

**Stable Q1; Muted performance in room rates...**

**About the stock:** Lemon Tree Hotels (LTHL) is India's largest hotel chain in the mid-priced hotel sector and the third largest overall, based on controlling interest in owned and leased rooms. LTHL currently operates 11,811 rooms in India and abroad, under its various brands viz. Aurika Hotels & Resorts, Lemon Tree Premier, Lemon Tree Hotels, Red Fox Hotels and Keys etc.

**Q1FY27 performance:** LTHL's consolidated revenues reported 9.1% YoY growth to Rs.344.6cr in Q1FY27. Revenues were driven by 6.4% YoY growth in RevPAR. RevPAR growth was largely driven by occupancy which improved by 314bps YoY to 76% while ADR grew by 2% YoY during the quarter. EBITDA margins declined 105bps YoY to 43.4%. EBITDA grew by 6.5% YoY to Rs.149.7cr and PAT grew by 19.2% YoY to Rs.572.cr.

**Investment Rationale:**

- Mid-single digit RevPAR growth led by occupancy: LTHL's RevPAR grew 6.4% YoY to Rs.4,814 in Q1FY27, led by a 320bps YoY improvement in occupancy to 76%, while ADR grew by a modest 2% YoY to Rs.6,361. Geopolitical instability during the quarter impacted air travel and foreign tourist arrivals, while corporate travel also remained subdued. With lower corporate activity and reduced MICE demand, management temporarily scaled up retail business across its portfolio, particularly in key business cities, to sustain occupancy levels during the volatile period. This resulted in muted ADR growth despite a significant improvement in occupancy. Management highlighted that demand conditions are now improving, with July reporting relatively good performance and August witnessing steady demand compared with Q1FY27. The improvement in demand should enable the company to move back towards a more balanced approach in H2FY27. Further, a strong MICE calendar, including BRICS and 40+ wedding dates in H2FY27, should support ARR improvement. This, along with sustained occupancy levels, should help RevPAR growth return to double digits over the coming quarters.
- Lower impact of GST and renovations to aid substantial improvement in margins in FY28E: LTHL's EBITDA margin declined by 105bps YoY in Q1FY27 to 43.7%, impacted by GST changes, stock appreciation rights and renovation expenses, which together accounted for ~Rs21cr during the quarter. Adjusting for GST expenses and stock appreciation charges, EBITDA margin would have expanded by 205bps YoY. Management expects the GST impact at ~2% of revenues in FY27, reflecting the full-year impact, while renovation expenses are estimated at ~1.9% of revenues. With ~2/3rd of the major renovation already completed, renovation impact is expected to normalise to ~1.3% of revenues by FY28, while GST impact is expected to moderate to ~1.7%. Further, renovations and new Aurika additions are expected to support ARR growth, with a higher number of rooms moving above the Rs7,500/night thereby reducing the GST impact on the portfolio. With better pricing mix, normalisation of renovation expenses, management expects FY27 EBITDA margins to be higher than 47%, with a medium-term target of ~50%.

**Rating and Target Price:** We recommend Buy with a revised price target of Rs.128 valuing it at 20x its FY28E EV/EBITDA (adjusting for 59% stake in Fleur Hotel).

**Key Financial Summary**

| Key Financials (₹ Crore) | FY24   | FY25   | FY26   | 2-year CAGR (FY24-26) | FY27E  | FY28E  | 2-year CAGR (FY26-28E) |
|--------------------------|--------|--------|--------|-----------------------|--------|--------|------------------------|
| Revenues                 | 1071.1 | 1286.1 | 1444.5 | 10.5                  | 1592.4 | 1779.9 | 11.0                   |
| EBIDTA                   | 523.2  | 634.1  | 691.2  | 9.7                   | 765.6  | 881.6  | 12.9                   |
| EBIDTA Margins(%)        | 48.8   | 49.3   | 47.8   |                       | 48.1   | 49.5   |                        |
| Adjusted PAT             | 181.0  | 243.4  | 314.2  | 20.2                  | 356.0  | 461.0  | 21.1                   |
| EPS (Rs.)                | 2.3    | 3.1    | 4.0    |                       | 4.5    | 5.8    |                        |
| PE (x)                   | 48.0   | 35.7   | 27.7   |                       | 24.4   | 18.9   |                        |
| EV to EBIDTA (x)         | 21.0   | 17.0   | 15.4   |                       | 13.5   | 11.3   |                        |
| RoE (%)                  | 9.0    | 7.5    | 6.3    |                       | 5.2    | 4.2    |                        |
| RoCE (%)                 | 19.9   | 22.9   | 24.6   |                       | 23.2   | 24.5   |                        |

