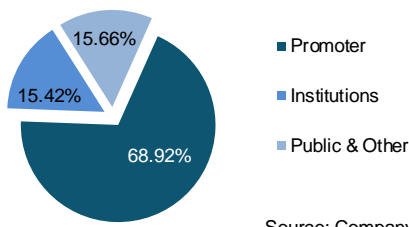


#### Key Share Data

Face Value (INR)	2.0
Equity Capital (INR Mn)	155.3
Market Cap (INR Mn)	73,854.7
52 Week High/Low (INR)	1080 / 591
1Yr Avg. Daily Volume (NSE)	65,838
BSE Code	532349
NSE Code	TCI
Reuters Code	TCIL.NS
Bloomberg Code	TRPC.IN

#### Shareholding Pattern (as on December 2023)



Source: Company

#### Key Financials (Rs Million)

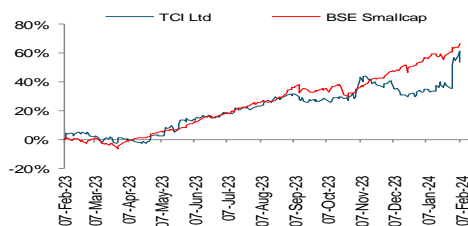
Particulars	FY 23	FY 24E	FY 25E	FY 26E
Net Sales	37,825.8	39,998.1	44,791.7	51,280.8
Growth (%)	16.1%	5.7%	2.0%	14.5%
EBITDA	4,240.2	4,103.5	4,883.6	5,785.6
PAT	3,205.9	3,322.7	3,979.5	4,778.1
Growth (%)	9.6%	3.7%	19.6%	20.1%
EPS (INR)	40.9	42.4	50.7	60.9
BVPS (INR)	219.4	254.5	295.2	346.0

#### Key Financials Ratios

Particulars	FY 23	FY 24E	FY 25E	FY 26E
P/E (x)	23.2	22.4	18.8	15.6
P/BVPS (x)	4.3	3.7	3.2	2.7
Mcap/Sales (x)	1.9	1.8	1.6	1.4
EV/EBITDA (x)	17.1	17.8	14.8	12.4
ROCE (%)	17.2%	13.7%	14.4%	14.9%
ROE (%)	18.6%	16.6%	17.2%	17.6%
EBITDA Mar (%)	11.2%	10.3%	10.9%	11.3%
PAT Mar (%)	8.4%	8.2%	8.8%	9.2%
Debt - Equity (x)	0.0	0.0	0.0	0.0

Source: Company, SKP Research

#### Price performance TCI Ltd vs BSE Smallcap



#### Research Analyst:

**Nikhil Saboo**

Tel No: +91-33-66777009;

e-mail: [nikhil.saboo@skpsecurities.com](mailto:nikhil.saboo@skpsecurities.com)

**Shreyansh N. Mehta**

Tel No: +91-33-66777014;

e-mail: [shreyansh.mehta@skpsecurities.com](mailto:shreyansh.mehta@skpsecurities.com)

#### Company Background

Transport Corporation of India Ltd (TCI), promoted by Mr D P Agarwal & family, managed under the leadership of Mr D P Agarwal, Chairman and Mr Vineet Agarwal, Managing Director is India's leading integrated multimodal logistics service provider. The Company offers services like handling and movement of cargo, end-to-end supply chain management and coastal shipping through its three business verticals namely TCI Freight, TCI Supply Chain Solutions (TCI SCS) and TCI Seaways with extensive network of Company owned offices, ~10,000 trucks in operation, 14 mn sq. ft. of warehousing space and six maritime carriers.

