12 July 2025

1QFY26 Results Update | Sector: Departmental Retail

Avenue Supermarts

Estimate changes	↓
TP change	↓
Rating change	↔

Bloomberg	DMART IN
Equity Shares (m)	651
M.Cap.(INRb)/(USDb)	2644.7 / 30.8
52-Week Range (INR)	5485 / 3337
1, 6, 12 Rel. Per (%)	0/3/-20
12M Avg Val (INR M)	2880

Financials & Valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	701	823	964
EBITDA	51	60	72
Adj. PAT	29	35	42
EBITDA Margin (%)	7.2	7.3	7.5
Adj. EPS (INR)	45	53	64
EPS Gr. (%)	9	18	21
BV/Sh. (INR)	374	428	492
Ratios			
Net D:E	0.0	0.0	0.0
RoE (%)	12.8	13.3	14.0
RoCE (%)	12.7	13.1	13.8
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	90.0	76.3	63.3
EV/EBITDA (x)	52.4	44.2	36.9
EV/Sales (X)	3.8	3.2	2.8
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	0.1	0.1	0.2

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: INR4,064 TP: INR4,500 (+11%) Buy

Margin pressure lingers, CoR remains high

- Avenue Supermarts (DMART) posted another weak set in 1QFY26 as standalone EBITDA grew 8% YoY (5% miss) due to weaker gross margin (GM; -25bp YoY) and higher cost of retailing (CoR; up 9% YoY on a per sqft basis).
- Standalone revenue grew ~16% YoY, driven by ~14% store area addition. Like-for-like (LFL) growth for over two-year-old stores moderated to 7.1% (vs. 8.1%/9.1% in 4QFY25/1QFY25) due to deflation.
- DMART added 9 stores in 1QFY26 (vs. 6 in 1QFY25). Acceleration in the pace of store additions continues to be the primary growth driver for DMART.
- GM contracted ~27bp YoY to 14.6% (~25bp miss) due to ~15bp YoY decline in the share of the higher-margin GM&A category and continued heightened competition in the FMCG category.
- A surge in wages of entry-level positions and continued investments in improving service levels led to further ~24% YoY rise in operating expenses, translating into ~9% 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 growth and 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 FY26-28E EBITDA by ~2-3% due to lingering pressure on GM and rising CoR, while we reduce our FY26-28E EPS by ~5-6% on higher finance cost.
- We build in a CAGR of 18%/17%/15% in DMART's consol. revenue/EBITDA/PAT over FY25-28E.
- **Reiterate our BUY rating with a revised TP of INR4,500 (vs. INR4,800 earlier), premised on ~46x Jun'27E EV/EBITDA (implies ~80x Jun'27E P/E).**

5%/7% miss on EBITDA/PAT due to continued margin pressures

- Standalone revenue grew ~16% YoY to INR159b (in line), driven by ~14% area additions and **7.1% LFL growth (vs. 8.1% in 4Q and 9.1% YoY)**.
  - Management indicated that revenue growth was lower by ~100-150bp due to deflation in several categories.
  - DMart added 9 stores/0.4m sqft area to reach to 424 stores/17.6m sqft. This implies addition of an average ~44.5k sqft stores in 1Q (higher than average store size of 41.5k sqft).
  - DMart's store count was up ~14% YoY, while annualized revenue per store rose ~2% YoY to INR1.52b and annualized revenue/sqft grew ~2% YoY to INR36.6k.
- Standalone gross profit came in at INR23.3b (up ~14% YoY, 2% miss) as **gross margin contracted 27bp YoY to 14.6%** (~**25bp miss**).
  - Share of higher-margin GM&A category dipped ~15bp YoY to 24.7%, while Foods category share was up ~80bp YoY to 55.6%.
  - Management indicated that increased competitive intensity in the FMCG continued to impact gross margins.

Aditya Bansal - Research Analyst (Aditya.Bansal@MotilalOswal.com)

Research Analyst: Avinash Karumanchi (Avinash.Karumanchi@MotilalOswal.com) | Siddhesh Chaudhari (Siddhesh.Chaudhari@MotilalOswal.com)

- Standalone EBITDA at INR13.1b (**~5% miss**) was up ~8% YoY, as margins **contracted ~65bp YoY to 8.2%** (**~40bp miss)** due to weaker GM and higher employee costs, as CoR per sqft was up **~9% YoY**.
  - Employee expenses grew 31% YoY (8% ahead), while other expenses rose ~21% YoY.
  - Management indicated that operating costs remain elevated due to efforts on improving service levels, capacity building and inflation in entry-level wages.
- Standalone PAT at INR8.3b (**7% miss**) was up by a modest ~2% YoY, and PAT margin contracted ~70bp YoY to 5.2%.

