

# Vedant Fashions

Estimate change	
TP change	
Rating change	

Bloomberg	MANYAVAR IN
Equity Shares (m)	243
M.Cap.(INRb)/(USDb)	180.1 / 2.1
52-Week Range (INR)	1512 / 730
1, 6, 12 Rel. Per (%)	-16/-48/-32
12M Avg Val (INR M)	260

## Financials & Valuations Consol (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	13.9	15.0	16.3
EBITDA	6.4	7.0	7.7
Adj. PAT	3.9	4.3	4.7
EBITDA Margin (%)	46.3	46.8	47.4
Adj. EPS (INR)	16.0	17.5	19.5
EPS Gr. (%)	(6.2)	9.6	11.1
BV/Sh. (INR)	71.3	80.6	91.0
<b>Ratios</b>			
Net D:E	(0.3)	(0.5)	(0.5)
RoE (%)	22.9	21.1	20.8
RoCE (%)	19.9	19.5	19.3
Payout (%)	50.0	50.0	-
<b>Valuations</b>			
P/E (x)	46.0	42.0	37.8
EV/EBITDA (x)	28.5	25.6	23.0
EV/Sales (X)	13.2	12.0	10.9
Div. Yield (%)	1.1	1.2	-

## Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	75.0	75.0	75.0
DII	10.6	10.4	12.6
FII	10.1	10.6	8.1
Others	4.3	4.1	4.3

FII Includes depository receipts

**CMP: INR741**

**TP: INR775 (+5%)**

**Neutral**

## Weak end to a subdued FY25; LFL recovery key

- Vedant Fashions (VFL) reported yet another weak quarter with a modest 1% revenue growth as same-store sales declined ~4.5%, while EBITDA/PAT declined 5%/13% YoY (9%/11% miss) due to operating deleverage.
- For FY25, VFL's revenue growth remained subdued with ~1% CAGR over FY23-25, while its EBITDA and PAT declined for the second successive year.
- Demand remained muted, driven by weak consumer sentiment in the mid-premium segment. Further, VFL has been majorly impacted by persisting weakness in AP and Telangana markets (excluding these markets, management indicated that SSSG would have been flat in FY25).
- Management indicated that LFL revenue growth would be the key focus area in FY26 and expects store consolidation to continue in 1HFY26.
- We cut our FY26-27E EBITDA by 4-5% and PAT by 8-9% due to a weak demand environment and the likely continuation of store consolidation. Overall, we model an 8-10% CAGR in VFL's revenue/EBITDA/PAT over FY25-27E.
- While the stock is currently trading ~40% below its average P/E, we await signs of demand recovery before we turn more constructive on VFL.

**Reiterate Neutral with a revised TP of INR775, premised on 40x FY27E P/E.**

## Another weak quarter; EBITDA dips 5% YoY (9% miss)

- Customer sales grew ~2% YoY to INR5.2b in 4QFY25, as ~5% increase in area was offset by a 4.5% decline in same-store sales.
- Consolidated revenue inched up ~1% YoY to INR3.7b (4% below) as demand trends remained subdued.
- VFL added 12 stores (6 SIS, 6 EBOs) in 4Q, taking the total store count to 678, with a store area of ~1.79m sqft. (up ~5% YoY).
- Gross profit increased 3% YoY to INR2.7b as gross margin expanded 110bp YoY to 73.6% (100bp beat).
- Employee cost increased 15% YoY (6% higher), while other expenses rose ~20% YoY (7% higher).
- EBITDA declined ~5% YoY to INR1.7b (9% miss), driven by weaker revenue growth and higher other expenses. EBITDA margins contracted ~310bp YoY to 45.1% (~210bp miss).
- Reported PAT declined ~13% YoY to INR1b (11% miss).

## Subdued performance continued in FY25

- Customer sales grew ~2% YoY to INR18.9b, as ~5% increase in area was offset by a 4.2% decline in same-store sales. Management indicated that LTL sales grew 2.9% YoY in the Jul'24 to Mar'25 period and would have been flat in FY25, excluding the AP and Telangana markets.
- Reported revenue inched up 1% YoY to INR13.9b (~1% FY23-25 CAGR).
- In FY25, VFL added 85k net retail area, and two net stores were added (the SIS count increased by 13, while the EBO count reduced by 11). The company exited 11 domestic and 1 international cities in FY25.
- EBITDA at INR 6.5b declined 2% YoY, a second straight year of YoY decline.
- PAT declined 6% YoY to INR3.9b and was ~10% below its FY23 PAT.

- Inventory days rose to 53 in FY25 (from ~37 YoY), while its reported receivable days increased to ~187 (from ~151 days YoY). Overall WC capital days increased to 213 (vs. 164 days YoY).
- FCF moderated to INR2.1b in FY25 (vs. ~INR3.3b YoY) on adverse WC changes.

