

Apollo Hospitals Enterprise

Omni-channel business listing to unlock value

Apollo Hospitals (AHEL) and Apollo HealthCo have got in principle approval for the Composite Scheme of Arrangement, which includes the following: first, demerger of omni channel pharmacy distribution, Apollo 24|7 digital platform, and telehealth division of AHEL into the new entity; second, amalgamation of Apollo HealthCo into the new entity; third, amalgamation of Keimed into the new entity; and lastly, the resultant entity, "NewCo," will apply for listing on the stock exchange, which is expected to happen in the next 18–21 months. AHEL share conversion ratios—100 shares of AHEL will get converted to 195.2 shares of NewCo; AHEL will retain ~15 % stake in NewCo. AHEL expects NewCo to become India's largest omni channel pharmacy and digital health platform, generating substantial synergies. It targets a revenue run rate of ~INR 250 bn by FY27 (GMV of ~INR 280 bn), with post Ind AS EBITDA margins at ~7 % (~INR 17.5 bn EBITDA in FY27). HealthCo (including Apollo 24|7 and Keimed revenues) has a revenue run rate of INR 162.6 bn and EBITDA margins of 3.5% in FY25. Concluding the above, after completion of the scheme of arrangement, AHEL's business will be divided into two separate enterprises — (1) AHEL, with a core business of hospital services and AHLL (Retail Health and Diagnostics) and (2) NewCo, with online and offline pharmacy (HealthCo and Apollo 24|7), telehealth (from AHEL), distribution business (Keimed), and the proposed front end retail pharmacy (Apollo Pharmacy), which will be listed as a separate entity. We believe this demerger could unlock significant value for AHEL and allow it to focus on its healthcare services business (FY25 28E EBITDA CAGR of 16 %), with clear capital allocation outlays and growth plans assigned for each business post demerger. We maintain BUY and revise TP to INR 8,650 (27x Q1FY28E EV/EBITDA). We will factor in the demerger upon completion of the process.

Strategic rationale implies potential value unlocking in medium term: It will enable AHEL shareholders to gain direct shareholding in India's largest omni-channel pharmacy distribution business and digital health platform of Apollo 24/7, enabling full value discovery and eliminating any hold-co discount in valuation. NewCo proposes to increase its stake to 100% in Apollo Medicals Private by acquiring the remaining 74.5% stake (at a valuation of ~INR 4 bn), which in turn holds 100% of Apollo Pharmacies, the front-end pharmacy business. The NewCo will have dedicated leadership and management teams for sustained growth in both business verticals, with clear capital allocation outlays and growth plans for both enterprises, while maintaining high standards of governance. AHEL will continue to hold ~15% of the new company, ensuring the development of an integrated healthcare platform, with the new company focusing on deeper customer penetration and an omni-channel integrated approach to access cross synergies between both businesses.

Outlook remains steady: We see strong growth visibility across segments—Hospitals: improving occupancy, ARPOB growth, and capacity expansion; Healthco: steady offline growth and Apollo 24/7 scale-up; AHLL: consistent growth and margin improvement.

Financial Summary

YE March (INR bn)	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	147	166	191	218	253	301	345
EBITDA	22	20	24	30	37	45	53
APAT	9	7	9	14	19	25	30
Diluted EPS (INR)	65	47	63	100	130	170	207
P/E (x)	114.0	159.3	118.3	74.8	57.4	43.7	36.0
EV / EBITDA (x)	50.4	54.0	46.5	37.3	30.2	24.3	20.4
RoCE (%)	16	13	15	16	17	20	22

Source: Company, HSIE Research

BUY

CMP (as on 2 Jul 2025)	INR 7448
Target Price	INR 8650
NIFTY	25,453

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 8300	INR 8650
EBITDA %	FY26E (0.5)	FY27E (0.3)

KEY STOCK DATA

Bloomberg code	APHS IN
No. of Shares (mn)	144
MCap (INR bn) / (\$ mn)	1,070/12,483
6m avg traded value (INR mn)	2,878
52 Week high / low	INR 7,585/6,001

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	10.5	0.3	22.0
Relative (%)	1.7	(4.1)	17.0

SHAREHOLDING PATTERN (%)

	Dec-24	Mar-25
Promoters	29.33	29.34
FIs & Local MFs	19.97	22.29
FPIs	45.27	42.74
Public & Others	5.43	5.63
Pledged Shares	13.99	13.5