#### Investment Rationale

##### Stable performance in challenging macro environment

- ▶ During Q3FY24, TCI witnessed consolidated sales of Rs 10,020 mn, registering a moderate growth of 3.7% y-o-y, inspite industry low volumes, shift in festive season and high stocking in the October. Robust growth witnessed in SCS division whereas significant de-growth was witnessed in Seaways division. Diversified service offerings, sectorial presence, adherence to core business fundamentals and a large customer base helped TCI in maintaining continued growth momentum.
- ▶ EBIDTA declined by ~13% y-o-y in Q3FY24 to Rs 999 mn with decline of 188 bps y-o-y in EBIDTA margin to ~10%. EBIT margin contracted by 259 bps and 482 bps y-o-y for freight and seaways divisions to ~3.1% & 22.1% in Q3FY24 whereas it improved by 52 bps y-o-y to ~6.5% for the SCS. During the quarter, consolidated PAT margin declined by 94 bps y-o-y to 7.9%. Other income went up by ~36% y-o-y to Rs 95 mn. TCI is a net debt-free company with ~Rs 3 bn cash as of 9MFY24.
- ▶ In 9MFY24 TCI handled 1,701 rail rakes across the JV vs. 1,360 rakes in the same period last year.
- ▶ Management has taken strategic decisions to avoid low-margin businesses and maintain a robust pipeline of customers across various sectors.
- ▶ **TCI Freight division** remained flat in Q3FY24 to Rs 4,856 mn amidst mixed sectorial trends with some improvement in LTL segment affecting ROCE, but it remained above 20%. The share of LTL:FTL in the total freight revenue stood at 37:63 in 9MFY24 (vs 35:65 in FY23). It has opened 30 new branches to further enhance the network with a target to open 50 branches by FY24 end. Freight business will remain flat or marginal growth of 2% - 5% in FY24. Management targets to reach LTL's share to ~40% of revenue mix with improvement of 100-200 bps in margins every year and achieve 23% - 25% ROCE in FY25.
- ▶ **TCI CONCOR's** revenue grew by ~6% y-o-y to Rs 2,387 mn in 9MFY24.
- ▶ **TCI SCS division** witnessed robust revenue growth of ~16% y-o-y at Rs 3,882 mn amidst mixed uptrends in automotive, retention and expansion of business with existing clients and new business acquisitions. The recent acquisition of a client in the FMCG space is expected to reflect on revenue and margins in near future. There has been good traction of multimodal services along with expansion of hub & spoke network for auto finished goods. Reduction of rail haulage by ~33% for SUV rail movements is expected to have a positive impact. Company has recently acquired a client in the FMCG space where it added 0.3-0.4 mn sq. ft. which will add to the growth going forward.
- ▶ **TCI Cold Chain** witnessed robust topline growth of ~25.8% to Rs 573 mn in 9MFY24.
- ▶ **Transystem Logistics JV's** growth was contributed by its handling of the logistics of Toyota in India and Japanese OEMs with ~49% y-o-y growth in revenue to Rs 7,288 mn.
- ▶ **Seaways Division** in Q3FY24 has been negatively impacted by ~16% y-o-y to Rs 1,426 mn due to pressure on freight rates amidst temporary built-up of capacity. There was also a temporary volume decrease attributed to delays in infra projects in Andamans. The delivery of two new ships is expected between January – March 2026. Management indicated that Q4's revenue to remain flat y-o-y with de-growth in FY24 topline and margins impacting ROCE as well.

#### GoI's efforts to make India's logistics efficient will augur well for TCI

- ▶ The company expects Q4 to be the best quarter of the year and its revenue will grow by 5% - 7% y-o-y. Management reduced its revenue & PAT growth guidance to 5% - 10% in FY24 from 10% -15% earlier on the back of current challenging macro environment.
- ▶ Announcement of three new corridors in the Interim Budget 2024-25 will benefit the economy and TCI, which is present across all modes of transport. Thus, management expects its topline and bottomline to grow at 10% - 15% for next 3 to 4 years.
- ▶ Management expects capex of ~Rs 2.75 bn in FY24 and ~Rs 2.5 bn annually for the next 2 to 3 years which will help in building up the capacity needed for further business growth.

#### VALUATION

- ▶ The launch of new corridors, National Logistics Policy along with PM Gati Shakti framework will provide a push towards seamless multimodal transportation and modern connectivity, making India's logistics efficient, integrated, sustainable and competitive, which augurs well for TCI. The Company is well placed to encash the same, due to its presence & expertise in multimodal services and better business mix backed by value-added services and customised offerings.
- ▶ We have valued TCI on a SOTP basis and recommend 'BUY' on the stock with a target price of Rs 1,134 (upside of ~19.3%) in 18 months.

