PL Capital

PRABHUDAS LILLADHER

Bharti Airtel (BHARTI IN)

Rating: ACCUMULATE | CMP: Rs2,038 | TP: Rs2,313

February 7, 2026

Q3FY26 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	**ACCUMULATE**		**ACCUMULATE**	
Target Price	**2,313**		**2,259**	
Sales (Rs. m)	22,75,074	24,79,803	22,23,351	24,08,262
% Chng.	*2.3*	*3.0*		
EBITDA (Rs. m)	12,44,465	13,56,452	12,33,960	13,36,586
% Chng.	*0.9*	*1.5*		
EPS (Rs.)	56.7	66.0	58.6	65.3
% Chng.	*(3.3)*	*1.2*		

Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. bn)	1,730	2,109	2,275	2,480
EBITDA (Rs. bn)	932	1,194	1,244	1,356
Margin (%)	*53.9*	*56.6*	*54.7*	*54.7*
PAT (Rs. bn)	263	269	328	382
EPS (Rs.)	45.4	46.5	56.7	66.0
Gr. (%)	*245.4*	*2.3*	*22.1*	*16.4*
DPS (Rs.)	16.0	16.0	16.0	16.0
Yield (%)	*0.8*	*0.8*	*0.8*	*0.8*
RoE (%)	*26.9*	*21.2*	*20.9*	*19.9*
RoCE (%)	*15.2*	*18.6*	*17.3*	*17.4*
EV/Sales (x)	7.9	6.3	5.7	5.2
EV/EBITDA (x)	14.7	11.1	10.5	9.4
PE (x)	44.9	43.9	35.9	30.9
P/BV (x)	10.4	8.4	6.8	5.6

Key Data	BRTI.BO | BHARTI IN
52-W High / Low	Rs.2,175 / Rs.1,560
Sensex / Nifty	83,580 / 25,694
Market Cap	Rs.12,403bn/$ 1,36,797m
Shares Outstanding	5,702m
3M Avg. Daily Value	Rs.16062.58m

Shareholding Pattern (%)

Promoter's	52.49
Foreign	25.42
Domestic Institution	19.35
Public & Others	2.75
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(3.2)	5.6	25.8
Relative	(1.5)	1.8	17.5

Swarnendu Bhushan
swarnendubhushan@plindia.com | 91-22-66322260

Indrakumar Gupta
indrakumargupta@plindia.com |

Premiumization to drive ARPU growth

Quick Pointers:

- India Mobile ARPU at Rs259 vs Rs256 QoQ; net subs. add at 4.4mn vs 1.4mn QoQ.
- Africa business remains resilient.

Bharti Airtel reported a strong growth this quarter. Performance was driven by India and Africa businesses. In India, the mobile business ARPU stood at Rs259 (vs Rs256 QoQ), with a subs additions of 4.4 mn (vs 1.4 mn QoQ), leading to revenue growth of 9.1% YoY/1.9% QoQ to Rs286.5bn, while EBITDA improved 12.1% YoY/2.2% QoQ to Rs173.3bn. Home services revenue/EBITDA grew 32.6%/34.4% YoY and 7.3%/7.5% QoQ to Rs20.0 bn/Rs10.0bn, respectively. The B2B business revenue declined 5.2% YoY, while EBITDA improved 13.1% YoY; the digital business remained a drag, partly offsetting the growth. Revenue from Africa grew 36.5% YoY/3.5% QoQ, while EBITDA grew 54.3% YoY/10.7% QoQ to Rs150.1 bn and Rs73.0 bn, respectively. Consol. EBITDA increased to Rs307.8 bn (PLe: Rs300.7bn, BBGe: Rs304.6bn), up 25.2% YoY and 4.1% QoQ. Adjusted PAT stood at Rs68.9 bn (PLe:Rs76.5bn, BBGe: Rs71.6bn), up 1.4% QoQ. Company remains focused on driving ARPU growth through premiumization and improvement in customer mix. We continue to maintain an 'Accumulate' rating with a target price of Rs2,313 (earlier Rs2,259), based on 14x Dec'27E EV/EBITDA for the India business and adding the value of investments in Airtel Africa, Indus Towers and Bharti Hexacom.