Source : BSE

Mehul Sheth

mehul.sheth@hdfcsec.com
+91-22-6171-7349

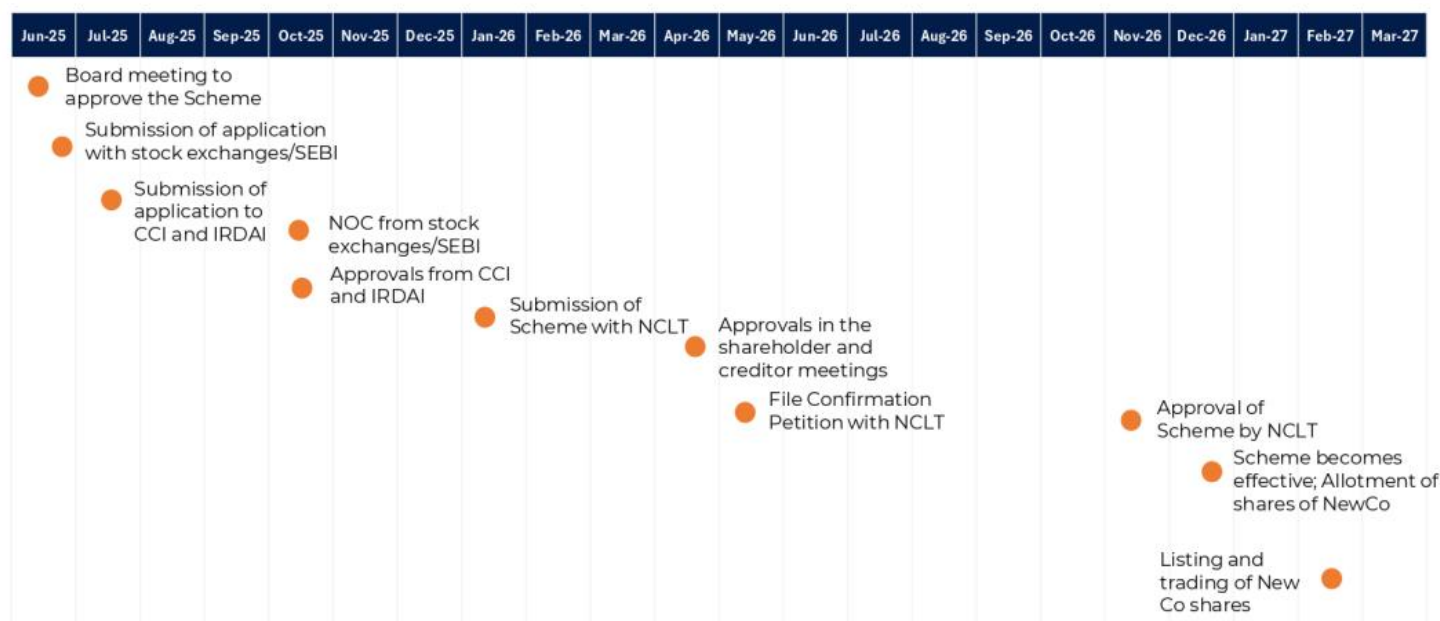
Divyaxa Agnihotri

divyaxa.agnihotri@hdfcsec.com
+91-22-6171-7362

Key takeaways from the concall:

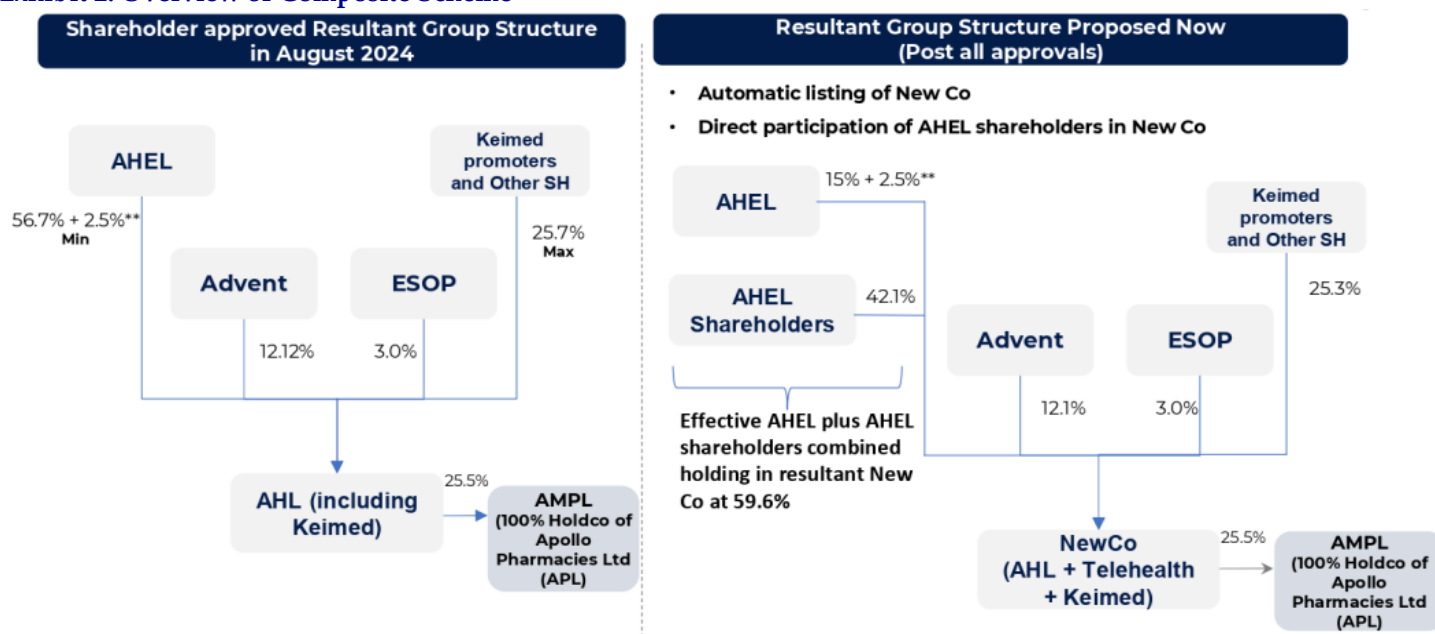
- **Optimistic to achieve guidance:** The company has guided for INR 250 bn sales (GMV INR 280 bn) with post Ind-AS margin at 7% (~INR 17.5 bn EBITDA); the key drivers for growth are steady traction in the e-pharmacy, scale-up in consultations (OPD/IP), steady diagnostics, and strong ramp-up in the insurance business (guides for INR 750 mn revenues with break-even in FY26) over the next 2-3 years.
- **Margin for NewCo:** The company expects steady improvement in the margin on the back of increasing private label share, cost control on Apollo 24/7 spends, better business mix (insurance being higher margin business), and reduction in ESOPs. Moreover, the merger of Keimed will help drive margin (adjusting for inter-segment, margin is in 6-7% range). The company guides for exiting online business to break even by FY26 end. In the near-term, the company expects offline margin to be around 8-8.5%, online business margin to break even by end of FY26, and 3.5-4% margin for the Keimed distribution business.
- **Transaction to take 18-21 months:** AHEL expects CCI approval for the composite scheme at around Q3FY26, which would result in submission of the scheme to NCLT and confirmation petition with NCLT around Q1FY27. The allotment and consequent listing and trading of shares of the new company would take place around Q3FY27/Q4FY27E. For every 100 shares of AHEL, AHEL shareholders shall receive 195.2 shares in the new company.
- **Collaboration with NewCo:** While AHEL is looking to execute the demerger of its offline pharmacy and distribution business along with Apollo 24/7, in the form of the new company, they will still hold a 15% stake in the new company, as they expect core synergies that existed with HealthCo to continue as Apollo 24/7 acts as a channel partner for Apollo's hospital and diagnostic business (15% revenue sharing between Apollo 24/7 and Apollo HealthCo). AHEL also does not expect any changes in the employee structure/doctor coverage post-demerger.
- **AHEL core focus on staying in the hospitals and AHLL business:** While several synergistic benefits were highlighted, Apollo is positive that this would not impact their capital allocation outlays for their existing hospital and diagnostic businesses, and the establishment of NewCo would only help them establish an integrated healthcare platform, which will offer curated solutions across the patient journey. An arm's length commercial construct on any/all existing/future inter-se channel services, supply and other business agreements and contracts between AHEL and New Company will also be established following the approval by the respective boards.
- **Other highlights:** After scheme of arrangement and demerger, the NewCo will become an Indian Owned and Controlled Company (IOCC). NewCo will pay royalty of ~INR 100 mn to AHEL, which will increase from there. NewCo will have net debt of INR 19.34 bn as a working capital loan mainly owned to banks and financial instruments.

