

CMP	: INR 464
Reco	: BUY ↔
Target Price	: INR 690 ↓
Target Price Change	: -21%
Target FY27 P/E (x)	: 30
EPS Change FY25/ 26/ 27	: -39%/-32%/-24%

**Manish Mahawar**  
+91 22 6911 3427  
manish.mahawar@antiquelimited.com

**Jenish Karia**  
+91 22 6911 3406  
jenish.karia@antiquelimited.com

**Darshita Shah**  
+91 22 6911 3431  
darshita.shah@antiquelimited.com

Market data	
Sensex	: 79,486
Sector	: Plastic Piping
Market Cap (INR bn)	: 51.4
Market Cap (USD bn)	: 0.609
O/S Shares (mn)	: 110.6
52-wk HI/LO (INR)	: 776/461
Avg. Daily Vol ('000)	: 440
Bloomberg	: PRINCPPI IN

Source: Bloomberg

	FY25e	FY26e	FY27e
EPS (INR)	11.5	16.4	22.7
P/E (x)	40.4	28.3	20.4
P/BV (x)	3.1	2.8	2.5
EV/EBITDA (x)	19.6	14.8	11.0
Dividend Yield (%)	0.2	0.3	0.3

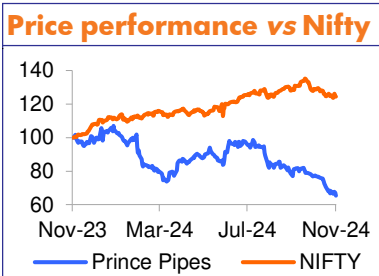
Source: Bloomberg

Returns (%)	1m	3m	6m	12m
	Absolute	(15)	(23)	(26)
Relative	(13)	(24)	(31)	(47)

Source: Bloomberg

Shareholding pattern	
Promoters	: 61%
Public	: 39%
Others	: 0%

Source: Bloomberg



Source: Bloomberg

2QFY25 RESULT REVIEW

# Prince Pipes and Fittings

## Muted volumes and margins persist; recovery hinges on 2H

Prince Pipes (Prince) delivered 2QFY25 volume growth of 4% YoY, missing our estimate. The growth was impacted by industry-wide challenges of PVC price volatility, channel destocking, and low infrastructure spending. Plumbing, SWR, and CPVC continued to outperform in 1HFY25. Oct'24 demand continued to remain muted. However, considering an increase in PVC prices and expecting an uptake in channel inventory, management expects volume growth of 8%-10% in FY25. EBITDA for the quarter was impacted by: 1) 2%-2.5% trade incentive extended to push volumes; 2) Inventory loss of INR 120-150 mn; 3) Bathware segment loss of INR 30 mn; and 4) Lack of operating leverage. Guidance of 12% EBITDA margin in FY25; bathware division to breakeven by 3QFY26. FY25 capex of INR 3.0-3.5 bn to be incurred on the Bihar plant, debottlenecking, and the 2nd phase acquisition of bathware division. Expect pan-India presence of bathware to be completed by the end of FY25. Considering lower volumes and margins, we cut our FY25/ 26/ 27 EPS estimate by 39%/ 32%/ 24% and roll forward our valuation to FY27 (earlier 1HFY27). Maintain BUY with a revised TP of INR 690 (earlier INR 870) based on a PE multiple of 30x FY27 EPS (5-year high/ low/ average of INR 60x/ 46x/ 24x).

### Volume grew 4% in 2Q; 8%-10% FY25 volume growth guidance

Prince reported a revenue of INR 6.2 bn (-5% YoY). Volume/ realization grew 4%/ -9% YoY for 2Q. Demand offtake was extremely low in Jun'24 and Jul'24 and growth picked up during Sept'24. Oct'24 was a muted month considering festivities and continued channel destocking. With PVC price increasing from Nov'24, offtake is expected to improve and restocking is expected to drive volume growth. CPVC maintained a good growth in 1HFY25 and growth in 2QFY25 was driven by Plumbing and SWR segments. Realizations were stable sequentially despite fall in PVC prices during 2Q due to mix improvement. The bathware/ water tanks segment reported a revenue of INR 70 mn/ INR 120 mn in 2QFY25. Pan-India launch of the Aquel brand is expected to be completed by FY25. Management has guided for volume growth of 8%-10% in FY25, expects better performance in 2H. We have factored in volume/ revenue CAGR of 12% each over FY24-27.

