlantic, among others.

Based on ARPU CAGR growth of 6.5% and subscriber base growth of 2.0% over FY25-FY28E, we estimate CAGR of 5.1% in revenue and 8.1% in EBITDA

**Fig 14 – Telecom business estimates**

	FY24	FY25	FY26E	FY27E	FY28E	CAGR (FY25-FY28E) (%)
Subscribers(mn)	482	488	516	517	518	2.0
ARPU (Rs)	181	199	214	227	240	6.5
Revenues (Rs mn)	1,001,190	1,282,180	1,321,533	1,403,743	1,486,743	5.1
EBITDA (Rs mn)	528,780	641,700	683,893	743,771	810,275	8.1
EBITDA % margin	52.8	50.0	51.8	53.0	54.5	

Source: BOBCAPS Research

We value the business at 12x multiple of EV/EBITDA, which is an average of multiple of Bharti Airtel and Vodafone. We arrive at an enterprise value of Rs9,523bn (USD106) for the overall business and attributable value of its 66.43% stake amounts to Rs6,326mn (USD70bn).



**Fig 15 – Telecom business valuation**

	EBITDA Dec.27	Multiple (x)	Rs mn	USD bn	Comments
Telecom	793,649	12.0	9,523,788	106	for 100% value
Enterprise value (Rs mn)			6,326,652	70	for 66.43% STAKE

Source: BOBCAPS Research

### Green energy business

RIL is on track to set up 20GWp of Solar PV manufacturing and 100GWh of battery giga factory. It aims to provide renewable energy round the clock to generate 150bn units of electricity.

RIL is building an end-to-end green energy ecosystem - starting from polysilicon to Solar PV module manufacturing with a 10GW pa capacity, which would be scaled up to 20GW capacity.

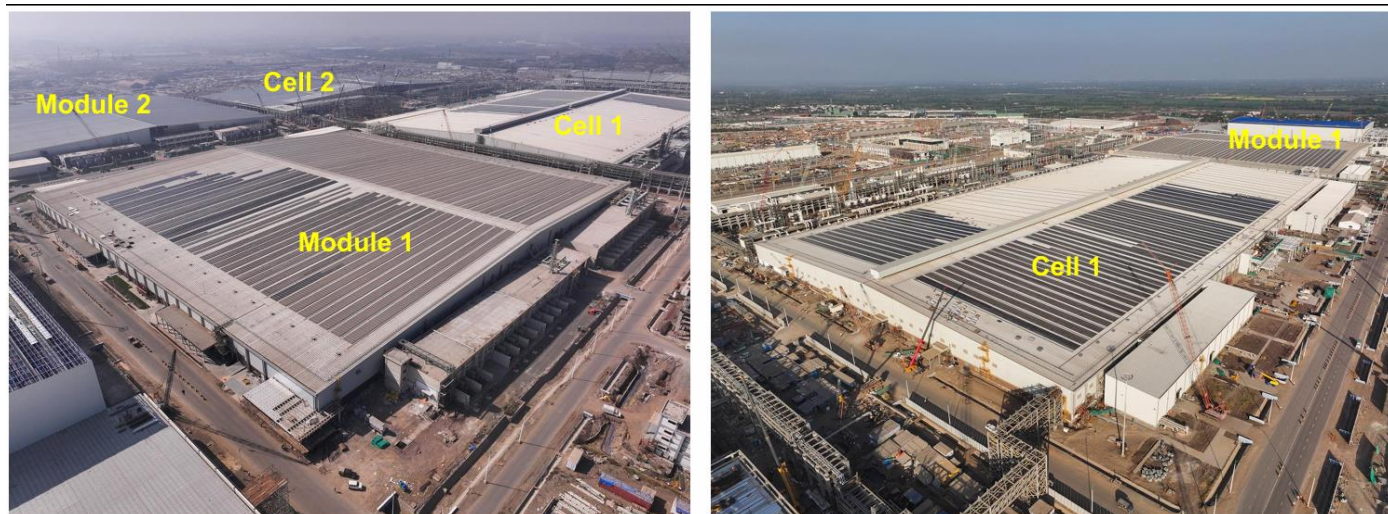
- It has commissioned 1<sup>st</sup> solar cell manufacturing line that is being ramped up to full capacity.
- On battery giga factory, construction is on full swing with commissioning planned in various phases during 2026.

We assign a value of 1.0x book value for its business. With capex commitment of Rs750bn, it is valued at Rs750bn (US\$8bn) with contribution of Rs59/share to the overall SoTP value. Option value reflects progress on the launch of solar cell giga factory and battery storage giga factory.

