

April 28, 2025

Q4FY25 Result Update

☒ Change in Estimates | ☒ Target | ☒ Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	ACCUMULATE		BUY	
Target Price	1,482		1,481	
Sales (Rs. m)	10,146	10,588	10,152	10,578
% Chng.	(0.1)	0.1		
EBITDA (Rs. m)	1,758	1,946	1,663	1,837
% Chng.	5.7	5.9		
EPS (Rs.)	49.8	56.4	48.2	53.7
% Chng.	3.3	4.9		

Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. bn)	9,011	9,647	10,146	10,588
EBITDA (Rs. bn)	1,622	1,654	1,758	1,946
Margin (%)	18.0	17.1	17.3	18.4
PAT (Rs. bn)	696	696	673	763
EPS (Rs.)	51.4	51.5	49.8	56.4
Gr. (%)	5.0	0.0	(3.3)	13.4
DPS (Rs.)	10.0	5.5	4.5	5.0
Yield (%)	0.8	0.4	0.3	0.4
RoE (%)	9.2	8.5	7.7	8.1
RoCE (%)	10.2	9.5	9.0	9.4
EV/Sales (x)	2.2	2.1	1.9	1.8
EV/EBITDA (x)	12.4	12.2	11.2	9.7
PE (x)	25.3	25.3	26.1	23.1
P/BV (x)	2.2	2.1	1.9	1.8

Key Data RELI.BO | RELIANCE IN

52-W High / Low	Rs.1,609 / Rs.1,115
Sensex / Nifty	79,213 / 24,039
Market Cap	Rs.17,598bn/ \$ 2,05,948m
Shares Outstanding	13,532m
3M Avg. Daily Value	Rs.15777.7m

Shareholding Pattern (%)

Promoter's	50.33
Foreign	21.75
Domestic Institution	17.41
Public & Others	10.51
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	1.2	(2.1)	(10.9)
Relative	(0.4)	(1.8)	(16.4)

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O2C continues steady performance

Quick Pointers:

- O2C implied EBITDA/mt stood at US\$42.9/mt, down 15% QoQ.
- Consol capex incurred in FY25 stands at Rs1,311.1bn. Net debt stands at Rs1,170.9bn.

Reliance Industries' (RIL) consolidated EBITDA came in flat QoQ at Rs438.3bn (PLe: Rs397.1bn, BBGe: Rs433.6bn) while PAT grew 5% QoQ to Rs194.1bn (PLe: Rs166bn, BBGe: Rs184.7bn). Standalone EBITDA at Rs151.2bn was flat QoQ with sequentially week product cracks and petchem deltas. Retail EBITDA grew 14.6%YoY to Rs65.1bn. Jio ARPU increased 1.4% QoQ Rs206.2 on the back of tariff hike, with a subscriber addition of 6.1mn to 488.2mn. The stock is trading at 11.9/10.4x FY26/27E EV/EBITDA. We re-rate the stock from 'Buy' to 'Accumulate' post run-up in stock with a TP of Rs1,482 based on SoTP valuing the standalone business at 7.5x FY27 EBITDA, Jio at 15x FY27 EBITDA and Retail at 39x FY27 EBITDA.

Retail: Reliance Retail's revenue came in at Rs786.2bn, up 16.3%YoY (down 1.2% YoY). EBITDA stood at Rs65.1bn, up 14.6% YoY (down 1.8% QoQ) with an EBITDA margin of 8.3%. PAT came in at Rs35.5bn, up 31.4% YoY (up 2.5% QoQ). Total store count stands at 19,340 with an area of 77.4mn sq ft.

Digital Services: Jio Platforms Ltd reported a revenue of Rs339.9 bn, up 3% QoQ and 17.7% YoY. EBITDA came in at Rs170.2bn, up 3% QoQ and 18.5% YoY. PAT stood at Rs70.2bn, up 2% QoQ and 25.8% YoY. Subscriber addition stood at 6.1mn QoQ with subscriber base at 488.2mn while ARPU grew 1.4% QoQ to Rs206.2/month. 191mn subscribers have transitioned to 5G and contribute ~45% of wireless data traffic.

Standalone segment: RIL's standalone EBITDA came in at Rs151.2bn, flat QoQ (down 24.5%YoY). Product cracks declined sequentially with diesel (down 5%), atf (down 11%) and petrol down 8%. Downstream deltas too fell with PE (down 6%), PVC (down 1%) and polyester chain deltas down 4%. PAT stood at Rs112.2bn, up 28.6%QoQ (down 1%YoY) aided by lower interest cost and higher other income. O2C EBITDA (incl OI) for the quarter was Rs95.5bn, up 1% QoQ. Throughput came in at 20.3mmt, flat QoQ and sales too came in flat QoQ at 17.9mmt. Oil and Gas segment's EBITDA at Rs50.9bn was down 8% QoQ with KG-D6 production at 23.7mmcmd. Gas realization stood at US\$10.09/mmBtu. Ongoing projects include 1mmtpa polyester expansion project by 2026-207 with 3mmtpa PTA backward integration facility. 1.5mmtpa PVC project starting from caustic chlorine. On the new energy front, the company is setting up 10GW polysilicon to solar PV plant with first line of solar PV module already commissioned. Modules would be used internally to generate solar power which will be consumed internally, meaningful contribution to be seen in 2027-28. The company is also setting up a 30GWh battery manufacturing plant and a green hydrogen to green chemicals facility in Kandla. Reliance has 10 CBG plants operational with a target of 55 by 2025.

FY25 Performance: FY25 operating profit came in at Rs1654.4bn, up 2% YoY while PAT came in at Rs696.5bn, flat YoY. Capex incurred in in Q4 was Rs360.4bn while that for FY25 stood at Rs1,311bn. Net debt stands at Rs1,170.8bn.