### EBITDA margin guidance maintained at 12%

Prince reported 2QFY25 EBITDA of INR 457 mn (-52% YoY). EBITDA margin stood at 7.3%. EBITDA/kg stood at INR 10.6/kg (-54% YoY) for 2Q. Inventory loss/ gain for 2QFY25/ 2QFY24 stood at INR 120-130 mn/ INR 50 mn. On adjusted basis, EBITDA/kg stood at INR 13.3 (-38% YoY). EBITDA for the quarter was impacted by: 1) 2%-2.5% trade incentive given to push volumes; 2) Inventory loss of INR 120-150 mn; 3) Bathware segment loss of INR 30 mn; 4) Lack of operating leverage. Brand spends for 2Q/ 1H/ FY25E stood at 2.5% of revenue. Bathware division is expected to breakeven in 3QFY26. Despite muted margin performance in 1H, management maintained guidance of 12% EBITDA margin for FY25 considering recovery and operating leverage in 2H. We have factored in EBITDA CAGR of 14% over FY24-27E. We expect an EBITDA margin of 9.5%/ 11.0%/ 12.5% and EBITDA/ kg of INR 14/ INR 16/ INR 19 in FY25/ 26/ 27 respectively.

### Investment Summary

Prince has been spending on product portfolio expansion, expanding geographical reach, and increasing brand spends giving it the pricing power. We believe consolidation will continue in favor of branded players like Prince. Margins are expected to improve with improving mix and operating leverage. Maintain BUY.

Table 1: Quarterly result

INR mn	2QFY25	2QFY24	YoY (%)	1QFY25	QoQ (%)	1HFY25	1HFY24	YoY (%)
<b>Sales</b>	<b>6,221</b>	<b>6,565</b>	<b>(5.2)</b>	<b>6,045</b>	<b>2.9</b>	<b>12,265</b>	<b>12,100</b>	<b>1.4</b>
Cost of Material Consumed	4,542	4,511	0.7	4,370	3.9	8,911	8,653	3.0
% of sales	73.0	68.7	429 bps	72.3	72 bps	72.7	71.5	114 bps
Employee cost	446	405	10.2	382	16.9	828	725	14.1
% of sales	7.2	6.2	101 bps	6.3	86 bps	6.7	6.0	76 bps
Other expenses	776	707	9.8	710	9.2	1,486	1,327	12.0
% of sales	12.5	10.8	170 bps	11.8	72 bps	12.1	11.0	115 bps
Total Exp	5,764	5,623	2.5	5,462	5.5	11,226	10,705	4.9
<b>EBIDTA</b>	<b>457</b>	<b>942</b>	<b>(51.5)</b>	<b>583</b>	<b>(21.6)</b>	<b>1,040</b>	<b>1,395</b>	<b>(25.5)</b>
<b>Margin %</b>	<b>7.3</b>	<b>14.3</b>	<b>(700 bps)</b>	<b>9.6</b>	<b>(230 bps)</b>	<b>8.5</b>	<b>11.5</b>	<b>(305 bps)</b>
Other income	39	40	(0.4)	26	53.5	65	78	(16.1)
Depreciation	276	225	22.3	257	7.0	533	443	20.2
Interest expenses	16	7	137.4	14	13.1	31	24	26.8
<b>Profit Before Tax</b>	<b>204</b>	<b>749</b>	<b>(72.7)</b>	<b>337</b>	<b>(39.3)</b>	<b>541</b>	<b>1,005</b>	<b>(46.2)</b>
Exceptional item	-	134	(100.0)	-	-	-	134	(100.0)
<b>PBT after exceptional</b>	<b>204</b>	<b>884</b>	<b>(76.9)</b>	<b>337</b>	<b>(39.3)</b>	<b>541</b>	<b>1,139</b>	<b>(52.5)</b>
Tax	57	177	(67.7)	90	(36.3)	147	237	(37.8)
Tax Rate %	28.0	20.1	796 bps	26.7	131 bps	27.2	20.8	643 bps
<b>Reported Net Profit</b>	<b>147</b>	<b>706</b>	<b>(79.2)</b>	<b>247</b>	<b>(40.4)</b>	<b>394</b>	<b>903</b>	<b>(56.4)</b>
<b>Adjusted Net Profit</b>	<b>147</b>	<b>572</b>	<b>(74.3)</b>	<b>247</b>	<b>(40.4)</b>	<b>394</b>	<b>768</b>	<b>(48.7)</b>
<b>EPS (INR)</b>	<b>1.3</b>	<b>5.2</b>	<b>(74.3)</b>	<b>2.2</b>	<b>(40.4)</b>	<b>3.6</b>	<b>6.9</b>	<b>(48.7)</b>