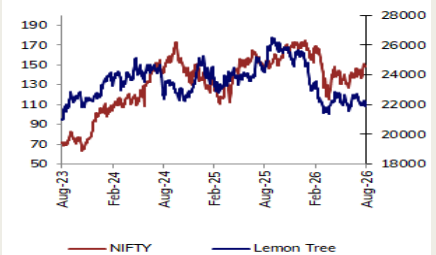
Source: Company, ICICI Direct Research

**Particulars**

| Particular                      | Amount    |
|---------------------------------|-----------|
| Market Capitalisation (₹ crore) | 8,710     |
| Debt (FY26) - ₹ crore           | 2,047     |
| Cash (FY26) - ₹ crore           | 171       |
| EV (Rs crore)                   | 10,586    |
| 52-week H/L (₹)                 | 181 / 100 |
| Equity capital (₹ crore)        | 791.8     |
| Face value (₹)                  | 10        |

**Shareholding pattern**

|           | Sep-25 | Dec-25 | Mar-26 | Jun-26 |
|-----------|--------|--------|--------|--------|
| Promoters | 22.3   | 22.3   | 22.3   | 22.3   |
| FII       | 21.5   | 21.5   | 21.6   | 19.4   |
| DII       | 19.7   | 19.5   | 15.7   | 14.4   |
| Others    | 36.6   | 36.8   | 40.4   | 43.9   |

**Price Chart****Key risks**

- Room demand getting impacted by global slowdown or any black swan event.
- Delay in reduction in debt.

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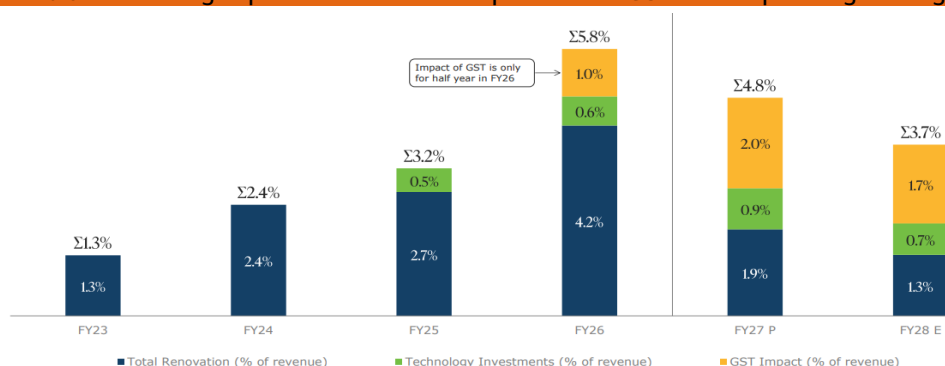
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**Exhibit 1: Fair Valuation**

| Particulars                                  | FY28E         |
|----------------------------------------------|---------------|
| Lemon Tree Consolidated EBITDA               | 882           |
| Adjusting EBITDA - APG 41.09% stake in Fleur | 286           |
| Adjusted EBITDA (Rs. Cr)                     | 595           |
| EV/EBITDA (x)                                | 20            |
| Enterprise value (Rs. Cr)                    | 11,609        |
| Adjusted Debt (Rs. Cr)                       | 1,560         |
| Cash & Cash equivalent                       | 98            |
| <b>Equity Value (Rs. Cr.)</b>                | <b>10,146</b> |
| <b>Equity shares (in Cr.)</b>                | <b>79</b>     |
| <b>Target price (Rs.)</b>                    | <b>128</b>    |

