

CMP: ₹ 878

Target: ₹ 1060(21%)

Target Period: 12 months

August 5, 2025

## Strong Q1; RevPar to grow in double digits

**About the stock:** Chalet Hotels Ltd (Chalet) is an owner, developer and operator of premium hotels, commercial office spaces and residential properties in India. The Company's portfolio comprises 11 fully operational hotels representing 3193 keys, across mainstream and luxury segments, and commercial spaces, representing ~2.4 mn sq.ft. in close vicinity to its hospitality assets.

**Q1FY26 performance:** Chalet's Q1FY26 performance is not comparable on YoY basis due to recognition of revenues and expenses for its Bengaluru residential project. On comparable basis, the revenues grew by 27%yoy to Rs469.2crore and EBITDA grew by 37% with 331bps improvement in the EBITDA margins to 44.4%. This was on back of 18% to Rs385.6crore growth in the core hotel business while annuity business revenue grew by 2x Rs73.2crore. Overall, on reported basis the revenues grew by 2.5x yoy to Rs895crore (including revenue recognition of Rs439.1crore for residential project), EBITDA grew by 2.7x yoy to Rs381crore and Adjusted PAT grew by 3.7x yoy to Rs226.8crore.

### Investment Rationale:

- Hotel business revenues and EBITDA grew by 18% and 20%: Despite weak business in May,25, Chalet hotel business registered strong performance with 18% revenue growth to Rs235.6crore driven by 17% ADR growth, while occupancies were down by 450bps to 66% due to decline in occupancy in Mumbai and Bengaluru region. RevPAR growth stood at 9.6% (same store RevPAR growth of 7%). With room demand expected to stay ahead of room supply, management is confident of achieving double digit RevPAR growth in the medium term. We expect The Westin, Uttarakhand to contribute revenues of close to Rs150crore and EBITDA of Rs57crore (occupancy rate of ~60% and ADR of Rs28,665 per room). This along with consistent room addition will help hospitality business revenues to grow at CAGR of 20% over FY25-27E. We expect EBITDA margins of the hotel business to remain at 44-45% over the next two years.
- Annuity business registered strong performance: Annuity business revenues grew by 106% YoY in Q1FY26 to Rs.73.2cr. Total leased area increased by 50% YoY to 1.9mn sq.ft.. EBITDA recorded 130% YoY growth to Rs.60.8cr while margins stood at 83% registering almost ~900bps growth compared to Q1FY25. Cignus Powai tower II with leasable area of 0.9mn sq.ft is expected to operational by Q4FY27. Management is confident of achieving 90%+ occupancy in existing commercial properties due to strong demand in the coming years. Chalet's annuity business revenues and EBITDA are expected to grow at a CAGR of 34% and 36% respectively over FY25-27E.
- Capex will be funded through internal accruals; net debt to gradually reduce: The company has planned capex of ~Rs2,000crore for addition of 600 rooms and commercial property – Cignus Powai, Tower II over the next two years. Capex will largely be funded through internal accruals. Hence future capex is unlikely to add any stress on the balance sheet.

### Rating and Target Price

Prudent room expansion plan and strong industry tailwinds will help Chalet to maintain the strong growth momentum with revenues and PAT expected to grow at CAGR of 36% and 41% over FY25-27E. We recommend Buy with a SOTP based price target of Rs1,060.

### Key Financial Summary

Key Financials ( ₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25E)	FY26E	FY27E	2 year CAGR (FY25-27E)
Revenues	1128.5	1417.3	1717.7	23.4	2872.2	3188.4	36.2
EBITDA	452.8	584.6	735.8	27.5	1185.8	1363.6	36.1
EBITDA Margins(%)	40.1	41.2	42.8		41.3	42.8	
Adjusted PAT	151.9	213.5	382.3	58.6	628.3	762.6	41.2
EPS (Rs.)	7.0	9.8	17.5		28.8	34.9	
PE (x)	126.3	89.9	50.2		30.5	25.2	
EV to EBITDA (x)	48.4	37.7	29.4		17.9	15.1	
RoE (%)	10.5	12.6	15.6		18.7	18.8	
RoC(%)	9.1	9.8	10.8		17.4	20.2	

