

Avenue Supermarts

Estimate changes

TP change

Rating change



Bloomberg	DMART IN
Equity Shares (m)	651
M.Cap.(INRb)/(USDb)	2641.5 / 31.2
52-Week Range (INR)	5485 / 3337
1, 6, 12 Rel. Per (%)	-6/1/-19
12M Avg Val (INR M)	2900

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	594	699	819
EBITDA	45	52	61
Adj. PAT	27	30	36
EBITDA Margin (%)	7.6	7.4	7.5
Adj. EPS (INR)	42	47	55
EPS Gr. (%)	7	13	17
BV/Sh. (INR)	329	376	431

Ratios

Net D:E	0.0	0.0	0.0
RoE (%)	13.5	13.3	13.6
RoCE (%)	13.3	13.0	13.4
Payout (%)	0.0	0.0	0.0

Valuations

P/E (x)	97.6	86.7	73.8
EV/EBITDA (x)	59.0	50.9	43.2
EV/Sales (X)	4.5	3.8	3.2
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	-0.4	0.1	0.1

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	74.7	74.7	74.7
DII	9.2	8.1	8.6
FII	8.2	9.0	8.3
Others	8.0	8.3	8.5

FII Includes depository receipts

CMP: INR4,059

TP: INR4,350 (+7%)

Buy

Intensified competition and rising COR lead to the miss

- Avenue Supermarts (DMART) posted weak results in 4QFY25 as standalone EBITDA inched up 4% YoY (9% miss) due to weaker gross margin (GM; -25bp YoY) and higher cost of retailing (CoR; opex up 12% YoY on a per sqft basis).
- DMART's 4QFY25/FY25 standalone revenue grew ~17% YoY, driven by ~14% store area addition and like-for-like (LFL) growth for over two-year-old stores at 8.1%/8.4% in 4QFY25/FY25 (vs. ~10.3%/9.9% in 4QFY24/FY24).
- DMART added 28 stores in 4QFY25 (50 in FY25). As the majority of store additions happened towards the end of Mar'25, the full benefit is likely to reflect in the coming quarters. Acceleration in the pace of store additions continues to be the primary growth driver for DMART.
- DMART's GM contracted ~25bp YoY to 13.5% (~35bp miss) in 4QFY25 due to ~50bp decline in the share of the higher margin GM&A category and heightened competition in the FMCG category. Management expects GM in mature metro markets to remain soft in the near term.
- A surge in wages of entry-level positions due to a supply/demand mismatch and continued investments in improving service levels led to ~27-28% rise in employee & other expenses, translating into ~12% YoY uptick in CoR/sqft.
- With the entry of large offline/online retailers into Quick-Commerce (QC), we expect pricing competition to remain intense over the near term, which could weigh on both growth as well as margins for DMART in the interim. However, we believe DMART's superior store economics would ensure its competitiveness and relevance to customers over the longer term.
- We cut our FY26-27E EBITDA by ~5% each due to heightened competitive intensity and rising CoR, while our FY26-27E EPS is cut by ~6-8%. We **reiterate our BUY rating with a revised TP of INR4,350 (vs. INR4,650 earlier)**.

4Q EBITDA inched up 4% YoY (9% miss) due to lower GM and high COR

- Standalone 4Q revenue was up ~17% YoY to INR145b (in line) driven by 14% area additions and **8.1% LFL (vs. 8.3% in 3Q/10.3% YoY)**.
 - The company added 28 stores/1.1m sqft area to reach 415 stores and 17.2m sqft. This implies addition of an average of 39k sqft stores in 4QFY25 (vs. an average store size of 41.5k sqft).
 - The store count was up ~14% YoY, with annualized revenue/store rising ~3% YoY to INR1.4b and annualized revenue/sqft up ~3% YoY to INR34.7k.
- Standalone gross profit (GP) came in at INR19.5b (up ~15% YoY, 2% below) as **gross margin contracted 25bp YoY to 13.5% (~35bp miss)**.
 - Share of higher margin GM&A category dipped ~50bp YoY to 20.1%, while the Foods category share was up ~150bp YoY to 59.9%
 - Management indicated that increased competitive intensity in the FMCG space affected the gross margins.
- Standalone EBITDA at INR9.8b (~9% miss), was up by a modest ~4% YoY, as margins **contracted 80bp YoY (-115bp QoQ) to 6.8% (~70bp miss)** due to weaker GM and ~12% YoY increase in CoR per sq. ft.

- The surge in wages of entry-level positions due to a supply/demand mismatch of skilled workers led to ~28% YoY jump in employee costs.
- Further, continued investments in improving service levels led to ~27% YoY increase in other expenses.
- Standalone PAT at INR6.2b (**7% miss**) inched up ~3% YoY, with PAT margin moderating 60bp YoY (~75bp QoQ) to 4.3%.
- DMART's 4Q consolidated GP grew 15% YoY to INR21.1b as margins contracted ~30bp YoY to 14.2% (~45bp miss).
- Consolidated EBITDA was up by a modest 1% YoY to INR9.6b (11% miss) in 4QFY25 as margin contracted ~100bp YoY to 6.4% due to weaker standalone performance and higher operating losses in subsidiaries (EBITDA margin of -6.4% vs. -4.4% QoQ and +1% YoY).
- DMART's 4Q consolidated PAT declined 2% YoY to INR5.5b (9% miss).