Exhibit 1: Valuation Table

Sum of the parts	INR/share	Remarks/Methodology
Standalone Business (O2C and E&P)	374	7.5x FY27 EV/EBITDA
Investments		
Reliance Retail equity valuation	659	39x FY27 EV/EBITDA
RJio equity valuation	549	15x FY27 EV/EBITDA
Total	1,582	
Net debt / (cash)	100	Standalone
Target price	1,482	

Source: Company, PL

Exhibit 2: Consolidated Financials Snapshot

Y/e March (Rs bn)	Q4FY25	Q3FY25	QoQ gr.	Q4FY25E	% Var.	Q4FY24	YoY gr.	FY25	FY24	YoY gr.
Revenue	2,613.9	2,399.9	9%	2,350	11%	2,365.3	11%	9,646.9	9,010.6	7%
Total Expenditure	2,175.6	1,962.0	11%	1,952.7	11%	1,940.2	12%	7,992.5	7,388.3	8%
EBITDA	438.3	437.9	0%	397.1	10%	425.2	3%	1,654.4	1,622.3	2%
<i>EBITDA margin %</i>	<i>16.8</i>	<i>18.2</i>		<i>16.9</i>		<i>18.0</i>		<i>17.1</i>	<i>18.0</i>	
Depreciation	134.8	131.8	2%	125.4	7%	135.7	-1%	531.4	508.3	5%
Interest	61.6	61.8	0%	57.7	7%	57.6	7%	242.7	231.2	5%
Other Income	49.1	42.1	16%	35.4	39%	45.3	8%	179.8	160.6	12%
PBT	291.0	286.4	2%	249.3	17%	277.2	5%	1,060.2	1,043.4	2%
Tax	66.7	68.4	-2%	59.0	13%	65.8	1%	252.3	257.1	-2%
Minority Interest	30.3	32.6	-7%	24.6	23%	21.9	38%	111.4	90.1	24%
PAT	194.1	185.4	5%	166	17%	189.5	2%	696.5	696.2	0%

Source: Company, PL

Reliance Retail

Reliance Retail reported a strong performance with net revenue at Rs 786.2bn for 4QFY25, up 16.3% YoY led by strong performance across consumer electronics and fashion and lifestyle. On a QoQ basis, revenue fell 1.2%.

EBITDA came in at Rs65.1bn, up 14.6% YoY (down 1.8% QoQ). EBITDA margin stood at 8.3%, down 10 bps YoY

- The business expanded its store network by adding 1085 new stores taking the total store count at the end of the quarter to 19,340 stores with an area of 77.4 million sq ft.

Consumer Electronics:

- Average bill value increased 26% YoY with a 200bps improvement in conversions
- The 'Digital India Sale' event led to 11% YoY growth in sales. The early onset of summer aided air conditioner and cooler sales; with the 'Digital Chill Fest' for air conditioners delivering 21% YoY growth
- JioMart Digital reported 76% YoY growth and expanded its merchant partner base
- resQ delivered steady performance with 13% YoY growth in customers served and also expanded its on-demand services to 75 new cities, taking the total coverage to 300 cities.

Fashion & Lifestyle:

- Steady growth with shopping continuing for local festivals and weddings
- Existing Trends stores are being upgraded to Trends 3.0, which is a digitally enabled fashion format.
- Own brands' contribution is up 9% YoY, with Netplay and Avaasa delivering strong performance.
- AJIO added 1.9mn new customers. The portfolio was strengthened to 2.4mn options, marking a 44% YoY growth. The company plans to onboard market-relevant brands to enhance consumer choices. Share of external brands rose by 11% YoY. AJIO continues to enhance shopping experience for its customers and launched same-day and nextday delivery services across 26 cities.
- Shein was launched across the app, website, and Shop-in-Shop on AJIO. Currently 12,000+ options are live on the platform.

Grocery

- Demand grew for niche and premium products. Products like premium coffee and healthy snacks witnessed ~30% YoY growth.

- Metro reported strong growth led by an uptick in staples, processed foods, confectionery, and beverages categories. Targeted initiatives in HoReCa segment led to strong 37% YoY increase in sales

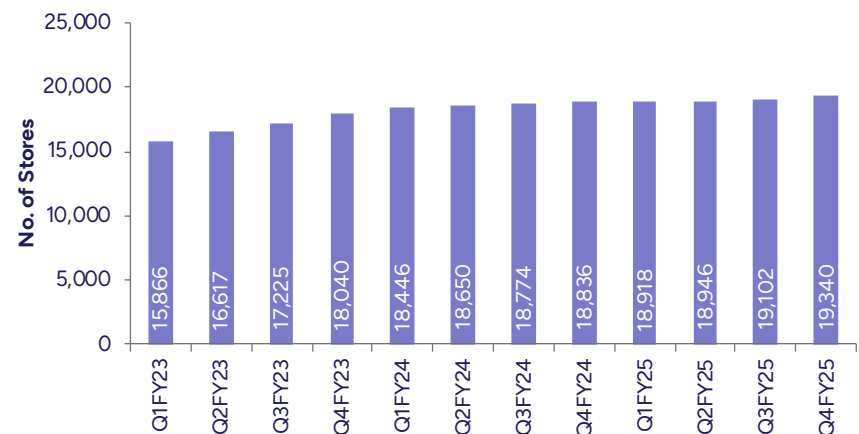
Consumer Brands

- Consumer Brands became fastest growing FMCG company in India; with Rs11,4.5bn revenue in FY25.
- It continued to expand its reach through general trade leading to 3.5x YoY growth in sales during the period

JioMart

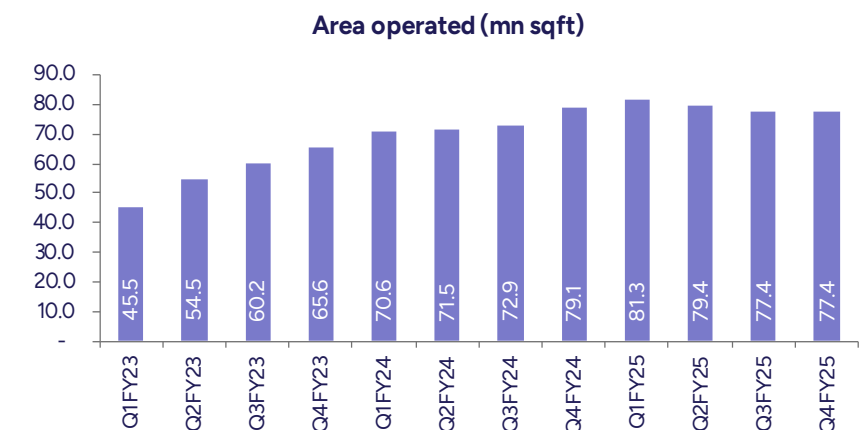
- JioMart's average daily orders increased by 62% YoY.
- Quick hyper local deliveries continued to accelerate and operations scaled to 4,000+ pin codes across 2,100+ stores.
- Subscription service expanded its catalogue and drove greater traction with customers, leading to a 27% YoY increase in gross orders and 37% rise in app/web visit

