# **DLF** | BUY

# Strong start to the year

BUY rating with an SoTP-based TP of INR 1,000.



DLF had a strong start to the year with pre-sales of INR 114.3bn (+78% YoY; 6x OoQ, in line with JMFe). Building on the success of two initial phases, DLF has reinforced its leadership in the luxury housing segment in Delhi-NCR, with yet another sellout performance at DLF Privana North, which generated pre-sales of INR 110bn. Performance on the margin front also remained robust with embedded margin of c.40% (INR 45bn). The medium-term launch pipeline stands strong at INR 630bn and the company has reiterated its pre-sales guidance of INR 200bn-220bn for FY26E. DCCDL recorded stable occupancy at 94% (+100bps YoY) and rental income/EBITDA grew 15%/14% YoY in 1QFY26. Aided by the ramp-up in new assets and a strong development pipeline, we expect rental income to grow at 11% CAGR over FY25-28E. DLF with its steady annuity cash flows and fully paid-up land banks remains extremely well placed to scale up across segments and newer geographies. We maintain a

- Third sellout at Privana: DLF recorded pre-sales of INR 114.3bn (+78% YoY; 6x QoQ, in line with JMFe) driven by the sellout response to Privana North – an ultra-luxury residential project within the 116-acre DLF Privana township in Sectors 76 and 77, Gurugram. This new launch generated pre-sales of INR 110bn (1,164 units) with pricing of INR 23,000psf and average unit value of INR c.95mn. Going forward, the medium-term project pipeline stands strong at INR 630bn across 25msf. DLF has already launched the first phase at Westpark (Mumbai) and is targeting to launch new project at Goa, Chandigarh along with the subsequent phase Dahlias in FY26. In 1QFY26, collections came in slightly lower YoY at INR 27bn (down 6% YoY; down 17% QoQ), as higher outflow towards construction led to OCF stood at INR 16bn (down 14% YoY; down 37% QoQ). It also spent INR 1.2bn on capex and net cash increased to INR 79.8bn (vs. INR 69bn in 4QFY25)
- DCCDL new assets ramping up: In 1QFY26, DCCDL office rentals came in at INR 11bn (+17% YoY; +10 QoQ) and retail rentals grew 7%YoY to INR 2.2bn (flat QoQ). The strong growth was led by ramp-up of recently commissioned assets in Gurugram as the overall operational area increased by 5% since 1QFY25. Occupancy across the non-SEZ segment came in at 98% and SEZ occupancy stood at 87%, taking the overall portfolio occupancy to 94% (+100 bps YoY). The annuity business generated surplus of INR 2.0bn (post interest, tax and capex) and, hence, net debt decreased QoQ to INR 173bn (INR 175bn in 4QFY25); net debt to GAV was 20%.
- Financial performance: Revenue stood at INR 27.2bn (+2x YoY; down 13% QoQ) while EBITDA was lower at INR 3.6bn (+59% YoY; +63% QoQ) due to decline in gross margin by c. 23pps. Aided by other income of INR 3.8bn, the company reported Adj PAT of INR 7.6bn (+18% YoY; down 41% QoQ).
- Maintain 'BUY' with a TP of INR 1,000: DLF with its steady annuity cash flows and fully paid-up land banks remains extremely well placed to scale up across segments and newer geographies. We maintain a BUY rating with a Mar'26 TP of INR 1,000.

Sumit Kumar sumit.kumar@jmfl.com | Tel.: (91 22) 66303089

Sourabh Gilda sourabh.gilda@jmfl.com | Tel: (91 22) 66303114

Tushar Wankhede

tushar.wankhede@jmfl.com | Tel: (91 22) 62241795

Recommendation and Price Target	
Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	1,000
Upside/(Downside)	28.1%
Previous Price Target	1,000
Change	0.0%

Key Data – DLFU IN	
Current Market Price	INR781
Market cap (bn)	INR1,932.5/US\$22.0
Free Float	26%
Shares in issue (mn)	2,475.3
Diluted share (mn)	2,475.3
3-mon avg daily val (mn)	INR3,103.5/US\$35.3
52-week range	929/601
Sensex/Nifty	80,710/24,650
INR/US\$	87.8