Significant increase in CoR impacts FY25 performance

- FY25 standalone revenue grew ~17% YoY (vs. ~18% in FY24) to INR578b, driven by ~14% YoY store area additions and ~8.4% LFL growth (vs. 9.9% YoY).
- The company added 50 stores in FY25 (vs. 41 in FY24), with revenue/store rising ~3% YoY to ~INR1.5b and revenue/sqft growing 3% YoY to INR35.7k.
- FY25 standalone GP grew 17% YoY to INR81.7b, with GM stable YoY at 14.1%.
- FY25 standalone EBITDA rose 11% YoY to INR45b as the margin contracted ~40bp YoY to 7.85%, primarily due to an 11% YoY increase in CoR/sqft.
- FY25 standalone PAT grew 9% YoY to INR29.3b, while consolidated PAT inched up ~7% YoY.

Competitive intensity remains high; GM to remain soft in the near term

- **Business outlook:** The overall business remains resilient in metros. However, non-metro towns are doing significantly better. Further, the LFL growth in metro towns with lesser DMART store density has been relatively better. **Management expects gross margins in the matured metros to remain soft in the near term.**
- **Bill cuts and ABV:** Total bill cuts for 4QFY25 at 90m rose ~17% YoY (16.4% YoY in 9MFY25), while 4QFY25 average basket value (ABV) was stable YoY at INR1,607 (though lower vs. 1,647 in 9MFY25).
- **DMART Ready:** DMART Ready grew well in metros. Management believes its ability to serve the discerning value shoppers will only strengthen over time, though profitability in the online segment could still be some time away.
- **Leadership transition:** The CEO designate, Mr. Anshul Asawa, joined DMART in mid-Mar'25 and is expected to take charge of all operational aspects of the retail business in another 4-5 months, while the current CEO, Mr. Neville Noronha, will dedicate more time to store-opening acceleration, e-commerce capacity build-up, and other non-retail aspects of the business.

Valuation and view

- Given the recent fundraising by the top 3 QC players and the entry of large offline/online retailers into quick commerce, the competitive intensity is likely to remain elevated in the near term.
- We believe DMART's value-focused model and superior store economics would ensure its competitiveness and customer relevance despite QC's convenience-

focused model over the longer term. However, rising competition on pricing could weigh on DMART's growth and margins at least in the near term.

- We cut our FY26-27E EBITDA by ~5% each due to heightened competitive intensity and rising CoR, while our FY26-27E EPS is cut by ~6-8%. We build in a CAGR of 17%/17%/15% in DMART's consol. revenue/EBITDA/PAT over FY25-27E.
- We assign a ~46x FY27 EV/EBITDA multiple (implying ~79x FY27 P/E) to arrive at our revised TP of INR4,350. **We reiterate our BUY rating on DMART.**

Consolidated quarterly earnings

(INR b)

Y/E March	FY24				FY25				FY24	FY25	FY25 4QE	Est Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	118.7	126.2	135.7	127.3	140.7	144.4	159.7	148.7	507.9	593.6	148.7	(0.0)
YoY Change (%)	18.2	18.7	17.3	20.1	18.6	14.4	17.7	16.9	18.6	16.9	16.9	
Total Expenditure	108.3	116.2	124.5	117.8	128.5	133.5	147.6	139.2	466.9	548.7	138.0	0.9
EBITDA	10.4	10.0	11.2	9.4	12.2	10.9	12.2	9.6	41.0	44.9	10.7	(11.1)
EBITDA margin (%)	8.7	8.0	8.3	7.4	8.7	7.6	7.6	6.4	8.1	7.6	7.2	
Change YoY (%)	2.7	12.7	16.0	22.3	18.0	8.8	8.7	1.2	12.8	9.3	13.9	
Depreciation	1.6	1.7	1.9	2.0	1.9	2.1	2.3	2.4	7.3	8.7	2.5	(4.8)
Interest	0.1	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.6	0.7	0.2	15.9
Other Income	0.4	0.4	0.3	0.4	0.4	0.3	0.2	0.3	1.5	1.2	0.3	
PBT	9.0	8.5	9.5	7.6	10.5	9.0	10.0	7.2	34.6	36.7	8.3	(13.6)
Tax	2.4	2.3	2.6	2.0	2.8	2.4	2.7	1.7	9.3	9.7	2.3	
Rate (%)	26.6	26.8	27.2	26.2	26.6	27.0	27.3	23.5	26.7	26.3	27.2	
Reported PAT	6.6	6.2	6.9	5.6	7.7	6.6	7.2	5.5	25.4	27.1	6.1	(9.2)
Adj. PAT	6.6	6.2	6.9	5.6	7.7	6.6	7.2	5.5	25.4	27.1	6.1	(9.2)
YoY Change (%)	2.5	14.4	17.2	22.4	17.5	5.8	4.7	(2.2)	13.3	6.7	7.8	

E: MOFSL Estimates

Moderation in GM&A share continues; FMCG growth decelerates further

- **GM&A:** The general merchandise and apparel (GM&A) growth moderated further to ~14% YoY in 4QFY25 (vs. 17% YoY in 9MFY25). The share of GM&A in DMART's mix moderated 50bp YoY to 20.1% in 4QFY25 (vs. ~23% in 9MFY25)
- **Food:** Foods, the largest contributor to DMART's revenue, sustained growth at a robust ~20% YoY. The share of foods increased ~150bp YoY to ~60% in 4QFY25 (vs. ~57% in 9MFY25).
- **Non-food FMCG:** The non-food FMCG continued to be the weakest segment with ~11% YoY growth (vs. ~13.5% YoY in 9MFY25). Non-food FMCG segment contribution moderated further 100bp YoY to 20% in 4QFY25.
- For FY25, GM&A grew 16% YoY (vs. 15% YoY in FY24), while the Food category grew ~18% YoY (vs. 19% YoY in FY24). The growth decelerated in the non-food FMCG category to ~13% YoY (from ~17% YoY in FY24).
- Overall, the contribution of the Food segment increased ~75bp YoY to 57.7% in FY25, while the share of GM&A/non-Food FMCG in DMART's revenue mix moderated ~10bp/65bp YoY.