**Q3FY24 Consolidated Result Review**  
(All data in Rs mn unless specified, Y/e March)

Figs in INR Million

Particulars	Q3FY24	Q3FY23	% Change	Q2FY24	% Change	9MFY24	9MFY23	% Change
<b>Net Sales</b>	<b>10020.0</b>	<b>9667.0</b>	<b>3.7%</b>	<b>9935.0</b>	<b>0.9%</b>	<b>29453.0</b>	<b>28033.0</b>	<b>5.1%</b>
Operating Expenses	8067.0	7702.0	4.7%	8017.0	0.6%	23679.0	22469.0	5.4%
<b>% to Sales</b>	<b>80.5%</b>	<b>79.7%</b>	<b>84 Bps</b>	<b>80.7%</b>	<b>(19)Bps</b>	<b>80.4%</b>	<b>80.2%</b>	<b>24 Bps</b>
Employee Expenses	566.0	493.0	14.8%	568.0	-0.4%	1689.0	1456.0	16.0%
<b>% to Sales</b>	<b>5.6%</b>	<b>5.1%</b>	<b>55 Bps</b>	<b>5.7%</b>	<b>(7)Bps</b>	<b>5.7%</b>	<b>5.2%</b>	<b>54 Bps</b>
Other Expenses	388.0	328.0	18.3%	346.0	12.1%	1074.0	948.0	13.3%
<b>% to Sales</b>	<b>3.9%</b>	<b>3.4%</b>	<b>48 Bps</b>	<b>3.5%</b>	<b>39 Bps</b>	<b>3.6%</b>	<b>3.4%</b>	<b>26 Bps</b>
<b>TOTAL EXPENDITURE</b>	<b>9021.0</b>	<b>8523.0</b>	<b>5.8%</b>	<b>8931.0</b>	<b>1.0%</b>	<b>26442.0</b>	<b>24873.0</b>	<b>6.3%</b>
<b>EBIDTA</b>	<b>999.0</b>	<b>1144.0</b>	<b>-12.7%</b>	<b>1004.0</b>	<b>-0.5%</b>	<b>3011.0</b>	<b>3160.0</b>	<b>-4.7%</b>
<b>EBIDTA Margin (%)</b>	<b>10.0%</b>	<b>11.8%</b>	<b>(186)Bps</b>	<b>10.1%</b>	<b>(14)Bps</b>	<b>10.2%</b>	<b>11.3%</b>	<b>(105)Bps</b>
Depreciation	331.0	314.0	5.4%	311.0	6.4%	950.0	903.0	5.2%
<b>EBIT</b>	<b>668.0</b>	<b>830.0</b>	<b>-19.5%</b>	<b>693.0</b>	<b>-3.6%</b>	<b>2061.0</b>	<b>2257.0</b>	<b>-8.7%</b>
<b>EBIT Margin (%)</b>	<b>6.7%</b>	<b>8.6%</b>	<b>(192)Bps</b>	<b>7.0%</b>	<b>(31)Bps</b>	<b>7.0%</b>	<b>8.1%</b>	<b>(105)Bps</b>
Interest	35.0	26.0	34.6%	34.0	2.9%	92.0	75.0	22.7%
Other Income	95.0	70.0	35.7%	113.0	-15.9%	293.0	182.0	61.0%
<b>EBT before exceptional Items</b>	<b>728.0</b>	<b>874.0</b>	<b>-16.7%</b>	<b>772.0</b>	<b>-5.7%</b>	<b>2262.0</b>	<b>2364.0</b>	<b>-4.3%</b>
<b>EBT Margin before exceptional items (%)</b>	<b>7.3%</b>	<b>9.0%</b>	<b>(178)Bps</b>	<b>7.8%</b>	<b>(51)Bps</b>	<b>7.7%</b>	<b>8.4%</b>	<b>(75)Bps</b>
Share in Net Profit Loss of JV	182.0	102.0	78.4%	202.0	-9.9%	558.0	338.0	65.1%
Exceptional Items	0.0	0.0	-	0.0	-	0.0	0.0	-
<b>EBT after exceptional Items</b>	<b>910.0</b>	<b>976.0</b>	<b>-6.8%</b>	<b>974.0</b>	<b>-6.6%</b>	<b>2820.0</b>	<b>2702.0</b>	<b>4.4%</b>
<b>EBT Margin after exceptional items (%)</b>	<b>9.1%</b>	<b>10.1%</b>	<b>(101)Bps</b>	<b>9.8%</b>	<b>(72)Bps</b>	<b>9.6%</b>	<b>9.6%</b>	<b>(6)Bps</b>
Tax	108.0	111.0	-2.7%	96.0	12.5%	308.0	320.0	-3.8%
Minority Interest	8.0	8.0	0.0%	8.0	0.0%	25.0	23.0	8.7%
<b>Reported Profit After Tax</b>	<b>794.0</b>	<b>857.0</b>	<b>-7.4%</b>	<b>870.0</b>	<b>-8.7%</b>	<b>2487.0</b>	<b>2359.0</b>	<b>5.4%</b>
<b>PAT Margin (%)</b>	<b>7.9%</b>	<b>8.9%</b>	<b>(94)Bps</b>	<b>8.8%</b>	<b>(83)Bps</b>	<b>8.4%</b>	<b>8.4%</b>	<b>3 Bps</b>
<b>Diluted EPS (Rs)</b>	<b>10.2</b>	<b>11.0</b>	<b>-7.6%</b>	<b>11.2</b>	<b>-8.8%</b>	<b>31.9</b>	<b>30.3</b>	<b>5.3%</b>