Price Performand	ce		
%	1M	6M	12M
Absolute	-6.6	2.3	-3.6
Relative*	-3.5	-1.1	-6.2

\* To the BSE Sensex

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	64,270	79,937	115,066	124,278	158,096
Sales Growth (%)	12.9	24.4	43.9	8.0	27.2
EBITDA	21,236	21,086	39,100	41,774	55,878
EBITDA Margin (%)	33.0	26.4	34.0	33.6	35.3
Adjusted Net Profit	27,271	49,724	48,313	59,272	74,950
Diluted EPS (INR)	11.0	20.1	19.5	23.9	30.3
Diluted EPS Growth (%)	31.2	82.3	-2.8	22.7	26.5
ROIC (%)	6.9	9.8	12.6	13.8	16.7
ROE (%)	7.1	12.1	10.9	12.3	14.1
P/E (x)	70.9	38.9	40.0	32.6	25.8
P/B (x)	4.9	4.5	4.2	3.8	3.4
EV/EBITDA (x)	92.5	93.1	48.9	45.9	34.2
Dividend Yield (%)	0.6	0.8	0.8	0.8	0.8

Source: Company data, JM Financial. Note: Valuations as of 05/Aug/2025

JM Financial Research is also available on: Bloomberg - JMFR <GO>, Thomson Publisher & Reuters, S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this SeePoctapitan I QmFaot Sentan Disidibser Asphand

Please see Appendix I at the end of this report for Important Disclosures and

## 1QFY26 earnings con-call highlights:

 The lower gross margin during the quarter was on account of lower contribution from ultra-luxury projects like Camelias. In 1Q, the company recognised revenue from OMT, Delhi and Garden City Enclave, Gurugram

- The first phase of the Mumbai project received a strong response with the entire launched inventory getting absorbed. The next phase will only be launched in FY27 since the company has to meet certain regulatory milestones (w.r.t SRA)
- While the official launch of the subsequent phase at Dahlias will happen post completion of experience centre (4QFY26), the company continues to monetise the project in a calibrated manner
- The LfL growth in rentals from DCCDL portfolio is c.8% and the company is targeting mid-teens growth for the next few years, aided by new assets
- The exit rental income for FY26 is expected to reach INR 67bn, of which INR 59bn will come from DCCDL portfolio. The management intends to spend INR 50bn annually on capex in the next 2 years
- The SEZ area is going through a transition and 13% vacancy will come down gradually over the next few quarters
- While company continues to have a robust cash surplus, a significant share is locked in RERA. Hence, there is limited flexibility on usage of cash. The RERA balance will moderate over the next 24 months as execution picks up and the management will decide on the capital allocation framework in due course

# Quarterly information

Exhibit 1. Financial snaps	shot							
INR mn	Jun'25	Jun'24	YoY (%)	Mar'25	QoQ (%)	FY25	FY26E	YoY (%)
Net Sales	27,167	13,624	99%	31,276	-13%	79,937	1,15,066	44%
Cost of Sales	19,483	6,617	194%	16,516	18%	41,316	54,103	31%
Gross Margin (%)	28.3%	51.4%	-2315bps	47.2%	-1891bps	48.3%	53.0%	467bps
Employee Expenses	1,444	1,641	-12%	1,290	12%	5,920	8,055	36%
Other Expenses	2,599	3,080	-16%	3,690	-30%	11,615	13,808	19%
EBITDA	3,642	2,286	59%	9,780	-63%	21,085	39,099	85%
EBITDA Margin (%)	13.4%	16.8%	-338bps	31.3%	-1787bps	26.4%	34.0%	760bps
Depreciation	345	373	-8%	369	-7%	1,507	1,540	2%
Interest Costs	786	1,012	-22%	1,086	-28%	3,972	3,186	-20%
Other Income	2,642	3,675	-28%	2,202	20%	10,022	4,936	-51%
PBT	5,153	4,576	13%	10,527	-51%	25,629	39,309	53%
Tax	1,332	1,183	13%	1,813	-27%	-4,339	9,828	-326%
Minority Interest	0	-9	-100%	0	NM	-8	-8	-2%
Profit from associates	-3,806	-3,054	25%	-4,108	-7%	-16,723	-18,823	13%
Adj PAT	7,627	6,456	18%	12,822	-41%	46,699	48,312	3%
Extraordinary Items	0	0	NM	0	NM	3,024	0	-100%
PAT (incl extraordinary)	7,627	6,456	18%	12,822	-41%	49,723	48,312	-3%

