Physicswallah | BUY

Decent quarter despite NEET disruption; upgrade to BUY

Physicswallah (PW) had a decent Q1FY27 despite pushout of some revenues due to re-conduct of the NEET exam. Consolidated revenue grew 24% YoY while pre-Ind AS EBITDA loss narrowed to INR 442mn (INR 887mn in Q1FY26) with margin improving ~628bps YoY to -4.2%. Online business (+33.2% YoY) remained the key growth engine, with strong traction in K-12/Early Learning, vernacular and newer categories, accompanied by improving monetisation and profitability. But offline business growth of 14.5% YoY was optically subdued by the NEET timing shift; adjusted for this, revenue would have grown 20–25% YoY. Management reiterated its FY27 consolidated revenue growth guidance of ~30% and doubling of pre-IND AS EBITDA. It also announced divestment of FinZ, which is likely to help address capital allocation concerns. With the underlying business fundamentals intact and the stock correcting >20% from recent highs, we believe the risk-reward is once again favourable. So, we upgrade PW to BUY with an unchanged Jun'27 TP of INR 140.

- **Online – Growth broadens beyond core:** PW's online revenue grew 33.2% YoY (+25.6% QoQ) to INR 5.5bn and contributed ~52% of total revenue. Pre-Ind AS EBITDA rose 2.7x YoY to INR 0.67bn with margin expanding ~614bps YoY to 12.2%. Growth was broad-based beyond JEE/NEET, with K-12 and Early Learning revenue/enrolments up 88%/41% YoY, while Curious Junior enrolments/collections rose 67%/145%; vernacular and NEET PG enrolments also grew strongly. ACPU rose 10% YoY to INR 4,312, aided by higher attachment of value-added offerings. Post a 28% fall in Q1 online NEET collections due to the delayed exam cycle, online collections rebounded 51% YoY between 1st July and 13th August. Further, the proposed shift of NEET to an entirely online format next year could provide an additional tailwind to digital test preparation. We expect online revenue to grow 31% YoY in FY27E and pre-Ind AS EBITDA of INR 7.2bn (margin of 27.5%).

- **Offline – NEET timing masks improving underlying economics:** Offline revenue grew 14.5% YoY to INR 4.9bn, with the network expanding to 366 centres versus 353 in Q4FY26. Pre-Ind AS EBITDA loss narrowed to INR 1.06bn from INR 1.13bn in Q1FY26 with margin improving ~475bps YoY to -21.6%. Growth was materially impacted by the delayed NEET cycle, with NEET enrolments down 19% YoY through June; however, enrolments have grown 82% YoY since July and offline revenue growth could have been 20–25% YoY absent the timing shift. Encouragingly, offline ARPU increased 7% YoY while centres opened in 2022-24 were EBITDA positive in FY26; centres opened in 2025 remained loss-making at single-digit margins. We build offline revenue growth of 27.7% YoY in FY27E and pre-Ind AS EBITDA loss of INR 588mn (margin of -2.5%).

- **Upgrade to 'BUY' with unchanged Jun'27 TP of INR 140:** The Q1FY27 performance strengthens our confidence in PW's earnings trajectory, with online growth broadening, offline economics improving and the decision to exit FinZ (through which it earlier intended to offer education loans to students) addressing our earlier capital-allocation concern. We raise consolidated Pre-Ind AS EBITDA estimates by 7-9% over FY27E–29E, largely reflecting lower expected loss in Others segment following closure of FinZ, and realignment of a few experiments into online/offline segments. So, adjusted PAT estimates rise 4–12%. Since these upgrades are entirely driven through others segment (which did not contribute any value to our SoTP-based valuation) and we continue to value Online/Offline businesses of PW basis unchanged EV/EBITDA multiple of 32x/15x, respectively, our Jun'27E TP is unchanged at INR 140.

Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	ADD
Current Price Target (12M)	140
Upside/(Downside)	19.7%
Previous Price Target	140
Change	0.0%

Key Data – PWL IN

Current Market Price	INR117
Market cap (bn)	INR339.8/US$3.6
Free Float (%)	28.7
Shares in issue (mn)	2,900.9
Diluted share (mn)	2,900.9
3-mon avg daily val (mn)	INR1,613.0/US$17.0
52-week range	INR162/78
Sensex/Nifty	78,009/24,366
INR/US$	95.4

Price Performance

%	1M	6M	12M
Absolute	-17.8	9.1	0.0
Relative*	-17.7	16.7	0.0

*To the NSE Nifty 50

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Financial Summary (INR mn)

Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Sales	28,866	38,995	50,147	62,553	74,908
Sales Growth (%)	48.7	35.1	28.6	24.7	19.8
EBITDA	1,882	3,808	7,697	11,817	16,309
EBITDA Margin (%)	6.5	9.8	15.3	18.9	21.8
Adjusted Net Profit	-686	408	3,593	6,004	8,867
Diluted EPS (INR)	-0.8	-0.1	1.1	2.0	3.0
Diluted EPS Growth (%)	-	-	-	90.6	47.7
ROIC (%)	-	-	-	-	-
ROE (%)	-49.3	1.4	7.7	11.7	15.1
P/E (x)	-	-	111.2	58.3	37.8
P/B (x)	19.3	7.4	6.9	6.2	5.3
EV/EBITDA (x)	170.4	76.2	37.1	23.4	16.1
Dividend Yield (x)	-	-	-	-	-

Source: Company data, JM Financial. Note: Valuations as of August 14, 2026

- **Profitability improves in a seasonally softer quarter:** PW's consolidated pre-Ind AS EBITDA loss narrowed to INR 442mn in Q1FY27 from INR 887mn in Q1FY26 with margin improving ~628bps YoY to -4.2%. The sharp improvement reflects broad-based cost leverage, with employee benefits expense ex-ESOP declining ~260bps as a percentage of revenue to ~46.4%, despite increasing ~18% YoY in absolute terms. ESOP costs too fell ~5% YoY to INR 0.39bn, while advertising and promotion spends increased only ~9% YoY to INR 1.3bn, resulting in meaningful marketing leverage. AI-led automation is also beginning to aid people-cost efficiencies. Importantly, this profitability improvement came in a seasonally weaker quarter for revenue recognition as batches commence progressively through the academic cycle. Adjusted PAT loss narrowed sharply to INR 332mn from INR 1.14bn in Q1FY26.

- **Key highlights from the conference call:** i) Management reiterated its FY27 revenue growth guidance of ~30% and indicated that EBITDA improvement guidance was also unchanged despite the NEET-related timing shift in Q1FY27. It expects the delayed enrolment cycle to normalise over H1, with revenue remaining broadly in line with its annual operating plan. ii) Mature online categories such as JEE/NEET/CA/MBA remain highly profitable, while Foundation, GATE, UPSC and State Boards are already profitable with scope for further margin expansion. Interestingly, steady-state Foundation margins are expected to eventually exceed NEET margins, while Curious Junior is expected to reach breakeven during FY27. iii) PW has decided to exit the lending business and has signed a term sheet with an RBI-registered partner to transfer FinZ's existing loan portfolio. Balance sheet cash stood at ~INR 56bn and increased ~INR 6bn QoQ, as Q1 typically sees robust upfront online collections. iv) PW Books' paid offering went live on 11th July and garnered 23k+ paid orders in the first 10 days across 150+ titles with entry packages starting at INR 999. The one-to-one Socratic AI Tutor is currently in beta and is expected to be rolled out by next quarter; early POC results indicate ~95% lesson-level accuracy, <1% hallucination/error rate and voice-to-voice tutoring cost of only ~USD 0.20/hour, strengthening the case for AI becoming a monetisable product line rather than merely a cost-efficiency lever.