India ARPU improved: In India Mobile business, revenue improved +9.1%/1.9% YoY/QoQ to Rs 286.5bn, while EBITDA improved +12.1%/2.2% YoY/QoQ, led by improved realizations and growing customer base. ARPU remained robust at Rs259 in Q3FY26 vs Rs256 in Q2FY26 and Rs245 in Q3FY25 led by premiumization and improving portfolio mix. Bharti added 4.4mn customers in Q3FY26 vs 1.4mn in Q2FY26 and 4.9mn in Q3FY25. Of the total subs, postpaid segment added 0.62mn cust. reaching 28.1mn. Premiumization and enhanced 5G network sites remain the key primary ARPU growth lever going forward. Keeping this in mind, we estimate FY27/28E subscribers at 380/387mn along with ARPU of Rs269/277 respectively.

India Home business: Revenue remained resilient, growing at 32.6%/7.3% YoY/QoQ to Rs20.0bn with an EBITDA of Rs10.0bn (+34.4%/+7.5%, YoY/QoQ). This was supported by sustained improvement in customer acquisitions, which grew by 1.2mn to a total of 13.1mn. However, ARPU remains a drag falling by -1.7%/-5.8% QoQ/YoY.

India Digital services: Revenue remained under pressure declining by -0.7% YoY and flat QoQ to Rs7.6bn as it continues to face macro headwinds. EBITDA declined further by -21.4% YoY and -5.1% QoQ to Rs3.5bn. On the positive side, subs addition stood at 73,000 in Q3FY26 to a total of 15.4mn, against a flat QoQ ARPU growth of Rs163. Co. sees strong traction on IPTV offering, which is expected to drive strong momentum in customer growth

Enterprise business: Revenue declined -5.6% YoY but improved 1.5% QoQ to Rs53.5bn. EBITDA improved 13.1%/2.3% YoY/QoQ to Rs22.4bn, with an EBITDA margin of 41.9% in Q3FY26 vs 41.6% in Q2FY26. As per company, order book funnel remains strong as it secured multiple deals on connectivity and adjacencies, including Airtel cloud, cybersecurity, and IoT business in Q3FY26. Nxtra is seeing strong growth led by capacity augmentation and customer wins.

Africa remains resilient: Revenues grew 40.2% YoY and 9.7% QoQ to Rs150.1bn, while EBITDA stood at Rs73.0bn (+54.3% YoY, +10.7% QoQ). Revenue (CC) up 24.7% YoY. EBITDA margin (CC) at 49.3%, up 234bps YoY. Capex for the quarter at Rs25.4bn. Subscriber addition for Voice and Data stood at 5.6mn and 3.7mn vs 4.4mn and 2.6mn QoQ. Data ARPU improved from USD2.6 to USD2.7, while Voice ARPU remained flat at USD1.1

Conference Call Highlights:

Operational performance – Conso EBITDAaL at ~Rs277bn, up 4.2% QoQ due to improved operating efficiency, with margins up by ~30 bps QoQ to 51.3%, driven by premiumisation and tight cost controls. Quarterly Capex at Rs118bn. FCF at Rs15.9bn. Disciplined capital allocation and ongoing cost-rationalisation initiatives maintained. Conso net debt/EBITDAaL improved to 1.02x, while India net debt/EBITDAaL moderated to 1.38x.

Network & Investment Strategy - Continued expansion of network footprint and site densification. Digital portfolio investments are ongoing. Synergies between India & Africa to drive portfolio premiumization, Digital acceleration and B2B growth**.**

India Business - Mobile & 5G - Strong push on portfolio premiumization. 11,000 new 5G sites added in Q3FY26 covering 74% of the population with 5G. Co has 181mn 5G customers as of Dec'25. Share in 5G shipments is seeing sustained improvement. 5G handset penetration continues to grow, and over 90% of total smartphones today come in as 5G. International roaming business grew ~30% YoY and Co. sees this business as a large growth opportunity. No immediate tariff repair/increase expected, focus remains on ARPU uplift via premiumization & customer mix improvement.

Broadband & FWA - Installed broadband base stood at ~13mn customers, adding 1.2mn customers. Fiber rollout of 11,000km fiber added, 2mn incremental home passes in Q3FY26. In FWA added ~3mn to customer base. Aim is to expand addressable market materially. Medium-term broadband opportunity is estimated at ~100mn households. Fiber deployment continues strongly. Most of the FWA customers across circles are now on 5G standalone network.

Digital TV & Content - Net adds stood at ~73,000 customers in Q3FY26. DTH is currently facing macro headwinds. Strong traction in IPTV, aided by bundled regional and global content.