Source: Company, Antique

Table 2: 2QFY25 actuals vs. estimates

In mn	Q2FY25	Antique	%ch	Consensus	%ch
Revenue	6,221	6,612	(5.9)	6,775	(8.2)
EBITDA	457	602	(24.1)	866	(47.2)
Adjusted PAT	147	260	(43.3)	464	(68.3)
EBIDTA Margins (%)	7.3	9.1	(176 bps)	12.8	(543 bps)
Volume (KMTPA)	43	46	(5.2)%	NA	NA

Source: Company, Bloomberg, Antique

Table 3: Change in estimates

INR mn	Previous			Revised			% ch		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	28,336	32,869	38,141	27,801	31,797	36,443	(1.9)	(3.3)	(4.5)
EBITDA	3,627	4,536	5,530	2,641	3,498	4,555	(27.2)	(22.9)	(17.6)
EBITDA Margin (%)	12.8	13.8	14.5	9.5	11.0	12.5	(330 bps)	(280 bps)	(200 bps)
EBITDA Margin (INR/ kg)	18.3	19.9	21.1	13.7	16.2	18.8	(24.8)	(18.4)	(11.0)
Net Profit	2,069	2,660	3,319	1,271	1,812	2,510	(38.6)	(31.9)	(24.4)
EPS (INR)	18.7	24.1	30.0	11.5	16.4	22.7	(38.6)	(31.9)	(24.4)
<b>TP (INR)</b>	<b>870</b>			<b>690</b>			<b>(20.7)</b>		

Source: Antique

Table 4: 1HFY25 balance sheet

	1HFY25	1HFY24	YoY (%)	FY25E	FY24	YoY (%)
Share Capital	1,106	1,106	-	1,106	1,106	-
Reserves and Surplus	14,620	13,380	9.3	15,499	14,339	8.1
Loan Funds	1,583	550	187.9	955	1,144	(16.5)
Deferred Tax Liability	191	152	25.0	191	191	-
<b>Total</b>	<b>17,499</b>	<b>15,188</b>	<b>15.2</b>	<b>17,751</b>	<b>16,779</b>	<b>5.8</b>
Fixed assets	8,697	7,457	16.6	9,427	8,329	13.2
Investments	420	1,295	(67.5)	382	382	-
<b>Current assets, loans and advances</b>						
Inventories	5,885	4,071	44.5	4,951	4,379	13.1
Sundry debtors	3,702	4,176	(11.3)	4,570	5,849	(21.9)
Cash and bank balances	772	1,027	(24.8)	105	777	(86.5)
Other current assets	2,612	1,073	143.5	1,516	1,516	-
<b>Current liabilities and provisions</b>						
Current liabilities	2,450	2,772	(11.6)	3,023	4,275	(29.3)
Provisions	2,139	1,138	88.0	178	178	-
<b>Total</b>	<b>17,499</b>	<b>15,188</b>	<b>15.2</b>	<b>17,750</b>	<b>16,779</b>	<b>5.8</b>
<b>Net Debt</b>	<b>811</b>	<b>(477)</b>	<b>(270.2)</b>	<b>851</b>	<b>367</b>	<b>131.7</b>