Exhibit 3: A total of 504 new stores were added YoY



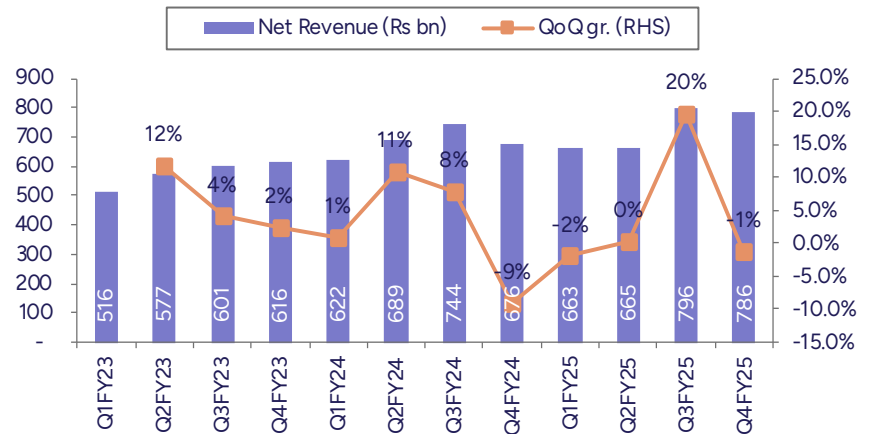
Source: Company, PL

Exhibit 4: Area operated came in flat QoQ



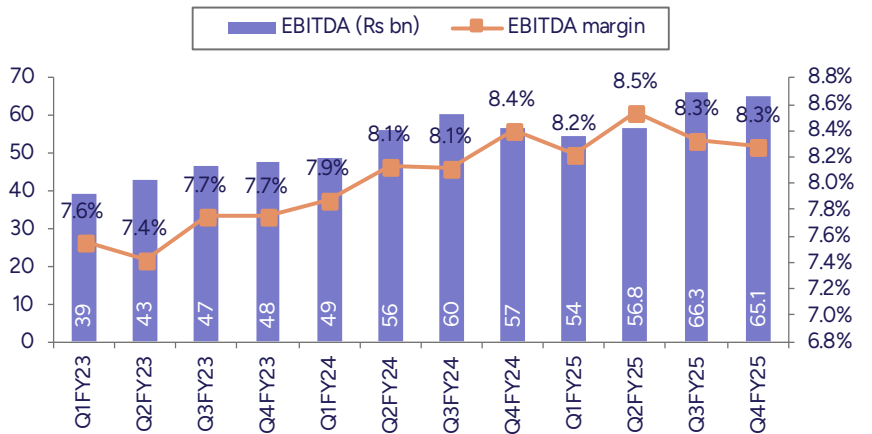
Source: Company, PL

Exhibit 5: Revenue increased 16.3% YoY in Q4



Source: Company, PL

Exhibit 6: EBITDA margin came in at 8.3% in Q4

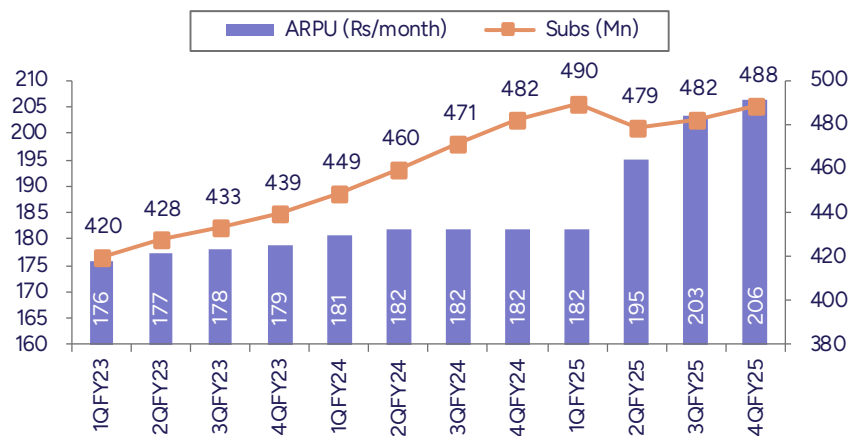


Source: Company, PL

Jio Platforms

- ARPU increased 1.4% QoQ at Rs206.2/mon due to flow through of tariff hike undertaken by the company
- Net subscriber addition came in at 6.1mn during the quarter. Total subscribers stand at 488.2 million. Monthly churn fell to 1.8% in Q4 from 2% in Q3.
- Total data and voice traffic increased 19.6% and 3.5% YoY, respectively.
- About 191 million subscribers have migrated to Jio's 5G network, accounting for 45% of Jio's wireless traffic.
- JioAirFiber has continued to accelerate with total installed base of ~18 million.
- Digital revenue has been showing strong growth on the back of cloud services, IoT, content bundling and advertising
- Jio's per capita monthly data usage has increased to 33.6GB (vs 28.7 GB in Q4FY24)

Exhibit 7: ARPU grew 1.4% QoQ in Q4



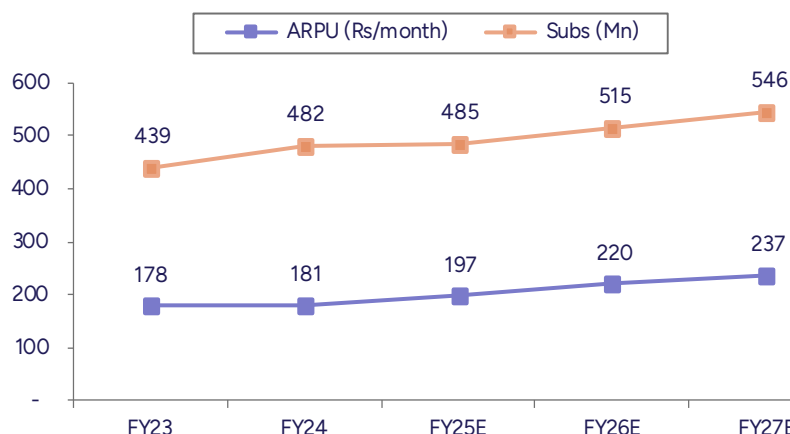
Source: Company, PL

Exhibit 8: Operational Update

Particulars	Q4FY25	Q3FY25	QoQ gr.	Q4FY24	YoY gr.
Customer Base (Million)	488.2	482.1	1.3%	481.8	1.3%
ARPU (Rs/month)	206.2	203	1.4%	181.7	13.5%
Data Traffic (bn GB)	48.9	46.5	5.2%	40.9	19.6%
Voice Traffic (tn mins)	1.5	1.5	2.1%	1.4	3.5%