Airtel Business (B2B) - Order book momentum remains strong. Multiple large connectivity deals has secured, including Airtel cloud, cybersecurity, and IoT business and continue to make investments across the same. Nxtra is seeing strong growth led by capacity augmentation and customer wins. Revenue split: - Core connectivity (45%): growing above industry average of 5%-6%, Digital (30%) - growing at about 20%, focus on scaling share, wholesale data and voice (25%) - growth is a bit challenged. Core connectivity and CPaaS segment remains a mature business growing at mid-single-digit rates (~5-6%).

Supply, Distribution & Customer Experience - Rapid network rollout across ~1,500 cities. FWA expanded to ~300 additional cities over 2 years. Integrated distribution and content bundling strategy. Enhanced customer engagement via regional & global content. Integrating AI across all businesses. AI-led initiatives helped reduce anti-spam solutions to reduce nuisance calls**.**

ARPU growth Outlook - Wireless revenue growth softened to ~6% vs double-digits earlier. Premiumization remains the primary ARPU lever which includes feature phone to smartphones, prepaid to postpaid data penetration and international roaming. Airtel is exploring creative monetization avenues, including differential 5G pricing to drive ARPU. Management reiterated that customers will need to pay more for data.

Growth outlook/Capex - Incremental spending will be directed towards growth areas including acceleration in data centers and some pullback of 5G Capex. Airtel's data center market shares are quite low at 12% market share against a power capacity of 120-123mw. Over next 3-4 years, it aims to grow to ~1gw to capture 25% of the market share. Tax holidays expected to accelerate demand. Disciplined capital allocation: no formal guidance provided for capex**.** Deployment of funds from rights issue will be used for long term value creation. In capex priority, first area of focus will be on core business, after which focus will be on data centers, cloud, lending and financial services.

Capital Allocation & Balance Sheet - Progressive dividend policy; no special dividend planned. Rights issue funds deployment aimed at long-term value creation. Balance sheet remains strong with continued deleverage focus. **AGR Dues -** Awaiting clarity from DoT on reassessment and parity treatment. Next steps to be decided post official communication

Exhibit 1: Valuation Table

Segment	Stake	EV/E (x)	Rs Bn	Remarks
India mobile business	100%	14.0	13,158	Dec'FY27E EV/EBITDA
Airtel Africa	62%		679	25% holding discount
Stake in Indus tower	55%		483	25% holding discount
Stake in Bharti Hexacom	70%		445	25% holding discount
EV			14,765	
Net Debt			1,385	
Equity value (Rs bn)			13,380	
Equity value/share			**2,313**	

Source: PL

Exhibit 2: Q3FY26 Result Overview (Rs bn)

Y/e March	Q3FY26	Q3FY25	YoY gr.	Q3FY26E	% Var.	Q2FY26	QoQ gr.	9MFY26	9MFY25	YoY gr.
Net Sales	**539.8**	**451.3**	***19.6%***	**541.7**	***-0.4%***	**521.5**	***3.5%***	**1,555.9**	**1,251.1**	***24.4%***
EBITDA	**307.8**	**246.0**	***25.2%***	**300.7**	***2.4%***	**295.6**	***4.1%***	**881.8**	**661.5**	***33.3%***
Margin (%)	*0.6*	*0.5*		*0.6*		*0.6*		*0.6*	*0.5*	
Depreciation	134.2	117.0	*14.7%*	134.3	*-0.1%*	131.8	*1.8%*	390.7	332.4	*17.5%*
EBIT	**173.6**	**128.9**	***34.7%***	**166.3**	***4.4%***	**163.8**	***6.0%***	**491.2**	**329.1**	***49.3%***
Other Income	7.0	4.7	*49.5%*	7.5	*-6.8%*	7.3	*-3.5%*	19.4	10.9	*78.2%*
Interest	56.2	56.8	*-0.9%*	50.3	*11.7%*	48.7	*15.6%*	159.5	162.5	*-1.9%*
Exceptional Items	(2.6)	75.5	*-103.4%*	-		-		(2.6)	74.3	*-103.5%*
PBT after exceptional items	**121.8**	**152.3**	*-20.0%*	123.5	*-1.4%*	122.4	*-0.5%*	348.5	251.7	*38.5%*
Total Tax	38.0	7.6	*401.6%*	35.5	*7.0%*	36.7	*3.5%*	105.5	38.1	*177.0%*
Minority Interest	18.7	13.5	*38.3%*	15.4	*21.7%*	18.6	*0.7%*	52.1	24.7	*110.6%*
Profit from Associate	1.2	16.6	*-93.0%*	3.8	*-69.5%*	0.8	*43.6%*	2.8	36.5	*-92.3%*
PAT	**66.3**	**147.8**	***-55.1%***	**76.5**	***-13.3%***	**67.9**	***-2.4%***	**193.7**	**225.3**	***-14.0%***
Adj PAT	**68.9**	**72.4**	***-4.8%***	**76.5**	***-9.9%***	**67.9**	***1.4%***	**196.3**	**151.1**	***29.9%***