Source: Company, Antique

Table 5: 1HFY25 cash flow statement

(INR mn)	1HFY25	1HFY24	YoY (%)	FY25E	FY24	YoY (%)
<b>Profit before tax</b>	<b>541</b>	<b>1,184</b>	<b>(54.3)</b>	<b>1,699</b>	<b>2,438</b>	<b>(30.3)</b>
Depreciation	533	443	20.2	1,052	912	15.4
Interest	(16)	(17)	(7.5)	(110)	(16)	593.2
Others	12	(171)	(107.2)	-	(121)	(100.0)
Changes in working capital	122	(54)	(325.7)	(546)	(2,151)	(74.6)
Tax Paid	(220)	(396)	(44.4)	(428)	(733)	(41.6)
<b>Operating cash flow</b>	<b>973</b>	<b>990</b>	<b>(1.7)</b>	<b>1,667</b>	<b>329</b>	<b>406.7</b>
Capex	(1,268)	(840)	50.8	(2,150)	(1,908)	12.7
Others	(422)	(308)	37.1	177	651	(72.8)
<b>Investing cash flow</b>	<b>(1,690)</b>	<b>(1,149)</b>	<b>47.1</b>	<b>(1,973)</b>	<b>(1,258)</b>	<b>56.9</b>
Net proceeds from borrowings	439	(31)	(1,499.1)	(189)	560	NA
Others	(171)	(32)	432.9	(177)	(85)	109.3
<b>Financing cash flow</b>	<b>268</b>	<b>(63)</b>	<b>(522.3)</b>	<b>(366)</b>	<b>475</b>	<b>NA</b>
<b>Net cash flow</b>	<b>(449)</b>	<b>(222)</b>	<b>102.2</b>	<b>(672)</b>	<b>(453)</b>	<b>48.3</b>
Opening cash balance	761	1,215	(37.3)	777	1,214	(36.0)
Changes in other bank balances	460	34	1,248.9	-	16	(100.0)
<b>Closing cash balance</b>	<b>772</b>	<b>1,027</b>	<b>(24.8)</b>	<b>105</b>	<b>777</b>	<b>(86.5)</b>
<b>Free cash flow</b>	<b>(295)</b>	<b>149</b>	<b>NA</b>	<b>(483)</b>	<b>(1,579)</b>	<b>(69.4)</b>

Source: Company, Antique

## Conference Call Highlights

1. **Outlook:** Volume offtake was extremely low in Jun'24 and Jul'24. Growth picked up during Sept'24. Oct'24 was a muted month considering the festivities and continued channel destocking. With PVC price increasing from Nov'24, offtake is expected to improve and restocking is expected to drive volume growth. On the positive side, end consumption demand remains strong. Infrastructure development, urbanization, government policy, and industrialization are key pillars of volume growth for the piping industry.
2. **Guidance:** FY25 volume growth expected to be 8%-10%. Expect improved performance in 2HFY25. Margin is expected to be at 12% for FY25. FY25 bathware revenue of INR 250 mn. Bathware division expected to breakeven by 3QFY26.
3. **PVC prices:** Prices declined 16% QoQ in 2QFY25. The price volatility has been easing out now.
4. **Channel:** The volatility in PVC prices resulted in channel destocking. With PVC prices stabilizing, restocking is expected to commence from Nov'24.
5. **Volume growth:** 2QFY25 volume grew 4% YoY driven by the Plumbing and SWR segments. Growth was impacted by channel destocking and the extended monsoon. Expect market share gains from smaller players. CPVC continued to maintain a good growth in 1HFY25.
6. **Realizations:** Realization grew 0.2% QoQ. It was maintained despite the fall in PVC prices during 2Q due to mix improvement.
7. **Inventory loss** of INR 120-150 mn in 2QFY25.
8. **EBITDA margin:** Margin was impacted by: 1) 2%-2.5% trade incentive given to push volumes; 2) Inventory loss of INR 120-150 mn; 3) Bathware segment loss of INR 30 mn; and 4) Lack of operating leverage.
9. **Trade incentive** of 2.0%-2.5% was given to channel to push volumes in 2Q. Incentives continued through Oct'24.
10. **Bihar plant:** The Bihar facility will cater to rising demand in East India, which is one of the growing markets in the country. Expect commercialization by 4QFY25. Prince has preponed the second phase of expansion. The plant will have pipes, fittings, and tank capacity of 55 kmtpa by the end of FY25. The Bihar plant will reduce freight cost, strengthen supply chain, and offer better price competitiveness in the market.
11. **Increasing focus on growing East India market:** Prince is the amongst the two large players catering to East India. Currently the market is being served by its plants in Hyderabad and outsourced unit in Hajipur. East India is an important location and one of the fastest growing markets in the country due to delayed urbanization. Branding initiatives have been increased to capture the market. The initiatives include: 1) Construction of Durga Puja installation made entirely with products of Prince Pipes. 2) A fully sponsored Plumber Training Program for women plumbers from West Bengal, in partnership with the Water Management and Plumbing Skill Council. Believing in the power and skill of women, this pilot project aims to inspire and expand across India. 3) Continues to focus on key adjacencies to growth, including building deeper customer relationships, knowledge of customers' pain points, leveraging capabilities.
12. **Branding:** Expanded branding efforts across travel modes.
13. **Prince Parivartan Plumber Upskilling Programme:** Prince trained 1,848 plumbers across Delhi-NCR, Himachal Pradesh, and Uttarakhand to enhance technical skills and extended critical health benefits to plumbers and their families through 17 health camps. Each plumber received a tool kit.