Source: Company, JM Financial

Exhibit 2. DCCDL generated surplus	of INR 2b	n									
DCCDL Cash flows	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	YoY	QoQ
Operating Cash Flow before Interest & Tax*	11,060	11,120	11,820	12,580	11,880	13,870	12,880	11,830	13,210	11%	12%
Net finance cost	-3,380	-3,780	-4,680	-2,840	-3,400	-3,880	-3,650	-3,790	-4,130	21%	9%
Tax	-1,310	-1,230	-1,240	-850	-1,270	-780	-1,850	-860	-1,480	17%	72%
Net operating cash flow	6,370	6,110	5,890	8,890	7,210	9,200	7,390	7,180	7,600	5%	6%
Capex	-1,890	-2,400	-2,530	-3,590	-3,770	-4,760	-5,120	-4,390	-5,560	47%	27%
Net Surplus	4,480	3,710	3,360	5,300	3,440	4,690	8,350	2,780	2,040	-41%	-27%
Dividend	0	-680	-4,300	-3,760	0	-1,250	-3,310	-10,440	0	NA	-100%
Capex advance refund (Hyderabad Sez)	0	0	0	0	0	0	0	0	0	NA	NA
Net Surplus/Deficit	4,480	3,030	-940	1,540	3,440	3,440	5,040	-7,660	2,040	-41%	-127%

Source: Company, JM Financial

Exhibit 3. DCCDL benefiting from	n ramp-up of	new asse	ts								
DCCDL P&L	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	YoY	QoQ
Rental Revenue	10,430	10,690	10,880	11,240	11,520	11,850	11,930	12,230	13,260	15%	8%
Office	8,560	8,570	8,590	9,050	9,420	9,680	9,620	10,020	11,020	17%	10%
Retail	1,870	2,120	2,290	2,190	2,100	2,170	2,310	2,210	2,240	7%	1%
Service & operating income	3,520	3,740	3,710	392	3,840	4,210	3,950	3,960	4,020	5%	2%
Other Income	160	200	160	370	170	470	210	180	110	-35%	-39%
Total Revenue	14,120	14,630	14,760	15,530	15,530	16,530	16,090	16,370	17,390	12%	6%
Operating Expenses	3,240	3,540	3,490	3,930	3,600	3,890	3,670	3,830	3,830	6%	0%
EBITDA	10,880	11,090	11,260	11,600	11,930	12,640	12,420	12,540	13,560	14%	8%
Finance cost	3,970	3,840	3,750	3,800	3,830	3,780	3,670	3,600	3,650	-5%	1%
Depreciation	1,520	1,540	1,520	1,590	1,570	1,640	1,610	1,600	1,680	7%	5%
Exceptional Item	0	0	0	0	0	0	4,260	0	0	NA	NA
PBT	5,400	5,700	6,000	6,210	6,530	7,220	7,140	7,340	8,230	26%	12%
Tax	-1,490	-1,530	-1,650	1,740	1,830	2,010	1,990	2,060	2,310	26%	12%
Share of profit/loss in JV	0	0	0	0	0	0	0	0	0	NA	NA
Other Comprehensive Income	0	-10	0	0	0	0	-10	10	0		
PAT	3,910	4,160	4,340	4,480	4,700	5,210	5,150	5,280	5,920	26%	12%