Source: Company, ICICI Direct Research

#FY26E/FY27E includes revenues and EBITDA for Bengaluru's residential project

BUY

# CHALET

HOTELS

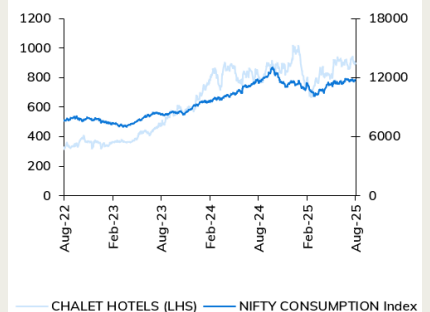
#### Particulars

Particular	Amount
Market Capitalisation (₹ crore)	19,180
Debt (FY25) - ₹ crore	2,604
Cash (FY25) - ₹ crore	186
EV (Rs crore)	21,598
52 week H/L (₹)	1080 / 644
Equity capital (₹ crore)	218.5
Face value (₹)	10.0

#### Shareholding pattern

Particular	Sep-24	Dec-24	Mar-25	Jun-25
Promoters	67.5	67.4	67.4	67.4
FII	7.0	7.5	5.2	5.2
DII	21.5	21.2	23.9	23.9
Others	4.0	3.9	3.4	3.4

#### Price Chart



#### Key risks

- Any adverse event such as terrorist attack or geo political tension will affect the near-term business.
- Delay in operationalisation of new hotels.
- Delay in repayment of debt.

#### Research Analyst

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## Q1FY26 – Key performance highlights

- Chalet core business (ex-residential) recorded 26.2% YoY growth in revenues to Rs.455.5cr. During the quarter the company handed over 95 flats and booked revenues for the same totalling Rs.439.1cr.
- Hospitality business reported 18% YoY growth in revenues to Rs.385.6cr. Room Revenues stood at Rs.235.6cr witnessing 18% YoY growth while F&B and Other revenues witnessed 20% YoY growth to Rs.150cr. ADR grew by 17% YoY to Rs.12207 while Occupancy dipped 440bps to 66%. RevPAR for Q1FY26 stood at Rs.8059 recording 10% YoY growth.
- Hospitality EBITDA stood at 160.8cr witnessing 20% YoY growth while margins improved by 50bps YoY to 41.7%. Improved mix of Leisure hotels in the portfolio coupled with better operating leverage led to margin expansion.
- Annuity business revenues grew by 106% YoY to Rs.73.2cr driven by improving occupancy. Occupancy for the quarter stood at 77% in Q1FY26 vs 50% in Q1FY25 (71% in Q4FY25). Strong revenues translated to better EBITDA which stood at Rs.60.8cr witnessing 130% YoY growth while margins improved by almost ~900bps to 83%.
- Consolidated EBITDA (Ex-residential business) stood at Rs.181.2cr witnessing 29.2% YoY growth while margins expanded 96bps YoY to 39.8% driven by improved mix, better operating leverage and strong annuity business performance.
- Consolidated Revenues (incl. residential business) witnessed 148% YoY growth to Rs.894.6cr. EBITDA stood at Rs.357.3cr with margins at 39.9% improving by 109bps YoY.