Exhibit 1: SoTP valuation

Physicswallah Valuations	Valuation Metric	Target Multiple (x)	Metric	Jun'28 Estimate (INR bn)	Valuation (INR bn)	Per Share (INR)	Rationale for multiple
Online Channel	EV/EBITDA	32	Adj. EBITDA	10.4	333	111	High-growth, high-margin business with negative working capital
Offline Channel	EV/EBITDA	15	Adj. EBITDA	1.1	17	6	Operationally challenging business to scale, needs capex
Others	EV/Sales	0	Sales	0.5	0	0	Nascent business, right to win not established
Cash (Mar'28)		1	Net Cash	62.7	63	21	Book value (Mar'28)
Target Market Cap (INR bn)					**413**	**140**	

Source: JM Financial estimates

Exhibit 2: Q1FY27 financial performance: Actuals versus JMFe/Consensus

Financial Performance	Q1FY27A	Q1FY26A	Change (YoY)	Q4FY26A	Change (QoQ)	Estimate (JMFe)	Variance (vs. JMFe)	Estimate (Cons)	Variance (vs. Cons.)
Reported Revenue (INR mn)	**10,540**	**8,471**	*24.4%*	**9,188**	*14.7%*	**10,659**	*-1.1%*	**10,690**	*-1.4%*
EBITDA (INR mn)	**-126**	**-701**	*82.1%*	**256**	*NA*	**12**	*NA*	**93**	*NA*
EBITDA margin	-1.2%	-8.3%	*709 bps*	2.8%	*-398 bps*	0.1%	*-130 bps*	0.9%	*-206 bps*
Pre-Ind AS EBITDA	**-442**	**-887**	*50.2%*	**93**	*NA*	**-164**	*-169.9%*		*NA*
Pre-Ind AS EBITDA margin	-4.2%	-10.5%	*628 bps*	1.0%	*-521 bps*	-1.5%	*-266 bps*		*NA*
EBIT (INR mn)	**-1,232**	**-1,678**	*26.6%*	-963	*-28.0%*	-1,264	*2.5%*	**-593**	*-107.8%*
EBIT margin	-11.7%	-19.8%	*811 bps*	-10.5%	*-121 bps*	-11.9%	*17 bps*	-5.5%	*-614 bps*
Adjusted PAT (INR mn)	**-332**	**-1,143**	*70.9%*	**-491**	*32.3%*	**-555**	*40.2%*	**-347**	*4.3%*

Source: Company, JM Financial

Exhibit 3: Q1FY27 segmental performance and key metrics: Actuals versus JMFe

Segmental Performance	Q1FY27A	Q1FY26A	Change (YoY)	Q4FY26A	Change (QoQ)	Estimate (JMFe)	Variance (vs. JMFe)
Online Channel							
Revenue	5,488	4,121	*33.2%*	4,369	*25.6%*	5,211	*5.3%*
Pre-Ind AS EBITDA	670	250	*168.0%*	NA	*NA*	782	*-14.3%*
Pre-Ind AS EBITDA margin	12.2%	6.1%	*614 bps*	NA	*NA*	15.0%	*-18.6%*
Offline Channel							
Revenue	4,899	4,279	*14.5%*	4,588	*6.8%*	5,006	*-2.1%*
Pre-Ind AS EBITDA	-1,060	-1,130	*6.2%*	NA	*NA*	-751	*-41.2%*
Pre-Ind AS EBITDA margin	-21.6%	-26.4%	*477 bps*	NA	*NA*	-15.0%	*-44.2%*
Others							
Revenue	153	71	*116.5%*	231	*-33.8%*	442	*-65.5%*
Pre-Ind AS EBITDA	-50	-1	*-4900.0%*	NA	*NA*	-195	*74.3%*
Pre-Ind AS EBITDA margin	-32.8%	-1.4%	*-3,135 bps*	NA	*NA*	-44.0%	*25.6%*
Key operating metrics							
A&P spends	1,285	1,179	*9.0%*	878	*46.3%*	1,226	*4.8%*
Centres (excluding franchisee centres)	366	303	*20.8%*	353	*3.7%*	NA	*NA*
Faculty members (employees)	6,016	5,354	*12.4%*	5,693	*5.7%*	NA	*NA*
Faculty members (consultants)	1,252	913	*37.1%*	1,144	*9.4%*	NA	*NA*
Total employees	19,567	18,028	*8.5%*	18,977	*3.1%*	NA	*NA*