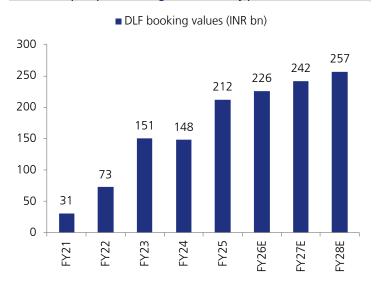
Exhibit 4. Planne	d launch	es of INR 62	29bn (25	imsf) of ne	w	produ	cts over t	he medi	um term	
Project Segment	Planned Launches [FY 25 onwards]			Launched [till FY25]			nched [FY26]	To Be Launched [Medium Term]		
	Size (~ in msf)	Sales Potential (~ in Rs crore)	Size (~ in msf)	Sales Potential (~ in Rs crore)		Size (~ in msf)	Sales Potential (~ in Rs crore)	Size (~ in msf)	Sales Potential (~ in Rs crore)	
Super-Luxury	5.5	37,500	4.5	35,000	-			1	2,500	
Luxury	29	74,000	2.9	5,600		4.7	11,000	22	57,400	
Premium	2.3	2,000			-			2.3	2,000	
Commercial	0.2	1,000			-			0.2	1,000	
Grand Total	37	1,14,500	7.5	40,600		4.7	11,000	25	62,900	

Source: Company, JM Financial

Cash Flows (INR mn)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Inflow									
Collections	14,720	22,820	24,250	21,210	28,880	22,520	29,880	32,680	27,110
Collections- New Sales	0	0	0	0	0	0	0	0	0
Rentals	1,040	760	900	840	800	1,180	1,280	520	830
Sub Total	15,760	23,580	25,150	22,050	29,680	23,700	31,160	33,200	27,940
Outflow									
Construction	3,150	3,490	4,670	5,100	4,240	5,210	5,910	7,240	7,420
Finance Cost	600	-90	30	-50	-200	-360	-600	-690	-640
Government Charges	880	2,710	4,850	1,360	3,330	1,500	3,030	1,880	1,320
Tax	20	60	90	-180	-600	20	160	-4,370	-60
Overhead	3,160	3,630	4,430	4,770	4,410	5,220	4,170	4,010	3,970
Total	7,810	9,800	14,070	11,000	11,180	11,590	12,670	8,070	12,010
Operating Cash Flow after Interest & Tax	7,950	13,780	11,080	11,050	18,500	12,110	18,490	25,130	15,930
Capex	-670	-850	-490	-820	-870	-880	-830	-1,110	-1,260
Net Surplus	7,280	12,930	10,590	10,230	17,630	11,230	17,660	24,020	14,670
Reduction in land liabilities / TDS on interim dividend	0	0	0	0	0	0	0	0	0
Payment ot DCCDL	0	0	0	0	0	0	0	0	0
Payment: Land acquisitions/disposals	-630	-1,460	-2,130	-9,470	-4,130	-240	-2,840	-1,200	-470
Total	6,650	1,980	11,040	3,010	13,500	-560	17,020	29,780	14,200
Dividend Paid (DCCDL inflow-Devco outflow)	0	-9,490	2,580	2,250	0	-11,550	2,200	6,960	0