## Business wise highlights

- **Hospitality:** Hospitality revenues grew by 18.5% YoY to Rs.385.6cr in Q1FY26. Room revenues registered 18% YoY growth to Rs.385.6cr. ADRs grew by 17% YoY to Rs.12207 in Q1FY26. Business hotels recorded 13.2% YoY growth in ADR to Rs.11778 while resorts witnessed 51% YoY growth in ADR to Rs.17134 in Q1FY26. Business hotels recorded 68.7% occupancy in Q1FY26 vs 72.6% in Q1FY25 while Resorts recorded 45.7% in Q1FY26 vs 37.3% in Q1FY25. Overall occupancy witnessed 450bps YoY decline to 66% due to geopolitical issues, MMR occupancy dip and adverse weather in June. RevPAR grew 10% YoY to Rs.8059/night due to higher growth in ADR. Business hotel's RevPAR stood at Rs.8090 in Q1FY26 growing by 7.2% YoY and Resorts RevPAR grew by 85% YoY to Rs.7825. Hospitality EBITDA stood at Rs.160.8cr with margins at 41.7% which improved by 50bps YoY due to improved mix.
- **Annuity:** Annuity business revenues grew by 106% YoY in Q1FY26 to Rs.73.2cr. Occupancy levels of the commercial properties stood at 77% for the quarter. EBITDA recorded 130% YoY growth to Rs.60.8cr while margins stood at 83% registering almost ~900bps growth compared to Q1FY25. Occupancy rate of leased space stood at 77% with Sahar achieving occupancy of 99%, Cignus, Powai – 66% and Cignus and Whitefield – Bengaluru achieved occupancy of 76% in Q1FY26

## Q1FY26 Earnings call highlights

- Industry Trends
  - Demand situation remains resilient across the hospitality industry. April was good but May was impacted by geopolitical tensions and the unfortunate air crash, June was impacted due to early onset of monsoon. July continues to remain weak due to increased rainfall with recovery expected in August and September.

- Room Pipeline, Margin Guidance, Capex and Debt position
  - Marriott Bengaluru added 121 rooms in Q1FY26 taking total room count to 512 rooms. 8 more rooms to be added which will take final capacity of Marriott Bengaluru to 520 rooms.
  - Dukes Retreat, Khandala added 44 rooms and 1 banquet. 30 more rooms to be completed soon taking total inventory to 147 rooms.
  - Taj at Delhi Airport, the civil has reached 3<sup>rd</sup> floor, interiors underway and is on track to be completed by FY27. Cignus II, Powai also is on track and is expected to be completed in FY27.
  - Hyatt Regency, Airoli, Bambolim Goa and Trivandrum Hotel, Both Hyatt and Bambolim hotels are delayed due to regulatory hurdles hence no timelines shared by the management while it waits for lease signing with government with regards to the Trivandrum Hotel.
  - The total operational rooms currently is ~3300+ and it has 1200 rooms in its pipeline. With over ~4500+ total inventory, the management expects the inventory to be ~5000+ in FY26 through greenfield expansions and acquisitions.
  - The management guided for double-digit CAGR growth in RevPAR over the next 3-4 years driven by multiple tailwinds in the hotel and travel industry.
  - Improving operating leverage, lower staff to room ratio and improved mix of business and leisure hotels will be key drivers of EBITDA margins ahead according to the management.
  - Net Debt stands at ~2000cr, Cost of borrowing has reduced to 8% and has retained its guidance of Debt/EBITDA at 3.5x.
  - The company has planned Rs.2000cr capex over FY25-FY27 which will be funded majorly through internal accruals.
- Annuity and Residential Business
  - Annuity business occupancy stood at 77% which the management expects to scale to over 90% in the quarters ahead.
  - Revenue recognised from residential business stood at ~Rs.4400cr. 95 flats have been handed over and revenues for the same have been recognised. The company will book revenues for 58 flats in the upcoming quarters. Further it does not expect any recognition till FY27. Total cash flow expected from the project would be ~Rs.4000-4500cr.
  - During Q1, the company has 13 flats at an average rate of Rs.21,100/sqft reflecting 7.7% QoQ growth in sales. Rs.130cr of cash flows were generated during the quarter. As of June, 307 units have been sold out of 321 units for the entire project.
  - The flats of Phase 1 were sold at a rate of Rs.10000/sqft while currently the ongoing rates are at Rs.21000/sqft. The company booked revenues for 95 flats pertaining to Phase I hence the EBITDA margins are lower at 37%. The company expects better margins with higher selling prices.
- Regional Performance
  - The opening of the Fairmont adjacent to JW Marriott, Sahar has led to blip in occupancy of the hotel but the has advantaged from rates. MMR ADR was up 10%+ which was due to higher rates by Fairmont and also despite the other events. The company does not intend to cut rates.
  - Occupancy drop in Bengaluru has been majorly due to the addition of new rooms in Marriott. ADR witnessed 27-28% growth which led to strong RevPAR growth. The management expressed no concern over the occupancy dip terming it as a transient effect.
  - Hyderabad softness is primarily due to cyclical and expects better performance as corporate activity remains