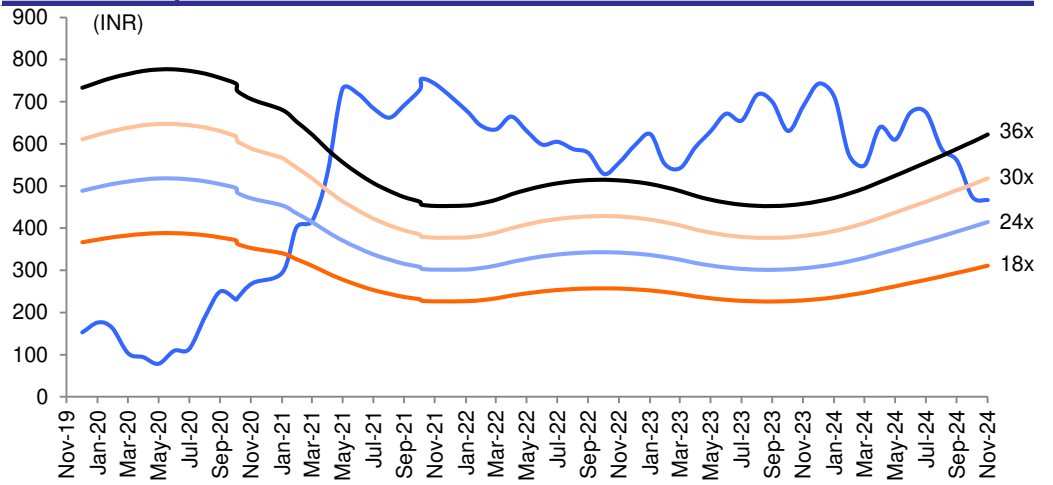
- 14. Bathware:** Revenue/ EBIT loss of INR 70 mn/ INR 30 mn during 2Q. Expect the segment to break even by 3QFY26. The segment continues to increase penetration in current markets. Expects to complete pan-India presence by end of 2HFY25. The first Aqel by Prince Retail showrooms were launched in Haryana and New Delhi. The website for Aqel by Prince was also launched, thereby building a virtual presence of the brand.
- 15. Tanks:** Revenue of INR 120 mn in 2QFY25. Silvasa, jaipur, Haridwar, Chennai, and Hyderabad plants have in-house tank manufacturing. 65% of the industry is unorganized.
- 16. Capex:** Capex of INR 3.3–3.5 bn will be incurred in FY25. INR 1.7 bn/ INR 0.3- 0.8 bn/ INR 0.8-0.9 bn/ INR 0.43 bn will be spent for Bihar expansion/ debottlenecking/ pipe division maintenance/ Bathware acquisition. INR 50-70 mn of bathware maintenance capex will be incurred over the next 12 months. Prince has spare land at Jaipur, Telangana, and Bihar plants for debottlenecking initiatives. The second phase of the Asset Purchase Agreement, which includes the acquisition of a manufacturing unit comprising land, building as well as manufacturing equipment is under process, subject to regulatory approvals.
- 17. Working capital:** The increase is attributable to increase in inventory days due to muted demand in 2Q. Expect normalized inventory days of 65-70 and receivable days of <50 by end of FY25.
- 18. Brand spends:** 2Q/ 1H/ FY25E: 2.5% of revenue.