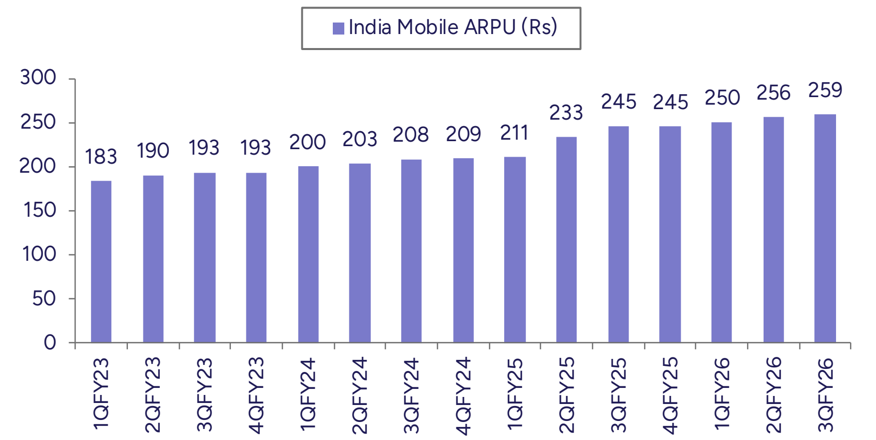
Source: Company, PL

Exhibit 3: Quarterly Segment wise performance

Y/e March (Rs m)	3QFY25	4QFY25	1QFY25	2QFY26	3QFY26
India operations					
Revenues	3,64,024	3,67,345	3,75,846	3,86,901	3,92,255
QoQ growth	*15.3%*	*0.9%*	*2.3%*	*2.9%*	*1.4%*
EBITDA	2,39,711	2,18,957	2,22,839	2,31,503	2,36,200
QoQ growth	*20.7%*	*-8.7%*	*1.8%*	*3.9%*	*2.0%*
Margin (%)	*65.9%*	*59.6%*	*59.3%*	*59.8%*	*60.2%*
Africa operations					
Revenues (Rsmn)	1,07,032	1,13,763	1,20,834	1,36,795	1,50,100
QoQ growth	*5.3%*	*6.3%*	*6.2%*	*13.2%*	*9.7%*
EBITDA (Rs mn)	47,322	50,695	57,434	65,975	73,038
QoQ growth	*8.5%*	*14.3%*	*13.6%*	*14.9%*	*10.7%*
Margin (%)	*44.2%*	*44.6%*	*47.5%*	*48.2%*	*48.7%*
India Wireless					
Revenue	2,62,687	2,66,168	2,73,966	2,81,167	2,86,516
QoQ growth	*5.8%*	*1.3%*	*2.9%*	*2.6%*	*1.9%*
EBITDA	1,54,568	1,57,535	1,62,743	1,69,515	1,73,298
QoQ growth	*9.1%*	*1.9%*	*3.3%*	*4.2%*	*2.2%*
Margin (%)	*58.8%*	*59.2%*	*59.4%*	*60.3%*	*60.5%*
Subscribers EoP (m)	357	362	363	364	369
ARPU	245	245	250	256	259
QoQ growth	*5.3%*	*-0.1%*	*2.0%*	*2.3%*	*1.1%*
Homes					
Revenues	15,092	15,961	17,179	18,646	20,008
QoQ growth	*5.4%*	*5.8%*	*7.6%*	*8.5%*	*7.3%*
EBITDA	7,465	7,957	8,589	9,335	10,031
QoQ growth	*3.6%*	*6.6%*	*7.9%*	*8.7%*	*7.5%*
Margin (%)	*49.5%*	*49.9%*	*50.0%*	*50.1%*	*50.1%*
Enterprise Business					
Revenues	56,460	53,155	50,571	52,760	53,531
QoQ growth	*-0.2%*	*-5.9%*	*-4.9%*	*4.33%*	*1.46%*
EBITDA	19,846	22,359	21,535	21,943	22,446
QoQ growth	*-1.8%*	*12.7%*	*-3.7%*	*1.9%*	*2.3%*
Margin (%)	*35.2%*	*42.1%*	*42.6%*	*41.6%*	*41.9%*
DTH					
Revenues	7,607	7,644	7,628	7,532	7,552
EBITDA	4,425	3,849	3,882	3,663	3,477
Margin (%)	*4.3%*	*-13.0%*	*0.9%*	*-5.6%*	*-5.1%*
DTH subs (m)	15.8	15.9	15.7	15.4	15.4
DTH ARPU (Rs)	160	162	161	163	163