Source: Company, ICICI Direct Research

**Exhibit 2: Reducing impact of Renovation expenses and GST to aid operating leverage**


Source: Company, ICICI Direct Research

**Q1FY27 – Key Performance highlights**

- Consolidated revenues reported 9.1% YoY growth to Rs.344.6cr. Growth was aided 6.4% YoY growth in RevPAR. RevPAR growth was aided by 320bps YoY expansion in occupancy while ADR witnessed modest growth of 2% during the quarter.
- EBITDA ex-GST and stock appreciation right impact stood at Rs.160.4cr in Q1FY27 reporting 14% YoY growth. EBITDA margins (ex-GST and stock appreciation right) improved 205bps YoY to 46.5% in Q1FY27. EBITDA margins including the impact of the charges declined 105bps YoY to 43.4% while EBITDA grew by 6.5% YoY to Rs.149.7cr. The impact of GST changes and stock appreciation rights during the quarter was Rs.10.7cr
- Aurika's room revenues declined by 1.7% YoY to Rs.47.4cr with occupancies declining by 100bps YoY to 71%. ARR stood flat at 0.8% YoY to Rs.9189. Muted performance in Aurika was due to impact of West Asia crisis which led to lower air travel and reduced corporate and MICE activity. EBITDA margin stood flat at 58%.
- LTHL's consolidated ARR stood at Rs.6361 growing by just 2% YoY in Q1FY27. Lemon Tree Hotels ARR grew by 3% YoY to Rs.5938. Lemon Tree Premier ARR reported 2% YoY to Rs.7252. Red Fox recorded 3% YoY decline ARR to Rs.4137 while Keys recorded 13% YoY growth in ARR to Rs.4311 in Q1FY27.
- Overall occupancy witnessed 320bps YoY improvement to 76%. Among other hotels, Lemon Tree hotels and Red Fox occupancy in Q1FY27

improved by 400bps YoY to 78% and 67% respectively. Keys by Lemon tree witnessed 390bps YoY improvement in occupancy to 67% in Q1FY27. Lemon Tree premier occupancy improved 300bps YoY to 84% in Q1FY27.

- Overall RevPAR stood at Rs.5855 witnessing 6.4% YoY growth in Q1FY27. Lemon Tree Hotel recorded 9% YoY growth in RevPAR to Rs.4619. Red Fox RevPAR grew by 4% YoY to Rs.2785. Keys Hotel RevPAR grew by 20% YoY to Rs.2885.
- Consolidated Management Fees grew by 21% YoY to Rs.45.4cr in Q1FY27. Management fees from Fleur Hotels stood at Rs.22.6cr growing by 6% YoY and fees from 3rd party owned hotels grew by 42% YoY to Rs.22.8cr in Q1FY27.
- Adjusted PAT grew by 19.2% YoY to Rs.57.3cr. Though operating performance was relatively muted, lower interest cost aided growth in PAT.

**Exhibit 3: Q1FY27 Consolidated result snapshot (₹ crore)**

| Particulars                         | Q1FY27        | Q1FY26        | y-o-y %     | Q4FY26        | q-o-q %      |
|-------------------------------------|---------------|---------------|-------------|---------------|--------------|
| <b>Net revenue</b>                  | <b>344.6</b>  | <b>315.8</b>  | <b>9.1</b>  | <b>416.4</b>  | <b>-17.2</b> |
| Cost of food and beverages consumed | 20.4          | 19.8          | 3.2         | 21.9          | -6.9         |
| Employee cost                       | 64.7          | 58.0          | 11.7        | 63.3          | 2.2          |
| Power & fuel                        | 23.9          | 21.9          | 9.3         | 20.2          | 18.5         |
| Other expenditure                   | 85.8          | 75.6          | 13.5        | 95.7          | -10.3        |
| Total expenditure                   | 194.9         | 175.3         | 11.2        | 201.2         | -3.1         |
| <b>EBITDA</b>                       | <b>149.7</b>  | <b>140.5</b>  | <b>6.5</b>  | <b>215.2</b>  | <b>-30.4</b> |
| Other income                        | 2.1           | 1.6           | 30.9        | 3.1           | -30.8        |
| Interest expenses                   | 36.4          | 44.7          | -18.6       | 38.8          | -6.1         |
| Depreciation                        | 36.1          | 34.2          | 5.4         | 35.5          | 1.6          |
| Profit Before Tax                   | 79.4          | 63.3          | 25.5        | 144.1         | -44.9        |
| Tax                                 | 21.8          | 14.8          | 47.5        | 25.6          | -15.0        |
| <b>Adjusted PAT</b>                 | <b>57.6</b>   | <b>48.5</b>   | <b>18.8</b> | <b>118.5</b>  | <b>-51.4</b> |
| Minority interest                   | 0.3           | 0.4           | -           | -0.6          | -            |
| <b>Adjusted PAT (after MI)</b>      | <b>57.3</b>   | <b>48.1</b>   | <b>19.2</b> | <b>119.0</b>  | <b>-83.9</b> |
| Extra-ordinary gain / loss          | 0.0           | 0.0           | -           | -1.4          | -            |
| <b>Reported PAT</b>                 | <b>57.3</b>   | <b>48.1</b>   | <b>19.2</b> | <b>117.6</b>  | <b>-51.2</b> |
| Adjusted EPS (Rs.)                  | 0.7           | 0.6           | 18.8        | 1.5           | -51.4        |
| <b>Margins</b>                      | <b>Q1FY27</b> | <b>Q1FY26</b> | <b>bps</b>  | <b>Q4FY26</b> | <b>bps</b>   |
| GPM (%)                             | 94.1          | 93.7          | 34          | 94.7          | -66          |
| EBITDA Margin (%)                   | 43.4          | 44.5          | -105        | 51.7          | -825         |
| NPM (%)                             | 16.7          | 15.4          | 137         | 28.5          | -1173        |
| Tax rate (%)                        | 27.4          | 23.3          | 409         | 17.8          | 964          |