**Table 4: Key financial parameters**

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	YoY (%)	QoQ (%)
Volume (MT)	38,458	43,693	44,317	37,155	41,529	42,665	51,444	42,180	43,301	4.3	2.7
Realization (INR/ kg)	166	162	172	149	158	145	144	143	144	(9.1)	0.2
Revenue (INR mn)	6,365	7,059	7,644	5,536	6,565	6,186	7,401	6,045	6,221	(5.2)	2.9
Gross margin (%)	13.1	22.3	33.0	25.2	31.3	30.2	29.4	27.7	27.0	182 bps	-243 bps
Gross margin (INR/ kg)	21.6	36.1	56.9	37.5	49.4	43.8	42.3	39.7	38.8	(21.6)	(2.3)
Adjusted gross margin (INR/ kg)	45.0	41.8	51.3	40.2	48.2	46.2	42.3	39.7	41.5	(13.9)	4.6
EBITDA (INR mn)	(113)	695	1,483	453	942	757	923	583	457	(51.5)	(21.6)
EBITDA margin (%)	(1.8)	9.8	19.4	8.2	14.3	12.2	12.5	9.6	7.3	-84 bps	-512 bps
EBITDA margin (INR/ kg)	(3.0)	15.9	33.5	12.2	22.7	17.7	17.9	13.8	10.6	(53.5)	(23.6)
Adjusted EBITDA margin (INR/ kg)	20.5	21.6	27.8	14.9	21.5	20.1	17.9	13.8	13.3	(38.0)	(3.6)
Inventory gain/ (loss) (INR mn)	(900)	(250)	250	(100)	50	(100)	-	-	(120)	NA	NA