Source: Company, PL

Exhibit 9: Subscribers expected to reach 546 mn in FY27E

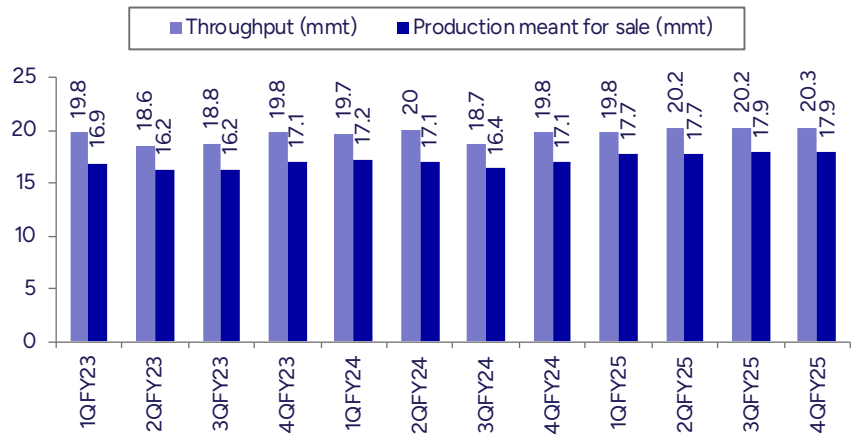


Source: Company, PL

Standalone Business

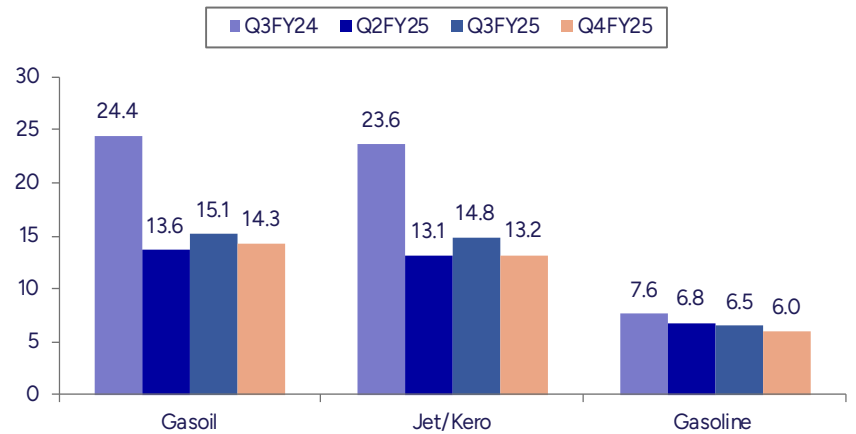
- EBITDA came in at Rs151.2bn, flat QoQ. Product cracks declined sequentially with diesel (down 5%), atf (down 11%) and petrol down 8%. Downstream deltas too fell with PE (down 6%), PVC (down 1%) and polyester chain deltas down 4%.
- Total throughput stood at 20.3mmt, flat QoQ and up 3% YoY while production meant for sale came in at 17.9 mmt (flat QoQ, +5% YoY).
- Ongoing projects include 1mmtpa polyester expansion project by 2026-2027 with 3mmtpa PTA backward integration facility. 1.5mmtpa PVC project starting from caustic chlorine.
- KG D6 gas production stood at 27.6mmcmd in Q4FY25 vs 28.04mmcmd in Q3FY25; with oil/condensate production at 19,600 bopd. Current production is ~27mmcmd of gas and ~20,300 bopd of oil/condensate.
- Average realisation for KG D6 gas grew 4% QoQ to US\$10.09/mmBtu. The average price realised for CBM gas was US\$10.95/mmBtu in Q4FY25
- On the exploration front, implementation 40 multi-lateral well campaign is underway to augment production in its CBM field. 40 wells have been completed which has resulted in incremental 0.4mmcmd of gas. Current production stands at 0.86mmcmd.
- On the new energy front, the company is setting up 10GW polysilicon to solar PV plant with first line of solar PV module already commissioned. Modules would be used internally to generate solar power which will be consumed internally, meaningful contribution to be seen in 2027-28.
- The company is also setting up a 30GWh battery manufacturing plant and a green hydrogen to green chemicals facility in Kandla.
- Reliance has 10 CBG plants operational with a target of 55 by 2025.

Exhibit 10: Production for sale grew marginally by 1% QoQ



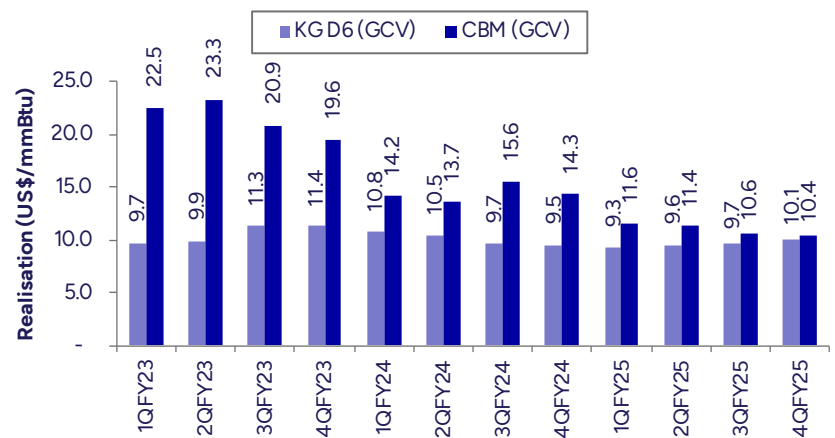
Source: Company, PL

Exhibit 11: 5/11/8% QoQ decline across gasoil/atf/gasoline cracks (USD/bbl)