**Fig 16 – Green energy business valuation**

	Investment (Rs mn)	Multiple (x)	Rs mn	USD bn
Green energy	750,000	1.0	750,000	8
Enterprise value (Rs mn)			750,000	8

Source: BOBCAPS Research, Company

**Fig 17 – Construction in progress - Solar module & Cell Gigafactories**


Source: Company



## Reliance Industries (RIL)

Based on growth drivers and assumptions, Retail, Telecom and O2C will be growth drivers for the business. We estimate a 12.5% CAGR growth in EBITDA for Retail, 8.1% CAGR growth for Telecom and 30.1% CAGR growth in O2C over FY25-FY28E. Overall we estimate a 11.8% CAGR growth in total EBITDA over FY25-FY28E

**Fig 18 – EBITDA estimates of various businesses**

Business	FY24	FY25	FY26E	FY27E	FY28E	CAGR (FY25-FY28E) (%)
O2C	576,580	465,070	804,457	940,602	1,025,102	30.1
Oil & gas	201,910	211,880	61,516	71,426	79,979	(27.7)
Retail	230,400	250,530	287,195	319,102	356,566	12.5
Telecom	528,780	641,700	683,893	743,771	810,275	8.1
Others	84,660	85,260	30,719	34,602	39,068	(22.9)
<b>Total EBITDA (Rs mn)</b>	<b>1,622,330</b>	<b>1,654,440</b>	<b>1,867,780</b>	<b>2,109,502</b>	<b>2,310,990</b>	<b>11.8</b>

Source: Company, BOBCAPS Research

### SoTP based valuation rationale

We maintain BUY rating and revise TP upwards to Rs1,690 from Rs1,655 on EV/EBITDA for Dec'27 for different business segments – 6.5x for refining; 5.5x for Petchem; 12x for Telecom and 35x for Retail business. SoTP includes attributable value of RIL's stake in Retail (83.56%) and Telecom business (66.43%).

Revision considers the improved performance of Telecom business, O2C business and USD-INR assumptions.

**Fig 19 – Valuation summary**

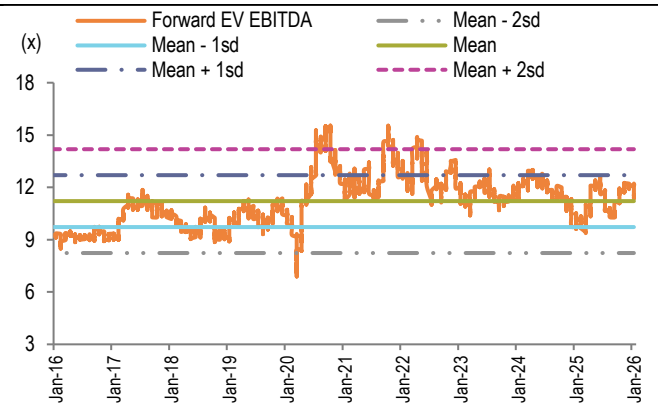
Particulars	Dec. 27E EBITDA (Rs. mn)	Multiple (x)	Rs mn	Rs/share	Comments
Refining	301,222	6.5	1,957,946	154	6.5x EV/EBITDA
Petchem business	702,755	5.5	3,865,151	304	5.5x EV/EBITDA
Cyclical business			5,823,097	458	
Domestic E&P	185,380	4.5	834,208	66	4.5x EV/EBITDA
<b>Value of Standalone business</b>			<b>6,657,305</b>	<b>524</b>	
<b>Other businesses</b>					
<b>Reliance Jio</b>	793,649	12.0	9,523,788	750	On 12x EV/EBITDA on Dec 27;
			6,326,652	498	attributable value of 66.43% stake of RIL
<b>Retail</b>	347,200	35.0	12,151,990	956	On 35x EV/EBITDA on Dec. 27
			10,154,203	799	attributable value of 83.56% stake of RIL
<b>Green energy</b>			750,000	59	Option value at 1x Book value
Less -Net debt			2,410,280	190	
<b>Target price (Rs)</b>			<b>26,672,803</b>	<b>1,690</b>	

Source: BOBCAPS Research

## Key risks

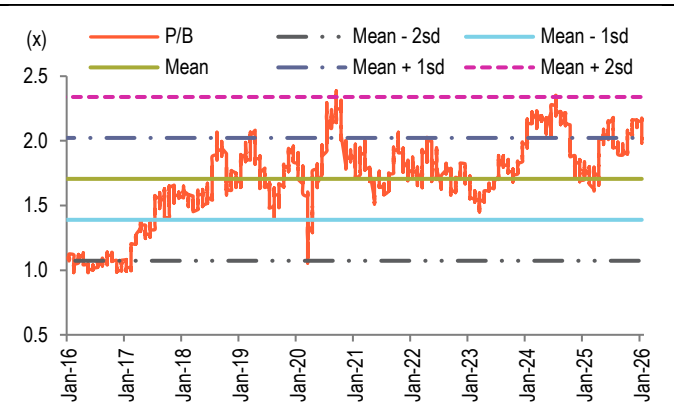
- **O2C business:** Lower-than-estimated GRM in refining and petchem margins due to demand constraints, can affect growth and margin performance of O2C business.
- **Retail business:** Moderation in revenue growth on slower activity can impact store expansion footprint and growth.