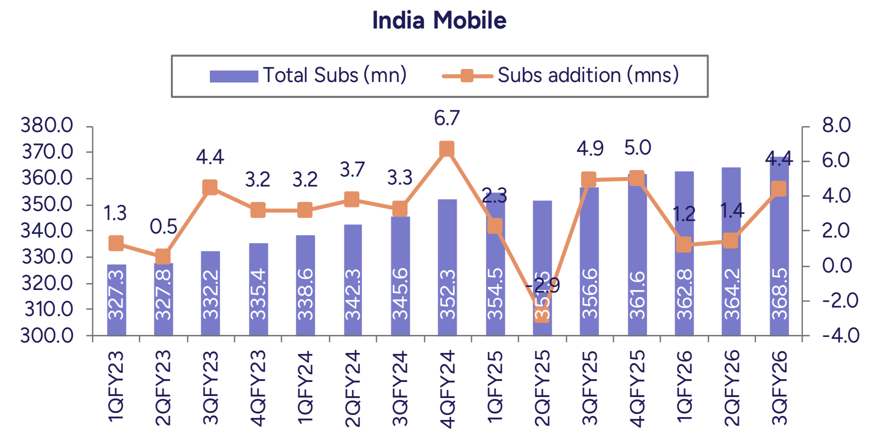
Source: Company, PL

Exhibit 4: ARPU increased to Rs259.