Segment Wise Revenue Break-up	Q3FY24	Q3FY23	% Change	Q2FY24	% Change	9MFY24	9MFY23	% Change
<b>Freight Division</b>	<b>4856.0</b>	<b>4826.0</b>	<b>0.6%</b>	<b>4818.0</b>	<b>0.8%</b>	<b>14428.0</b>	<b>14152.0</b>	<b>2.0%</b>
<b>Contribution</b>	<b>48.0%</b>	<b>49.6%</b>	<b>(156)Bps</b>	<b>47.9%</b>	<b>6 Bps</b>	<b>48.5%</b>	<b>50.2%</b>	<b>(165)Bps</b>
<b>Supply Chain Solution Division</b>	<b>3882.0</b>	<b>3336.0</b>	<b>16.4%</b>	<b>3907.0</b>	<b>-0.6%</b>	<b>11419</b>	<b>9942</b>	<b>14.9%</b>
<b>Contribution</b>	<b>38.4%</b>	<b>34.3%</b>	<b>412 Bps</b>	<b>38.9%</b>	<b>(50)Bps</b>	<b>38.4%</b>	<b>35.2%</b>	<b>315 Bps</b>
<b>Seaways Division</b>	<b>1426.0</b>	<b>1702.0</b>	<b>-16.2%</b>	<b>1354.0</b>	<b>5.3%</b>	<b>4034.0</b>	<b>4468.0</b>	<b>-9.7%</b>
<b>Contribution</b>	<b>14.1%</b>	<b>17.5%</b>	<b>(338)Bps</b>	<b>13.5%</b>	<b>62 Bps</b>	<b>13.6%</b>	<b>15.8%</b>	<b>(227)Bps</b>
<b>Energy Division</b>	<b>7.0</b>	<b>15.0</b>	<b>-53.3%</b>	<b>21.0</b>	<b>-66.7%</b>	<b>44.0</b>	<b>50</b>	<b>-12.0%</b>
<b>Contribution</b>	<b>0.1%</b>	<b>0.2%</b>	<b>(8)Bps</b>	<b>0.2%</b>	<b>(14)Bps</b>	<b>0.1%</b>	<b>0.2%</b>	<b>(3)Bps</b>
<b>Unallocable &amp; Corporate</b>	<b>97.0</b>	<b>45.0</b>	<b>115.6%</b>	<b>108.0</b>	<b>-10.2%</b>	<b>284</b>	<b>123</b>	<b>130.9%</b>
<b>Contribution</b>	<b>1.0%</b>	<b>0.5%</b>	<b>50 Bps</b>	<b>1.1%</b>	<b>(12)Bps</b>	<b>1.0%</b>	<b>0.4%</b>	<b>52 Bps</b>
<b>Less Inter Segment Revenue</b>	<b>153.0</b>	<b>187.0</b>	<b>-18.2%</b>	<b>160.0</b>	<b>-4.4%</b>	<b>463</b>	<b>520</b>	<b>-11.0%</b>
<b>Total</b>	<b>10115.0</b>	<b>9737.0</b>	<b>3.9%</b>	<b>10048.0</b>	<b>0.7%</b>	<b>29746.0</b>	<b>28215.0</b>	<b>5.4%</b>