### Highlights from the management commentary

- **Demand trends:** VFL's performance was weighed down by: 1) continued weakness in consumer sentiment, 2) persisting weakness in markets such as AP and Telangana (TS), and 3) also increased competitive intensity in the ethnic wear category. Management indicated that excluding AP/TS, SSSG for FY25 was flat (4.2% decline).
- **Demand outlook:** Management is witnessing some green shoots in demand in 1QFY26 (albeit on a weak base). However, overall demand sentiments still remain weaker than expectations.
- **Key focus areas for FY26:** Management indicated that LFL growth recovery is the key focus for the company in FY26. Further, it expects the consolidation of high-rental unprofitable stores to continue, at least until 1HFY26.
- **Mohey:** It has undergone a strategic shift from being a bridal wear brand to a broader wedding wear brand, which has positively impacted footfalls and conversions. During FY25, ~40% of the new retail area addition was dedicated to Mohey, which has been the fastest-growing brand in VFL's portfolio. Management indicated that Mohey accounts for ~14% of VFL's retail area, while revenue productivity is slightly lower than Manyavar, but on an improving trend.
- **Competitive intensity:** India's men's ethnic wear market has seen an increase in competition over the past 2–3 years, with an unprecedented number of store openings (up 3x) due to the entry of several new retailers. Management believes that despite significant store openings, no single player has gained any significant share, and most new stores would not be at long-term sustainable profitability levels. Further, management indicated that legacy competitors have seen consolidation due to weak demand, but new entrants are still opening stores.

### Valuation and view

- FY25 marked a second successive year of subdued revenue growth and weaker profitability for VFL. We believe that apart from the overall weaker demand sentiment, rising competition, and slower-than-expected shift from the unorganized to organized in the ethnic-wear category have been the key headwinds.
- Growth recovery in Manyavar (on a low base of the last few years), scale-up of Mohey (women's celebration wear) and Twamev (premium offering in celebration wear), along with improved traction in its recent forays in the newer categories (Diwas, a value brand catering to festive wear), remain the key growth drivers for VFL.
- We cut our FY26-27E EBITDA by 4-5% and PAT by 8-9% due to a weak demand environment and the likely continuation of store consolidation. Overall, we model an 8-10% CAGR in VFL's revenue/EBITDA/PAT over FY25-27E.
- While the stock is currently trading ~40% below its average P/E, we await signs of demand recovery before we turn more constructive on VFL. **Reiterate Neutral with a revised TP of INR775, premised on 40x FY27E P/E** (vs. INR850 earlier).

**Quarterly Earnings Snapshot**

Y/E March									(INR m)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY24	FY25	FY25	Est
Revenue	3,116	2,183	4,745	3,632	2,398	2,679	5,113	3,674	13,675	13,865	3,844	-4.4
YoY Change (%)	-4.1	-11.6	7.5	6.3	-23.0	22.7	7.8	1.2	0.9	1.4	5.9	
Total Expenditure	1,635	1,255	2,324	1,881	1,271	1,460	2,691	2,017	7,094	7,439	2,031	-0.7
EBITDA	1,482	928	2,420	1,751	1,127	1,220	2,422	1,657	6,581	6,426	1,813	-8.6
EBITDA margins (%)	47.5	42.5	51.0	48.2	47.0	45.5	47.4	45.1	48.1	46.3	47.2	
Change YoY (%)	-9.1	-19.6	7.8	4.3	-23.9	31.4	0.1	-5.3	96.0	63.2	3.6	
Depreciation	299	325	344	381	372	373	391	395	1,349	1,531	380	3.7
Interest	94	107	112	132	139	137	139	136	445	552	133	2.3
Other Income	150	151	155	241	215	192	224	221	697	852	219	0.7
PBT before EO expense	1,238	648	2,119	1,479	831	902	2,115	1,347	5,484	5,195	1,519	-11.3
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
Tax	319	161	542	321	206	233	535	336	1,342	1,310	384	-12.4
Rate (%)	25.7	24.8	25.6	21.7	24.8	25.8	25.3	24.9	24.5	25.2	25.3	-1.2
Reported PAT	919	487	1,577	1,158	625	669	1,580	1,011	4,142	3,885	1,135	-10.9
Adj PAT	919	487	1,577	1,158	625	669	1,580	1,011	4,142	3,885	1,135	-10.9
YoY Change (%)	-9	-29	5	6	-32	37	0	-13	-3	-6	-2	

E: MOFSL Estimates

**Exhibit 1: Valuation based on P/E for FY27E**

Valuation	FY27E
EPS	19.5
PE multiple (x)	40
<b>Target Price (INR)</b>	<b>775</b>
CMP (INR)	740
Upside (%)	5%