Exhibit 1: Standalone quarterly results summary

Standalone Quarterly	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s est (%)
Revenue	1,23,935	1,55,652	1,44,624	16.7	-7.1	1,44,624	0.0
Raw Material cost	1,06,946	1,33,762	1,25,142	17.0	-6.4	1,24,671	0.4
Gross Profit	16,989	21,890	19,482	14.7	-11.0	19,953	-2.4
Gross Margin (%)	13.7	14.1	13.5	-24bps	-59bps	13.8	-33bps
Employee Costs	2,096	2,660	2,679	27.8	0.7	2,682	-0.1
Other Expenses	5,491	6,878	6,989	27.3	1.6	6,467	8.1
Total Expenses	1,14,532	1,43,300	1,34,810	17.7	-5.9	1,33,820	0.7
EBITDA	9,402	12,352	9,814	4.4	-20.5	10,804	-9.2
EBITDA margin (%)	7.6	7.9	6.8	-80bps	-115bps	7.5	-68bps
Depreciation and amortization	1,781	2,039	2,160	21.3	6.0	2,283	-5.4
EBIT	7,621	10,314	7,654	0.4	-25.8	8,521	-10.2
EBIT margin (%)	6.1	6.6	5.3	-86bps	-133bps	5.9	-60bps
Finance Costs	105	152	160	51.9	5.3	136	17.8
Other income	522	364	391	-25.0	7.4	454	-13.9
Profit before Tax	8,038	10,526	7,885	-1.9	-25.1	8,840	-10.8
Tax	1,996	2,680	1,688	-15.4	-37.0	2,214	-23.8
Tax rate (%)	24.8	25.5	21.4	-342bps	-405bps	25.0	-364bps
Profit after Tax	6,042	7,846	6,197	2.6	-21.0	6,626	-6.5
PAT margin (%)	4.9	5.0	4.3	-59bps	-76bps	4.6	-30bps

Source: MOFSL, Company

Exhibit 2: Standalone key operating metrics

	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s est (%)
Total stores	365	387	415	13.7	7.2	415	0.0
Store adds	24	10	28			28	0.0
Total area (m sqft)	15.2	16.1	17.2	13.5	6.8	17.2	0.3
Average store size (sqft)	41,507	41,602	41,446	-0.1	-0.4	41,325	0.3
Average new store size added (sqft)	40,000	30,000	39,286	-1.8	31.0	37,500	4.8
Annualized revenue per sqft (INR)	33,793	39,035	34,744	2.8	-11.0	34,797	-0.2
Annualized revenue per store (INRb)	1,404	1,630	1,443	2.7	-11.5	1,443	0.0

Source: MOFSL, Company

Exhibit 3: Consolidated quarterly results summary

Consolidated Quarterly	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s est (%)
Revenue	1,27,266	1,59,726	1,48,719	16.9	-6.9	1,48,735	0.0
Raw Material cost	1,08,872	1,36,204	1,27,658	17.3	-6.3	1,27,017	0.5
Gross Profit	18,394	23,522	21,061	14.5	-10.5	21,718	-3.0
Gross Margin (%)	14.5	14.7	14.2	-29bps	-56bps	14.6	-44bps
Employee Costs	2,410	3,048	3,096	28.5	1.6	3,072	0.8
Other Expenses	6,547	8,301	8,414	28.5	1.4	7,898	6.5
EBITDA	9,436	12,172	9,551	1.2	-21.5	10,749	-11.1
EBITDA margin (%)	7.4	7.6	6.4	-99bps	-120bps	7.2	-80bps
Depreciation and amortization	2,049	2,281	2,409	17.6	5.6	2,530	-4.8
EBIT	7,388	9,891	7,142	-3.3	-27.8	8,218	-13.1
EBIT margin (%)	5.8	6.2	4.8	-100bps	-139bps	5.5	-72bps
Finance Costs	134	182	190	41.3	4.1	164	15.9
Other income	379	241	251	-33.9	3.8	278	-10.1
Profit before Tax	7,632	9,951	7,203	-5.6	-27.6	8,333	-13.6
Tax	2,001	2,715	1,695	-15.3	-37.6	2,264	-25.1
Tax rate (%)	26.2	27.3	23.5	-268bps	-375bps	27.2	-364bps
Profit after Tax	5,631	7,236	5,508	-2.2	-23.9	6,069	-9.2
Adj Profit after Tax	5,631	7,236	5,508	-2.2	-23.9	6,069	-9.2
PAT margin (%)	4.4	4.5	3.7	-72bps	-83bps	4.1	-38bps
Adj PAT margin (%)	4.4	4.5	3.7	-72bps	-83bps	4.1	-38bps

Source: MOFSL, Company

Exhibit 4: Valuation based on Mar'27E EBITDA

	Methodology	Driver (INR b)	Multiple	Fair Value (INR b)	Value/sh (INR)
EBITDA	EV/EBITDA	61	46	2,831	4,361
Less Net debt				7	11
Total Value (rounded)				2,2824	4,350
Shares o/s (m)				651	
CMP (INR)					4,059
Upside (%)					7.2