Segment Wise EBIT Break-up	Q3FY24	Q3FY23	% Change	Q2FY24	% Change	9MFY24	9MFY23	% Change
<b>Freight Division</b>	<b>149.0</b>	<b>273.0</b>	<b>-45.4%</b>	<b>163.0</b>	<b>-8.6%</b>	<b>468.0</b>	<b>626.0</b>	<b>-25.2%</b>
<b>EBIT Margin (%)</b>	<b>3.1%</b>	<b>5.7%</b>	<b>(259)Bps</b>	<b>3.4%</b>	<b>(31)Bps</b>	<b>3.2%</b>	<b>4.4%</b>	<b>(118)Bps</b>
<b>Supply Chain Solution Division</b>	<b>253.0</b>	<b>200.0</b>	<b>26.5%</b>	<b>262.0</b>	<b>-3.4%</b>	<b>744.0</b>	<b>592</b>	<b>25.7%</b>
<b>EBIT Margin (%)</b>	<b>6.5%</b>	<b>6.0%</b>	<b>52 Bps</b>	<b>6.7%</b>	<b>(19)Bps</b>	<b>6.5%</b>	<b>6.0%</b>	<b>56 Bps</b>
<b>Seaways Division</b>	<b>315.0</b>	<b>458.0</b>	<b>-31.2%</b>	<b>310.0</b>	<b>1.6%</b>	<b>991.0</b>	<b>1223.0</b>	<b>-19.0%</b>
<b>EBIT Margin (%)</b>	<b>22.1%</b>	<b>26.9%</b>	<b>(482)Bps</b>	<b>22.9%</b>	<b>(81)Bps</b>	<b>24.6%</b>	<b>27.4%</b>	<b>(281)Bps</b>
<b>Energy Division</b>	<b>0.0</b>	<b>9.0</b>	<b>100.0%</b>	<b>12.0</b>	<b>-100.0%</b>	<b>20.0</b>	<b>26.0</b>	<b>-23.1%</b>
<b>EBIT Margin (%)</b>	<b>0.0%</b>	<b>60.0%</b>	<b>57.1%</b>	<b>57.1%</b>	<b>-</b>	<b>45.5%</b>	<b>52.0%</b>	<b>(655)Bps</b>
<b>Unallocable &amp; Corporate</b>	<b>0.0</b>	<b>0.0</b>	<b>--</b>	<b>0.0</b>	<b>--</b>	<b>0.0</b>	<b>0.0</b>	<b>--</b>
<b>EBIT Margin (%)</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-</b>
<b>Total</b>	<b>717.0</b>	<b>940.0</b>	<b>-23.7%</b>	<b>747.0</b>	<b>-4.0%</b>	<b>2223.0</b>	<b>2467</b>	<b>-9.9%</b>

Source: Company and SKP Research

### Key Concerns

- Rise in crude price:** There is a time lag of one month in fuel price revision (both for trucks and coastal shipping). Thus, any unprecedented sharp rise in the prices of crude may negatively impact the profitability of the Company.
- Slowdown in automotive segment:** TCI SCS division is dependent upon automotive industry, with exposure of ~80% of division's revenue. Any slowdown in the automotive sector may hamper the results of the Company.
- Slowdown in the economy:** Logistics industry growth is directly linked with country's GDP growth rate. Unfortunately, the GDP took severe dent during FY21 when it contracted by ~7.3% due to lock down imposed by Government of India due to COVID – 19 Pandemic during First Quarter. However, the economy recovered gradually from Q2FY21 onwards. With the pick-up in high frequency indicators like Government's expenditure in growth oriented projects GDP for FY24 is pegged at positive 6.5%.