Exhibit 1: Transaction timeline and steps; targets listing in Q4FY27



Source: Company, HSIE Research

Exhibit 2: Overview of Composite Scheme



Source: Company, HSIE Research, **Includes economic interest of AHEL holding in FHPL; AHEL effective economic interest through FHPL post-merger/demerger process is ~2.5%.

Exhibit 3: Combined Financial Metrics snapshot (in INR cr)

	Offline	Online + Telehealth	AHL	Keimed ^{2,3}	NewCo ⁴
Revenue	8,014	GMV: 3,077 Revenue: 1,149	GMV: 11,091 Revenue: 9,163	12,554	GMV: 18,196 Revenue: 16,267
EBITDA ¹ Post Ind AS Margin %	612 7.6%	143 12.5%	756 8.2%	406 3.2%	1,155 7.1%
24/7 operating cost	-	(478)	(478)	-	(478)
ESOP non-cash charge	-	(108)	(108)	-	(108)
EBITDA Post Ind AS Margin %	612 7.6%	(442) N.M.	170 1.9%	406 3.2%	576 3.5%
PAT Margin %	534 6.7%	(485) N.M.	49 0.5%	171 1.4%	221 1.4%

Source: Company, HSIE Research. N.M – Not meaningful. EBITDA shown before 24/7 spends ESOP non-cash charge. Keimed business excludes surgical business and includes acquisitions made in FY25. New company metrics post elimination of Keimed AHL business.

Exhibit 4: Balance Sheet position for new company

As of 31 March 25, Figures in INR Cr	AHL ¹	Keimed ²	New Co ³
Net Worth	2,321 ⁴	1,143	3,425
Net Debt / (Cash)	383	1,551	1,934
Other liabilities	200	82	283
Sources of Funds	2,904	2,776	5,642
Net Working Capital	1,628	2,296	3,925
Other assets	1,276	479	1,717
Application of Funds	2,904	2,776	5,642
Key Ratios			
Debt / Equity Ratio	0.2x	1.4x	0.6x
ROCE	26.1% ⁵	13.8%	20.1%

¹Includes telehealth business.

²Excluding Surgicals, and subject to changes upon completion of ongoing group restructuring process.