Source: MOFSL, Company

**Exhibit 2: Quarterly performance (INR m)**

	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s Est (%)
<b>Total Revenue</b>	3,632	5,113	3,674	1	-28	3,844	-4
Raw Material cost	1,000	1,433	970	-3	-32	1,055	-8
<b>Gross Profit</b>	2,632	3,680	2,704	3	-27	2,789	-3
<b>Gross margin (%)</b>	72.5	72.0	73.6	112.5	161.4	72.6	102.3
Employee Costs	134	154	153	15	0	145	6
Other expenses	747	1,104	893	20	-19	831	7
<b>EBITDA</b>	1,751	2,422	1,657	-5	-32	1,813	-9
<b>EBITDA margin (%)</b>	48.2	47.4	45.1	-310.7	-226.5	47.2	-207.0
Depreciation and amortization	381	391	395	4	1	380	4
EBIT	1,370	2,031	1,263	-8	-38	1,433	-12
EBIT margin (%)	37.7	39.7	34.4	NM	NM	37.3	-291.5
Finance Costs	132	139	136	3	-2	133	2
Other income	241	224	221	-9	-2	219	1
Exceptional item	0	0	0	NM	NM	0	NM
<b>Profit before Tax</b>	1,479	2,115	1,347	-9	-36	1,519	-11
Tax	321	535	336	5	-37	384	-12
Tax rate (%)	21.7	25.3	24.9	14.9	-1.5	25.3	-1.2
<b>Profit after Tax</b>	1,158	1,580	1,011	-13	-36	1,135	-11
<b>Adj Profit after Tax</b>	1,158	1,580	1,011	-13	-36	1,135	-11
	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s Est (%)
<b>Total stores</b>	676	666	678	0	2	675	0
Net store adds	3	16	12	NM	NM	9	

Source: MOFSL, Company

**Exhibit 3: Our estimate change summary**

	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>
<b>Revenue (INR m)</b>			
Old	14,034	15,352	17,024
Actual/New	13,865	15,023	16,299
<i>Change (%)</i>	-1.2	-2.1	-4.3
<b>EBITDA (INR m)</b>			
Old	6,582	7,285	8,163
Actual/New	6,426	7,031	7,726
<i>Change (%)</i>	-2.4	-3.5	-5.4
<b>EBITDA margin (%)</b>			
Old	46.9	47.5	48.0
Actual/New	46.3	46.8	47.4
<i>Change (bp)</i>	-55	-65	-55
<b>Net Profit (INR m)</b>			
Old	4,009	4,612	5,186
Actual/New	3,885	4,259	4,730
<i>Change (%)</i>	-3.1	-7.7	-8.8
<b>EPS (INR)</b>			
Old	16.5	19.0	21.4
Actual/New	16.0	17.5	19.5
<i>Change (%)</i>	-3.1	-7.7	-8.8

Source: MOFSL, Company

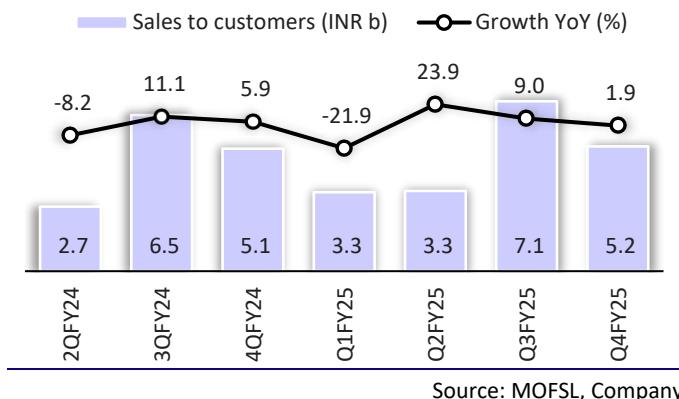


## Detailed takeaways from the management interaction

- **Demand trends:** VFL's performance was weighed down by: 1) continued weakness in consumer sentiment, 2) persisting weakness in markets such as AP and Telangana (TS), and 3) also increased competitive intensity in the ethnic wear category. Management indicated that excluding AP/TS, SSSG for FY25 was flat (4.2% decline).
- **Demand outlook:** Management is witnessing some green shoots in demand in 1QFY26 (albeit on a weak base). However, overall demand sentiments still remain weaker-than-expectations.
- **Key focus areas for FY26:** Management indicated that LFL growth recovery is the key focus for the company in FY26. Further, it expects the consolidation of high rental unprofitable stores to continue, at least till 1HFY26.
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- **Competitive intensity:** India's men's ethnic wear market has seen an increase in competition over the past 2–3 years, with an unprecedented number of store openings (up 3x) due to the entry of several new retailers. Management believes that despite significant store openings, no single player has gained any significant share, and most new stores would not be at long-term sustainable profitability levels. Further, management indicated that legacy competitors have seen consolidation due to weak demand, but new entrants are still opening stores.
- **Store Expansion:** In FY25, VFL added a net 85k sqft. retail area (~150k on gross basis). Management indicated that store openings would be measured in FY26 and would pick up pace as rental inflation subsidies.
- **New initiatives:** The company has taken initiatives such as: 1) improvement in the product's design quotient to make them more fashionable and suit regional tastes, 2) increased focus on digital marketing through multiple smaller campaigns and 3) launch of VFL Parivaar app to enable more frequent training of retail staff.
- **Rentals:** The rental cost was up ~1.5-2% of sales YoY, due to operating deleverage. Further, management indicated that the company has been negotiating rentals for stores, where SSSG has been weak.
- **Franchise sentiment:** Despite weak demand over the past two years, management indicated that the company hasn't faced any challenge in onboarding new franchise partners as profitability still remains robust.
- **Inventory and Receivables:** Inventory increase in 4QFY25 was driven by strategic build-up ahead of Eid, as production is temporarily disrupted as artisans go on leave. Management indicated that the increase in receivables was largely on account of new store openings and also higher inventory for Mohey.