Source: Company, JM Financial

Exhibit 4: Key consolidated financials

Particulars	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27
Cons. Revenue (INR mn)	**28,866**	**8,471**	**10,512**	**10,824**	**9,188**	**38,995**	**10,540**
Change (YoY)	*48.7%*	*33.4%*	*26.3%*	*33.7%*	*50.7%*	*35.1%*	*24.4%*
Total operating expenses	**26,985**	**9,172**	**8,695**	**8,388**	**8,932**	**35,188**	**10,665**
EBITDA	1,882	-701	1,817	2,436	256	3,808	-126
EBITDA Margin	**6.5%**	**-8.3%**	**17.3%**	**22.5%**	**2.8%**	**9.8%**	**-1.2%**
Pre Ind AS EBITDA	938	-887	1,609	2,186	93	3,001	-442
Pre Ind AS EBITDA Margin	**3.2%**	**-10.5%**	**15.3%**	**20.2%**	**1.0%**	**7.7%**	**-4.2%**
Depreciation & Amortisation	3,664	976	1,047	1,132	1,219	4,374	1,107
EBIT	-1,783	-1,678	771	1,304	-963	-566	-1,232
EBIT margin	-6%	-20%	7%	12%	-10%	-1%	-12%
Net other income	671	219	224	439	415	1,296	834
Share in net profit/loss of associates	-1	0	0	2	1	3	-1
Exceptional items	-1,473	-62	-6	-307	-258	-633	-444
Profit before tax	-2,586	-1,520	989	1,437	-806	99	-843
Tax expenses	-153	-250	291	414	-114	341	40
Profit After Tax	**-2,433**	**-1,270**	**697**	**1,023**	**-691**	**-242**	**-883**
Change (YoY)	*78.5%*	*-76.9%*	*-69.6%*	*33.3%*	*76.1%*	*90.1%*	*30.5%*
MI	-274	-66	-26	18	58	-17	-107
Adjusted PAT	**-686**	**-1,143**	**729**	**1,313**	**-491**	**408**	**-332**
Change (YoY)	*76.7%*	*81.2%*	*42.1%*	*37.7%*	*67.8%*	*NA*	*70.9%*

Comments

- Reported revenue stood at INR 10.54bn, up 24.4% YoY, broadly in-line JMFe. Growth was mainly driven by online segment that grew 33%, offsetting drag from the NEET-affected offline business.
- EBITDA margin stood at -1.2% versus -8.3% in Q1FY26, expanding 709bps YoY (versus JMFe of 0.1%). Reported EBITDA came in at a loss of INR 126mn versus loss of INR 701mn in Q1FY26, a miss on JMFe profit of INR 12mn.
- Pre-Ind AS EBITDA margin stood at -4.2% versus -10.5% in Q1FY26, expanding 628bps YoY (versus JMFe of -1.5%). Pre-Ind AS EBITDA came in at a loss of INR 442mn versus loss of INR 887mn in Q1FY26 (versus JMFe loss of INR 164mn).
- Adjusted PAT stood at loss of INR 332mn versus loss of INR 1.14bn in Q1FY26, a beat versus JMFe loss of INR 555mn, primarily due to higher-than-expected other income.