Source: Company, PL

Exhibit 12: KG D6 realization grew 4% QoQ



Source: Company, PL

Exhibit 13: Reliance Retail Ventures Income Statement (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Total Income from Operations	2731	2935	3590	3765
<i>Change (%)</i>	<i>18.3</i>	<i>7.5</i>	<i>22.3</i>	<i>4.9</i>
Total Expenditure	2510	2715	3332	3498
<i>% of Sales</i>	<i>91.9</i>	<i>92.5</i>	<i>92.8</i>	<i>92.9</i>
EBITDA	221	220	258	267
<i>Margin (%)</i>	<i>8.1</i>	<i>7.5</i>	<i>7.2</i>	<i>7.1</i>
Depreciation	28	31	35	39
EBIT	193	188	223	228
Int. and Finance Charges	7	8	8	9
Other Income	22	22	22	22
PBT bef. EO Exp.	208	202	237	241
EO Items				
PBT after EO Exp.	208	202	237	241
Total Tax	52	51	60	61
<i>Tax Rate (%)</i>	<i>25.2</i>	<i>25.2</i>	<i>25.2</i>	<i>25.2</i>
Reported PAT	155	151	177	180
Adjusted PAT	155	151	177	180
<i>Change (%)</i>	<i>27.2</i>	<i>-2.6</i>	<i>17.0</i>	<i>1.8</i>
<i>Margin (%)</i>	<i>5.7</i>	<i>5.2</i>	<i>4.9</i>	<i>4.8</i>

Source: Company, PL

Exhibit 14: Reliance Retail Quarterly Income Statement (Rs bn)

	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	689.4	743.7	676.1	662.6	665.0	796.0	786.2
EBITDA	56.1	60.6	56.3	54.5	56.8	66.3	65.1
<i>Margin</i>	<i>8.1%</i>	<i>8.1%</i>	<i>8.3%</i>	<i>8.2%</i>	<i>8.5%</i>	<i>8.3%</i>	<i>8.3%</i>
Investment Income	2.1	2.0	1.9	2.2	1.8	2.0	2.0
Depreciation	14.0	13.8	14.5	16.7	14.2	15.1	14.0
Finance Costs	6.3	6.3	6.8	5.5	5.7	6.7	6.8
Tax Expense	10.0	10.8	9.9	9.0	10.3	12.0	10.8
Net Profit	27.9	31.7	27.0	25.5	28.4	34.6	35.5

Source: Company, PL

Exhibit 15: Reliance Retail Ventures Balance Sheet (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Equity Share Capital	69	69	69	69
Eq. Share Warrants & App. Money	0	0	0	0
Minority Interest	24	24	24	24
Total Reserves	1095	1246	1424	1604
Net Worth	1188	1339	1517	1697
Total Loans	253	268	283	297
Deferred Tax Liabilities	16	16	16	16
Capital Employed	1457	1623	1815	2011
Net Fixed Assets	375	408	438	465
Goodwill	28	28	28	28
Capital WIP	251	251	251	251
Total Investments	275	275	275	275
Curr. Assets, Loans&Adv.	714	861	1067	1247
Inventory	303	325	398	418
Account Receivables	142	153	187	196
Cash and Bank Balance	49	147	193	331
Loans and Advances	220	236	289	303
Curr. Liability & Prov.	186	200	244	256
Account Payables	135	145	177	186
Other Current Liabilities	49	53	65	68
Provisions	2	2	2	2
Net Current Assets	528	661	823	992
Appl. of Funds	1457	1623	1815	2011

Source: Company, PL

Exhibit 16: Reliance Retail Ventures Ratios

Y/E March	FY24	FY25	FY26E	FY27E
EPS	25.9	25.2	29.5	30.1
Return Ratios (%)				
RoE	14.0	12.0	12.4	11.2
RoCE	11.9	10.3	10.8	9.9
Working Capital Ratios				
Fixed Asset Turnover (x)	5.3	5.0	5.5	5.3

Source: Company, PL

Exhibit 17: Reliance Retail Ventures Cash Flow Statement (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	208	202	237	241
Depreciation	28	31	35	39
Interest & Finance Charges	7	8	8	9
Direct Taxes Paid	-52	-51	-60	-61
(Inc)/Dec in WC	-144	-36	-115	-31
CF from Operations	47	155	105	197
Others	-22	-22	-22	-22
CF from Operating incl EO	25	133	84	176
(Inc)/Dec in FA	-63	-64	-65	-66
Free Cash Flow	-38	69	19	109
(Pur)/Sale of Investments		0	0	0
Others	22	22	22	22
CF from Investments	-41	-42	-43	-44
Issue of Shares				
Inc/(Dec) in Debt	15	15	15	15
Interest Paid	-7	-8	-8	-9
Dividend Paid				
Others				
CF from Fin. Activity	8	7	7	6
Inc/Dec of Cash	-8	98	47	137
Opening Balance	57	49	147	193
Closing Balance	49	147	193	331

Source: Company, PL

Exhibit 18: Reliance Jio Infocomm Income Statement (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Total Revenue	1001	1141	1320	1506
Network Operating exp	306	329	409	426
Spectrum and license costs	92	105	121	161
Access and Roaming Charge	11	17	13	15
Employee Expenses	19	20	24	24
Subscriber acquisition/servicing and admin costs	0	0	0	0
Selling & Distribution	25	36	69	74
Other Expenditure	24	31	0	0
Total Expenditure	477	539	636	700
EBITDA	524	603	684	806
Depreciation	214	231	222	135
EBIT	310	372	462	671
<i>EBIT margins</i>	<i>31.0%</i>	<i>32.6%</i>	<i>35.0%</i>	<i>44.5%</i>
Interest & Finance Charges	40	48	37	54
Other Income	5	9	7	11
Net Income Before Taxes	275	333	433	628
<i>PBT margins</i>	<i>27.5%</i>	<i>29.2%</i>	<i>32.8%</i>	<i>41.7%</i>
Provision for Income Taxes	70	85	110	160
Net Income After Taxes	205	25.5%	25.5%	25.5%