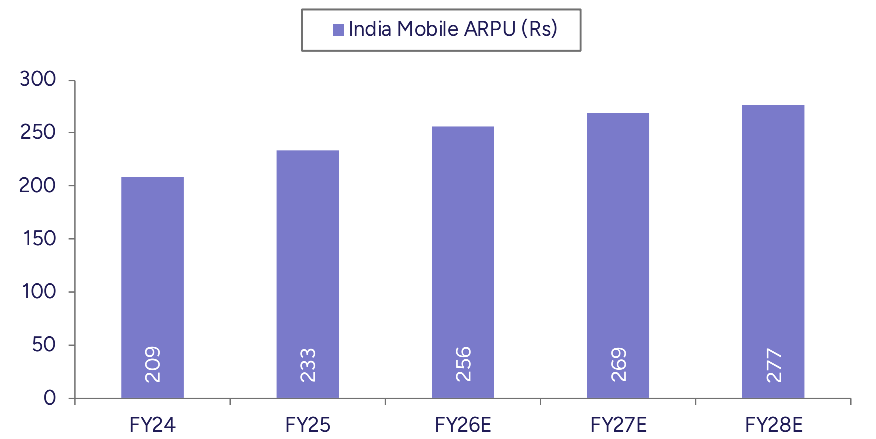
Source: Company, PL

Exhibit 5: Subs addition of 4.4mn in Q3FY26



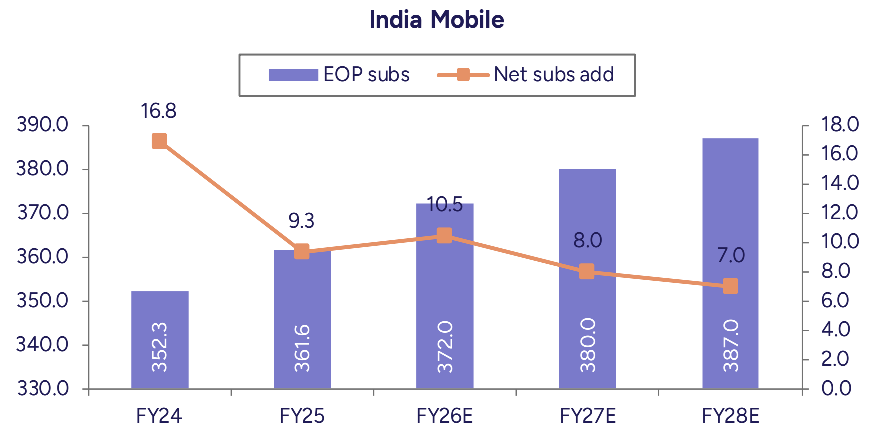
Source: Company, PL

Exhibit 6: ARPU for FY27/FY28E



Source: Company, PL

Exhibit 7: **Subs estimates FY27/FY28E**



Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Net Revenues	**17,29,852**	**21,08,681**	**22,75,074**	**24,79,803**
YoY gr. (%)	*15.3*	*21.9*	*7.9*	*9.0*
Cost of Goods Sold	-	-	-	-
Gross Profit	17,29,852	21,08,681	22,75,074	24,79,803
Margin (%)	*100.0*	*100.0*	*100.0*	*100.0*
Employee Cost	63,089	75,432	86,453	94,233
Other Expenses	75,524	1,00,614	1,13,754	1,23,990
EBITDA	**9,31,592**	**11,93,600**	**12,44,465**	**13,56,452**
YoY gr. (%)	*19.0*	*28.1*	*4.3*	*9.0*
Margin (%)	*53.9*	*56.6*	*54.7*	*54.7*
Depreciation and Amortization	4,55,703	5,25,124	5,36,279	5,70,633
EBIT	**4,75,889**	**6,68,475**	**7,08,186**	**7,85,819**
Margin (%)	*27.5*	*31.7*	*31.1*	*31.7*
Net Interest	2,17,539	2,16,644	2,14,842	2,17,723
Other Income	15,737	26,666	28,354	25,570
Profit Before Tax	**2,74,087**	**4,78,498**	**5,21,698**	**5,93,666**
Margin (%)	*15.8*	*22.7*	*22.9*	*23.9*
Total Tax	9,172	1,44,445	1,31,813	1,49,805
Effective tax rate (%)	*3.3*	*30.2*	*25.3*	*25.2*
Profit after tax	**2,64,915**	**3,34,052**	**3,89,885**	**4,43,861**
Minority interest	39,252	70,778	67,225	67,412
Share Profit from Associate	37,030	5,555	5,555	5,555
Adjusted PAT	**2,62,693**	**2,68,829**	**3,28,215**	**3,82,003**
YoY gr. (%)	*251.8*	*2.3*	*22.1*	*16.4*
Margin (%)	*15.2*	*12.7*	*14.4*	*15.4*
Extra Ord. Income / (Exp)	72,868	(2,568)	-	-
Reported PAT	**3,35,561**	**2,66,261**	**3,28,215**	**3,82,003**
YoY gr. (%)	*349.4*	*(20.7)*	*23.3*	*16.4*
Margin (%)	*19.4*	*12.6*	*14.4*	*15.4*
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,35,561	2,66,261	3,28,215	3,82,003
Equity Shares O/s (m)	**5,785**	**5,785**	**5,785**	**5,785**
EPS (Rs)	**45.4**	**46.5**	**56.7**	**66.0**

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Non-Current Assets				
Gross Block	**31,43,838**	**33,01,030**	**34,66,081**	**36,39,385**
Tangibles	31,43,838	33,01,030	34,66,081	36,39,385
Intangibles	-	-	-	-
Acc: Dep / Amortization	**17,11,114**	**17,75,483**	**18,57,490**	**19,46,811**
Tangibles	17,11,114	17,75,483	18,57,490	19,46,811
Intangibles	-	-	-	-
Net fixed assets	**14,32,724**	**15,25,547**	**16,08,592**	**16,92,574**
Tangibles	14,32,724	15,25,547	16,08,592	16,92,574
Intangibles	-	-	-	-
Capital Work In Progress	7,08,377	8,07,632	8,91,832	9,86,137
Goodwill	18,49,543	16,90,173	17,72,297	18,60,169
Non-Current Investments	86,345	94,577	1,03,632	1,13,592
Net Deferred tax assets	(93,549)	(1,02,904)	(1,13,194)	(1,24,514)
Other Non-Current Assets	3,90,727	3,90,727	3,90,727	3,90,727
Current Assets				
Investments	16,532	16,532	16,532	16,532
Inventories	4,517	4,517	4,517	4,517
Trade receivables	74,557	74,557	74,557	74,557
Cash & Bank Balance	1,77,721	9,92,716	12,70,579	16,15,842
Other Current Assets	1,27,828	1,40,610	1,54,672	1,70,139
Total Assets	**51,43,369**	**60,39,536**	**66,20,079**	**72,90,144**
Equity				
Equity Share Capital	28,766	28,766	28,766	28,766
Other Equity	11,07,718	13,73,979	17,02,193	20,84,196
Total Networth	**11,36,484**	**14,02,745**	**17,30,959**	**21,12,962**
Non-Current Liabilities				
Long Term borrowings	16,05,339	22,46,001	22,89,694	23,37,757
Provisions	30,396	33,436	36,779	40,457
Other non current liabilities	1,414	1,555	1,711	1,882
Current Liabilities				
ST Debt / Current of LT Debt	5,31,082	2,59,995	2,70,621	2,82,309
Trade payables	3,81,537	4,79,519	5,09,574	5,59,671
Other current liabilities	8,91,783	9,63,436	10,42,255	11,28,955
Total Equity & Liabilities	**51,43,369**	**60,39,536**	**66,20,079**	**72,90,144**