This rebound in growth has also resulted in the rise in inflation due to several factors, including rising vegetable prices, elevated fuel costs and rising input costs for companies. This has triggered rise in interest rates to curb inflation which may slowdown the economy again. Any such slowdown in the economy may put pressure on the growth prospects of the logistics industry.

### VALUATION

#### SOTP Valuation

Business Segment	EBIDTA (Rs mn)	EV/EBIDTA (x)	Rs mn
TCI Freight	1,410.4	11.0	15,513.9
TCI SCS	2,208.8	12.0	26,505.9
TCI Seaways	2,125.4	10.0	21,253.9
TCI Energy	39.9	1.0	39.9
Transystem (Valued on the basis of P/E)	1,011.1	14.0	14,155.9
<b>Total EV</b>			<b>77,469.5</b>
Less: Debt			686.9
Add: Investment			8,358.9
Add: Cash			2,946.8
<b>Shareholder's Value</b>			<b>88,088.3</b>
No. of shares outstanding (mn Shares)			77.7
<b>Fair Value (Rs per share)</b>			<b>1,134</b>
CMP (Rs per Share)			951.0
<b>Upside</b>			<b>19.3%</b>

Source: SKP Research

## Consolidated Financials

Income Statement					Balance Sheet				
Figures in Rs Million					Figures in Rs Million				
Particulars	FY23	FY24E	FY25E	FY26E	Particulars	FY23	FY24E	FY25E	FY26E
<b>Total Income</b>	<b>37,825.8</b>	<b>39,998.1</b>	<b>44,791.7</b>	<b>51,280.8</b>	Share Capital	155.1	155.3	155.3	155.3
Growth (%)	16.1%	5.7%	12.0%	14.5%	Reserve & Surplus	16,862.8	19,609.9	22,768.0	26,718.1
<b>Expenditure</b>	<b>33,585.6</b>	<b>35,894.6</b>	<b>39,908.1</b>	<b>45,495.1</b>	<b>Shareholders Funds</b>	<b>17017.9</b>	<b>19765.2</b>	<b>22923.3</b>	<b>26873.5</b>
Operating Expenses	30,306.6	32,158.5	35,775.1	40,855.4	<b>Total Debt</b>	<b>625.2</b>	<b>786.9</b>	<b>736.9</b>	<b>686.9</b>
Employee Cost	1,965.3	2,256.2	2,565.3	2,916.7	Deferred Tax	300.2	300.2	300.2	300.2
Admin & Other Exp.	1,313.7	1,479.9	1,567.7	1,723.0	Liabilities & Prov	2,764.7	3,110.8	3,405.0	3,857.3
<b>EBITDA</b>	<b>4,240.2</b>	<b>4,103.5</b>	<b>4,883.6</b>	<b>5,785.6</b>	Minority Interest	301.20	333.20	377.99	429.27
Depreciation	1,214.1	1,288.3	1,483.0	1,671.0	<b>Total Liabilities</b>	<b>21,009.2</b>	<b>24,296.3</b>	<b>27,743.3</b>	<b>32,147.1</b>
<b>EBIT</b>	<b>3,026.1</b>	<b>2,815.2</b>	<b>3,400.6</b>	<b>4,114.7</b>	<b>Net Block inc. Capital WIP</b>	<b>8172.4</b>	<b>10374.3</b>	<b>9391.4</b>	<b>8220.4</b>
Other Income	302.6	401.6	422.6	444.7	Non Current Investments	2,858.9	3,358.9	5,358.9	8,358.9
Interest Expense	98.2	125.9	117.9	109.9	Non Current Assets	504.50	599.97	806.25	923.05
JV & Exceptional Income	409.8	674.1	842.6	1,011.1	<b>Current Assets</b>	<b>9,473.4</b>	<b>9,963.1</b>	<b>12,186.8</b>	<b>14,644.7</b>