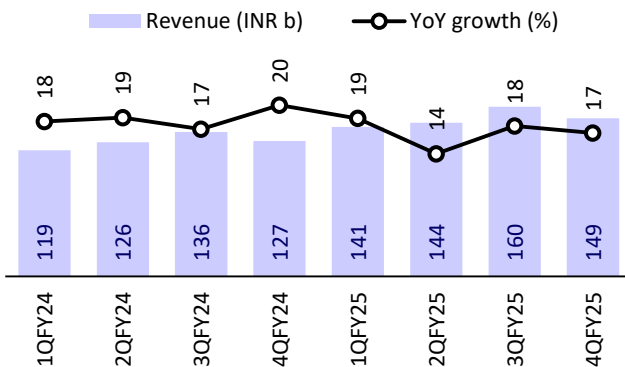
Source: MOFSL, Company

Exhibit 5: Summary of changes to our consolidated estimates

	FY25	FY26E	FY27E
Revenue (INR b)			
Old	594	697	816
Actual/New	594	699	819
Change (%)	0.0	0.4	0.3
Gross Profit (INR b)			
Old	89	106	125
Actual/New	88	104	122
Change (%)	-0.7	-1.6	-2.1
Gross margin (%)			
Old	14.9	15.2	15.3
Actual/New	14.8	14.9	14.9
Change (bp)	-11bps	-29bps	-37bps
EBITDA (INR b)			
Old	46	55	65
Actual/New	45	52	61
Change (%)	-2.6	-4.6	-5.0
EBITDA margin (%)			
Old	7.8	7.8	7.9
Actual/New	7.6	7.4	7.5
Change (bp)	-20bps	-39bps	-42bps
Net Profit (INR b)			
Old	28	33	39
Actual/New	27	30	36
Change (%)	-2.0	-6.7	-7.6
EPS (INR)			
Old	42.5	50.2	59.5
Actual/New	41.6	46.8	55.0
Change (%)	-2.0	-6.7	-7.6

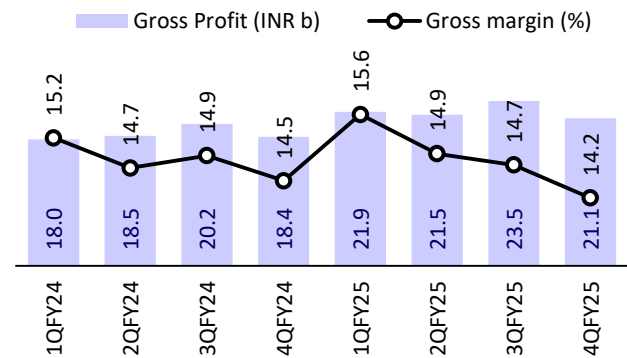
Story in charts

Exhibit 6: Consol. revenue was up ~17% YoY, led by ~14% store area additions and ~8.1% LFL growth



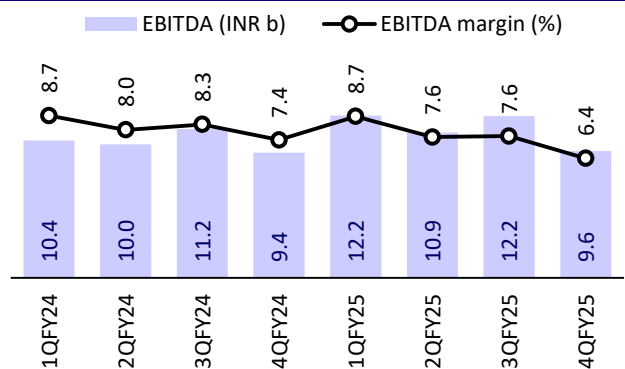
Source: Company, MOFSL

Exhibit 7: GM contracted ~30bp YoY due to lower GM&A contribution and higher competitive intensity in FMCG



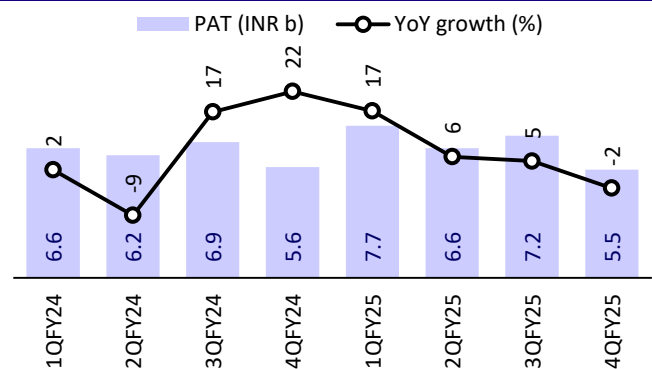
Source: Company, MOFSL

Exhibit 8: Consol. EBITDA grew 1% YoY; margin dipped ~100bp YoY due to weaker GM and higher cost of retailing