### Exhibit 1: SOTP Valuation

Particulars	Method	Multiple (x)	Rev/EBITDA - FY27E	EV/NAV (₹ cr.)
Hotels	EV/EBITDA	22	916	19702
Hotel - Rishikesh	EV/EBITDA	17	57	961
Commercial	Capitalisation rate	8	355	4436
Residential property	NAV			293
Enterprise value (A)				25391
Total Debt				2604
Cash				186
Net Debt (B)				2418
Equity value (A-B)				22974
Number of shares (cr.)				21.8
<b>Target price</b>				<b>1060</b>
<b>CMP</b>				<b>878</b>
Potential upside				21%

Source: Company, ICICI Direct Research

## Revision in earnings estimates

Increase in estimates for FY26 and FY27 is mainly on account of recognition of residential income for Bengaluru Project. There is no change in the core business (Hotel + Annuity) estimates.

### Exhibit 2: Changes in headline estimates

(₹ crore)	FY26E			FY27E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	2180.1	2872.2	31.7	2563.5	3188.4	24.4
EBITDA	936.8	1185.8	26.6	1113.1	1363.6	22.5
EBITDA margin (%)	43.0	41.3		43.4	42.8	
PAT	435.7	628.3	44.2	562.8	762.6	35.5
EPS (Rs.)	20.0	28.8	43.8	25.8	34.9	35.3

Source: Company, ICICI Direct Research

### Exhibit 3: Growth Pipeline

Under construction	New Rooms/ Leasable area	Location	Progress update
The Dukes Retreat Renovation & Expansion	30 (117 keys currently operational)	Khandala	Phase 1: August '24 Phase 2: July '25 Phase 3: Q2 FY26
Taj at Delhi International Airport	385-390 rooms	New Delhi	H1 FY27
New Hotel at Varca, South Goa	~190 rooms	Goa	FY28
CIGNUS Powai® Tower II	0.9 msf	Mumbai	Q4 FY27
<b>Total</b>	<b>~600 rooms   0.9 msf</b>		
In planning	New Rooms	Location	Progress update
Hyatt Regency at Airoli, Navi Mumbai	~280 rooms	Mumbai	36 months post approval*
New Hotel at Bambolim, North Goa <sup>#</sup>	~170 rooms	Goa	36 months post approval
New Hotel at Trivandrum, Kerala	~150 rooms	Trivandrum	-
<b>Grand Total</b>	<b>~1,200 rooms   0.9 msf</b>		

\*Project approvals pending at NGT stage. Change in NGT regulation have delayed projects across India.  
<sup>#</sup>Board approval received for entering into a definitive term sheet for the acquisition

Source: Company, ICICI Direct Research

**Exhibit 4: Key Operating Assumptions**

Particulars	FY24	FY25	FY26E	FY27E
<b>Hotel business</b> (existing and upcoming properties)				
Rooms	3052	3314	3608	3889
Revenues (Rs. Cr)	1288.1	1521.0	1715.1	2030.5
EBITDA (Rs. Cr)	574.1	680.3	776.4	916.4
EBITDA margins (%)	44.6	44.7	45.3	45.1
<b>Hotel business (Westin, Rishikesh)</b>				
Rooms			141.0	141.0
Revenues (Rs. Cr)			128.4	148.7
EBITDA (Rs. Cr)			47.8	56.5
EBITDA margins (%)			37.3	38.0
<b>Hotel business (combined)</b>				
Rooms	3052.0	3314.0	3749.0	4030.0
Revenues (Rs.Cr)	1288.1	1521.0	1843.5	2179.3
EBITDA (Rs. Cr)	574.1	680.3	824.3	972.9
EBITDA margins (%)	44.6	44.7	44.7	44.6
<b>Annuity &amp; Rental business</b>				
Revenues (Rs. Cr)	124.1	196.4	305.4	354.9
EBITDA (Rs. Cr)	98.7	154.0	248.2	286.9
EBITDA margins (%)	79.5	78.4	81.3	80.8
<b>Residential business</b>				
Revenues (Rs. Cr)			700.1	654.3
EBITDA (Rs. Cr)			245.0	248.6
EBITDA margins (%)			35.0	38.0