Source: Company, ICICI Direct Research

**Exhibit 4: Q1FY27 Brand-wise performance**

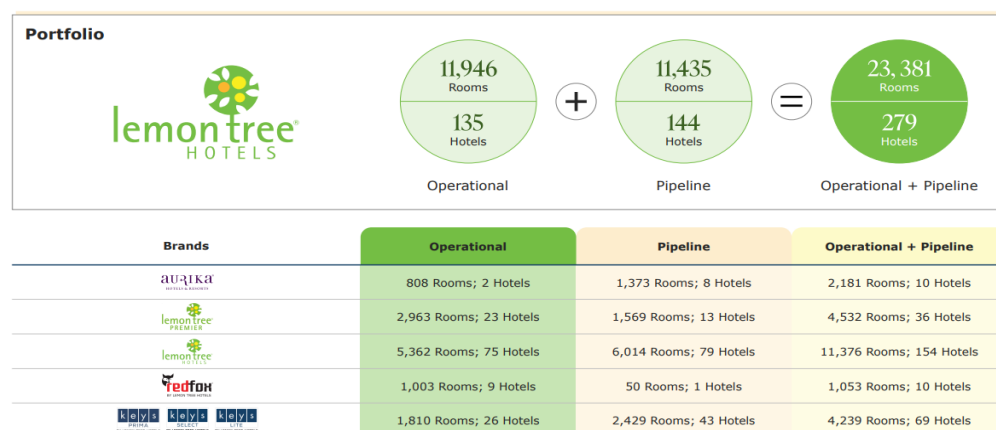
| Brands                    | No. of rooms | RevPAR (Rs.) |        |        | Occupancy (%) |        |        | Gross ARR (Rs.) |        |        |
|---------------------------|--------------|--------------|--------|--------|---------------|--------|--------|-----------------|--------|--------|
|                           |              | Q1FY27       | Q1FY27 | Q1FY26 | Chg (%)       | Q1FY27 | Q1FY26 | Chg (bps)       | Q1FY27 | Q1FY26 |
| Aurika Hotels & Resorts   | 808.0        | 6548         | 6569   | -0.3   | 71            | 72     | -100.0 | 9189            | 9118   | 0.8    |
| Lemon Tree Premier        | 1603.0       | 6095         | 5753   | 5.9    | 84            | 81     | 300.0  | 7252            | 7132   | 1.7    |
| Lemon Tree Hotels         | 1769.0       | 4619         | 4259   | 8.5    | 78            | 74     | 400.0  | 5938            | 5785   | 2.6    |
| Red Fox                   | 643.0        | 2785         | 2685   | 3.7    | 67            | 63     | 400.0  | 4137            | 4250   | -2.7   |
| Keys by Lemon Tree Hotels | 936.0        | 2885         | 2415   | 19.5   | 67            | 63     | 390.0  | 4311            | 3808   | 13.2   |
| Lemon Tree Consolidated   | 5759.0       | 4814         | 4523   | 6.4    | 76            | 73     | 320.0  | 6361            | 6236   | 2.0    |

Source: Company, ICICI Direct Research

## Expansion through management contracts

- In Q1FY27, LTHL signed management/franchised contracts for 13 hotels with 1020 rooms. Managed/Franchised pipeline stood at 140 hotels with 10,561 keys.

### Exhibit 5: Signings and openings



Source: Company, ICICI Direct Research

## Premium additions to owned/leased inventory

LTHL is expanding its owned/leased portfolio through addition of 4 hotels under the premium Aurika brand across leisure and business locations.