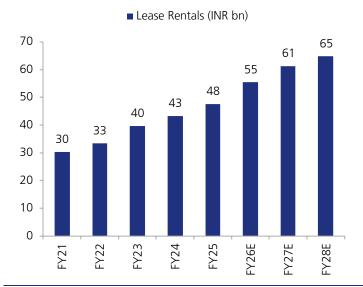
#### Annual data and estimates

#### Exhibit 6. Expect pre-sales to grow at a steady pace



Source: Company, JM Financial

## Exhibit 7. DCCDL lease rentals to grow at 11% CAGR over FY26-28



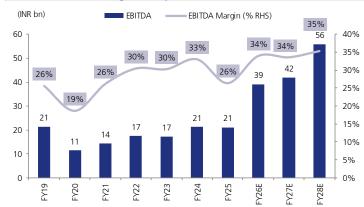
Source: Company, JM Financial

Exhibit 8. Reported revenue to improve sharply from FY26E



Source: Company, JM Financial

Exhibit 9. EBITDA margin to improve to 35%



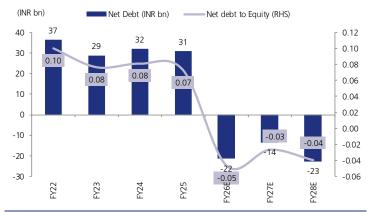
Source: Company, JM Financial

Exhibit 10. Reported PAT to grow significantly



Source: Company, JM Financial

Exhibit 11. Leverage at comfortable levels



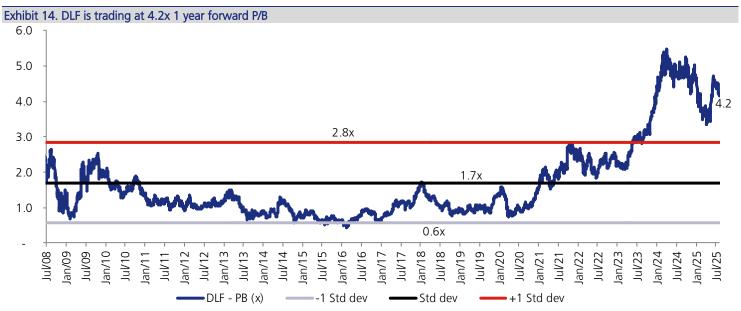
### Valuation

Exhibit 12. SOTP value	of INR 1,00	00 per share		
DLF	INR bn	Per Share	% of EV	Comments
Residential	829	335	34%	Balance Inventory + under construction
Completed Inventory	131	53		
Under Construction	248	100		
Reinvestment Value	450	182		
Land Banks	1,067	431	44%	Land banks totalling 192msf + extra potential
DLF Rental Business	48	19	2%	Non-DCCDL rental business; 8% cap rate
Hotel Land	25	10	1%	Lodhi Hotel on INR 50.0bn worth of land
Devco	1,969	796	80%	10.4% WACC
DCCDL	482	195	20%	DCCDL rental business; 7.5% cap rate
Total	2,451	990	100%	
Net Debt	(22)	(9)		
NAV	2,473	999		
Shares Outstanding (bn)	2.5			
Mar'26 TP	1,000			1x NAV
CMP	781			
Upside	28%			

Source: Company, JM Financial

Exhibit 13. Real E	state Co	omps													
Company	СМР	Mcap (INR bn)	TP	Rating	Upside (%)		EV/Pre-sale	es		EV/EBITD/	4		EV/OCF		Pre-sales CAGR
		וווט			(70)	FY25	FY26E	FY27E	FY25	FY26E	FY27E	FY25	FY26E	FY27E	FY25-27E
DLF	781	1,963	1,000	BUY	28%	6.7	6.3	5.8	16.7	15.6	14.6	29.0	15.5	8.5	7%
Macrotech	1,234	1,237	1,480	BUY	20%	5.7	4.5	3.6	20.3	16.2	13.0	18.0	13.5	11.0	25%
Godrej Properties	2,115	632	2,600	BUY	23%	2.3	2.1	1.8	10.6	9.4	8.2	12.1	10.1	8.1	13%
Oberoi Realty	1,608	586	1,750	HOLD	9%	7.7	5.8	4.4	22.0	16.5	12.5	12.6	16.9	12.6	33%
Sobha	1,595	167	1,850	BUY	16%	2.0	1.4	1.2	9.8	7.1	6.2	14.8	5.6	6.8	26%
Keystone Realtors	587	79	855	BUY	46%	2.4	1.8	1.3	12.1	9.1	6.6	6.6	13.2	9.2	36%
Sunteck Realty	383	56	615	BUY	61%	2.0	1.5	1.2	9.0	6.8	5.6	13.4	10.9	9.0	27%