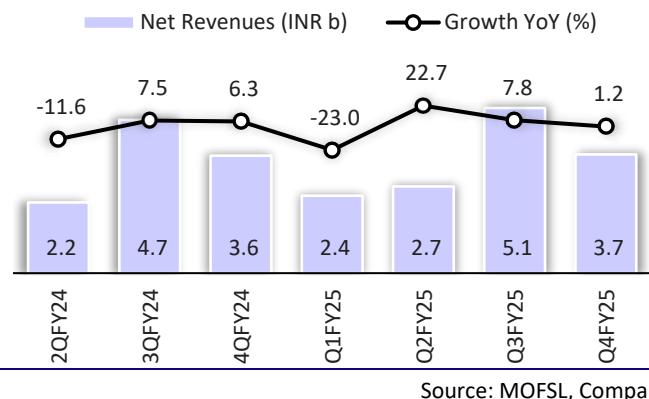
## Story in charts

**Exhibit 4: Customer sales inched up ~2% YoY**



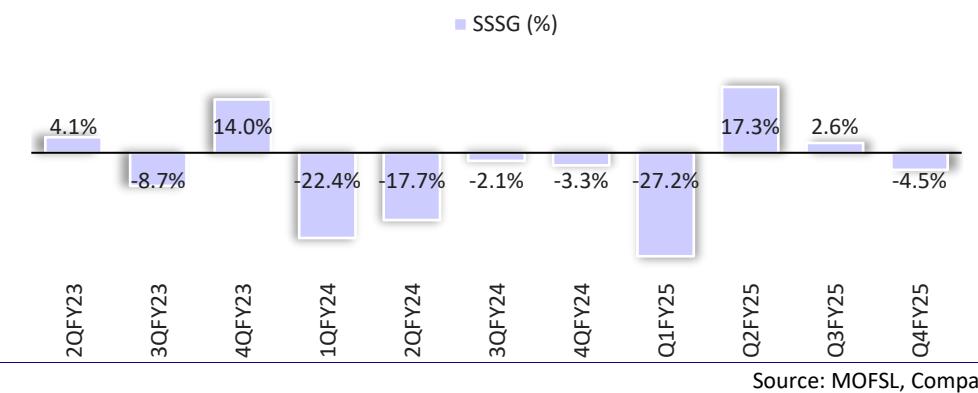
Source: MOFSL, Company

**Exhibit 5: Net revenue largely flat YoY**



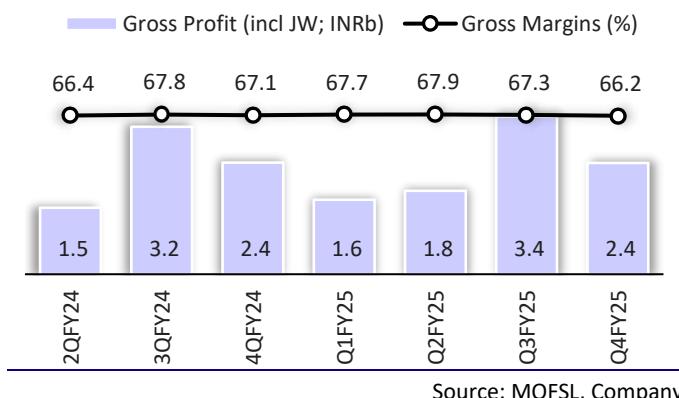
Source: MOFSL, Company

**Exhibit 6: Same-store sales continued to remain subdued**



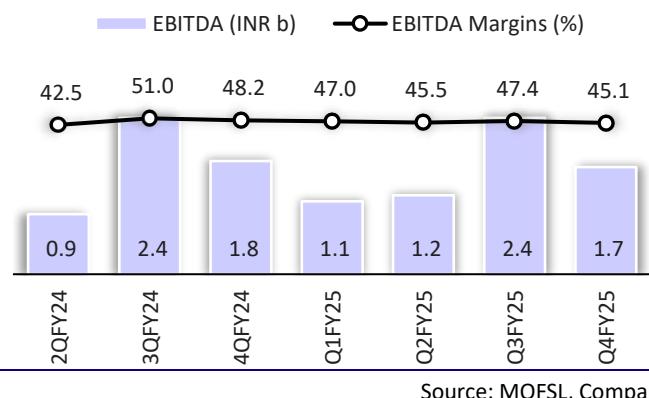
Source: MOFSL, Company