Source: Company, JM Financial

Exhibit 5: Key operating metrics

Particulars	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
Total Employees	14,999	15,775	18,028	18,340	18,520	18,977	19,567
Total Faculty Members	4,602	5,096	6,267	6,643	6,807	6,837	7,268
Faculty Members (Employees)	3,978	4,207	5,354	5,616	5,717	5,693	6,016
Faculty Members (Consultants)	624	889	913	1,027	1,090	1,144	1,252
Educational categories	13	13	13	13	16	16	16
Total offline centres	186	198	303	314	318	353	366
PW Vidyapeeth centres	72	79	112	117	122	139	165
PW Pathshala centres	47	47	78	75	75	84	70
PW Other centres	13	19	47	53	53	62	66
Total Subsidiaries centres	54	53	66	69	68	68	65

Source: Company, JM Financial

Exhibit 6: Category-wise online enrolments

Particulars	FY23	FY24	FY25	FY26
JEE	421	532	573	646
NEET	665	896	927	998
Civil Services Examinations	51	104	144	292
Foundation	189	382	528	753
Board and CUET	0	84	194	317
Chartered Accountancy	0	42	48	77
Commerce	0	31	53	81
Defence	0	82	97	103
GATE	32	58	74	87
Other Government Examinations	0	989	930	907
MBA	0	26	24	29
Others	646	698	1,180	1,307
Skills	0	28	25	29
NEET PG	0	0	15	27
Law	0	0	11	15
IIT JAM & CSIR NET	0	0	36	46

Source: Company, JM Financial

Upgrade to BUY; TP unchanged at INR 140

Exhibit 7: What has changed in our forecasts and assumptions?

	Old			New			Change		
	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
Reported Revenue (INR mn)	50,212	62,078	74,437	50,147	62,553	74,907	*-0.1%*	*0.8%*	*0.6%*
EBITDA (INR mn)	7,295	11,213	15,674	7,697	11,817	16,309	*5.5%*	*5.4%*	*4.1%*
EBITDA margin	15%	18%	21%	15%	19%	22%	*82bp*	*83bp*	*72bp*
Pre-IND AS EBITDA	6,035	9,520	13,546	6,457	10,381	14,490	*7.0%*	*9.0%*	*7.0%*
Pre-IND AS EBITDA margin	12%	15%	18%	13%	17%	19%	*86bp*	*126bp*	*115bp*
EBIT (INR mn)	2,190	5,215	8,579	2,503	5,712	9,085	*14.3%*	*9.5%*	*5.9%*
EBIT margin	4%	8%	12%	5%	9%	12%	*63bp*	*73bp*	*60bp*
Adj. PAT (INR mn)	3,213	5,643	8,560	3,593	6,004	8,867	*11.8%*	*6.4%*	*3.6%*
EPS (INR)	1.07	1.89	2.86	1.20	2.01	2.97	*11.8%*	*6.4%*	*3.6%*

Source: JM Financial estimates

Key risks

- **Key upside risks to our price target are:** i) better-than-expected growth in online categories such as State Boards, Foundation and UPSC leading to stronger monetisation and operating leverage; ii) faster-than-expected improvement in offline profitability and centre maturity aided by strong seat utilisation; and iii) successful monetisation of AI-led offerings and any accretive online-first acquisition not currently priced in.
- **Key downside risks to our price target are:** i) operational challenges and slower-than-expected profitability improvement in the offline business due to aggressive expansion; ii) market saturation and rising competition in flagship categories such as JEE and NEET impacting growth and pricing; and iii) regulatory changes or elevated investments in newer initiatives/K-12 businesses affecting margins and return ratios.