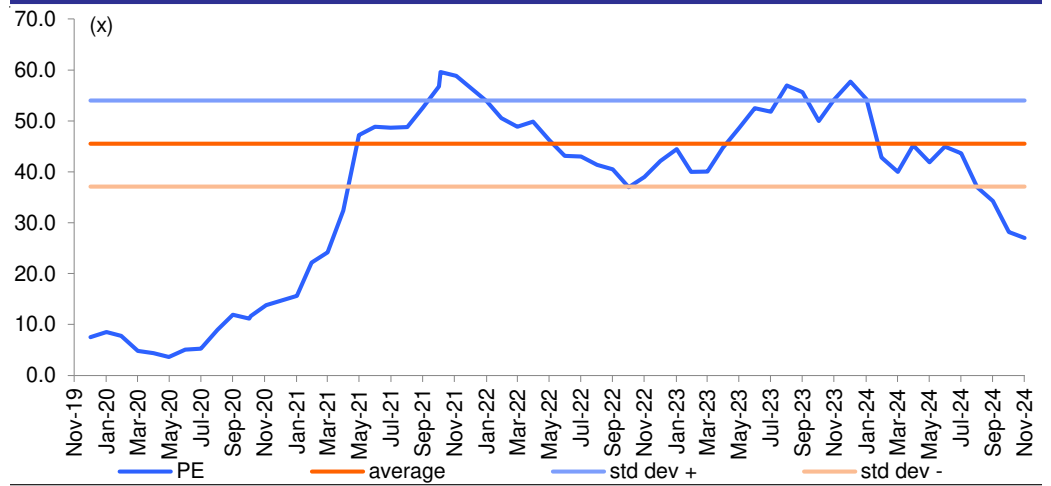
Source: Company, Antique

**Exhibit 1: One-year forward P/E chart**



Source: Company, Bloomberg, Antique

**Exhibit 2: P/E band chart**



Source: Company, Bloomberg, Antique

## Financials

### Profit and loss account (INR mn)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
<b>Net Revenue</b>	<b>27,109</b>	<b>25,687</b>	<b>27,801</b>	<b>31,797</b>	<b>36,443</b>
Op. Expenses	24,602	22,613	25,160	28,299	31,888
<b>EBITDA</b>	<b>2,507</b>	<b>3,074</b>	<b>2,641</b>	<b>3,498</b>	<b>4,555</b>
Depreciation	830	912	1,052	1,220	1,388
<b>EBIT</b>	<b>1,677</b>	<b>2,162</b>	<b>1,589</b>	<b>2,277</b>	<b>3,167</b>
Other income	86	161	177	212	255
Interest Exp.	110	65	67	67	67
Extra Ordinary Items -gain/(loss)	-	(134)	-	-	-
<b>Reported PBT</b>	<b>1,652</b>	<b>2,393</b>	<b>1,699</b>	<b>2,423</b>	<b>3,355</b>
Tax	434	568	428	611	846
<b>Reported PAT</b>	<b>1,218</b>	<b>1,825</b>	<b>1,271</b>	<b>1,812</b>	<b>2,510</b>
<b>Net Profit</b>	<b>1,218</b>	<b>1,825</b>	<b>1,271</b>	<b>1,812</b>	<b>2,510</b>
<b>Adjusted PAT</b>	<b>1,218</b>	<b>1,691</b>	<b>1,271</b>	<b>1,812</b>	<b>2,510</b>
<b>Adjusted EPS (INR)</b>	<b>11.0</b>	<b>15.3</b>	<b>11.5</b>	<b>16.4</b>	<b>22.7</b>

### Balance sheet (INR mn)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
Share Capital	1,106	1,106	1,106	1,106	1,106
Reserves & Surplus	12,534	14,338	15,499	17,178	19,522
<b>Networth</b>	<b>13,640</b>	<b>15,444</b>	<b>16,604</b>	<b>18,284</b>	<b>20,628</b>
Debt	581	1,144	955	955	955
Net deferred Tax liabilities	137	191	191	191	191
<b>Capital Employed</b>	<b>14,358</b>	<b>16,779</b>	<b>17,750</b>	<b>19,430</b>	<b>21,774</b>
Gross Fixed Assets	10,271	12,352	13,152	15,252	17,352
Accumulated Depreciation	3,465	4,377	5,429	6,649	8,037
Capital work in progress	236	354	1,704	1,354	354
<b>Net Fixed Assets</b>	<b>7,041</b>	<b>8,329</b>	<b>9,427</b>	<b>9,957</b>	<b>9,669</b>
Investments	920	382	382	382	382
Non Current Investments	3	3	3	3	3
Current Investments	917	379	379	379	379
<b>Current Assets, Loans &amp; Advances</b>					
Inventory	4,256	4,379	4,951	5,662	6,490
Debtors	4,150	5,849	4,570	5,227	5,991
Cash & Bank balance	1,244	777	105	281	1,777
Loans & advances and others	930	1,516	1,516	1,516	1,516
<b>Current Liabilities &amp; Provisions</b>					
Liabilities	3,202	2,491	1,941	2,190	2,474
Provisions	982	1,962	1,259	1,405	1,576
<b>Net Current Assets</b>	<b>6,396</b>	<b>8,068</b>	<b>7,941</b>	<b>9,091</b>	<b>11,723</b>
<b>Application of Funds</b>	<b>14,358</b>	<b>16,779</b>	<b>17,750</b>	<b>19,430</b>	<b>21,774</b>

### Per share data

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
No. of shares (mn)	111	111	111	111	111
Diluted no. of shares (mn)	111	111	111	111	111
BVPS (INR)	123.4	139.7	150.2	165.4	186.6
CEPS (INR)	18.5	24.8	21.0	27.4	35.3
DPS (INR)	-	1.0	1.0	1.2	1.5