**Exhibit 7: Gross margin (incl. job work) contracted 90bp YoY**



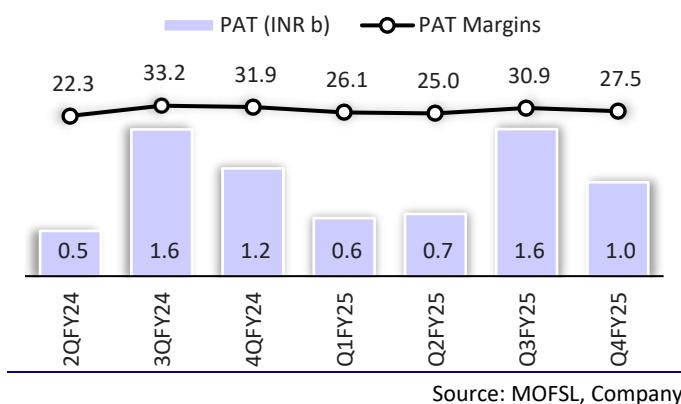
Source: MOFSL, Company

**Exhibit 8: EBITDA margin contracted 310bp YoY to 45.1%**

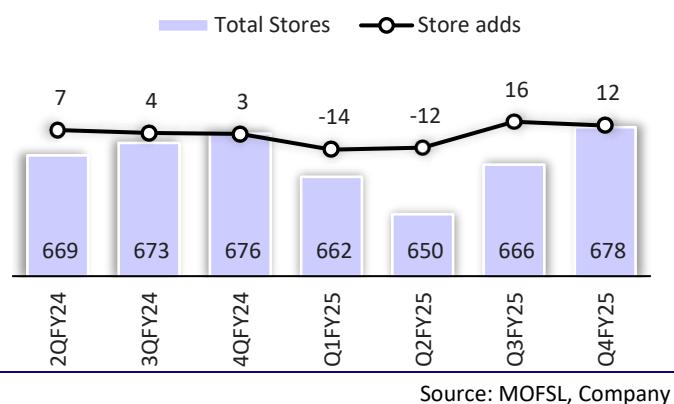


Source: MOFSL, Company

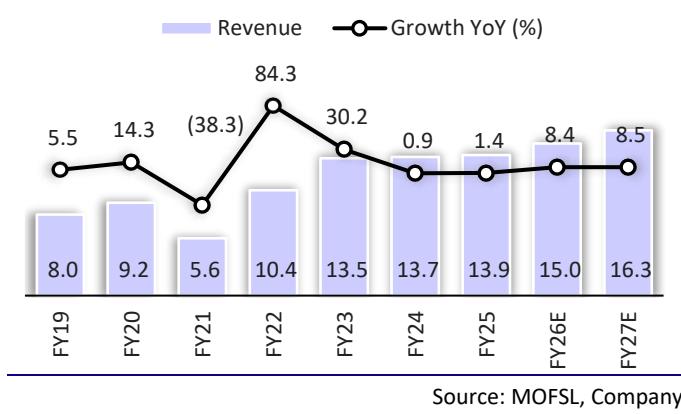
**Exhibit 9: PAT declined by 11% YoY**



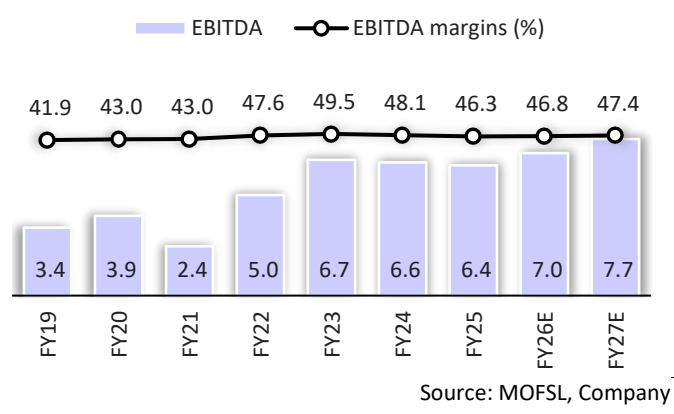
**Exhibit 10: 12 stores (of which 6 SIS) opened during 4QFY25**