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Sales	28,866	38,995	50,147	62,553	74,908
Sales Growth (%)	48.7	35.1	28.6	24.7	19.8
Other Operating Income	-	-	-	-	-
Total Revenue	**28,866**	**38,995**	**50,147**	**62,553**	**74,908**
Cost of Goods Sold/Op. Exp	6,361	7,645	8,776	11,260	13,483
Personnel Cost	14,012	19,060	23,043	26,778	30,133
Other Expenses	6,612	8,483	10,631	12,698	14,982
EBITDA	**1,882**	**3,808**	**7,697**	**11,817**	**16,309**
EBITDA Margin (%)	6.5	9.8	15.3	18.9	21.8
EBITDA Growth (%)	-	102.4	102.1	53.5	38.0
Depn. & Amort.	3,664	4,374	5,194	6,106	7,225
EBIT	-1,783	-566	2,503	5,712	9,085
Other Income	1,524	2,315	2,726	3,136	3,836
Finance Cost	853	1,019	1,051	1,309	1,565
PBT before Excep. & Forex	-1,111	730	4,178	7,539	11,355
Excep. & Forex Inc./Loss(-)	-	-	-	-	-
PBT	-1,111	730	4,178	7,539	11,355
Taxes	-153	341	933	1,885	2,839
Extraordinary Inc./Loss(-)	-1,473	-633	-444	-	-
Assoc. Profit/Min. Int.(-)	-275	-14	-351	-350	-350
Reported Net Profit	-2,159	-225	3,150	6,004	8,867
Adjusted Net Profit	**-686**	**408**	**3,593**	**6,004**	**8,867**
Net Margin (%)	-2.4	1.0	7.2	9.6	11.8
Diluted Share Cap. (mn)	2,568	2,705	2,990	2,990	2,990
Diluted EPS (INR)	**-0.8**	**-0.1**	**1.1**	**2.0**	**3.0**
Diluted EPS Growth (%)	-	-	-	90.6	47.7
Total Dividend + Tax	-	-	-	-	-
Dividend Per Share (INR)	-	-	-	-	-

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Shareholders Fund	15,535	45,708	48,506	54,160	62,677
Share Capital	2,184	2,860	2,860	2,860	2,860
Reserves & Surplus	13,062	42,344	45,493	51,497	60,363
Preference Share Capital	-	-	-	-	-
Minority Interest	290	504	154	-196	-546
Total Loans	3	105	105	105	105
Def. Tax Liab. / Assets (-)	-1,184	-986	-1,755	-2,189	-2,622
Other non-current liabilities / Lease Liabilities	13,125	15,628	17,470	20,502	23,522
Total - Equity & Liab.	**27,479**	**60,454**	**64,326**	**72,578**	**83,682**
Net Fixed Assets	6,777	9,101	8,580	8,585	8,466
Gross Fixed Assets	5,446	11,409	16,712	23,472	31,246
Intangible Assets	3,851	4,602	3,972	3,323	2,655
Less: Depn. & Amort.	2,585	6,959	12,153	18,259	25,484
Capital WIP	66	50	50	50	50
Investments	19,509	48,637	48,637	48,637	48,637
Current Assets	4,917	8,765	14,451	24,427	39,844
Inventories	770	1,019	1,317	1,597	1,892
Sundry Debtors	415	818	831	1,226	1,237
Cash & Bank Balances	537	3,595	7,840	16,038	30,048
Loans & Advances	-	-	-	-	-
Other Current Assets	3,194	3,333	4,463	5,567	6,667
Current Liab. & Prov.	12,901	15,328	18,486	22,972	29,911
Current Liabilities	3,328	3,730	3,693	4,519	7,813
Provisions & Others	9,573	11,598	14,793	18,453	22,098
Net Current Assets	-9,442	-7,807	-5,790	-734	7,311
Other Non Current Assets/ROU Assets	10,634	10,522	12,899	16,090	19,268
Total - Assets	**27,479**	**60,454**	**64,326**	**72,578**	**83,682**