Source: Company, PL

Exhibit 19: Reliance Jio Infocomm Balance Sheet (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Equity and liabilities				
Equity				
Equity share capital	450	450	450	450
Other equity	1,914	2,164	2,486	2,839
Total equity (A)	2,364	2,614	2,936	3,289
Non-Current Liabilities:				
Borrowings	424	442	310	186
Other financial liabilities	145	149	149	149
Deferred payment liabilities	1,128	1,091	1,091	1,091
Provisions/DTL	209	295	83	90
Total Non-Current Liabilities (B)	1,906	1,978	1,633	1,516
Current Liabilities:				
Borrowings	104	263	250	200
Accounts Payable	43	45	35	38
Other financial liabilities	350	214	214	193
Deferred payment liabilities				
Other current liabilities	106	127	158	179
Provisions	1	1	7	8
Total Current Liabilities (C)	604	649	664	618
TOTAL (A+B+C)	4,874	5,241	5,234	5,423
Net Block	2,203	3,363	3,418	2,434
(iii) Capital Work-in-Progress	779	569	540	486
(iv) Intangible Assets under Development	1,301	542	515	525
Total (1)	4,282	4,473	4,473	3,445
Non Current Assets:				
Non-Current Investments	11	11	11	11
Other financial assets				
Long Term Loans and Advances				
Other Non-Current Assets	250	257	257	257
Deferred tax Assets (Net)				
Total Non Current Assets (2)	261	268	268	268
Current Assets:				
Current Investments	25	193	202	202
Trade Receivables	15	10	25	29
Cash and Bank Balances	14	63	77	1,245
Other financial assets	16	25	25	15
Short Term Loans and Advances		193	202	202
Other Current Assets	261	209	209	209
Total Current Assets (3)	331	499	538	1,700
TOTAL (1+2+3)	4,874	5,241	5,234	5,423

Source: Company, PL

Exhibit 20: Reliance Jio Infocomm Cash Flow Statement (Rs bn)

	FY24	FY25	FY26E	FY27E
CASH FLOW FROM OPERATING ACTIVITIES:				
Net Loss Before Tax as per Profit and Loss Statement	275	333	433	628
Adjusted for:				
Depreciation and Amortisation Expense	214	231	222	135
Interest and Finance charges	40	48	37	54
Interest Income	0	-7	-7	-11
Profit on Sale of Current Investments (Net)				
Loss on Sale of Fixed Assets				
Others (inclu Def tax)				
Operating Loss before Working Capital Changes	524	604	684	806
Working Capital change				
Trade Receivables	9	6	-16	-4
Trade Payables	10	1	-10	4
Other liabilities	16	21	32	22
Provision	70	86	-205	9
Other assets	-31	36	0	10
Total	30	58	-199	40
Cash used in Operations	554	662	485	846
(Taxes Paid) / Refund	-1	1	-110	-160
Net Cash used in Operating Activities	553	662	374	686
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	-490	-416	-222	-135
Sale of Fixed Assets				
Purchase of Investments	-892			
Sale of Investments				
Purchase of Investment in Subsidiaries	0			
Interest Income	1	8	7	11
Fixed Deposits / Margin Money with the banks				
Others	-44			
Net Cash used in Investing Activities	-548	-616	-178	-124
CASH FLOW FROM FINANCING ACTIVITIES:				
Proceeds from Equity/Pref Shares				
Proceeds from Long Term Borrowings	236			
Repayment of Long Term Borrowings	-26			
Proceeds from Short Term Borrowings				
Repayment of Short Term Borrowings	-75			
Proceeds/(Repmt) of borrowings	136	136	-146	-250
Interest and Finance Charges Paid	-136	-133	-37	-54
Others				
Net Cash from Financing Activities	0	3	-183	-304
Net (Decrease) in Cash and Cash Equivalents	5	50	13	245
Opening Balance of Cash and Cash Equivalents	4	10	59	73
Closing Balance of Cash and Cash Equivalents	10	59	73	318

Source: Company, PL

Exhibit 21: Reliance Jio Infocomm Quarterly Income Statement (Rs bn)

Y/E March	3QFY24	4QFY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	254	260	265	283	293	300
<i>YoY Change (%)</i>	<i>10.3</i>	<i>11.0</i>	<i>10.1</i>	<i>14.5</i>	<i>15.5</i>	<i>15.6</i>
Total Expenditure	121	123	126	133	138	142
EBITDA	133	136	139	150	155	159
<i>Margins (%)</i>	<i>52.3</i>	<i>52.4</i>	<i>52.6</i>	<i>53.1</i>	<i>52.8</i>	<i>52.8</i>
Depreciation	54	56	56	57	58	59
Finance Cost	10	10	11	11	13	13
Other Income	1	1	1	2	3	3
PBT	70	72	73	84	87	89
Tax	18	18	19	21	22	23
<i>Rate (%)</i>	<i>25.5%</i>	<i>25.5%</i>	<i>25.6%</i>	<i>25.5%</i>	<i>25.5%</i>	<i>25.5%</i>
PAT	52	53	54	62	65	66
<i>Margins (%)</i>	<i>20.5</i>	<i>20.6</i>	<i>20.6</i>	<i>22.0</i>	<i>22.1</i>	<i>22.1</i>
<i>YoY Change (%)</i>	<i>12.3%</i>	<i>13.2%</i>	<i>12.0%</i>	<i>23.2%</i>	<i>24.4%</i>	<i>24.5%</i>

Source: Company, PL

Exhibit 22: Standalone Income Statement (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Total Income from Operations	5,345	5,173	5,275	5,360
<i>Change (%)</i>	<i>-0.9</i>	<i>-3.2</i>	<i>2.0</i>	<i>1.6</i>
EBITDA	743	581	628	675
<i>Margin (%)</i>	<i>13.9</i>	<i>11.2</i>	<i>11.9</i>	<i>12.6</i>
Depreciation	177	180	208	210
EBIT	566	401	420	465
Int. and Finance Charges	134	101	139	139
Other Income	121	161	112	109
PBT bef. EO Exp.	553	461	392	435
EO Items				
PBT after EO Exp.	553	461	392	435
Total Tax	132	109	99	110
<i>Tax Rate (%)</i>	<i>23.9</i>	<i>23.6</i>	<i>25.2</i>	<i>25.2</i>
Reported PAT	420	353	294	326
Adjusted PAT	420	353	294	326
<i>Margin (%)</i>	<i>7.9</i>	<i>6.8</i>	<i>5.6</i>	<i>6.1</i>

Source: Company, PL

Exhibit 23: Standalone Quarterly Income Statement (Rs bn)