Aurika, Shimla (91 keys) is at advanced stage of completion with management guiding for opening of 2 out of 3 blocks of the hotel set to open in H1FY27. It expects full opening of the hotel in FY27. The company has deployed capex of Rs.108cr as of June 2026 for development of the hotel.

Aurika, Shillong (165 keys) is also progressing towards completion with expected opening in FY28. The total capex deployed for development is Rs.33cr as of March 2026. Aurika Nehru Place, Delhi, 572-key business hotel will be located at the centre of the country's capital. The company expects ~Rs.700cr capex for development of the hotel with opening expected in FY30.

The company announced new Aurika hotel (47 keys) in Varanasi, marking its entry in the premium spiritual location. The management expects higher ADR from the hotel due to its strategic location near the Ganges River and also due to higher rates in the vicinity. Demand is also expected to support occupancy and ADR growth for the hotel. Post refurbishment/renovation, it is expected to be opened in FY30.

## Q1FY27 Earnings call highlights

- **Industry and Demand Outlook**
  - Management indicated that Q1FY27 was impacted by the West Asia conflict, which reduced inbound traffic and had domestic corporate travel. Corporate demand softened across key CBD markets as companies tightened travel spending, while lower hiring and relocation activity also affected demand.
  - The company adopted a more retail-led, volume-driven strategy to offset weaker corporate demand, which supported occupancy but came at the cost of ARR. Management termed this a temporary tactical strategy and said it has moved back to a more balanced ARR-occupancy approach in July-August.
  - Demand has improved meaningfully in Q2FY27, with management stating that July was strong and August continues to remain solid. Delhi, Bengaluru and Hyderabad performed better as retail demand more than offset weaker corporate demand, while Mumbai and Gurgaon remained softer.
- **Brand wise performance**
  - **Keys:** RevPAR grew 19% YoY to Rs2,885, driven by a 350bps improvement in occupancy to 67% and 13% growth in ARR to Rs3,808. Around 75% of the portfolio has been renovated, with renovated properties showing improvement in both occupancy and ARR. Management expects Keys to reach full performance next year, with ARR moving closer to Red Fox levels and an EBITDA target of ~Rs.60cr.
  - **Aurika:** Management believes Aurika Mumbai has now stabilised and intends to focus on improving pricing/ARR going forward. Q1 performance was impacted by weaker demand and supply additions in Mumbai, but management expects Q2 to be better.
  - **Lemon Tree / Lemon Tree Premier / Red Fox:** ARR growth was relatively subdued in Q1 as the company prioritised occupancy through retail channels. Management expects a more balanced mix of ARR and occupancy from Q2 onwards. Red Fox Delhi Airport has been rebranded as Lemon Tree Delhi Airport, while Hyderabad and other renovated properties are showing better performance.
  - **International:** Lemon Tree is looking at short-haul international markets with strong Indian traveller traffic, particularly UAE, Nepal, Thailand and Maldives, to leverage its ~2.5mn-member loyalty base and capture a larger share of customers' international travel.
- **Lemon Tree Hotels and Fleur Hotels – Highlights and Outlook**
  - LTHL opened six managed/franchised hotels with 334 rooms in Q1FY27 and signed 30 hotels with 1,020 rooms, more than 3x the rooms opened. Combined operational and pipeline inventory increased to 23,381 rooms across 279 hotels, with 11,946 rooms operational.
  - Fleur is pursuing ~2,500 rooms across acquisitions/developments and remains focused on capital deployment in demand-dense markets in the top 6-7 Indian cities, short-haul international destinations and emerging leisure markets.
- **Renovation Update**
  - Around 300 rooms were renovated in Q1FY27 at a cost of ~Rs10cr, with a similar number expected to be completed in Q2. Keys renovation was ~two-thirds complete as of June 2026, with ~75% of the portfolio now renovated.
  - High-value renovations at Keys Pimpri and Keys Whitefield are largely complete, while Keys Ludhiana has been completed and work is ongoing at Keys Cochin, Trivandrum and Vizag. The

remaining work increasingly involves lower-cost refurbishments rather than large-scale renovations.

- The company expects the major renovation exercise across the portfolio to be substantially completed in FY27, with FY28 reverting to normal refurbishment spending.