**Fig 20 – EV/EBITDA 1YF**



Source: Bloomberg

**Fig 21 – P/B 1YF**



Source: Bloomberg

## Financials

### Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Total revenue</b>	<b>9,010,640</b>	<b>9,646,930</b>	<b>10,965,935</b>	<b>12,000,205</b>	<b>12,953,491</b>
EBITDA	1,622,330	1,654,440	1,867,780	2,109,502	2,310,990
Depreciation	(508,320)	(531,360)	(575,702)	(620,752)	(665,802)
EBIT	1,274,580	1,302,860	1,475,453	1,675,793	1,835,972
Net interest inc./(exp.)	(231,180)	(242,690)	(229,678)	(215,167)	(201,709)
Other inc./(exp.)	160,570	179,780	183,376	187,043	190,784
Exceptional items	0	0	0	0	0
EBT	1,043,400	1,060,170	1,245,775	1,460,626	1,634,262
Income taxes	(257,070)	(252,300)	(398,648)	(482,007)	(539,307)
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	3,870	5,220	0	0	0
<b>Reported net profit</b>	<b>696,210</b>	<b>696,480</b>	<b>847,127</b>	<b>978,620</b>	<b>1,094,956</b>
Adjustments	0	0	0	0	0
<b>Adjusted net profit</b>	<b>696,210</b>	<b>696,480</b>	<b>847,127</b>	<b>978,620</b>	<b>1,094,956</b>

### Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	1,783,770	1,867,890	2,123,283	2,323,544	2,508,124
Other current liabilities	1,149,050	1,521,700	1,521,700	1,521,700	1,521,700
Provisions	21,750	41,470	41,470	41,470	41,470
Debt funds	3,246,220	3,475,300	3,175,300	2,875,300	2,625,300
Other liabilities	2,101,190	2,498,590	2,498,590	2,498,590	2,498,590
Equity capital	67,660	135,320	135,320	135,320	135,320
Reserves & surplus	7,867,150	8,296,680	9,065,998	9,963,425	10,973,806
Shareholders' fund	9,257,880	10,096,260	10,865,578	11,763,005	12,773,386
<b>Total liab. and equities</b>	<b>17,559,860</b>	<b>19,501,210</b>	<b>20,225,921</b>	<b>21,023,609</b>	<b>21,968,570</b>
Cash and cash eq.	972,250	1,065,020	1,108,134	1,474,820	2,049,625
Accounts receivables	316,280	421,210	478,801	523,960	565,583
Inventories	1,527,700	1,460,620	1,660,328	1,816,924	1,961,259
Other current assets	797,900	806,940	806,940	806,940	806,940
Investments	1,195,020	1,236,720	1,236,720	1,236,720	1,236,720
Net fixed assets	6,060,840	6,831,020	7,255,318	7,484,565	7,668,763
CWIP	1,523,820	1,697,100	1,697,100	1,697,100	1,697,100
Intangible assets	1,589,120	2,917,610	2,917,610	2,917,610	2,917,610
Deferred tax assets, net	9,380	4,080	4,080	4,080	4,080
Other assets	3,675,700	3,058,700	3,058,700	3,058,700	3,058,700
<b>Total assets</b>	<b>17,559,860</b>	<b>19,501,210</b>	<b>20,225,921</b>	<b>21,023,609</b>	<b>21,968,570</b>

### Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Cash flow from operations</b>	<b>1,638,910</b>	<b>2,327,840</b>	<b>1,650,602</b>	<b>1,813,044</b>	<b>1,961,090</b>
Capital expenditures	(1,513,000)	(1,865,060)	(1,000,000)	(850,000)	(850,000)
Change in investments	1,109,610	(167,090)	0	0	0
Other investing cash flows	(22,060)	(185,710)	0	0	0
<b>Cash flow from investing</b>	<b>(425,450)</b>	<b>(2,217,860)</b>	<b>(1,000,000)</b>	<b>(850,000)</b>	<b>(850,000)</b>
Equities issued/Others	0	67,660	0	0	0
Debt raised/repaid	99,140	229,080	(300,000)	(300,000)	(250,000)
Interest expenses	(231,180)	(242,690)	(229,678)	(215,167)	(201,709)
Dividends paid	67,660	74,426	77,809	81,192	84,575
Other financing cash flows	(923,910)	(145,686)	(155,618)	(162,384)	(169,150)
<b>Cash flow from financing</b>	<b>(988,290)</b>	<b>(17,210)</b>	<b>(607,487)</b>	<b>(596,359)</b>	<b>(536,284)</b>
<b>Chg in cash &amp; cash eq.</b>	<b>225,170</b>	<b>92,770</b>	<b>43,114</b>	<b>366,685</b>	<b>574,806</b>
<b>Closing cash &amp; cash eq.</b>	<b>972,250</b>	<b>1,065,020</b>	<b>1,108,134</b>	<b>1,474,820</b>	<b>2,049,625</b>

### Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	102.9	51.5	62.6	72.3	80.9
Adjusted EPS	102.9	51.5	62.6	72.3	80.9
Dividend per share	10.0	5.5	5.8	6.0	6.3
Book value per share	1,172.7	623.1	680.0	746.3	821.0

### Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	2.3	2.2	1.9	1.7	1.5
EV/EBITDA	12.9	12.7	11.1	9.6	8.5
Adjusted P/E	14.2	28.3	23.3	20.2	18.0
P/BV	1.2	2.3	2.1	2.0	1.8

### DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	75.4	76.2	68.0	67.0	67.0
Interest burden (PBT/EBIT)	0.8	0.8	0.8	0.9	0.9
EBIT margin (EBIT/Revenue)	14.1	13.5	13.5	14.0	14.2
Asset turnover (Rev./Avg TA)	0.5	0.5	0.6	0.6	0.6
Leverage (Avg TA/Avg Equity)	0.2	0.2	0.2	0.2	0.2
<b>Adjusted ROAE</b>	<b>9.7</b>	<b>9.9</b>	<b>9.6</b>	<b>10.1</b>	<b>10.3</b>

### Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
<b>YoY growth (%)</b>					
Revenue	2.5	7.1	13.7	9.4	7.9
EBITDA	13.5	2.0	12.9	12.9	9.6
Adjusted EPS	4.4	(50.0)	21.6	15.5	11.9
<b>Profitability &amp; Return ratios (%)</b>					
EBITDA margin	18.0	17.1	17.0	17.6	17.8
EBIT margin	14.1	13.5	13.5	14.0	14.2
Adjusted profit margin	7.7	7.2	7.7	8.2	8.5
Adjusted ROAE	4.0	3.8	4.3	4.7	5.1
ROCE	8.8	8.5	9.0	10.0	10.5

### Working capital days (days)

Receivables	13	16	16	16	16
Inventory	62	55	55	55	55
Payables	88	85	85	86	86

### Ratios (x)

Gross asset turnover	0.5	0.5	0.6	0.6	0.6
Current ratio	1.2	1.1	1.1	1.2	1.3
Net interest coverage ratio	5.5	5.4	6.4	7.8	9.1
<b>Adjusted debt/equity</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>

Source: Company, BOBCAPS Research | Note: TA = Total Assets

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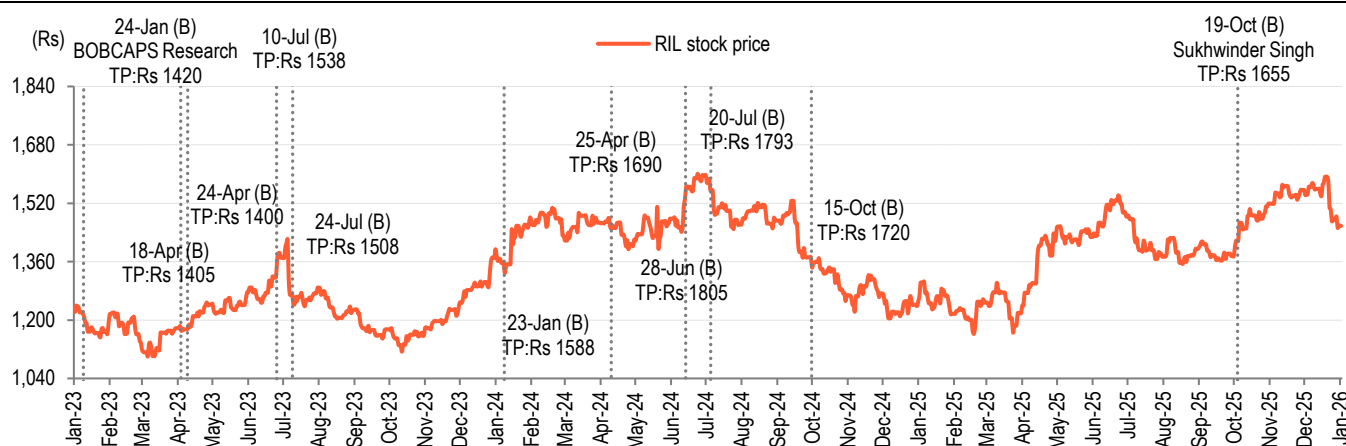
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