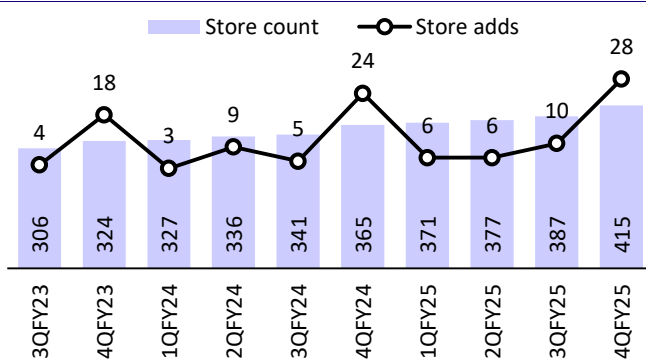
Source: MOFSL, Company

Exhibit 9: Consol. PAT declined ~2% YoY in 4QFY25



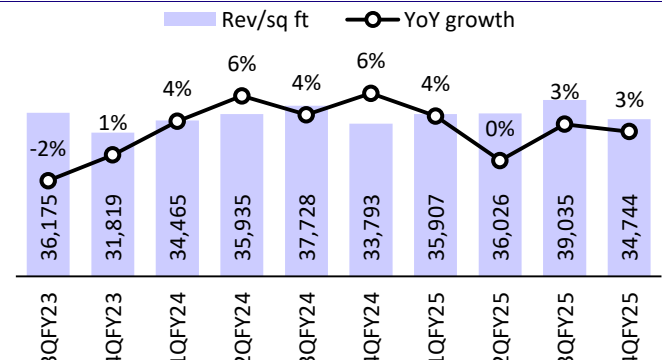
Source: MOFSL, Company

Exhibit 10: Added 28 stores and 1.1 m sqft area in 4QFY25



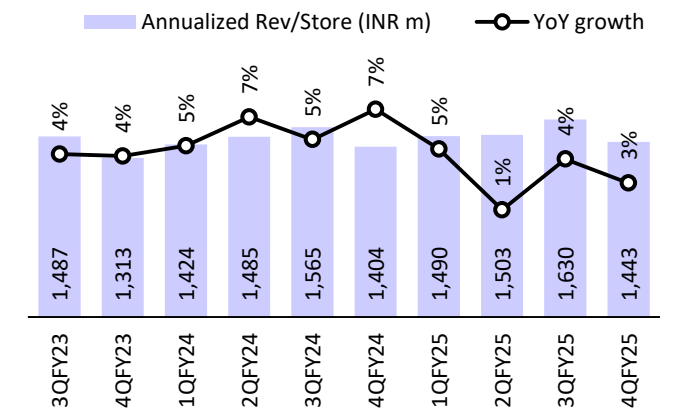
Source: MOFSL, Company

Exhibit 11: Annualized revenue/sqft rose ~3% YoY



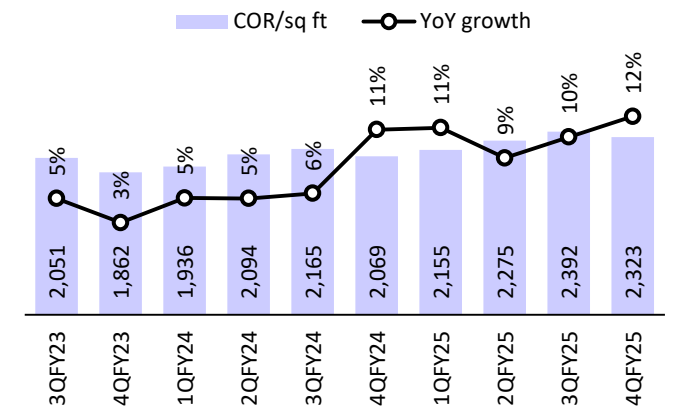
Source: MOFSL, Company

Exhibit 12: Annualized revenue/store improved 3% YoY



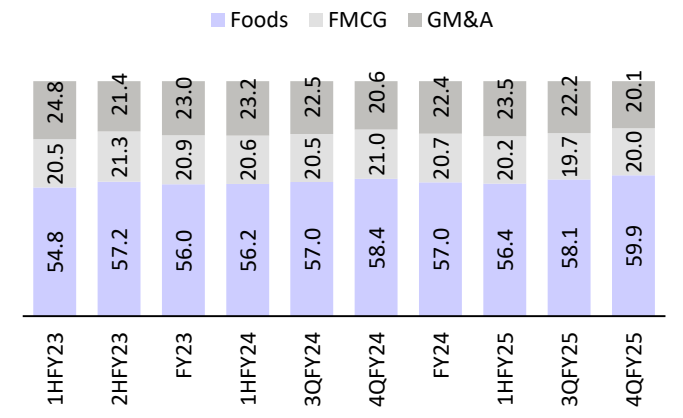
Source: MOFSL, Company

Exhibit 13: Annualized CoR/sqft up ~12% YoY during 4QFY25



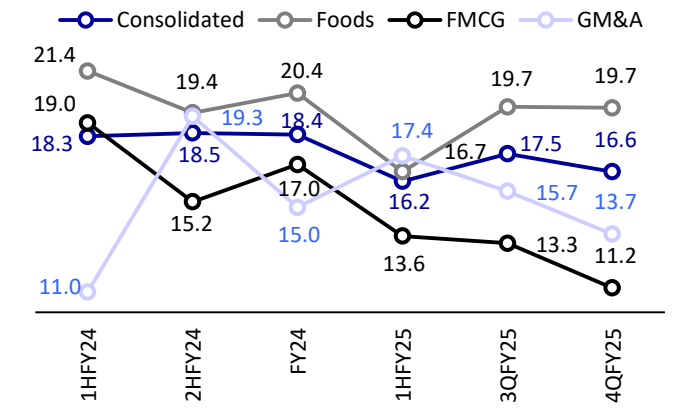
Source: MOFSL, Company

Exhibit 14: GM&A's share in revenue mix declined ~50bp YoY in 4QFY25, with the share of Foods rising ~150bp YoY, %



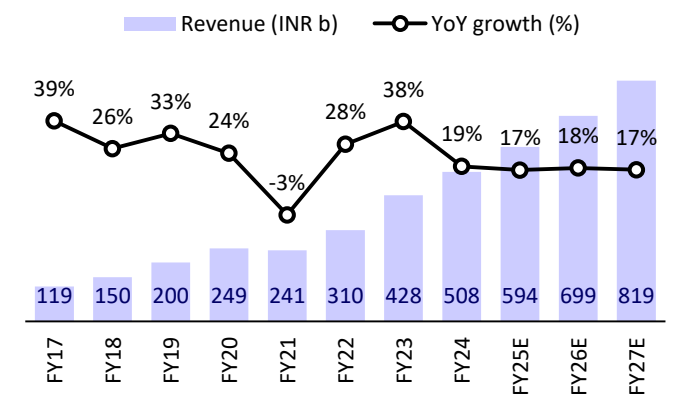
Source: MOFSL, Company

Exhibit 15: Growth in non-food FMCG remained weaker, while GM&A growth moderated to ~14% YoY in 4QFY25