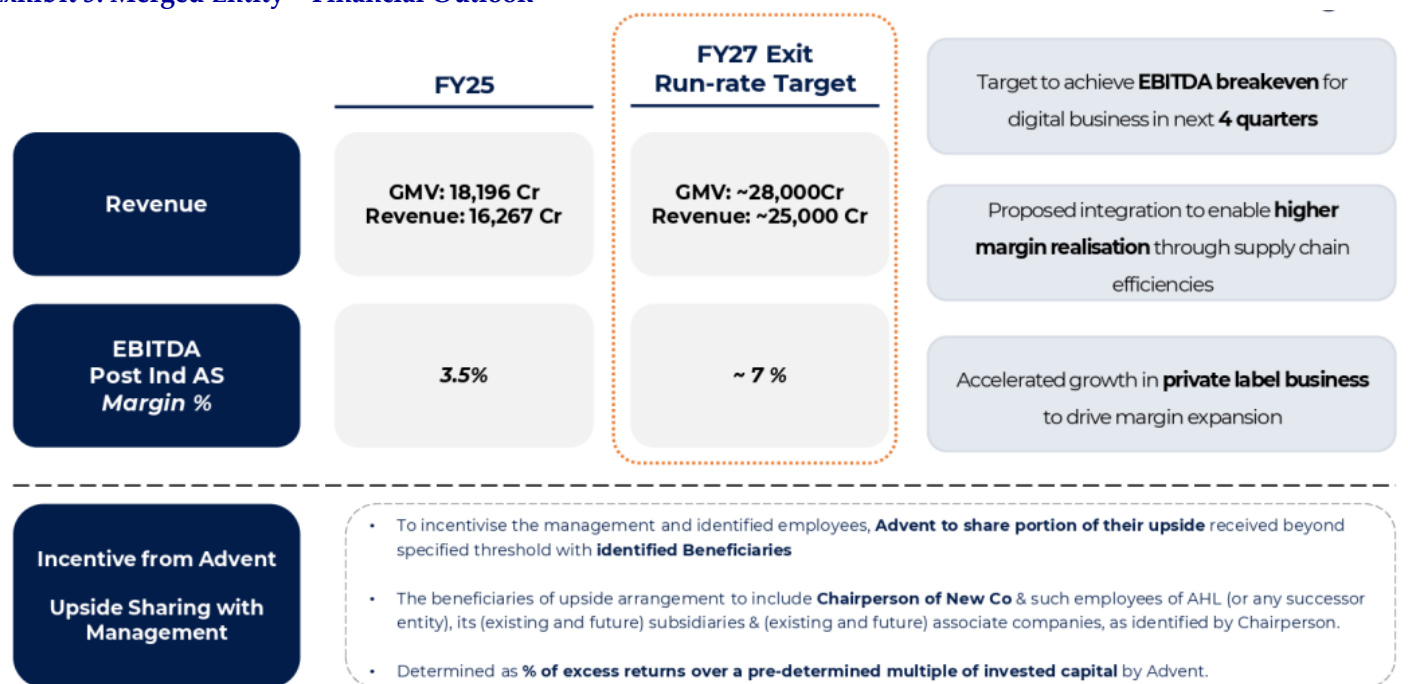
³Management estimate of aggregate balance sheet; this is not constructed in accordance with Ind-AS or merger accounting and is subject to swap ratio adjustments.

⁴Includes Advent investment, reclassified from net debt to equity

⁵Excludes 24/7 Operating costs and ESOP non-cash charge

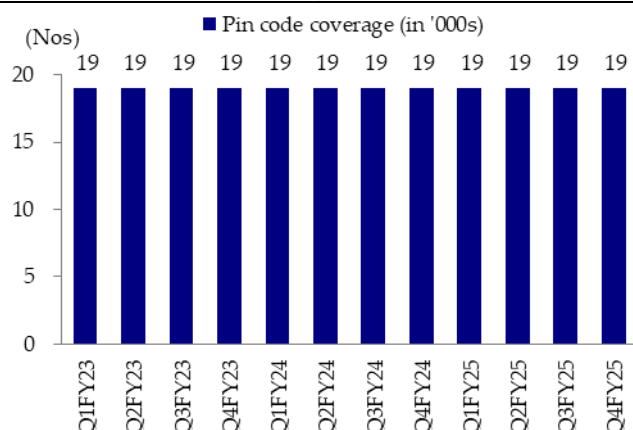
Source: Company, HSIE Research.

Exhibit 5: Merged Entity – Financial Outlook



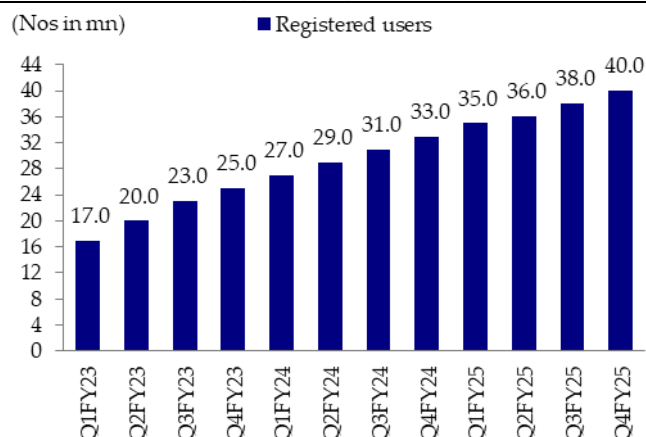
Source: Company, HSIE Research.