#### • Management Fees to continue its steady growth

- Management expects double-digit growth from Q2 onwards and sees strong acceleration in fee income as the large signing pipeline starts converting into operational rooms. Third-party signings increased from ~2,000 rooms 3 years ago to ~3,500 rooms 2 years ago and nearly 5,000 rooms in FY26, creating a strong pipeline of future openings and fee income.
- Fleur's growth provides an additional fee-income lever for LTHL, while the company expects fee income from the combined third-party and Fleur portfolio to accelerate over the next 8-12 quarters.

#### Exhibit 6: Key Operating Assumptions

| Particulars                                   | FY25   | FY26   | FY27E   | FY28E   |
|-----------------------------------------------|--------|--------|---------|---------|
| <b>Aurika Hotels -revenues (Rs. Cr)</b>       | 184.9  | 220.5  | 235.3   | 278.3   |
| Rooms                                         | 808.0  | 899.0  | 899.0   | 973.0   |
| Occupancy ratio (%)                           | 63     | 75     | 75      | 76      |
| ARR (Rs)                                      | 9894   | 10001  | 10323   | 10855   |
| <b>Lemon Tree Premier - revenues (Rs. Cr)</b> | 346.3  | 374.7  | 387.4   | 409.0   |
| Rooms                                         | 1603.0 | 1603.0 | 10322.7 | 10855.4 |
| Occupancy ratio (%)                           | 81     | 82     | 83      | 83      |
| ARR (Rs)                                      | 7342   | 7827   | 8012    | 8441    |
| Room revenues                                 | 963.1  | 1077.3 | 1158.6  | 1250.8  |
| yoy% growth                                   | 16.4   | 11.9   | 7.5     | 8.0     |
| Management fees                               | 149.0  | 169.8  | 205.7   | 266.7   |
| yoy% growth                                   | 22.3   | 13.9   | 21.1    | 29.7    |
| F&B revenues                                  | 174.0  | 197.4  | 228.2   | 262.4   |
| yoy% growth                                   | 44.0   | 13.4   | 15.6    | 15.0    |
| Total revenues                                | 1286.1 | 1444.5 | 1592.4  | 1779.9  |
| yoy% growth                                   | 20.2   | 12.3   | 10.2    | 11.8    |

Source: Company, ICICI Direct Research

## Revision in earnings estimates

#### Exhibit 7: Changes in headline estimates

| (₹ crore)         | FY27E  |        |         | FY28E  |        |         |
|-------------------|--------|--------|---------|--------|--------|---------|
|                   | Old    | New    | % Chg   | Old    | New    | % Chg   |
| Net Revenues      | 1610.3 | 1592.4 | -1.1    | 1820.2 | 1779.9 | -2.2    |
| EBIDTA            | 788.2  | 765.6  | -2.9    | 903.6  | 881.6  | -2.4    |
| EBIDTA margin (%) | 48.9   | 48.1   | (80)bps | 49.6   | 49.5   | (10)bps |
| PAT               | 302.6  | 290.9  | -3.9    | 402.6  | 390.0  | -3.1    |
| EPS (Rs.)         | 3.8    | 3.7    | -3.9    | 5.1    | 4.9    | -3.1    |

Source: Company, ICICI Direct Research



## Financial summary

### Exhibit 8: Profit and loss statement ₹ crore

| (Year-end March)                              | FY25          | FY26          | FY27E         | FY28E         |
|-----------------------------------------------|---------------|---------------|---------------|---------------|
| <b>Total Operating Income</b>                 | <b>1286.1</b> | <b>1444.5</b> | <b>1592.4</b> | <b>1779.9</b> |
| Growth (%)                                    | 20.1          | 12.3          | 10.2          | 11.8          |
| Cost of food and beverages consumed           | 76.2          | 84.8          | 82.8          | 92.6          |
| Gross Profit                                  | 1209.9        | 1359.7        | 1509.6        | 1687.4        |
| Employee Expenses                             | 218.5         | 239.3         | 265.6         | 302.8         |
| Power & fuel                                  | 87.8          | 85.1          | 91.9          | 93.7          |
| Other Expenditure                             | 269.5         | 344.2         | 386.5         | 409.3         |
| Total Operating Expenditure                   | 652.0         | 753.3         | 826.8         | 898.3         |
| <b>EBITDA</b>                                 | <b>634.1</b>  | <b>691.2</b>  | <b>765.6</b>  | <b>881.6</b>  |
| Growth (%)                                    | 21.2          | 9.0           | 10.8          | 15.1          |
| Interest                                      | 200.7         | 167.2         | 136.8         | 101.8         |
| Depreciation                                  | 139.3         | 138.8         | 158.7         | 169.2         |
| Other Income                                  | 2.3           | 8.2           | 9.0           | 9.9           |
| <b>PBT</b>                                    | <b>296.5</b>  | <b>393.3</b>  | <b>479.1</b>  | <b>620.4</b>  |
| Less Tax                                      | 53.1          | 79.1          | 123.1         | 159.4         |
| <b>Adjusted PAT (before exceptional item)</b> | <b>243.4</b>  | <b>314.2</b>  | <b>356.0</b>  | <b>461.0</b>  |
| Growth (%)                                    | 34.5          | 29.1          | 13.3          | 29.5          |
| Minority interest / profit from associates    | -46.6         | -61.2         | -65.1         | -70.9         |
| Exceptional item                              | 0.0           | 0.0           | 0.0           | 0.0           |
| <b>Reported PAT</b>                           | <b>196.8</b>  | <b>253.0</b>  | <b>290.9</b>  | <b>390.0</b>  |
| Growth (%)                                    | 8.3           | 28.5          | 15.0          | 34.1          |
| <b>EPS (Adjusted)</b>                         | <b>3.1</b>    | <b>3.2</b>    | <b>3.7</b>    | <b>4.9</b>    |