	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Sales	1,277.0	1,468.3	1,299.0	1,301.1	1,243.8	1,329.6
YoY Change (%)	1.4	23.7	5.9	-5.3	-2.6	-9.4
EBITDA	175.6	200.2	143.2	134.3	152.1	151.2
Margins (%)	13.7	13.6	11.0	10.3	12.2	11.4
Depreciation	45.7	48.6	47.1	43.5	44.6	44.6
Interest	29.8	36.1	29.6	26.6	23.7	20.6
Other Income	29.7	35.0	35.0	38.0	32.1	55.8
PBT before EO expense	129.8	150.5	101.5	102.1	116.0	141.7
Extra-Ord expense	0.0	0.0	0.0	0.0	0.0	0.0
PBT	129.8	150.5	101.5	102.1	116.0	141.7
Tax	30.5	37.7	25.4	25.0	28.8	29.5
Rate (%)	23.5	25.0	25.0	24.5	24.8	20.8
Reported PAT	99.2	112.8	76.1	77.1	87.2	112.2
Adj PAT	99.2	112.8	76.1	77.1	87.2	112.2
YoY Change (%)	18.5	-18.4	-20.9	-31.2	-12.1	-0.6
Margins (%)	7.8	7.7	5.9	5.9	7.0	8.4
EBITDA/mt (USD)	68.1	82.1	48.2	43.6	50.6	1,329.6

Source: Company, PL

Exhibit 24: Standalone Balance Sheet (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
Equity Share Capital	68	135	135	135
Total Reserves	5,083	5,296	5,562	5,782
Net Worth	5,151	5,431	5,697	5,918
Total Loans	2,118	1,988	1,988	1,988
Deferred Tax Liabilities	363	374	374	374
Capital Employed	7,631	7,793	8,059	8,280
Gross Block	4,831	5,125	5,262	5,602
Less: Accum. Deprn.	1,835	2,015	2,223	2,433
Net Fixed Assets	2,996	3,110	3,039	3,169
Capital WIP	616	824	1,038	1,048
Total Investments	3,701	3,904	3,904	3,904
Curr. Assets, Loans&Adv.	2,283	2,386	2,014	2,126
Inventory	851	892	840	853
Account Receivables	147	156	145	148
Cash and Bank Balance	692	825	470	562
Loans and Advances	592	513	559	563
Curr. Liability & Prov.	1,965	2,431	1,935	1,966
Account Payables	1,938	2,402	1,913	1,943
Provisions	27	29	23	23
Net Current Assets	318	-45	79	159
Appl. of Funds	7,631	7,793	8,059	8,280

Source: Company, PL

Exhibit 25: Standalone Ratios

Y/E March	FY24	FY25	FY26E	FY27E
EPS	65.2	54.7	45.6	50.5
Vauation (x)				
P/E	38.9	46.4	55.7	50.2
P/BV	3.0	2.9	2.7	2.6
EV/EBITDA	24.0	30.2	28.5	26.3
Return Ratios (%)				
RoE	8.5	6.7	5.3	5.6
RoCE	7.4	5.8	5.3	5.5

Source: Company, PL

Exhibit 26: Standalone Cash Flow Statement (Rs bn)

Y/E March	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	553	461	392	435
Depreciation	177	180	208	210
Interest & Finance Charges	134	101	139	139
Direct Taxes Paid	-132	-109	-99	-110
(Inc)/Dec in WC	175	496	-479	12
Others				
CF from Operations	929	1,129	161	687
(Inc)/Dec in FA	-423	-502	-350	-350
Free Cash Flow	507	627	-189	337
(Pur)/Sale of Investments				
Others				
CF from Investments	-612	-705	-350	-350
Inc/(Dec) in Debt	-40			
Interest Paid	-134	-101	-139	-139
Dividend Paid	-59	-33	-27	-69
CF from Fin. Activity	-235	-303	-166	-208
Inc/Dec of Cash	82	121	-355	129
Opening Balance	618	701	833	441
Closing Balance	701	821	478	570

Source: Company, PL

Financials

Income Statement (Rs bn)

Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	9,011	9,647	10,146	10,588
YoY gr. (%)	2.6	7.1	5.2	4.4
Cost of Goods Sold	5,853	6,297	6,622	7,049
Gross Profit	3,157	3,350	3,523	3,538
Margin (%)	35.0	34.7	34.7	33.4
Employee Cost	257	286	300	320
Other Expenses	1,278	1,410	1,465	1,273
EBITDA	1,622	1,654	1,758	1,946
YoY gr. (%)	14.1	2.0	6.3	10.7
Margin (%)	18.0	17.1	17.3	18.4
Depreciation and Amortization	508	531	630	697
EBIT	1,114	1,123	1,128	1,249
Margin (%)	12.4	11.6	11.1	11.8
Net Interest	231	243	255	255
Other Income	161	180	174	181
Profit Before Tax	1,043	1,060	1,048	1,175
Margin (%)	11.6	11.0	10.3	11.1
Total Tax	257	252	263	295
Effective tax rate (%)	24.6	23.8	25.1	25.1
Profit after tax	786	808	785	880
Minority interest	90	111	111	117
Share Profit from Associate	-	-	-	-
Adjusted PAT	696	696	673	763
YoY gr. (%)	5.0	0.0	(3.3)	13.4
Margin (%)	7.7	7.2	6.6	7.2
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	696	696	673	763
YoY gr. (%)	5.0	0.0	(3.3)	13.4
Margin (%)	7.7	7.2	6.6	7.2
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	696	696	673	763
Equity Shares O/s (bn)	14	14	14	14
EPS (Rs)	51.4	51.5	49.8	56.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bn)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	11,351	13,981	16,043	17,186
Tangibles	11,351	13,981	16,043	17,186
Intangibles	-	-	-	-
Acc: Dep / Amortization	3,701	4,233	4,862	5,559
Tangibles	3,701	4,233	4,862	5,559
Intangibles	-	-	-	-
Net fixed assets	7,650	9,749	11,180	11,627
Tangibles	7,650	9,749	11,180	11,627
Intangibles	-	-	-	-
Capital Work In Progress	3,389	2,624	1,312	919
Goodwill	150	245	245	245
Non-Current Investments	2,257	2,424	2,424	2,424
Net Deferred tax assets	(722)	(835)	(835)	(835)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	1,528	1,461	1,536	1,603
Trade receivables	316	421	443	462
Cash & Bank Balance	972	1,065	1,759	2,600
Other Current Assets	-	-	-	-
Total Assets	17,560	19,501	20,491	21,541
Equity				
Equity Share Capital	68	135	135	135
Other Equity	7,867	8,297	8,910	9,611
Total Network	7,935	8,432	9,045	9,746
Non-Current Liabilities				
Long Term borrowings	3,461	3,696	3,821	3,946
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	1,784	1,868	1,964	2,050
Other current liabilities	2,334	3,007	3,162	3,300
Total Equity & Liabilities	17,560	19,501	20,491	21,541