Exhibit 6: Pan-India coverage



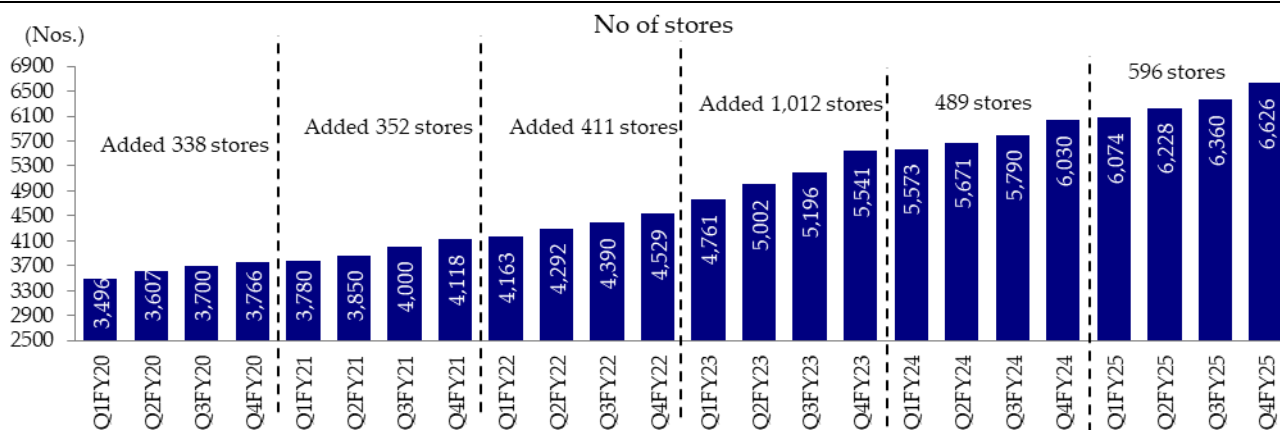
Source: Company, HSIE Research

Exhibit 7: Increasing user registration



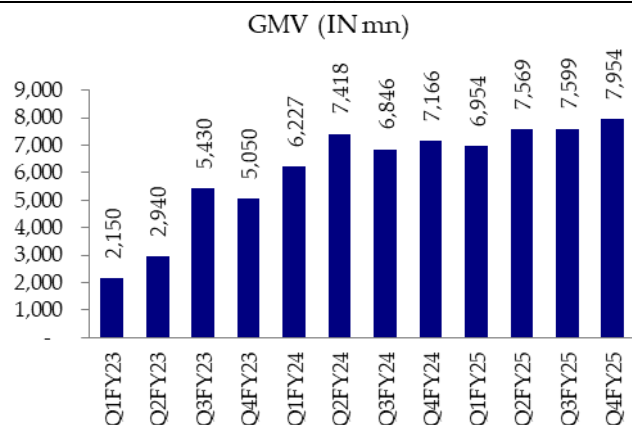
Source: Company, HSIE Research

Exhibit 8: Store addition over the last few years



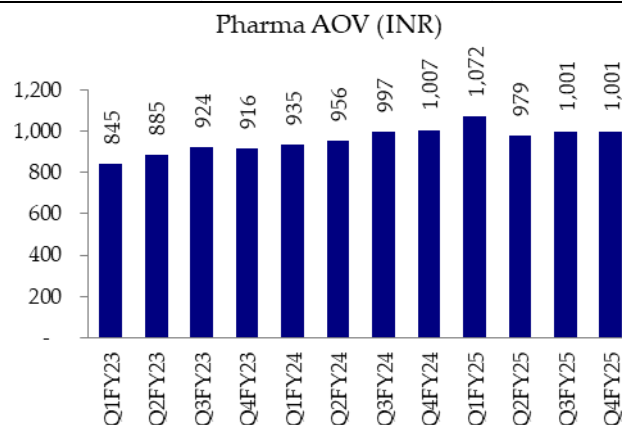
Source: Company, HSIE Research

Exhibit 9: GMV saw strong growth



Source: Company, HSIE Research

Exhibit 10: Average order value increasing



Source: Company, HSIE Research

Exhibit 11: Apollo 24/7 operating spend declining

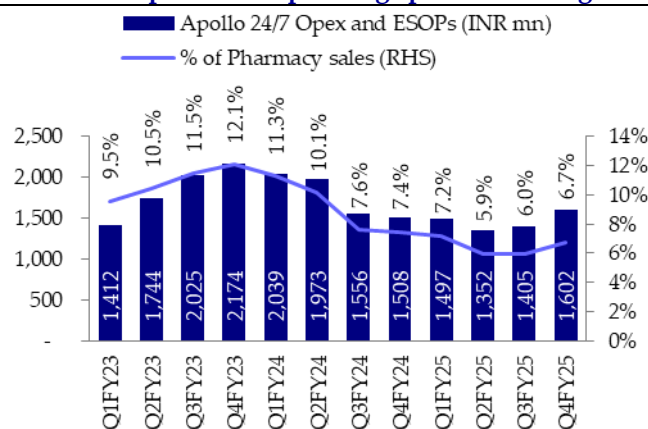


Exhibit 12: HealthCo margin breakeven in Q3FY24

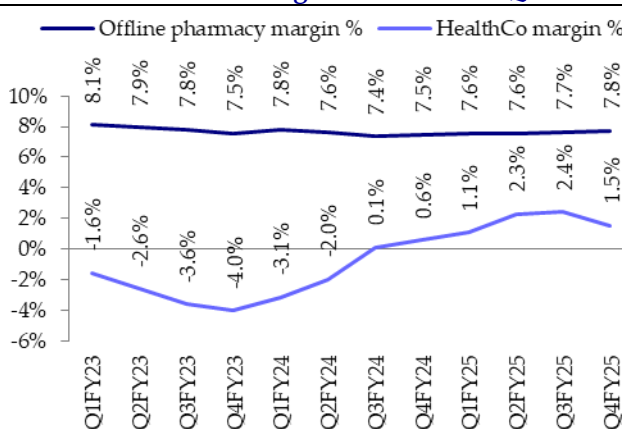


Exhibit 13: Revenue and EBITDA assumptions

INR mn	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Number of operating beds	7,491	7,409	7,875	7,860	7,945	8,025	8,630	9,501	10,144
Occupancy (%)	67%	55%	63%	64%	65%	68%	67%	69%	69%
ARPOB (Rs/ day)	37,397	40,214	45,327	51,668	57,488	60,588	65,343	70,607	76,121
YoY growth	9%	8%	13%	14%	11%	5%	8%	8%	8%
Hospital services	57,297	50,022	79,891	86,768	98,670	1,11,475	1,29,767	1,58,901	1,81,148
YoY growth	11%	-13%	60%	9%	14%	13%	16%	22%	14%
% of sales	51%	47%	54%	52%	52%	51%	51%	53%	53%
Hospital EBITDA	10,750	6,925	18,032	21,331	23,559	27,005	31,225	36,426	41,880
YoY growth	17%	-36%	160%	18%	10%	15%	16%	17%	15%
EBITDA margin %	18.8%	13.8%	22.6%	24.6%	23.9%	24.2%	24.1%	22.9%	23.1%
Offline pharmacy distribution	48,206	48,760	53,610	60,489	69,268	80,143	92,164	1,05,989	1,21,887
YoY growth	24%	1%	10%	13%	15%	16%	15%	15%	15%
% of sales	43%	46%	37%	36%	36%	37%	36%	35%	35%
Offline pharmacy distribution EBITDA	4,452	3,932	4,089	4,742	5,230	6,124	7,004	8,055	9,263
EBITDA margin %	9.2%	8.1%	7.6%	7.8%	7.6%	7.6%	7.6%	7.6%	7.6%
Online pharmacy distribution and Apollo 24/7	-	-	-	6,546	9,001	10,787	12,944	15,533	18,640
YoY growth	0%	0%	0%	0%	38%	20%	20%	20%	20%
% of sales				4%	5%	5%	5%	5%	5%
Online business EBITDA before Apollo 24/7 spend				594	1,029	1,409	2,071	2,796	3,448
EBITDA margin %				9.1%	11.4%	13.1%	16.0%	18.0%	18.5%
Apollo 24/7 spending	-	252	2,236	6,574	6,186	4,781	4,159	3,744	3,781
% of HealthCo sales		0.5%	4.2%	9.8%	7.9%	5.3%	4.0%	3.1%	2.7%