Source: Company, JM Financial



Source: Bloomberg, JM Financial

# Financial Tables (Consolidated)

Income Statement				(	(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	64,270	79,937	115,066	124,278	158,096
Sales Growth	12.9%	24.4%	43.9%	8.0%	27.2%
Other Operating Income	0	0	0	0	0
Total Revenue	64,270	79,937	115,066	124,278	158,096
Cost of Goods Sold/Op. Exp	27,938	41,316	54,103	57,648	73,761
Personnel Cost	5,460	5,920	8,055	8,699	11,067
Other Expenses	9,637	11,615	13,808	16,156	17,391
EBITDA	21,236	21,086	39,100	41,774	55,878
EBITDA Margin	33.0%	26.4%	34.0%	33.6%	35.3%
EBITDA Growth	23.0%	-0.7%	85.4%	6.8%	33.8%
Depn. & Amort.	1,480	1,507	1,540	1,560	1,584
EBIT	19,757	19,580	37,561	40,215	54,294
Other Income	5,313	10,022	4,936	7,108	10,909
Finance Cost	3,565	3,972	3,186	2,236	1,286
PBT before Excep. & Forex	21,505	25,630	39,310	45,086	63,917
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	21,505	25,630	39,310	45,086	63,917
Taxes	5,201	-4,339	9,828	11,272	15,979
Extraordinary Inc./Loss(-)	0	3,024	0	0	0
Assoc. Profit/Min. Int.(-)	10,896	16,715	18,815	25,439	26,987
Reported Net Profit	27,271	49,724	48,313	59,272	74,950
Adjusted Net Profit	27,271	49,724	48,313	59,272	74,950
Net Margin	42.4%	62.2%	42.0%	47.7%	47.4%
Diluted Share Cap. (mn)	2,475.3	2,475.3	2,475.3	2,475.3	2,475.3
Diluted EPS (INR)	11.0	20.1	19.5	23.9	30.3
Diluted EPS Growth	31.2%	82.3%	-2.8%	22.7%	26.5%
Total Dividend + Tax	12,377	14,852	14,852	14,852	14,852
Dividend Per Share (INR)	5.0	6.0	6.0	6.0	6.0

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	394,308	425,502	458,964	503,383	563,481
Share Capital	4,951	4,951	4,951	4,951	4,951
Reserves & Surplus	389,358	420,552	454,013	498,433	558,531
Preference Share Capital	0	0	0	0	0
Minority Interest	8	0	-8	-17	-30
Total Loans	45,987	38,540	28,540	18,540	8,540
Def. Tax Liab. / Assets (-)	27,902	15,148	15,148	15,148	15,148
Total - Equity & Liab.	468,205	479,190	502,644	537,055	587,140
Net Fixed Assets	39,481	35,794	40,714	40,543	40,676
Gross Fixed Assets	90,951	88,681	95,140	96,529	98,246
Intangible Assets	11,955	11,955	11,955	11,955	11,955
Less: Depn. & Amort.	64,106	65,613	67,153	68,713	70,297
Capital WIP	681	771	771	771	771
Investments	201,377	213,356	232,250	257,770	284,843
Current Assets	361,766	445,604	406,043	418,798	485,800
Inventories	211,541	246,215	247,163	269,204	305,041
Sundry Debtors	5,381	8,022	9,457	10,215	12,994
Cash & Bank Balances	13,938	7,525	50,120	32,126	31,326
Loans & Advances	11,623	8,668	17,339	18,727	23,823
Other Current Assets	119,283	175,173	81,965	88,527	112,616
Current Liab. & Prov.	134,419	215,563	176,363	180,056	224,179
Current Liabilities	25,820	30,552	28,372	30,644	38,983
Provisions & Others	108,599	185,011	147,991	149,413	185,197
Net Current Assets	227,347	230,040	229,680	238,742	261,620
Total – Assets	468,205	479,190	502,644	537,055	587,140