Source: Company, ICICI Direct Research

### Exhibit 9: Cash flow statement ₹ crore

| (Year-end March)                          | FY25          | FY26          | FY27E         | FY28E         |
|-------------------------------------------|---------------|---------------|---------------|---------------|
| Profit/(Loss) after taxation              | 241.1         | 306.1         | 347.0         | 451.1         |
| Add: Depreciation & Amortization          | 139.3         | 138.8         | 158.7         | 169.2         |
| Other income                              | 2.3           | 8.2           | 9.0           | 9.9           |
| Changes in the working capital            | -67.7         | -82.1         | 95.5          | 20.3          |
| <b>CF from Operating activities</b>       | <b>315.0</b>  | <b>370.9</b>  | <b>610.1</b>  | <b>650.5</b>  |
| (Purchase)/Sale of Fixed Assets           | -87.5         | -195.4        | -310.0        | -310.0        |
| Investments & Bank balances               | -36.4         | -43.3         | -11.9         | 0.0           |
| Others                                    | -11.7         | -9.2          | 0.0           | 0.0           |
| <b>CF from Investing activities</b>       | <b>-135.6</b> | <b>-247.9</b> | <b>-321.9</b> | <b>-310.0</b> |
| (inc)/Dec in Loan                         | -159.6        | -128.7        | -335.5        | -334.7        |
| Change in equity & reserves               | -46.8         | -85.8         | -65.1         | -70.9         |
| Dividend paid                             | 0.0           | 0.0           | 0.0           | 0.0           |
| Other                                     | 48.7          | 94.2          | 65.1          | 70.9          |
| <b>CF from Financing activities</b>       | <b>-157.7</b> | <b>-120.3</b> | <b>-335.5</b> | <b>-334.7</b> |
| Net Cash Flow                             | 21.8          | 2.7           | -47.3         | 5.8           |
| <b>Cash and Cash Equivalent (opening)</b> | <b>33.6</b>   | <b>55.4</b>   | <b>58.1</b>   | <b>10.8</b>   |
| <b>Cash</b>                               | <b>55.4</b>   | <b>58.1</b>   | <b>10.8</b>   | <b>16.5</b>   |
| <b>Free Cash Flow</b>                     | <b>227.6</b>  | <b>175.4</b>  | <b>300.1</b>  | <b>340.5</b>  |