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Profit before Tax	-2,586	99	3,733	7,539	11,355
Depn. & Amort.	3,664	4,374	5,194	6,106	7,225
Net Interest Exp. / Inc. (-)	176	-293	-1,675	-1,827	-2,271
Inc (-) / Dec in WCap.	1,970	3,069	2,229	3,141	5,965
Others	1,862	1,388	-1	-	-
Taxes Paid	-19	-305	-1,702	-2,319	-3,271
Operating Cash Flow	**5,069**	**8,332**	**7,778**	**12,639**	**19,003**
Capex	-1,722	-3,390	-4,672	-6,111	-7,106
Free Cash Flow	3,347	4,943	3,106	6,529	11,897
Inc (-) / Dec in Investments	-12,117	-30,285	-	-	-
Others	-1,293	850	2,215	2,701	3,404
Investing Cash Flow	**-15,132**	**-32,825**	**-2,457**	**-3,409**	**-3,702**
Inc / Dec (-) in Capital	12,678	29,968	-1	-	-
Dividend + Tax thereon	-	-	-	-	-
Inc / Dec (-) in Loans	-724	102	-	-	-
Others	-1,886	-2,519	-1,074	-1,033	-1,291
Financing Cash Flow	**10,068**	**27,551**	**-1,075**	**-1,033**	**-1,291**
Inc / Dec (-) in Cash	**4**	**3,058**	**4,245**	**8,197**	**14,010**
Opening Cash Balance	533	537	3,595	7,840	16,038
Closing Cash Balance	537	3,595	7,840	16,038	30,048

Source: Company, JM Financial

Dupont Analysis					
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Margin (%)	-2.4	1.0	7.2	9.6	11.8
Asset Turnover (x)	1.3	0.9	0.8	0.9	0.9
Leverage Factor (x)	15.9	1.5	1.4	1.4	1.4
RoE (%)	-49.3	1.4	7.7	11.7	15.1

Source: Company, JM Financial

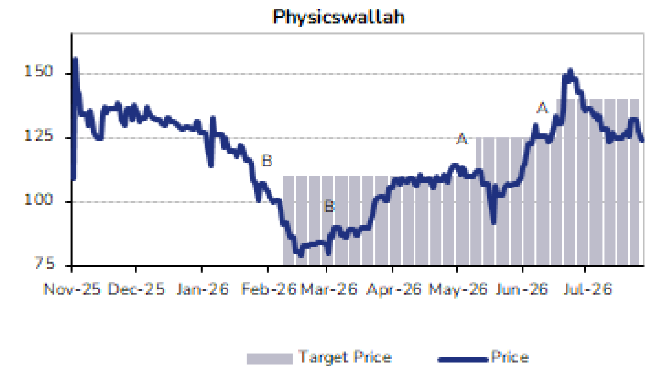
Key Ratios					
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
BV/Share (INR)	6.1	15.8	16.9	19.0	22.1
ROIC (%)	-	-	-	-	-
ROE (%)	-49.3	1.4	7.7	11.7	15.1
Net Debt/Equity (x)	-1.3	-1.1	-1.1	-1.2	-1.2
P/E (x)	-	-	111.2	58.3	37.8
P/B (x)	19.3	7.4	6.9	6.2	5.3
EV/EBITDA (x)	170.4	76.2	37.1	23.4	16.1
EV/Sales (x)	11.1	7.4	5.7	4.4	3.5
Debtor days	5	8	6	7	6
Inventory days	10	10	10	9	9
Creditor days	25	26	17	17	32

Source: Company, JM Financial

PWL – Recommendation history table

Date	Recommendation	Target Price	% Chg.
5-Jul-26	ADD	140	12.0
28-May-26	ADD	125	13.6
27-Mar-26	BUY	110	0.0
26-Feb-26	BUY	110	

PWL – Recommendation history chart



APPENDIX I

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

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Rating System: Definition of ratings	
Rating	**Meaning**
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ADD	Expected return >= 5% and < 15% over the next twelve months.
REDUCE	Expected return >= -10% and < 5% over the next twelve months.
SELL	Expected return < -10% over the next twelve months.

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

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