Source: Company, ICICI Direct Research

**Exhibit 5: Q1FY26 consolidated result snapshot (₹ crore)**

Particulars	Q1FY26	Q1FY25	y-o-y (%)	Q4FY25	q-o-q (%)
<b>Net revenue</b>	<b>894.6</b>	<b>361.0</b>	<b>147.8</b>	<b>522.0</b>	<b>71.4</b>
Food and beverages cons.	30.4	26.6	14.4	32.1	-5.1
Employee cost	69.5	54.8	26.7	67.7	2.7
Operating Supplies Cons.	10.2	9.1	12.2	12.6	-18.7
Real Estate Development Cost	265.2	2.1	12300.0	2.1	12458.5
Other expenditure	161.9	128.1	26.4	166.1	-2.5
Total expenditure	537.3	220.8	143.4	280.5	91.5
<b>EBITDA</b>	<b>357.3</b>	<b>140.2</b>	<b>154.8</b>	<b>241.4</b>	<b>48.0</b>
Other income	13.8	8.1	70.3	15.4	-10.4
Interest expenses	48.5	31.7	53.2	48.2	0.6
Depreciation	53.9	38.9	38.5	49.8	8.3
Profit Before Tax	268.6	77.7	245.6	158.8	69.1
Tax	65.5	17.1	283.5	35.0	-
<b>Adjusted PAT</b>	<b>203.1</b>	<b>60.6</b>	<b>235.0</b>	<b>123.8</b>	<b>64.0</b>
<b>Reported PAT</b>	<b>203.1</b>	<b>60.6</b>	<b>235.0</b>	<b>123.8</b>	<b>64.0</b>
Adjusted EPS (Rs.)	9.3	2.8	235.0	5.7	64.0
<b>Margins</b>	<b>Q1FY26</b>	<b>Q1FY25</b>	<b>bps</b>	<b>Q4FY25</b>	<b>bps</b>
GPM (%)	96.6	92.6	396	93.9	274
EBITDA Margin (%)	39.9	38.8	109	46.3	-632
NPM (%)	22.7	16.8	591	23.7	-102
Tax rate (%)	24.4	22.0	241	22.0	-

Source: Company, ICICI Direct Research

**Exhibit 6: Q1FY26 consolidated result snapshot (ex-residential business) (₹ crore)**

Particulars	Q1FY26	Q1FY25	y-o-y (%) /bps
<b>Net revenue</b>	<b>455.5</b>	<b>361.0</b>	<b>26.2</b>
Food and beverages cons.	30.4	26.6	14.4
Employee cost	69.5	54.8	26.7
Operating Supplies Cons.	10.2	9.1	12.2
Real Estate Development Cost	2.1	2.1	0.0
Other expenditure	161.9	128.1	26.4
Total expenditure	274.2	220.8	24.2
<b>EBITDA</b>	<b>181.3</b>	<b>140.2</b>	<b>29.3</b>
<b>EBITDA Margin (%)</b>	<b>39.8</b>	<b>38.8</b>	<b>96</b>