Source: Company, Antique

### Cash flow statement (INR mn)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
<b>PBT</b>	<b>1,648</b>	<b>2,438</b>	<b>1,699</b>	<b>2,423</b>	<b>3,355</b>
Depreciation & amortization	830	912	1,052	1,220	1,388
Interest expense	102	49	67	67	67
(Inc)/Dec in working capital	1,473	(2,151)	(546)	(974)	(1,136)
Tax paid	(401)	(733)	(428)	(611)	(846)
Less: Interest/Div. Income Recd.	(48)	(65)	(177)	(212)	(255)
Other operating Cash Flow	(4)	(121)	-	-	-
<b>CF from operating activities</b>	<b>3,602</b>	<b>329</b>	<b>1,667</b>	<b>1,913</b>	<b>2,574</b>
Capital expenditure	(998)	(1,908)	(2,150)	(1,750)	(1,100)
Inc/(Dec) in investments	(531)	586	-	-	-
Add: Interest/Div. Income Recd.	48	65	177	212	255
<b>CF from investing activities</b>	<b>(1,481)</b>	<b>(1,258)</b>	<b>(1,973)</b>	<b>(1,538)</b>	<b>(845)</b>
Inc/(Dec) in debt	(919)	560	(189)	-	-
Dividend Paid	(221)	-	(111)	(133)	(166)
Others	(82)	(85)	(67)	(67)	(67)
<b>CF from financing activities</b>	<b>(1,222)</b>	<b>475</b>	<b>(366)</b>	<b>(200)</b>	<b>(233)</b>
<b>Net cash flow</b>	<b>898</b>	<b>(453)</b>	<b>(672)</b>	<b>176</b>	<b>1,496</b>
Opening balance	586	1,244	777	105	281
<b>Closing balance</b>	<b>1,485</b>	<b>791</b>	<b>105</b>	<b>281</b>	<b>1,777</b>
Changes in other bank balances	(241)	(14)	-	-	-
<b>Cash and cash equivalents</b>	<b>1,244</b>	<b>777</b>	<b>105</b>	<b>281</b>	<b>1,777</b>

### Growth indicators (%)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
Revenue	2.0	(5.2)	8.2	14.4	14.6
EBITDA	(39.7)	22.6	(14.1)	32.4	30.2
Adj PAT	(51.2)	38.8	(24.8)	42.6	38.5
Adj EPS	(51.2)	38.8	(24.8)	42.6	38.5

### Valuation (x)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
P/E (x)	42.1	30.3	40.4	28.3	20.4
P/BV (x)	3.8	3.3	3.1	2.8	2.5
EV/EBITDA (x)	19.8	16.7	19.6	14.8	11.0
EV/Sales (x)	1.8	2.0	1.9	1.6	1.4
Dividend Yield (%)	-	0.2	0.2	0.3	0.3

### Financial ratios

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
RoE (%)	9.3	11.6	7.9	10.4	12.9
RoCE (%)	12.3	14.9	10.2	13.4	16.6
Asset/T.O (x)	2.0	1.7	1.6	1.7	1.8
Net Debt/Equity (x)	(0.1)	(0.0)	0.0	0.0	(0.1)
EBIT/Interest (x)	16.0	35.7	26.4	37.2	51.2

### Margins (%)

Year ended 31 Mar	FY23	FY24	FY25e	FY26e	FY27e
EBITDA Margin (%)	9.2	12.0	9.5	11.0	12.5
EBIT Margin (%)	6.2	8.4	5.7	7.2	8.7
PAT Margin (%)	4.5	6.5	4.5	5.7	6.8

Source: Company Antique

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*Shivendra Prasad*

**Antique Stock Broking Limited**

ITI House  
 36, Dr. R.K. Shirodkar Marg  
 Parel (East), Mumbai 400012  
 Tel. : +91 22 6911 3300 / +91 22 6909 3600  
 www.antiquelimited.com

*M. Madanwar*