Source: Company Data, PL Research



Cash Flow (Rs bn)

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	1,043	1,060	1,048	1,175
Add. Depreciation	508	531	630	697
Add. Interest	-	-	-	-
Less Financial Other Income	161	180	174	181
Add. Other	230	211	(111)	(111)
Op. profit before WC changes	1,781	1,802	1,566	1,761
Net Changes-WC	64	237	76	68
Direct tax	(257)	(252)	(263)	(295)
Net cash from Op. activities	1,588	1,787	1,379	1,534
Capital expenditures	(1,376)	(1,376)	(750)	(750)
Interest / Dividend Income	-	-	-	-
Others	247	(48)	-	-
Net Cash from Invst. activities	(1,129)	(1,425)	(750)	(750)
Issue of share cap. / premium	209	0	-	-
Debt changes	93	192	125	125
Dividend paid	(61)	(72)	(60)	(68)
Interest paid	-	-	-	-
Others	(606)	(879)	-	-
Net cash from Fin. activities	(166)	(319)	65	57
Net change in cash	293	44	694	841
Free Cash Flow	212	411	629	784

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	51.4	51.5	49.8	56.4
CEPS	89.0	90.7	96.3	107.9
BVPS	586.4	623.1	668.4	720.2
FCF	15.7	30.4	46.5	57.9
DPS	10.0	5.5	4.5	5.0
Return Ratio(%)				
RoCE	10.2	9.5	9.0	9.4
ROIC	6.7	6.1	6.0	6.6
RoE	9.2	8.5	7.7	8.1
Balance Sheet				
Net Debt : Equity (x)	0.3	0.3	0.2	0.1
Net Working Capital (Days)	32	26	26	25
Valuation(x)				
PER	25.3	25.3	26.1	23.1
P/B	2.2	2.1	1.9	1.8
P/CEPS	14.6	14.3	13.5	12.1
EV/EBITDA	12.4	12.2	11.2	9.7
EV/Sales	2.2	2.1	1.9	1.8
Dividend Yield (%)	0.8	0.4	0.3	0.4

Source: Company Data, PL Research

Quarterly Financials (Rs bn)

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	2,318	2,315	2,400	2,614
YoY gr. (%)	11.7	(0.2)	6.6	10.5
Raw Material Expenses	1,535	1,529	1,530	1,704
Gross Profit	783	786	870	910
Margin (%)	33.8	34.0	36.3	34.8
EBITDA	388	391	438	438
YoY gr. (%)	1.8	(4.7)	7.7	3.1
Margin (%)	16.7	16.9	18.2	16.8
Depreciation / Depletion	136	129	132	135
EBIT	252	262	306	304
Margin (%)	10.9	11.3	12.8	11.6
Net Interest	59	60	62	62
Other Income	40	49	42	49
Profit before Tax	232	250	286	291
Margin (%)	10.0	10.8	11.9	11.1
Total Tax	58	59	68	67
Effective tax rate (%)	24.9	23.7	23.9	22.9
Profit after Tax	174	191	218	224
Minority interest	23	25	33	30
Share Profit from Associates	-	-	-	-
Adjusted PAT	151	166	185	194
YoY gr. (%)	(5.5)	(4.8)	7.4	2.4
Margin (%)	6.5	7.2	7.7	7.4
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	151	166	185	194
YoY gr. (%)	(5.5)	(4.8)	7.4	2.4
Margin (%)	6.5	7.2	7.7	7.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	151	166	185	194
Avg. Shares O/s (bn)	14	14	14	14
EPS (Rs)	11.2	12.2	13.7	14.3

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Brent (US\$/bbl)	83.8	78.9	75.0	75.0
US\$/Rs	83.3	84.6	87.0	87.7
Production meant for sale(mmt)	17.0	17.5	17.0	17.0
EBITDA/mt (US\$)	78.2	58.9	78.4	85.7

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	08-Apr-25	BUY	1,481	1,166
2	17-Jan-25	Accumulate	1,472	1,266
3	08-Jan-25	Accumulate	1,453	1,241
4	15-Oct-24	Accumulate	2,942	2,745
5	07-Oct-24	Accumulate	3,038	2,741
6	30-Aug-24	Hold	3,002	3,042
7	21-Jul-24	Hold	3,002	3,112
8	07-Jul-24	Hold	3,018	3,177
9	28-Jun-24	Hold	3,031	3,061

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aarti Industries	Reduce	330	356
2	Bharat Petroleum Corporation	Reduce	261	304
3	Bharti Airtel	Accumulate	1,916	1,720
4	Clean Science and Technology	Hold	1,224	1,167
5	Deepak Nitrite	Reduce	1,645	1,835
6	Fine Organic Industries	BUY	4,798	3,960
7	GAIL (India)	Accumulate	185	169
8	Gujarat Fluorochemicals	Reduce	3,328	3,671
9	Gujarat Gas	Hold	395	393
10	Gujarat State Petronet	Hold	288	288
11	Hindustan Petroleum Corporation	Sell	322	395
12	Indian Oil Corporation	Reduce	125	139
13	Indraprastha Gas	Reduce	152	179
14	Jubilant Ingrevia	Hold	616	604
15	Laxmi Organic Industries	Reduce	160	169
16	Mahanagar Gas	Accumulate	1,393	1,316
17	Mangalore Refinery & Petrochemicals	Sell	109	129
18	Navin Fluorine International	Accumulate	4,454	3,880
19	NOCIL	Reduce	156	166
20	Oil & Natural Gas Corporation	BUY	264	220
21	Oil India	BUY	659	343
22	Petronet LNG	Reduce	248	278
23	Reliance Industries	BUY	1,481	1,166
24	SRF	Hold	2,780	2,721
25	Vinati Organics	Accumulate	1,620	1,459

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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