Source: Company, ICICI Direct Research

**Exhibit 7: Q1FY26 Segmental revenues and results (₹ crore)**

Particulars	Q1FY26	Q1FY25	y-o-y %	Q4FY25	q-o-q %
<b>Hospitality business</b>					
Room revenue	235.6	200.4	17.6	302.1	-22.0
F&B revenue	150.0	125.1	19.9	157.7	-4.9
Other	0.0	0.0	-	0.0	-
<b>Total Hospitality revenue (Rs. crore)</b>	<b>385.6</b>	<b>325.5</b>	<b>18.5</b>	<b>459.8</b>	<b>-16.1</b>
EBITDA (Rs. crore)	160.8	134.1	19.9	222.8	-27.8
EBITDA Margin (%)	41.7	41.2	50	48.5	-675
<b>Annuity business</b>					
Revenue (Rs. crore)	73.2	35.5	105.9	61.9	18.3
EBITDA (Rs. crore)	60.8	26.4	130.3	49.8	22.1
EBITDA Margin (%)	83.1	74.3	879	80.5	261

Source: Company, ICICI Direct Research

**Exhibit 8: Q1FY26 Operational Performance**

Particulars	Q1FY26	Q1FY25	y-o-y (%) /bps	Q4FY25	q-o-q (%) /bps
ADR (Rs.)	12207	10433	17.0	14345	-14.9
Occupancy (%)	66	71	-450.0	76	-1000
RevPAR (Rs.)	8059	7351	9.6	10909	-26.1

Source: Company, ICICI Direct Research

## Financial summary

### Exhibit 9: Profit and loss statement ₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E
<b>Total Operating Income</b>	<b>1417.3</b>	<b>1717.7</b>	<b>2872.2</b>	<b>3188.4</b>
Growth (%)	25.6	21.2	67.2	11.0
Cost of food and beverages cons.	105.6	116.8	147.1	171.7
Gross Profit				
Employee Expenses	194.6	234.5	272.0	315.5
Operating Supplies Consumed	39.7	42.5	54.2	63.2
Other Expenditure	492.8	588.1	677.5	776.4
Total Operating Expenditure	832.7	981.9	1150.8	1326.9
<b>EBITDA</b>	<b>584.6</b>	<b>735.8</b>	<b>1185.8</b>	<b>1363.6</b>
Growth (%)	29.1	25.9	61.1	15.0
Interest	196.7	159.1	160.5	145.4
Depreciation	138.4	178.8	195.4	206.2
Other Income	19.8	36.3	15.8	14.4
PBT	269.4	434.2	845.7	1026.4
Less Tax	55.9	51.9	217.3	263.8
<b>Adjusted PAT (before exceptional item)</b>	<b>213.5</b>	<b>382.3</b>	<b>628.3</b>	<b>762.6</b>
Growth (%)	40.5	79.1	64.4	21.4
Exceptional item	40	-240	0	0
<b>Reported PAT</b>	<b>253.6</b>	<b>142.4</b>	<b>628.3</b>	<b>762.6</b>
Growth (%)	38.4	-43.9	341.2	21.4
EPS (Adjusted)	10.4	17.5	28.8	34.9

Source: Company, ICICI Direct Research

### Exhibit 11: Balance sheet ₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E
Equity Capital	205.5	218.5	218.5	218.5
Reserve and Surplus	1645.4	2827.2	3455.6	4218.2
Total Shareholders funds	1850.9	3045.7	3674.0	4436.6
Minority Interest	0.0	0.0	0.0	0.0
Total Debt	3005.2	2604.0	2614.3	2114.6
Deferred Tax Liability	0	85.5	85.5	85.5
Other Non Current Liabilities	81.5	131.7	144.9	159.4
<b>Total Liabilities</b>	<b>4937.5</b>	<b>5866.9</b>	<b>6518.7</b>	<b>6796.1</b>
Gross Block - Fixed Assets	5613.8	6517.0	7237.1	7637.1
Accumulated Depreciation	1281.3	1392.2	1587.6	1793.8
Net Block	4332.4	5124.8	5649.5	5843.3
Capital WIP	36.9	183.2	150.0	250.0
Fixed Assets	4369.3	5307.9	5799.5	6093.3
Goodwill & Other intangible asset	73.2	85.6	85.4	85.4
Investments	0	0	0	0
Other non-Current Assets	424.9	504.8	530.1	556.6
Inventory	542.0	632.5	618.3	576.4
Debtors	55.2	78.2	77.3	91.0
Other Current Assets	152.6	268.2	276.3	284.6
Loans & Advances	0.0	0.0	0.0	0.0
Cash	82.3	109.2	220.5	181.4
Bank balance	49.9	77.0	350.0	550.0
Total Current Assets	882.1	1165.1	1542.3	1683.3
Creditors	207.1	171.3	292.1	339.4
Provisions	8.0	8.7	8.0	8.0
Other Current Liabilities	597.0	1016.5	1138.4	1275.1
Total Current Liabilities	812.0	1196.5	1438.6	1622.5
Net Current Assets	70.1	-31.4	103.7	60.8
<b>Application of Funds</b>	<b>4937.5</b>	<b>5866.9</b>	<b>6518.7</b>	<b>6796.1</b>