Source: Company, JM Financial

Source: Company, JM Financial

Cash Flow Statement				(	(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	21,505	25,630	39,310	45,086	63,917
Depn. & Amort.	1,480	1,507	1,540	1,560	1,584
Net Interest Exp. / Inc. (-)	3,565	3,972	3,186	2,236	1,286
Inc (-) / Dec in WCap.	7,908	32,251	42,954	-27,055	-23,678
Others	-6,497	-6,765	-4,936	-7,108	-10,909
Taxes Paid	-2,572	-1,219	-9,828	-11,272	-15,979
Operating Cash Flow	25,388	52,352	91,050	28,895	43,220
Capex	6,276	-953	-1,121	-1,388	-1,717
Free Cash Flow	31,664	51,399	89,929	27,507	41,503
Inc (-) / Dec in Investments	-44,075	-54,402	-18,894	-25,520	-27,073
Others	22,513	19,924	4,936	7,108	10,909
Investing Cash Flow	-15,287	-35,431	-15,079	-19,801	-17,882
Inc / Dec (-) in Capital	0	0	0	0	0
Dividend + Tax thereon	-9,869	-12,336	-14,852	-14,852	-14,852
Inc / Dec (-) in Loans	15,919	-7,288	-10,000	-10,000	-10,000
Others	-4,284	-4,402	-8,524	-2,236	-1,286
Financing Cash Flow	1,766	-24,026	-33,376	-27,088	-26,138
Inc / Dec (-) in Cash	11,868	-6,413	42,595	-17,994	-800
Opening Cash Balance	2,071	13,938	7,525	50,120	32,126
Closing Cash Balance	13,938	7,525	50,120	32,126	31,326

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	42.4%	62.2%	42.0%	47.7%	47.4%
Asset Turnover (x)	0.2	0.2	0.2	0.2	0.3
Leverage Factor (x)	1.1	1.1	1.1	1.1	1.0
RoE	7.1%	12.1%	10.9%	12.3%	14.1%

Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	159.3	171.9	185.4	203.4	227.6
ROIC	6.9%	9.8%	12.6%	13.8%	16.7%
ROE	7.1%	12.1%	10.9%	12.3%	14.1%
Net Debt/Equity (x)	0.1	0.1	0.0	0.0	0.0
P/E (x)	70.9	38.9	40.0	32.6	25.8
P/B (x)	4.9	4.5	4.2	3.8	3.4
EV/EBITDA (x)	92.5	93.1	48.9	45.9	34.2
EV/Sales (x)	30.6	24.6	16.6	15.4	12.1
Debtor days	31	37	30	30	30
Inventory days	1,201	1,124	784	791	704
Creditor days	219	189	136	136	139

Source: Company, JM Financial

250

Aug-22

History of Recommendation and Target Price					
Date	Recommendation	Target Price	% Chg.		
26-Aug-24	Buy	1,000			
28-Oct-24	Buy	1,000	0.0		
28-Jan-25	Buy	1,000	0.0		
24-Mar-25	Buy	1,000	0.0		
21-May-25	Buy	1,000	0.0		

# DLF 1125 950 775 600 425

Feb-24

— Target Price

Aug-24

Feb-25

Aug-25

Aug-23

Feb-23

#### APPENDIX I

### JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.com Compliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1743 | Email: sahil.salastekar@jmfl.com Grievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1743 | Email: instcompliance@jmfl.com

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Definition of ratings					
Rating	Meaning				
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.				
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.				
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.				

<sup>\*</sup> REITs refers to Real Estate Investment Trusts.

#### Research Analyst(s) Certification

The Research Analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that:

All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and

No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research
report.

#### Important Disclosures

This research report has been prepared by JM Financial Institutional Securities Limited (JM Financial Institutional Securities) to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its associates solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of JM Financial Institutional Securities. This report has been prepared independent of the companies covered herein.

JM Financial Institutional Securities is registered with the Securities and Exchange Board of India (SEBI) as a Research Analyst and a Stock Broker having trading memberships of the BSE Ltd. (BSE) and National Stock Exchange of India Ltd. (NSE). No material disciplinary action has been taken by SEBI against JM Financial Institutional Securities in the past two financial years which may impact the investment decision making of the investor. Registration granted by SEBI and certification from the National Institute of Securities Market (NISM) in no way guarantee performance of JM Financial Institutional Securities or provide any assurance of returns to investors.

JM Financial Institutional Securities renders stock broking services primarily to institutional investors and provides the research services to its institutional clients/investors. JM Financial Institutional Securities and its associates are part of a multi-service, integrated investment banking, investment management, brokerage and financing group. JM Financial Institutional Securities and/or its associates might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, broking, financing or any other advisory services to the company(ies) covered herein. JM Financial Institutional Securities and/or its associates might have received during the past twelve months or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services.