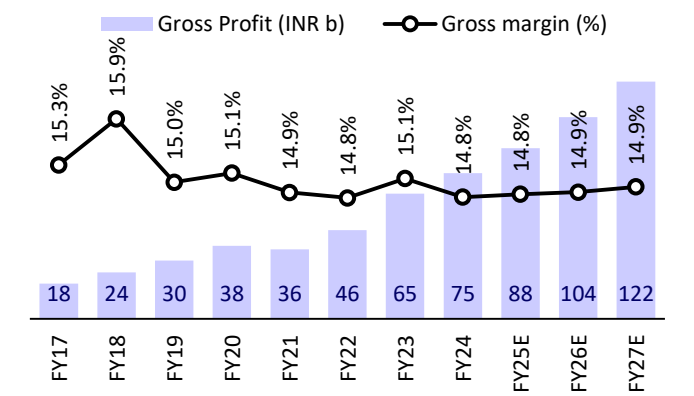
Source: MOFSL, Company

Exhibit 16: Expect 17% consol. revenue CAGR over FY25-27



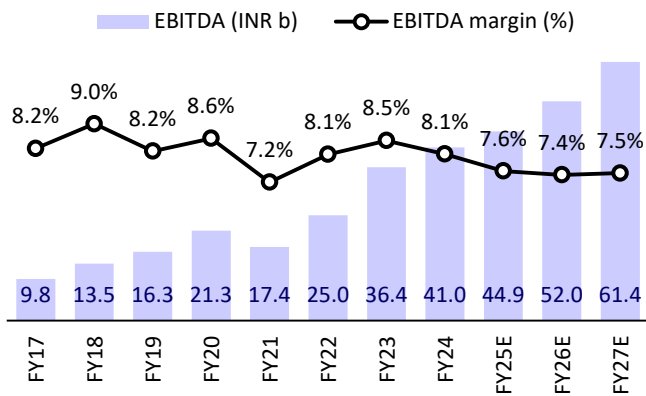
Source: MOFSL, Company

Exhibit 17: Expect ~18% gross profit CAGR over FY25-27



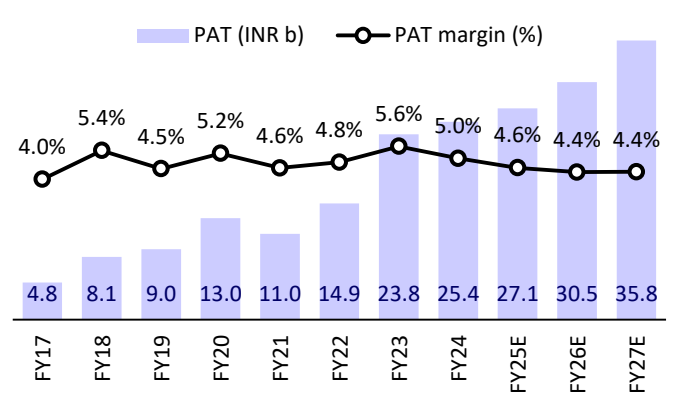
Source: MOFSL, Company

Exhibit 18: Expect ~17% EBITDA CAGR over FY25-27



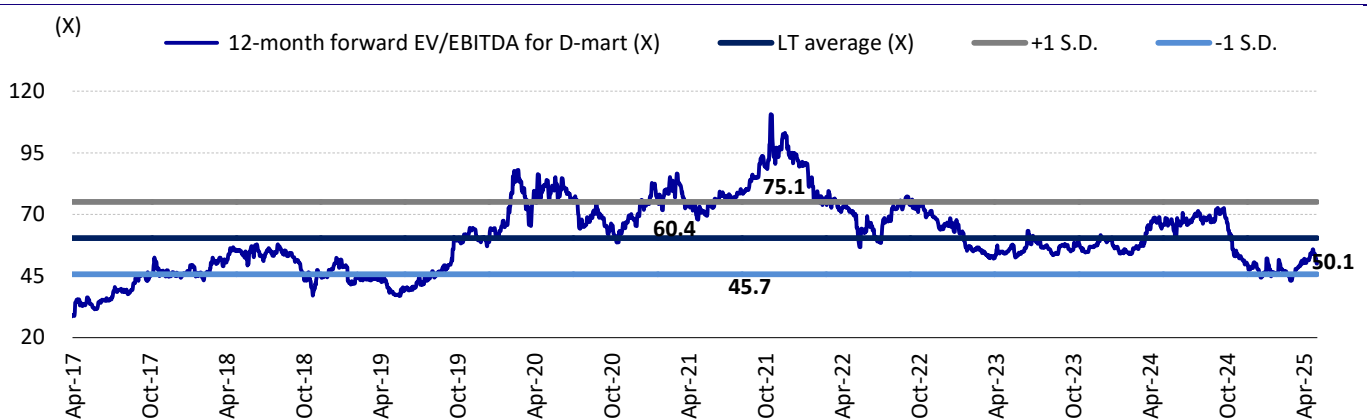
Source: MOFSL, Company

Exhibit 19: Expect ~15% PAT CAGR over FY25-27



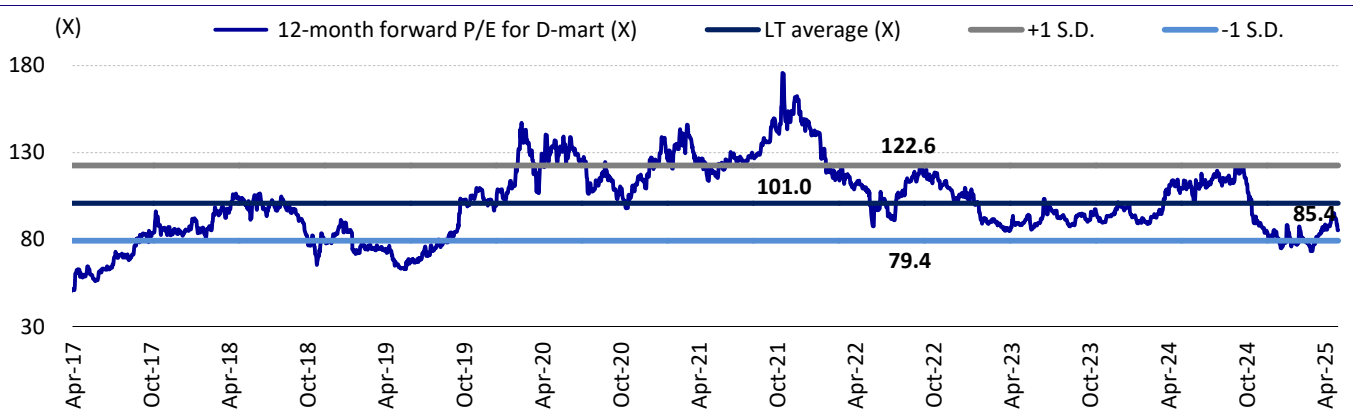
Source: MOFSL, Company

Exhibit 20: DMART is currently trading at ~50x (~17% below its LT average) 1-yr forward rolling EV/EBITDA



Source: MOFSL, Company

Exhibit 21: DMART is currently trading at ~85x (~16% below its LT average) 1-yr forward rolling P/E



Source: MOFSL, Company

Financials and valuation

Consolidated - Income Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	2,48,702	2,41,431	3,09,763	4,28,396	5,07,888	5,93,581	6,99,158	8,18,509
Change (%)	24.3	-2.9	28.3	38.3	18.6	16.9	17.8	17.1
Raw Materials	2,11,029	2,05,547	2,63,974	3,63,840	4,32,745	5,05,517	5,95,203	6,96,177
Gross Profit	37,673	35,884	45,789	64,556	75,143	88,064	1,03,956	1,22,332
Margin (%)	15.1	14.9	14.8	15.1	14.8	14.8	14.9	14.9
Employees Cost	4,561	5,366	6,162	7,470	9,061	11,659	13,983	16,452
Other Expenses	11,829	13,088	14,642	20,716	25,044	31,531	37,929	44,527
Total Expenditure	2,27,419	2,24,000	2,84,778	3,92,025	4,66,851	5,48,707	6,47,115	7,57,156
% of Sales	91.4	92.8	91.9	91.5	91.9	92.4	92.6	92.5
EBITDA	21,283	17,431	24,985	36,370	41,038	44,873	52,043	61,353
Margin (%)	8.6	7.2	8.1	8.5	8.1	7.6	7.4	7.5
Depreciation	3,744	4,142	4,981	6,389	7,308	8,695	10,501	12,426
EBIT	17,539	13,289	20,004	29,982	33,730	36,178	41,542	48,927
Int. and Finance Charges	691	417	538	674	581	695	781	879
Other Income	600	1,962	1,175	1,293	1,465	1,243	743	494
PBT bef. EO Exp.	17,448	14,835	20,641	30,601	34,613	36,727	41,504	48,542
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	17,448	14,835	20,641	30,601	34,613	36,727	41,504	48,542
Total Tax	4,438	3,840	5,717	6,818	9,251	9,652	11,040	12,767
Tax Rate (%)	25.4	25.9	27.7	22.3	26.7	26.3	26.6	26.3