Source: Company, ICICI Direct Research

### Exhibit 10: Cash flow statement ₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E
Profit/(Loss) after taxation	193.7	346.0	612.6	748.2
Add: Depreciation & Amortization	138.4	178.8	195.4	206.2
Other income	19.8	36.3	15.8	14.4
Changes in the working capital	157.4	155.4	249.1	203.8
<b>CF from Operating activities</b>	<b>509.3</b>	<b>716.5</b>	<b>1072.9</b>	<b>1172.6</b>
(Purchase)/Sale of Fixed Assets	-629.6	-1129.8	-686.8	-500.0
Investments	0.0	0.0	0.0	0.0
Bank balance	27.6	-27.0	-273.0	-200.0
Others	-149.9	-79.9	-25.2	-26.5
<b>CF from Investing activities</b>	<b>-751.9</b>	<b>-1236.7</b>	<b>-985.1</b>	<b>-726.5</b>
(inc)/Dec in Loan	184.6	-350.9	23.4	-485.2
Change in equity & reserves	95.9	812.5	0.0	0.0
Dividend paid	0.0	0.0	0.0	0.0
Other	0	85.461	0	0
<b>CF from Financing activities</b>	<b>280.5</b>	<b>547.1</b>	<b>23.4</b>	<b>-485.2</b>
Net Cash Flow	37.9	26.9	111.2	-39.1
Cash and Cash Equivalent (openi	44.5	82.3	109.2	220.5
<b>Cash</b>	<b>82.3</b>	<b>109.2</b>	<b>220.5</b>	<b>181.4</b>
<b>Free Cash Flow</b>	<b>-120.3</b>	<b>-413.3</b>	<b>386.1</b>	<b>672.6</b>

Source: Company, ICICI Direct Research

### Exhibit 12: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E
<b>Per share data (₹)</b>				
Adjusted EPS	9.8	17.5	28.8	34.9
Cash EPS	17.1	25.7	37.7	44.3
BV per share	90.1	139.4	168.2	203.1
Dividend per share	0	0	0	0
<b>Operating Ratios (%)</b>				
Operating EBITDA margins (%)	41.2	42.8	41.3	42.8
PAT Margins	17.9	8.3	30.7	32.0
<b>Return Ratios (%)</b>				
RoE	12.6	15.6	18.7	18.8
RoCE	9.9	11.0	16.2	17.6
RoIC	9.8	10.8	17.4	20.2
<b>Valuation Ratios (x)</b>				
P/E	89.9	50.2	30.5	25.2
EV / EBITDA	37.7	29.4	17.9	15.1
EV / Sales	15.6	12.6	10.4	8.6
Market Cap / Sales	13.5	11.2	9.4	8.0
Price to Book Value	9.7	6.3	5.2	4.3
<b>Solvency Ratios (x)</b>				
Net Debt / EBITDA	4.9	3.3	1.7	1.0
Debt / Equity	1.6	0.9	0.7	0.5

Source: Company, ICICI Direct Research

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Reduce: -15% to -5%;

Sell: <-15%



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