Source: Company, ICICI Direct Research

### Exhibit 10: Balance sheet ₹ crore

| (Year-end March)                   | FY25          | FY26          | FY27E         | FY28E         |
|------------------------------------|---------------|---------------|---------------|---------------|
| Equity Capital                     | 791.8         | 791.8         | 791.8         | 791.8         |
| Reserve and Surplus                | 371.7         | 600.1         | 891.0         | 1281.0        |
| Total Shareholders funds           | 1163.5        | 1391.9        | 1682.8        | 2072.8        |
| Minority Interest                  | 626.1         | 687.2         | 752.3         | 823.3         |
| Total Debt                         | 2176.0        | 2046.9        | 1711.7        | 1377.0        |
| Deferred Tax Liability             | 7.2           | 30.0          | 30.0          | 30.0          |
| Long-Term Provisions               | 3.4           | 13.7          | 13.7          | 13.7          |
| <b>Total Liabilities</b>           | <b>3976.2</b> | <b>4170.4</b> | <b>4190.5</b> | <b>4316.8</b> |
| Gross Block - Fixed Assets         | 3749.2        | 3857.6        | 4075.7        | 4385.7        |
| Accumulated Depreciation           | 684.8         | 823.6         | 982.3         | 1151.5        |
| Net Block                          | 3064.4        | 3034.0        | 3093.4        | 3234.2        |
| Capital WIP                        | 58.6          | 108.1         | 200.0         | 200.0         |
| Leased Assets                      | 365.1         | 392.2         | 392.2         | 392.2         |
| Fixed Assets                       | 3488.0        | 3534.3        | 3685.6        | 3826.4        |
| Goodwill & Other intangible assets | 126.8         | 137.2         | 137.2         | 137.2         |
| Investments                        | 44.6          | 73.4          | 50.0          | 50.0          |
| Other non-Current Assets           | 167.4         | 176.5         | 176.5         | 176.5         |
| Inventory                          | 13.8          | 13.8          | 21.8          | 24.4          |
| Debtors                            | 78.6          | 116.3         | 122.2         | 121.9         |
| Other Current Assets               | 80.7          | 134.4         | 134.4         | 134.4         |
| Loans & Advances                   | 1.2           | 1.0           | 1.0           | 1.0           |
| Cash                               | 55.4          | 58.1          | 10.8          | 16.5          |
| Bank balance                       | 25.3          | 39.7          | 75.0          | 75.0          |
| Total Current Assets               | 255.0         | 363.3         | 365.2         | 373.3         |
| Creditors                          | 61.6          | 67.1          | 174.5         | 195.1         |
| Provisions                         | 6.4           | 8.1           | 8.1           | 8.1           |
| Other Current Liabilities          | 37.3          | 39.1          | 41.0          | 43.1          |
| Total Current Liabilities          | 105.3         | 114.3         | 223.7         | 246.3         |
| Net Current Assets                 | 149.7         | 249.0         | 141.5         | 127.0         |
| <b>Application of Funds</b>        | <b>3976.5</b> | <b>4170.4</b> | <b>4190.5</b> | <b>4316.8</b> |

Source: Company, ICICI Direct Research

### Exhibit 11: Key ratios

| (Year-end March)             | FY25 | FY26 | FY27E | FY28E |
|------------------------------|------|------|-------|-------|
| <b>Per share data (₹)</b>    |      |      |       |       |
| Adjusted EPS                 | 3.1  | 3.2  | 3.7   | 4.9   |
| Cash EPS                     | 4.8  | 5.7  | 6.5   | 8.0   |
| BV per share                 | 14.7 | 17.6 | 21.3  | 26.2  |
| Cash per Share               | 1.6  | 2.2  | 1.7   | 1.8   |
| <b>Operating Ratios (%)</b>  |      |      |       |       |
| Gross Profit Margins         | 94.1 | 94.1 | 94.8  | 94.8  |
| Operating EBITDA margins (%) | 49.3 | 47.8 | 48.1  | 49.5  |
| PAT Margins                  | 18.9 | 21.8 | 22.4  | 25.9  |
| Cash Conversion Cycle        | -13  | -3   | -7    | -10   |
| <b>Return Ratios (%)</b>     |      |      |       |       |
| RoE                          | 22.9 | 24.6 | 23.2  | 24.5  |
| RoCE                         | 12.6 | 13.8 | 14.7  | 17.0  |
| <b>Valuation Ratios (x)</b>  |      |      |       |       |
| P/E                          | 35.7 | 27.7 | 24.4  | 18.9  |
| EV / EBITDA                  | 17.0 | 15.4 | 13.5  | 11.3  |
| EV / Net Sales               | 8.4  | 7.4  | 6.5   | 5.6   |
| Market Cap / Sales           | 6.8  | 6.0  | 5.5   | 4.9   |
| Price to Book Value          | 7.5  | 6.3  | 5.2   | 4.2   |
| <b>Solvency Ratios (x)</b>   |      |      |       |       |
| Debt / EBITDA                | 3.4  | 3.0  | 2.2   | 1.6   |
| Debt / Equity                | 1.9  | 1.5  | 1.0   | 0.7   |

Source: Company, ICICI Direct Research

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Reduce: -15% to -5%;

Sell: <-15%

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