Minority Interest	1	0	0	0	0	0	0	0
Reported PAT	13,009	10,994	14,924	23,783	25,363	27,075	30,464	35,776
Adjusted PAT	13,009	10,994	14,924	23,783	25,363	27,075	30,464	35,776
Change (%)	44.2	-15.5	35.7	59.4	6.6	6.7	12.5	17.4
Margin (%)	5.2	4.6	4.8	5.6	5.0	4.6	4.4	4.4

Consolidated - Balance Sheet

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	6,478	6,478	6,478	6,483	6,507	6,507	6,507	6,507
Total Reserves	1,04,320	1,15,359	1,30,299	1,54,304	1,80,471	2,07,770	2,38,234	2,74,010
Net Worth	1,10,797	1,21,837	1,36,776	1,60,787	1,86,978	2,14,278	2,44,742	2,80,517
Minority Interest	5	4	3	1	-5	-11	-11	-11
Total Loans	37	0	0	0	0	0	0	0
Lease Liabilities	2,955	3,927	6,469	6,430	5,922	8,196	9,445	10,617
Deferred Tax Liabilities	474	512	640	770	919	1,125	1,125	1,125
Capital Employed	1,14,268	1,26,281	1,43,890	1,67,987	1,93,814	2,23,588	2,55,301	2,92,248
Gross Block	68,484	83,178	1,10,486	1,37,381	1,64,929	2,01,539	2,45,090	2,92,271
Less: Accum. Deprn.	9,786	13,873	18,669	24,759	31,562	40,257	50,758	63,183
Net Fixed Assets	58,698	69,305	91,817	1,12,622	1,33,367	1,61,282	1,94,332	2,29,087
Right to use assets	7,173	9,602	13,887	15,049	15,391	17,417	17,417	17,417
Goodwill	783	783	783	783	783	783	783	783
Capital WIP	3,644	10,196	11,293	8,292	9,352	10,994	10,994	10,994
Total Investments	31,374	30	59	2,022	1,067	33	33	33
Curr. Assets, Loans&Adv.	26,264	56,237	50,758	57,327	67,156	70,037	72,618	78,813
Inventory	19,474	22,483	27,427	32,435	39,273	50,444	53,929	61,170
Account Receivables	196	436	669	622	1,664	1,538	1,916	2,242
Cash and Bank Balance	1,079	14,456	2,986	14,083	6,382	3,582	2,300	927
Loans and Advances	5,516	18,863	19,677	10,187	19,837	14,474	14,474	14,474
Curr. Liability & Prov.	6,497	10,280	10,838	13,076	17,958	19,615	23,533	27,536
Account Payables	4,335	5,781	5,892	7,538	9,848	10,708	13,046	15,259
Other Current Liabilities	1,996	4,236	4,533	4,965	7,407	8,289	9,788	11,459
Provisions	167	262	413	573	702	618	699	819
Net Current Assets	19,767	45,958	39,920	44,251	49,198	50,422	49,085	51,277
Deferred Tax assets	3	10	17	18	47	75	75	75
Appl. of Funds	1,14,268	1,26,281	1,43,890	1,67,987	1,93,814	2,23,588	2,55,301	2,92,248