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	3,83,985	4,81,484	5,27,252	5,99,220
Add. Depreciation	4,55,703	5,25,124	5,36,279	5,70,633
Add. Interest	2,17,539	2,16,644	2,14,842	2,17,723
Less Financial Other Income	15,737	26,666	28,354	25,570
Add. Other	(72,868)	2,568	-	-
Op. profit before WC changes	9,84,359	12,25,820	12,78,374	13,87,576
Net Changes-WC	16,088	8,18,551	1,18,254	1,47,116
Direct tax	(9,172)	(1,44,445)	(1,31,813)	(1,49,805)
Net cash from Op. activities	**9,91,275**	**18,99,926**	**12,64,815**	**13,84,887**
Capital expenditures	(9,72,314)	(5,61,474)	(7,89,654)	(8,41,199)
Interest / Dividend Income	-	-	-	-
Others	(16,551)	(4,590)	(5,049)	(5,554)
Net Cash from Invt. activities	**(9,88,865)**	**(5,66,064)**	**(7,94,703)**	**(8,46,753)**
Issue of share cap. / premium	2,69,426	89,999	92,567	92,567
Debt changes	(36,042)	3,04,245	(17,544)	(19,298)
Dividend paid	(92,567)	(92,567)	(92,567)	(92,567)
Interest paid	(2,17,539)	(2,16,644)	(2,14,842)	(2,17,723)
Others	-	-	-	-
Net cash from Fin. activities	**(76,723)**	**85,033**	**(2,32,386)**	**(2,37,021)**
Net change in cash	**(74,313)**	**14,18,895**	**2,37,726**	**3,01,113**
Free Cash Flow	1,52,084	12,81,978	6,45,491	7,30,272

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Per Share(Rs)				
EPS	45.4	46.5	56.7	66.0
CEPS	124.2	137.2	149.4	164.7
BVPS	196.4	242.5	299.2	365.2
FCF	26.3	221.6	111.6	126.2
DPS	16.0	16.0	16.0	16.0
Return Ratio(%)				
RoCE	15.2	18.6	17.3	17.4
ROIC	9.6	13.3	13.3	13.9
RoE	26.9	21.2	20.9	19.9
Balance Sheet				
Net Debt : Equity (x)	1.7	1.1	0.7	0.5
Net Working Capital (Days)	(133)	(131)	(133)	(135)
Valuation(x)				
PER	44.9	43.9	35.9	30.9
P/B	10.4	8.4	6.8	5.6
P/CEPS	16.4	14.9	13.6	12.4
EV/EBITDA	14.7	11.1	10.5	9.4
EV/Sales	7.9	6.3	5.7	5.2
Dividend Yield (%)	0.8	0.8	0.8	0.8