ESOPs	-	-	-	779	891	1,076	1,051	486	562
% of HealthCo sales				1.2%	1.1%	1.2%	1.0%	0.4%	0.4%
Online business EBITDA after Apollo 24/7 spend	-	(252)	(2,236)	(6,759)	(6,048)	(4,448)	(3,139)	(1,434)	(895)
Apollo HealthCo (Digital Health & Pharmacy Distribution)	48,206	48,760	53,610	67,035	78,269	90,930	1,05,109	1,21,522	1,40,527
YoY growth	24%	1%	10%	25%	17%	16%	16%	16%	16%
% of sales	43%	46%	37%	40%	41%	42%	42%	40%	41%
Apollo HealthCo EBITDA	4,452	3,680	1,853	(2,017)	(818)	1,676	3,865	6,622	8,369
YoY growth	119%	-17%	-50%	-209%	-59%	-305%	131%	71%	26%
EBITDA margin %	9.2%	7.5%	3.5%	-3.0%	-1.0%	1.8%	3.7%	5.4%	6.0%
Retail Health and Diagnostics	6,964	6,818	13,125	12,311	13,653	15,535	17,700	20,158	22,950
YoY growth	18%	-2%	93%	-6%	11%	14%	14%	14%	14%
% of sales	6%	6%	9%	7%	7%	7%	7%	7%	7%
Retail Health and Diagnostics EBITDA	671	768	1,966	1,182	1,166	1,538	1,938	2,421	2,905
YoY growth	L/P	14%	156%	-40%	-1%	32%	26%	25%	20%
EBITDA margin %	9.6%	11.3%	15.0%	9.6%	8.5%	9.9%	11.0%	12.0%	12.7%
Total sales	1,12,468	1,05,600	1,46,626	1,66,125	1,90,592	2,17,940	2,52,576	3,00,582	3,44,625
YoY growth	17%	-6%	39%	13%	15%	14%	16%	19%	15%
EBITDA	15,873	11,373	21,851	20,496	23,907	30,219	37,028	45,469	53,154
YoY growth	49%	-28%	92%	-6%	17%	26%	23%	23%	17%
EBITDA margin %	14.1%	10.8%	14.9%	12.3%	12.5%	13.9%	14.7%	15.1%	15.4%
PAT	3,243	1,130	9,393	6,725	9,054	14,312	18,671	24,517	29,712
YoY growth	37%	-65%	731%	-28%	35%	58%	30%	31%	21%
PAT margin %	2.9%	1.1%	6.4%	4.0%	4.8%	6.6%	7.4%	8.2%	8.6%

Source: Company, HSIE Research.

Exhibit 14: SOTP valuation

SOTP valuation	Q1FY28E		
	EBITDA (INR mn)	Multiple (x)	EV (INR mn)
Hospitals EBITDA	37,790	28	10,58,113
Offline pharmacy EBITDA	8,357	19	1,58,788
AHLL EBITDA	2,542	20	50,843
Total EBITDA	47,390	27	12,67,744
Total EV (INR mn)			12,67,744
Less: Net Debt (INR mn)			23,815
Equity Value (INR mn)			12,43,929
TP (INR/ sh)			8,650

Source: Company, HSIE Research

Exhibit 15: SOTP valuation excluding NewCo

SOTP valuation	Q1FY28E		
	EBITDA (INR mn)	Multiple (x)	EV (INR mn)
Hospitals EBITDA	37,790	28	10,58,113
AHLL EBITDA	2,542	20	50,843
Total EBITDA	40,332	27	11,08,956
Total EV (INR mn)			11,08,956
Less: Net Debt (INR mn)			4,475
Equity Value (INR mn)			11,04,481