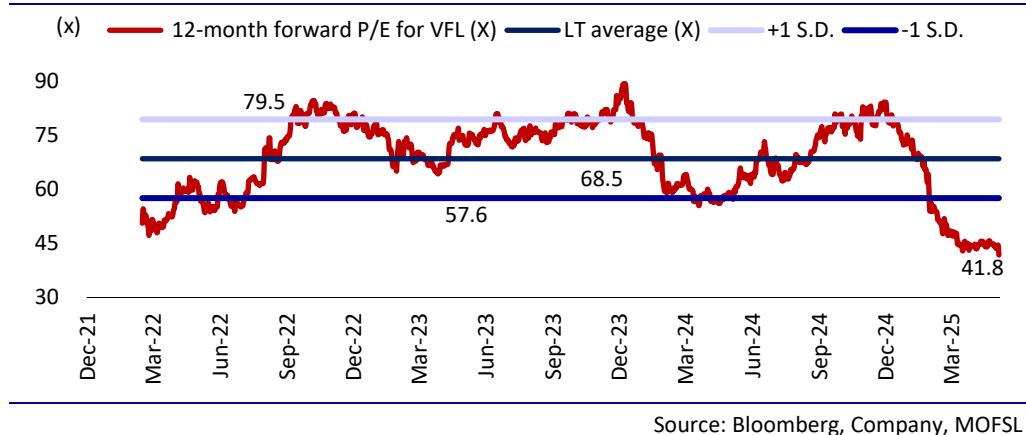
**Exhibit 11: Expect revenue CAGR of ~8% over FY25-27**



**Exhibit 12: Expect ~10% EBITDA CAGR over FY25-27**



**Exhibit 13: After the recent correction, VFL trades ~40% below its mean 1-yr forward P/E**



## Financials and valuations

Consolidated - Income Statement								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Total Income from Operations</b>	<b>9,155</b>	<b>5,648</b>	<b>10,408</b>	<b>13,549</b>	<b>13,675</b>	<b>13,865</b>	<b>15,023</b>	<b>16,299</b>
Change (%)	14.3	-38.3	84.3	30.2	0.9	1.4	8.4	8.5
Raw Materials	2,512	1,463	2,668	3,519	3,792	3,691	3,981	4,319
<b>Gross Profit</b>	<b>6,643</b>	<b>4,185</b>	<b>7,740</b>	<b>10,030</b>	<b>9,883</b>	<b>10,174</b>	<b>11,042</b>	<b>11,980</b>
Margin (%)	72.6	74.1	74.4	74.0	72.3	73.4	73.5	73.5
<b>Gross Profit (Incl Job Work)</b>	<b>5,981</b>	<b>3,770</b>	<b>6,958</b>	<b>9,127</b>	<b>9,186</b>	<b>9,315</b>	<b>10,074</b>	<b>10,889</b>
Margin (%)	65.3	66.8	66.9	67.4	67.2	67.2	67.1	66.8
Employees Cost	533	381	575	566	568	598	631	668
Other Expenses	2,173	1,373	2,206	2,755	2,735	3,150	3,380	3,586
<b>Total Expenditure</b>	<b>5,218</b>	<b>3,218</b>	<b>5,450</b>	<b>6,841</b>	<b>7,094</b>	<b>7,439</b>	<b>7,992</b>	<b>8,573</b>
% of Sales	57.0	57.0	52.4	50.5	51.9	53.7	53.2	52.6
<b>EBITDA</b>	<b>3,938</b>	<b>2,431</b>	<b>4,959</b>	<b>6,708</b>	<b>6,581</b>	<b>6,426</b>	<b>7,031</b>	<b>7,726</b>
Margin (%)	43.0	43.0	47.6	49.5	48.1	46.3	46.8	47.4
Depreciation	887	955	944	1,038	1,349	1,531	1,753	1,993
<b>EBIT</b>	<b>3,050</b>	<b>1,475</b>	<b>4,015</b>	<b>5,671</b>	<b>5,232</b>	<b>4,895</b>	<b>5,278</b>	<b>5,733</b>
Int. and Finance Charges	256	258	284	315	445	552	565	611
Other Income	324	602	499	402	697	852	981	1,202
<b>PBT bef. EO Exp.</b>	<b>3,118</b>	<b>1,819</b>	<b>4,230</b>	<b>5,758</b>	<b>5,484</b>	<b>5,195</b>	<b>5,694</b>	<b>6,324</b>
EO Items	0	0	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>3,118</b>	<b>1,819</b>	<b>4,230</b>	<b>5,758</b>	<b>5,484</b>	<b>5,195</b>	<b>5,694</b>	<b>6,324</b>
Total Tax	752	490	1,081	1,467	1,342	1,310	1,435	1,594
Tax Rate (%)	24.1	26.9	25.6	25.5	24.5	25.2	25.2	25.2
<b>Reported PAT</b>	<b>2,366</b>	<b>1,329</b>	<b>3,149</b>	<b>4,291</b>	<b>4,142</b>	<b>3,885</b>	<b>4,259</b>	<b>4,730</b>
<b>Adjusted PAT</b>	<b>2,366</b>	<b>1,329</b>	<b>3,149</b>	<b>4,291</b>	<b>4,142</b>	<b>3,885</b>	<b>4,259</b>	<b>4,730</b>
Change (%)	34.1	-43.8	136.9	36.3	-3.5	-6.2	9.6	11.1
Margin (%)	25.8	23.5	30.3	31.7	30.3	28.0	28.4	29.0