Financials and valuation

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Diluted EPS (INR)	20.1	17.0	23.0	36.7	39.0	41.6	46.8	55.0
Cash EPS	25.9	23.4	30.7	46.5	50.2	55.0	63.0	74.1
BV/Share	171.0	188.1	211.1	248.0	287.3	329.3	376.1	431.1
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)								
P/E	202.1	239.2	176.2	110.6	104.1	97.6	86.7	73.8
Cash P/E	157.0	173.7	132.1	87.2	80.9	73.8	64.5	54.8
P/BV	23.7	21.6	19.2	16.4	14.1	12.3	10.8	9.4
EV/Sales	10.6	10.8	8.5	6.1	5.2	4.5	3.8	3.2
EV/EBITDA	122.2	150.2	105.4	72.1	64.3	59.0	50.9	43.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-6.6	-10.1	-15.7	6.5	0.4	-14.7	2.1	3.1
Return Ratios (%)								
RoE	15.6	9.5	11.5	16.0	14.6	13.5	13.3	13.6
RoCE	15.5	9.4	11.4	15.7	14.3	13.3	13.0	13.4
RoIC	19.7	11.0	12.5	17.1	15.4	13.8	13.5	13.8
Working Capital Ratios								
Fixed Asset Turnover (x)	3.6	2.9	2.8	3.1	3.1	2.9	2.9	2.8
Asset Turnover (x)	2.2	1.9	2.2	2.6	2.6	2.7	2.7	2.8
Inventory (Days)	34	40	38	33	33	36	33	32
Debtor (Days)	0	1	1	1	1	1	1	1
Creditor (Days)	7	10	8	8	8	8	8	8
Leverage Ratio (x)								
Current Ratio	4.0	5.5	4.7	4.4	3.7	3.6	3.1	2.9
Interest Cover Ratio	25.4	31.9	37.2	44.5	58.0	52.1	53.2	55.7
Net Debt/Equity	-0.3	-0.1	0.0	-0.1	0.0	0.0	0.0	0.0

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	17,448	14,835	20,641	30,601	34,613	36,727	41,504	48,542
Depreciation	3,744	4,142	4,981	6,389	7,308	8,695	10,501	12,426
Interest & Finance Charges	691	417	538	674	581	695	781	879
Direct Taxes Paid	-4,924	-2,616	-5,603	-7,089	-7,418	-9,592	-11,040	-12,767
(Inc)/Dec in WC	-3,762	-1,271	-5,825	-3,199	-6,438	-11,127	56	-3,565
CF from Operations	13,197	15,506	14,733	27,376	28,646	25,397	41,802	45,515
Others	-395	-1,754	-1,009	-1,073	-1,188	-767	-743	-494
CF from Operating incl EO	12,801	13,751	13,724	26,303	27,458	24,630	41,058	45,021
(Inc)/Dec in FA	-17,060	-20,275	-23,895	-22,065	-27,218	-34,172	-39,680	-42,986
Free Cash Flow	-4,259	-6,524	-10,172	4,238	240	-9,543	1,379	2,035
(Pur)/Sale of Investments	0	7,830	10,500	-1,500	-137	1,272	0	0
Others	-29,505	1,345	500	434	2,672	11,048	743	494
CF from Investments	-46,566	-11,100	-12,895	-23,131	-24,683	-21,853	-38,936	-42,493
Issue of Shares	41,869	0	0	155	748	0	0	0
Inc/(Dec) in Debt	-6,615	-377	0	0	0	0	0	0
Interest Paid	-682	-436	-538	-674	-581	-695	-781	-879
Dividend Paid	0	0	0	0	0	0	0	0
Others	-998	0	-1,255	-1,533	-1,643	-1,899	-2,623	-3,022
CF from Fin. Activity	33,574	-813	-1,792	-2,051	-1,476	-2,593	-3,404	-3,901
Inc/Dec of Cash	-190	1,838	-964	1,120	1,299	184	-1,282	-1,373
Opening Balance (without bank bal.)	1,249	1,059	1,915	951	2,072	3,371	3,555	2,273
Closing Balance	1,059	2,897	951	2,072	3,370	3,555	2,273	900
Other bank balance	20	12,541	2,035	12,012	3,012	27	27	27
Closing Balance (including bank bal)	1,079	15,438	2,986	14,083	6,382	3,582	2,300	927

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Registration details of group entities: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.