<b>Profit Before Tax (PBT)</b>	<b>3,640.3</b>	<b>3,765.1</b>	<b>4,548.0</b>	<b>5,460.6</b>	Sundry Debtors	5,609.1	5,999.7	7,278.6	8,563.9
Income Tax	434.4	442.4	568.5	682.6	Inventories	50.00	119.99	125.42	143.59
<b>PAT before Min. Interest</b>	<b>3,205.9</b>	<b>3,322.7</b>	<b>3,979.5</b>	<b>4,778.1</b>	Cash & Bank Balance	1,845.9	1,710.9	2,215.5	2,946.8
<b>PAT after Min. Interest</b>	<b>3,173.4</b>	<b>3,290.7</b>	<b>3,934.7</b>	<b>4,726.8</b>	LA & Other Current Assets	1,968.4	2,132.5	2,567.2	2,990.4
Diluted EPS	40.9	42.4	50.7	60.9	<b>Total Assets</b>	<b>21,009.2</b>	<b>24,296.3</b>	<b>27,743.3</b>	<b>32,147.1</b>
<b>Cash Flow Statement</b>					<b>Ratio Analysis</b>				
Figures in Rs Million					Figures in Rs Million				
Particulars	FY23	FY24E	FY25E	FY26E	Particulars	FY23	FY24E	FY25E	FY26E
<b>Profit Before Tax (PBT)</b>	<b>3,640.3</b>	<b>3,765.1</b>	<b>4,548.0</b>	<b>5,460.6</b>	<b>Earning Ratios (%)</b>				
Depreciation	1,214.1	1,288.3	1,483.0	1,671.0	EBITDA Margin (%)	11.2%	10.3%	10.9%	11.3%
Finance Costs	98.2	125.9	117.9	109.9	PAT Margins (%)	8.4%	8.2%	8.8%	9.2%
Chg. in Working Capital	(729.3)	(374.0)	(1,631.2)	(1,391.1)	ROCE (%)	17.2%	13.7%	14.4%	14.9%
Direct Taxes Paid	(186.2)	(442.4)	(568.5)	(682.6)	ROE (%)	18.6%	16.6%	17.2%	17.6%
Other Charges	(430.5)	-	-	-	<b>Per Share Data (INR)</b>				
<b>Operating Cash Flows</b>	<b>3,606.6</b>	<b>4,362.8</b>	<b>3,949.1</b>	<b>5,167.8</b>	Diluted EPS	40.9	42.4	50.7	60.9
Capital Expenditure	(1,560.4)	(3,490.2)	(500.0)	(500.0)	Cash EPS (CEPS)	56.6	59.0	69.8	82.4
Investments	(803.6)	(500.0)	(2,000.0)	(3,000.0)	BVPS	219.4	254.5	295.2	346.0
Others	432.6	-	-	-	<b>Valuation Ratios (x)</b>				
<b>Investing Cash Flows</b>	<b>(1,931.4)</b>	<b>(3,990.2)</b>	<b>(2,500.0)</b>	<b>(3,500.0)</b>	P/E	23.2	22.4	18.8	15.6
Changes in Equity	35.4	0.2	-	-	Price/BVPS	4.3	3.7	3.2	2.7
Inc / (Dec) in Debt	5.9	161.7	(50.0)	(50.0)	EV/Sales	1.9	1.8	1.6	1.4
Dividend Paid (inc tax)	(542.7)	(543.6)	(776.6)	(776.6)	EV/EBITDA	17.1	17.8	14.8	12.4
Others	(153.3)	(125.9)	(117.9)	(109.9)	Market Cap/Sales(x)	1.9	1.8	1.6	1.4
<b>Financing Cash Flows</b>	<b>(654.7)</b>	<b>(507.6)</b>	<b>(944.5)</b>	<b>(936.5)</b>	<b>Balance Sheet Ratios</b>				
<b>Net Cashflow</b>	<b>1,020.5</b>	<b>(135.0)</b>	<b>504.6</b>	<b>731.3</b>	Debt - Equity	0.0	0.0	0.0	0.0
Opening Cash Balance	744.5	1,845.9	1,710.9	2,215.5	Current Ratio	3.8	3.5	3.9	4.2
<b>Closing Cash incl. Bank</b>	<b>1,845.9</b>	<b>1,710.9</b>	<b>2,215.5</b>	<b>2,946.8</b>	Asset Turnover Ratio	4.8	3.9	4.8	6.3