Source: Company, HSIE Research

Exhibit 16: NewCo value unlocking

Particulars (INR mn)	FY25	FY27	CAGR FY25-27E			
GMV	1,81,960	2,80,000	24%			
Sales	1,62,670	2,50,000	24%			
EBITDA	5,760	17,500	74%			
EBITDA margin	3.5%	7.0%	346 bps			
FY27E EBITDA	17,500	17,500	17,500	17,500	17,500	17,500
Multiple (x)	19	22	24	26	28	30
EV (INR mn)	3,32,500	3,85,000	4,20,000	4,55,000	4,90,000	5,25,000
Net debt (INR mn; as of FY25)	19,340	19,340	19,340	19,340	19,340	19,340
Market cap (INR mn)	3,13,160	3,65,660	4,00,660	4,35,660	4,70,660	5,05,660
Number of shares (in mn)	667	667	667	667	667	667
Equity value (INR/ share)	470	548	601	653	706	758

Source: Company, HSIE Research.

Financials (Consolidated)

Profit & loss (INR mn)

March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net sales	1,04,680	1,45,362	1,64,448	1,88,623	2,15,971	2,52,576	3,00,582	3,44,625
Other operating income	920	1,264	1,677	1,969	1,969	0	0	0
Total operating income	1,05,600	1,46,626	1,66,125	1,90,592	2,17,940	2,52,576	3,00,582	3,44,625
Cost of goods sold	-56,842	-75,735	-85,743	-98,055	-1,13,099	-1,30,203	-1,53,748	-1,75,587
Gross profit	48,758	70,891	80,382	92,537	1,04,841	1,22,373	1,46,834	1,69,039
Gross margin (%)	46.2	48.3	48.4	48.6	48.1	48.5	48.9	49.1
Total operating expenses	-37,384	-49,040	-59,886	-68,630	-74,622	-85,345	-1,01,365	-1,15,885
EBITDA	11,374	21,851	20,496	23,907	30,219	37,028	45,469	53,154
EBITDA margin (%)	10.8	14.9	12.3	12.5	13.9	14.7	15.1	15.4
Depreciation	-5,731	-6,007	-6,154	-6,750	-7,575	-8,588	-9,451	-10,195
EBIT	5,643	15,844	14,342	17,157	22,644	28,440	36,018	42,959
Net interest	-4,492	-3,786	-3,808	-4,494	-4,585	-4,083	-3,605	-3,418
Other income	450	782	903	1,063	1,803	1,924	1,973	2,043
Profit before tax	2,207	15,781	11,437	13,625	20,062	26,281	34,385	41,583
Total taxation	-847	-4,770	-2,562	-4,455	-5,341	-7,359	-9,628	-11,643
Tax rate (%)	38	30	22	33	27	28	28	28
Profit after tax	1,360	11,011	8,875	9,170	14,721	18,922	24,757	29,940
Minorities	136	-528	-252	-364	-592	-598	-603	-610
Profit/ Loss associate co(s)	8	73	-432	180	330	346	363	382
Adjusted net profit	1,130	9,393	6,725	9,054	14,312	18,671	24,517	29,712
Adj. PAT margin (%)	1	6	4	5	7	7	8	9
Net non-recurring items	373	1,163	1,466	-68	147	0	0	0
Reported net profit	1,504	10,556	8,191	8,986	14,459	18,671	24,517	29,712

Balance sheet (INR mn)

March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Paid-up capital	719	719	719	719	719	719	719	719
Reserves & surplus	45,306	55,514	61,255	68,635	81,404	97,392	1,18,292	1,43,555
Net worth	48,024	59,030	65,313	73,205	86,529	1,03,115	1,24,618	1,50,491
Borrowing	41,598	40,681	43,324	53,326	78,643	70,402	62,163	58,928
Other non-current liabilities	8,512	11,512	10,811	4,792	5,077	5,205	5,293	5,377
Total liabilities	1,14,167	1,32,693	1,44,278	1,67,531	2,06,574	2,22,934	2,44,526	2,74,809
Gross fixed assets	92,372	1,07,779	1,14,873	1,31,810	1,53,914	1,75,270	1,92,871	2,08,067
Less: Depreciation	-28,395	-34,269	-39,574	-45,328	-54,365	-62,953	-72,404	-82,599
Net fixed assets	63,977	73,510	75,299	86,482	99,549	1,12,317	1,20,467	1,25,468
Add: Capital WIP	2,339	455	6,099	8,728	9,210	6,000	6,000	6,000
Total fixed assets	66,316	73,965	81,398	95,210	1,08,759	1,18,317	1,26,467	1,31,468
Total Investment	13,480	8,208	5,777	9,895	24,896	24,897	24,897	24,898
Inventory	2,495	4,319	3,901	4,598	4,808	5,613	6,680	7,658
Debtors	13,311	17,647	22,342	25,149	30,161	35,080	41,747	47,865
Cash & bank	7,244	9,240	7,758	9,338	13,602	14,418	18,943	36,039
Loans & advances	232	121	140	115	323	334	348	358
Current liabilities	16,033	21,470	24,830	36,208	36,325	44,212	52,452	60,013
Total current assets	28,055	37,974	43,500	48,548	58,364	65,123	78,522	1,03,759
Net current assets	12,022	16,504	18,670	12,340	22,039	20,911	26,069	43,745
Other non-current assets	2,563	3,147	3,745	3,755	4,250	4,293	4,335	4,379
Total assets	1,14,167	1,32,693	1,44,278	1,67,531	2,06,574	2,22,934	2,44,526	2,74,809

Source: Company, HSIE Research

Cash flow (INR mn)