Consolidated - Balance Sheet								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	250	248	243	243	243	243	243	243
Total Reserves	10,410	10,666	10,585	13,756	15,776	17,620	19,938	22,539
<b>Net Worth</b>	<b>10,660</b>	<b>10,914</b>	<b>10,827</b>	<b>13,999</b>	<b>16,019</b>	<b>17,863</b>	<b>20,181</b>	<b>22,781</b>
Total Loans	2,427	2,104	2,787	2,934	4,444	4,829	5,049	5,610
Lease Liabilities	2,427	2,104	2,787	2,934	4,444	4,829	5,049	5,610
Deferred Tax Liabilities	81	147	168	197	219	262	262	262
Other Liabilities	1,160	1,201	1,335	1,539	1,855	1,925	1,925	1,925
<b>Capital Employed</b>	<b>14,328</b>	<b>14,367</b>	<b>15,118</b>	<b>18,669</b>	<b>22,537</b>	<b>24,879</b>	<b>27,417</b>	<b>30,578</b>
Gross Block	5,972	6,345	7,845	8,620	11,089	11,334	14,519	16,624
Less: Accum. Deprn.	1,062	1,912	2,856	3,573	4,612	4,612	7,895	9,888
<b>Net Fixed Assets</b>	<b>4,909</b>	<b>4,432</b>	<b>4,989</b>	<b>5,047</b>	<b>6,477</b>	<b>6,722</b>	<b>6,624</b>	<b>6,736</b>
Other Non-Current	836	820	867	882	320	318	318	318
Capital WIP	3	4	1	22	1	1	1	1
<b>Total Investments</b>	<b>4,397</b>	<b>5,790</b>	<b>5,608</b>	<b>8,501</b>	<b>10,410</b>	<b>10,548</b>	<b>10,548</b>	<b>10,548</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>5,765</b>	<b>5,195</b>	<b>6,219</b>	<b>7,201</b>	<b>7,875</b>	<b>9,877</b>	<b>12,823</b>	<b>16,119</b>
Inventory	1,209	1,012	1,430	1,736	1,386	2,020	2,058	2,233
Account Receivables	3,721	3,612	3,967	4,734	5,645	7,088	6,174	6,698
Cash and Bank Balance	199	71	39	100	217	172	3,990	6,536
Loans and Advances	637	500	783	630	627	597	601	652
<b>Curr. Liability &amp; Prov.</b>	<b>1,588</b>	<b>1,890</b>	<b>2,580</b>	<b>2,991</b>	<b>2,550</b>	<b>2,586</b>	<b>2,897</b>	<b>3,143</b>
Account Payables	504	499	730	859	891	1,023	1,091	1,183
Other Current Liabilities	1,080	1,387	1,845	2,130	1,656	1,560	1,803	1,956
Provisions	4	4	4	2	3	3	4	4
<b>Net Current Assets</b>	<b>4,178</b>	<b>3,305</b>	<b>3,639</b>	<b>4,210</b>	<b>5,325</b>	<b>7,291</b>	<b>9,926</b>	<b>12,976</b>
Deferred Tax assets	6	16	13	7	4	0	0	0
<b>Appl. of Funds</b>	<b>14,328</b>	<b>14,367</b>	<b>15,118</b>	<b>18,669</b>	<b>22,537</b>	<b>24,879</b>	<b>27,417</b>	<b>30,579</b>