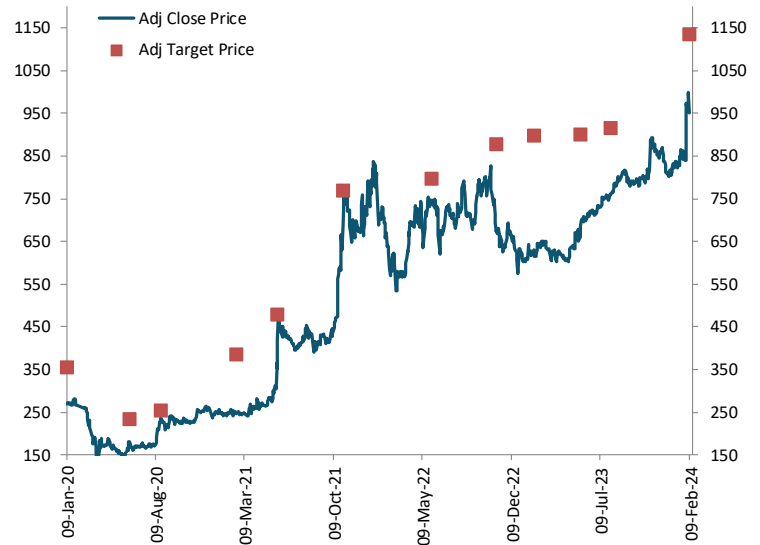
Source: Company, SKP Research

**Recommendation - History Table**

Date	Rating	Adj Issue Price	Adj Target Price	Upside Potential	Period (months)
09-Jan-20	BUY	268	355	32%	18
07-Feb-20	BUY	267	346	30%	18
08-Jun-20	BUY	174	233	34%	15
21-Aug-20	HOLD	235	253	8%	12
07-Nov-20	BUY	228	278	22%	12
18-Feb-21	BUY	247	386	56%	18
27-May-21	BUY	355	479	35%	18
07-Aug-21	BUY	452	560	24%	18
01-Nov-21	ACCUMULATE	689	770	12%	18
30-Jan-22	BUY	712	857	20%	18
31-May-22	ACCUMULATE	735	796	8%	-
09-Aug-22	BUY	723	855	18%	18
02-Nov-22	BUY	694	877	26%	15
01-Feb-23	BUY	614	898	46%	18
24-May-23	BUY	680	901	33%	18
02-Aug-23	BUY	761	916	20%	15
07-Feb-24	BUY	951	1134	19%	18

Source: SKP Research; Price adjusted for stock split

**Recommendation - History Chart**



Source: BSE, SKP Research; Price adjusted for stock split

**Notes:**

**The above analysis and data are based on last available prices and not official closing rates. SKP Research is also available on Bloomberg and Thomson First Call.**

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Name of Compliance Officer & Grievance Officer: Anil Shukla

Email : anil.shukla@skpsecurities.com

Telephone: (033) 66777011

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#### SKP Securities Ltd

CIN: L74140WB1990PLC049032

Registered Office: 1702-03 BioWonder, 789 Anandapur, E.M. Bypass, Kolkata 700 107

	RESEARCH		DEALING	
	MUMBAI	KOLKATA	MUMBAI	KOLKATA
PHONE	+91 22 4922 6014	+91 33 6677 7009	+91 22 4922 6000	+91 33 6677 7060
EMAIL	ird@skpsecurities.com		skp.sec@bloomberg.net	

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