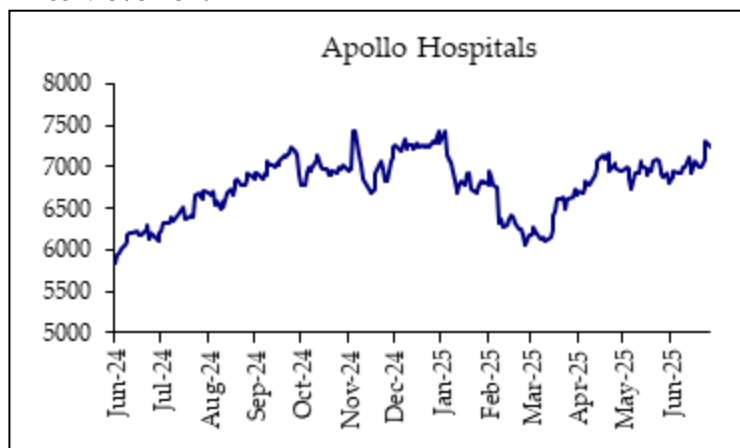
March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Profit before tax	2,207	15,781	11,437	13,625	20,062	26,281	34,385	41,583
Depreciation & Amortisation	-5,731	-6,007	-6,154	-6,750	-7,575	-8,588	-9,451	-10,195
Chg in working capital	-720	-3,594	-4,500	-1,928	-6,039	2,030	-589	-538
CF from operations	12,647	16,960	13,767	19,202	21,364	31,951	35,512	41,240
Capital expenditure	-2,995	-7,582	-11,784	-11,405	-17,127	-21,356	-17,600	-15,197
CF from investing	-8,634	-8,472	-8,706	-15,372	-33,806	-24,566	-17,600	-15,196
Equity raised/ (repaid)	11,520	0	45	25	459	0	0	0
Debt raised/ (repaid)	-9,858	-4,931	-1,283	2,246	18,868	-8,759	-8,761	-3,764
Dividend paid	-381	-437	-2,552	-2,157	-2,732	-2,987	-3,923	-4,754
CF from financing	-3,402	-7,916	-6,330	-3,111	13,168	-15,830	-16,290	-11,936
Net chg in cash	611	572	-1,269	719	726	-8,444	1,622	14,108

Key ratios

March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OPERATIONAL								
FDEPS (Rs)	7.9	65.3	46.8	63.0	99.5	129.8	170.5	206.6
CEPS (Rs)	50.3	115.2	99.8	109.4	153.2	189.6	236.2	277.5
DPS (Rs)	2.6	3.0	17.7	15.0	19.0	20.8	27.3	33.1
Dividend payout ratio (%)	25.3	4.1	31.2	24.0	18.9	16.0	16.0	16.0
GROWTH								
Net sales (%)	(6.1)	38.9	13.1	14.7	14.5	16.9	19.0	14.7
EBITDA (%)	(28.3)	92.1	(6.2)	16.6	26.4	22.5	22.8	16.9
Adj net profit (%)	(65.1)	730.9	(28.4)	34.6	58.1	30.5	31.3	21.2
FDEPS (%)	(65.1)	730.9	(28.4)	34.6	58.1	30.5	31.3	21.2
PERFORMANCE								
RoE (%)	2.8	18.4	11.4	13.8	18.9	20.7	22.6	22.6
RoCE (%)	6.3	15.9	13.2	14.5	16.2	17.4	20.5	22.1
EFFICIENCY								
Asset turnover (x)	1.1	1.5	1.5	1.5	1.5	1.5	1.6	1.7
Sales/ total assets (x)	0.9	1.2	1.2	1.2	1.2	1.2	1.3	1.3
Working capital/ sales (x)	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Receivable days	46	44	50	49	51	51	51	51
Inventory days	10	13	10	10	9	10	10	10
Payable days	45	48	48	52	44	48	48	48
FINANCIAL STABILITY								
Total debt/ equity (x)	1.0	0.8	0.7	0.8	1.0	0.7	0.5	0.4
Net debt/ equity (x)	0.6	0.5	0.5	0.5	0.6	0.4	0.3	0.1
Current ratio (x)	1.7	1.8	1.8	1.3	1.6	1.5	1.5	1.7
Interest cover (x)	1.3	4.2	3.8	3.8	4.9	7.0	10.0	12.6
VALUATION								
PE (x)	947.5	114.0	159.3	118.3	74.8	57.4	43.7	36.0
EV/ EBITDA (x)	96.5	50.4	54.0	46.5	37.3	30.2	24.3	20.4
EV/ Net sales (x)	10.5	7.6	6.7	5.9	5.2	4.4	3.7	3.2
PB (x)	23.3	19.0	17.3	15.4	13.0	10.9	9.0	7.4
Dividend yield (%)	0.0	0.0	0.2	0.2	0.3	0.3	0.4	0.4
Free cash flow yield (%)	0.9	0.9	0.2	0.7	0.4	1.0	1.7	2.4

Source: Company, HSIE Research

Price Movement



Rating Criteria

BUY: >+15% return potential
ADD: +5% to +15% return potential
REDUCE: -10% to +5% return potential
SELL: > 10% Downside return potential

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HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066

Compliance Officer: Murli V Karkera Email: complianceofficer@hdfcsec.com Phone: (022) 3045 3600

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HDFC Securities

Institutional Equities

Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,

Senapati Bapat Marg, Lower Parel, Mumbai - 400 013

Board: +91-22-6171-7330 www.hdfcsec.com