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Net Revenue	**4,51,293**	**4,78,762**	**4,94,626**	**5,21,454**
YoY gr. (%)	*19.1*	*27.3*	*28.5*	*25.7*
Raw Material Expenses	-	-	-	-
Gross Profit	4,51,293	4,78,762	4,94,626	5,21,454
Margin (%)	*100.0*	*100.0*	*100.0*	*100.0*
EBITDA	**2,45,966**	**2,70,088**	**2,78,387**	**2,95,614**
YoY gr. (%)	*24.1*	*39.5*	*41.3*	*35.3*
Margin (%)	*54.5*	*56.4*	*56.3*	*56.7*
Depreciation / Depletion	1,17,042	1,23,260	1,24,651	1,31,821
EBIT	**1,28,924**	**1,46,828**	**1,53,736**	**1,63,793**
Margin (%)	*28.6*	*30.7*	*31.1*	*31.4*
Net Interest	56,755	55,023	54,608	48,657
Other Income	4,697	4,858	5,088	7,277
Profit before Tax	**1,52,322**	**95,262**	**1,04,216**	**1,22,413**
Margin (%)	*33.8*	*19.9*	*21.1*	*23.5*
Total Tax	7,573	(28,919)	30,826	36,715
Effective tax rate (%)	*5.0*	*(30.4)*	*29.6*	*30.0*
Profit after Tax	**1,44,749**	**1,24,181**	**73,390**	**85,698**
Minority interest	13,534	14,540	14,739	18,591
Share Profit from Associates	16,597	577	828	810
Adjusted PAT	**72,356**	**1,11,619**	**59,479**	**67,917**
YoY gr. (%)	*181.3*	*146.6*	*73.7*	*52.7*
Margin (%)	*16.0*	*23.3*	*12.0*	*13.0*
Extra Ord. Income / (Exp)	75,456	(1,401)	-	-
Reported PAT	**1,47,812**	**1,10,218**	**59,479**	**67,917**
YoY gr. (%)	*505.2*	*432.0*	*43.0*	*89.0*
Margin (%)	*32.8*	*23.0*	*12.0*	*13.0*
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	**1,47,812**	**1,10,218**	**59,479**	**67,917**
Avg. Shares O/s (m)	5,753	5,753	5,753	5,753
EPS (Rs)	**12.6**	**19.4**	**10.3**	**11.8**

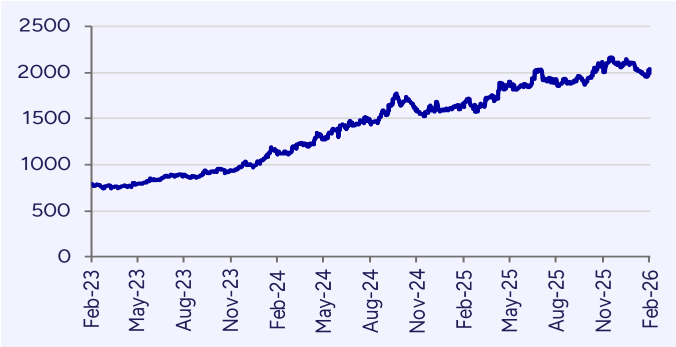
Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
India Mobile Subcribers (mn)	362	372	380	387
India Mobile ARPU (Rs/mon)	233	256	269	277

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	04-Nov-25	Accumulate	2,259	2,113
2	06-Aug-25	Accumulate	2,090	1,930
3	09-Jul-25	Accumulate	2,148	2,030
4	14-May-25	Accumulate	1,988	1,834
5	09-Apr-25	Accumulate	1,916	1,720
6	10-Feb-25	Accumulate	1,827	1,677

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aarti Industries	Accumulate	466	430
2	Bharat Petroleum Corporation	Accumulate	406	373
3	Bharti Airtel	Accumulate	2,259	2,113
4	Clean Science and Technology	Hold	841	861
5	Deepak Nitrite	Hold	1,729	1,626
6	Fine Organic Industries	BUY	5,103	4,274
7	GAIL (India)	BUY	190	160
8	Gujarat Fluorochemicals	Hold	3,639	3,485
9	Gujarat Gas	Accumulate	422	399
10	Gujarat State Petronet	Hold	296	303
11	Hindustan Petroleum Corporation	Accumulate	457	428
12	Indian Oil Corporation	Accumulate	175	164
13	Indraprastha Gas	Hold	196	190
14	Jubilant Ingrevia	Hold	755	744
15	Laxmi Organic Industries	Reduce	125	143
16	Mahanagar Gas	BUY	1,356	1,074
17	Mangalore Refinery & Petrochemicals	Accumulate	162	151
18	Navin Fluorine International	Accumulate	6,722	5,751
19	NOCIL	Hold	152	148
20	Oil & Natural Gas Corporation	BUY	307	242
21	Oil India	BUY	538	426
22	Petronet LNG	Hold	281	295
23	Reliance Industries	BUY	1,683	1,458
24	SRF	Hold	2,894	2,883
25	Vinati Organics	Accumulate	1,671	1,496

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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Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com

AMNISH AGGARWAL

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