## Financials and valuations

### Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>								
EPS	<b>9.7</b>	<b>5.5</b>	<b>13.0</b>	<b>17.7</b>	<b>17.1</b>	<b>16.0</b>	<b>17.5</b>	<b>19.5</b>
Cash EPS	13.0	9.1	16.3	21.3	21.9	21.6	24.0	26.8
BV/Share	42.6	43.6	43.2	55.9	64.0	71.3	80.6	91.0
DPS	0.0	0.0	5.0	9.0	8.5	8.0	8.8	0.0
Payout (%)	0.0	0.0	38.5	50.9	49.8	50.0	50.0	0.0
<b>Valuation (x)</b>								
P/E	75.5	134.4	56.7	41.6	43.1	46.0	42.0	37.8
Cash P/E	56.7	80.7	45.0	34.6	33.6	34.0	30.7	27.4
P/BV	17.3	16.9	17.0	13.2	11.5	10.3	9.1	8.1
EV/Sales	20.4	32.7	17.4	13.4	13.4	13.2	12.0	10.9
EV/EBITDA	47.4	75.9	36.6	27.1	27.8	28.5	25.6	23.0
Dividend Yield (%)	0.0	0.0	0.7	1.2	1.2	1.1	1.2	0.0
FCF per share	9.0	10.8	14.9	19.6	20.0	15.9	27.7	23.0
<b>Return Ratios (%)</b>								
RoE	24.3	12.3	29.0	34.6	27.6	22.9	21.1	20.8
RoCE	21.6	11.6	25.2	29.6	23.9	19.9	19.5	19.3
RoIC	25.7	11.8	33.3	43.3	36.0	28.1	29.2	32.5
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.5	0.9	1.3	1.6	1.2	1.2	1.0	1.0
Asset Turnover (x)	0.6	0.4	0.7	0.7	0.6	0.6	0.5	0.5
Inventory (Days)	176	253	196	180	133	200	189	189
Debtor (Days)	148	233	139	128	151	187	150	150
Creditor (Days)	73	124	100	89	86	101	100	100
<b>Leverage Ratio (x)</b>								
Current Ratio	3.6	2.7	2.4	2.4	3.1	3.8	4.4	5.1
Interest Cover Ratio	11.9	5.7	14.1	18.0	11.8	8.9	9.3	9.4
Net Debt/Equity	-0.2	-0.3	-0.3	-0.4	-0.4	-0.3	-0.5	-0.5

### Consolidated - Cash Flow Statement

(**INR m**)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	3,118	1,819	4,230	5,758	5,484	5,195	5,694	6,324
Depreciation	887	955	944	1,038	1,349	1,531	1,753	1,993
Interest & Finance Charges	256	258	284	315	454	433	565	611
Direct Taxes Paid	-750	-345	-1,090	-1,472	-1,301	-1,256	-1,435	-1,594
(Inc)/Dec in WC	-804	399	-450	-569	-498	-1,315	1,183	-504
<b>CF from Operations</b>	<b>2,707</b>	<b>3,087</b>	<b>3,918</b>	<b>5,070</b>	<b>5,488</b>	<b>4,588</b>	<b>7,760</b>	<b>6,830</b>
Others	-273	-561	-408	-372	-657	-702	-981	-1,202
<b>CF from Operating incl EO</b>	<b>2,434</b>	<b>2,526</b>	<b>3,510</b>	<b>4,698</b>	<b>4,831</b>	<b>3,886</b>	<b>6,779</b>	<b>5,628</b>
(Inc)/Dec in FA	-184	151	109	57	13	-31	-55	-55
<b>Free Cash Flow</b>	<b>2,250</b>	<b>2,677</b>	<b>3,619</b>	<b>4,755</b>	<b>4,844</b>	<b>3,855</b>	<b>6,724</b>	<b>5,573</b>
(Pur)/Sale of Investments	-1,445	-1,424	37	-2,492	-1,149	-408	0	0
Others	672	389	418	116	41	281	981	1,202
<b>CF from Investments</b>	<b>-957</b>	<b>-884</b>	<b>565</b>	<b>-2,319</b>	<b>-1,096</b>	<b>-159</b>	<b>926</b>	<b>1,147</b>
Issue of Shares	0	-1,084	47	15	31	23	0	0
Inc/(Dec) in Debt	0	0	0	0	0	0	0	0
Interest Paid	-211	-207	-223	-241	-337	-434	-565	-611
Repayment of loan	-604	0	0	0	0	0	0	0
Others	-595	-373	-3,928	-2,091	-3,310	-3,360	-3,322	-3,619
<b>CF from Fin. Activity</b>	<b>-1,410</b>	<b>-1,665</b>	<b>-4,105</b>	<b>-2,317</b>	<b>-3,616</b>	<b>-3,772</b>	<b>-3,887</b>	<b>-4,230</b>
<b>Inc/Dec of Cash</b>	<b>67</b>	<b>-23</b>	<b>-30</b>	<b>62</b>	<b>119</b>	<b>-45</b>	<b>3,818</b>	<b>2,546</b>
Opening Balance	21	89	66	36	98	217	172	3,990
<b>Closing Balance</b>	<b>89</b>	<b>66</b>	<b>36</b>	<b>98</b>	<b>217</b>	<b>172</b>	<b>3,990</b>	<b>6,536</b>
Other Bank Balance	110	5	3	3	0	0	0	0
<b>Net Closing Balance</b>	<b>199</b>	<b>71</b>	<b>39</b>	<b>100</b>	<b>217</b>	<b>172</b>	<b>3,990</b>	<b>6,536</b>

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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