JM Financial Institutional Securities and/or its associates, their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) covered under this report or (c) act as an advisor or lender/borrower to, or may have any financial interest in, such company(ies) or (d) considering the nature of business/activities that JM Financial Institutional Securities is engaged in, it may have potential conflict of interest at the time of publication of this report on the subject company(ies).

Neither JM Financial Institutional Securities nor its associates or the Research Analyst(s) named in this report or his/her relatives individually own one per cent or more securities of the company(ies) covered under this report, at the relevant date as specified in the SEBI (Research Analysts) Regulations, 2014.

The Research Analyst(s) principally responsible for the preparation of this research report and their immediate relatives are prohibited from buying or selling debt or equity securities, including but not limited to any option, right, warrant, future, long or short position issued by company(ies) covered under this report. The Research Analyst(s) principally responsible for the preparation of this research report or their immediate relatives (as defined under SEBI (Research Analysts) Regulations, 2014); (a) do not have any financial interest in the company(ies) covered under this report or (b) did not receive any compensation from the company(ies) covered under this report, or from any third party, in connection with this report or (c) do not have any other material conflict of interest at the time of publication of this report. Research Analyst(s) are not serving as an officer, director or employee of the company(ies) covered under this report.

While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and JM Financial Institutional Securities does not warrant its accuracy or completeness. JM Financial Institutional Securities may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision.

This research report is based on the fundamental research/analysis conducted by the Research Analyst(s) named herein. Accordingly, this report has been prepared by studying/focusing on the fundamentals of the company(ies) covered in this report and other macro-economic factors. JM Financial Institutional Securities may have also issued or may issue, research reports and/or recommendations based on the technical/quantitative analysis of the company(ies) covered in this report by studying and using charts of the stock's price movement, trading volume and/or other volatility parameters. As a result, the views/recommendations expressed in such technical research reports could be inconsistent or even contrary to the views contained in this report.

The investment discussed or views expressed or recommendations/opinions given herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and JM Financial Institutional Securities reserves the right to make modifications and alterations to this statement as they may deem fit from time to time.

This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction.

This report is not directed or intended for distribution to, or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject JM Financial Institutional Securities and/or its affiliated company(ies) to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

Additional disclosure only for U.S. persons: JM Financial Institutional Securities has entered into an agreement with JM Financial Securities, Inc. ("JM Financial Securities"), a U.S. registered broker-dealer and member of the Financial Industry Regulatory Authority ("FINRA") in order to conduct certain business in the United States in reliance on the exemption from U.S. broker-dealer registration provided by Rule 15a-6, promulgated under the U.S. Securities Exchange Act of 1934 (the "Exchange Act"), as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC") (together "Rule 15a-6").

This research report is distributed in the United States by JM Financial Securities in compliance with Rule 15a-6, and as a "third party research report" for purposes of FINRA Rule 2241. In compliance with Rule 15a-6(a)(3) this research report is distributed only to "major U.S. institutional investors" as defined in Rule 15a-6 and is not intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research report and are not a major U.S. institutional investor, you are instructed not to read, rely on, or reproduce the contents hereof, and to destroy this research or return it to JM Financial Institutional Securities or to JM Financial Securities.

This research report is a product of JM Financial Institutional Securities, which is the employer of the research analyst(s) solely responsible for its content. The research analyst(s) preparing this research report is/are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore, the analyst(s) are not subject to supervision by a U.S. broker-dealer, or otherwise required to satisfy the regulatory licensing requirements of FINRA and may not be subject to the Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Any U.S. person who is recipient of this report that wishes further information regarding, or to effect any transaction in, any of the securities discussed in this report, must contact, and deal directly through a U.S. registered representative affiliated with a broker-dealer registered with the SEC and a member of FINRA. In the U.S., JM Financial Institutional Securities has an affiliate, JM Financial Securities, Inc. located at 1325 Avenue of the Americas, 27th Floor, Office No. 2715, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

Additional disclosure only for U.K. persons: Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

Additional disclosure only for Canadian persons: This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential lo