Higher operating losses in subsidiary impact consolidated performance

- Consolidated revenue grew 16% YoY to INR163.6b (in line).
- Consol. GP grew 14% YoY to INR25b (2% miss) as margins contracted ~30bp YoY to 15.3% (~30bp miss).
- Consol. EBITDA was up 6% YoY at INR13b (5% miss) as margins contracted ~75bp YoY to 7.9% (~35bp miss) due to weaker standalone performance and ~3.3% operating loss margin in subsidiaries (vs. +0.5% YoY, but better than -6.4% QoQ).
- Consol PAT was flat YoY at INR7.7b (**6% miss**). PAT margins declined ~80bp YoY to 4.7%.

Competitive intensity continues to weigh on margins

- **Deflationary impact:** Revenue growth was impacted by ~100-150bp, primarily due to significant deflation in several staples and non-food categories.
- **Competitive intensity:** Gross margins declined YoY, driven by sustained competitive intensity within the FMCG sector.
- **Elevated operating costs:** Operating costs increased, led by investments in enhancing service levels, capacity building, and higher entry-level wage inflation.
- **Bill cuts and ABV:** Total bill cuts for 1QFY26 stood at 97m, up ~13% YoY (~16% YoY in 4QFY25), while 1QFY26 average basket value (ABV) was up 3% YoY at INR1,642.
- **DMart Ready:** The company rationalized its operations in Anand (GJ) and is now present in 24 cities.

Valuation and view

- With the entry of large offline/online retailers into QC and recent fundraising by the top 3 QC players, the competitive intensity for a share of customer wallets 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 over the long term, despite QC's convenience-focused model. However, rising competition on pricing could continue to weigh on DMART's growth and margins in the near term.
- Acceleration in store addition remains the key growth trigger for DMART. We build in ~60 store additions in FY26 (vs. 9/50 store additions in 1QFY26/FY25).
- We cut our FY26-28E EBITDA by ~2-3% due to lingering pressure on GM and rising CoR, while we reduce FY26-28E EPS by ~5-6% on higher finance cost.
- We build in a CAGR of 18%/17%/15% in DMART's consol. revenue/EBITDA/PAT over FY25-28E.
- We assign a ~46x Jun'27 EV/EBITDA multiple (implying ~80x Jun'27 P/E) to arrive at our revised TP of INR4,500. **We reiterate our BUY rating on DMART.**

Consolidated quarterly earnings (INR b)

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	Var. (%)
Revenue	**140.7**	**144.4**	**159.7**	**148.7**	**163.6**	**173.0**	**187.3**	**177.1**	**594**	**701**	**163.8**	**(0.1)**
YoY Change (%)	18.6	14.4	17.7	16.9	16.3	19.7	17.3	19.1	16.9	18.1	16.4	
Total Expenditure	128.5	133.5	147.6	139.2	150.6	160.4	173.8	165.5	549	650	150.2	0.3
EBITDA	**12.2**	**10.9**	**12.2**	**9.6**	**13.0**	**12.5**	**13.5**	**11.6**	**45**	**51**	**13.6**	**(4.5)**
EBITDA margin (%)	**8.7**	**7.6**	**7.6**	**6.4**	**7.9**	**7.2**	**7.2**	**6.5**	**7.6**	**7.2**	**8.3**	
Change YoY (%)	18.0	8.8	8.7	1.2	6.4	14.4	11.2	21.2	9.3	12.8	11.4	
Depreciation	1.9	2.1	2.3	2.4	2.3	2.5	2.7	2.9	9	10	2.4	(5.3)
Interest	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3	1	1	0.2	50.0
Other Income	0.4	0.3	0.2	0.3	0.2	0.2	0.2	0.2	1	1	0.2	
PBT	**10.5**	**9.0**	**10.0**	**7.2**	**10.6**	**10.0**	**10.8**	**8.7**	**37**	**40**	**11.1**	**(5.0)**
Tax	2.8	2.4	2.7	1.7	2.8	2.6	2.9	2.3	10	11	2.9	
Rate (%)	26.6	27.0	27.3	23.5	26.9	26.5	26.5	26.5	26.3	26.5	26.3	
Reported PAT	**7.7**	**6.6**	**7.2**	**5.5**	**7.7**	**7.3**	**7.9**	**6.4**	**27**	**29**	**8.2**	**(5.8)**
Adj. PAT	**7.7**	**6.6**	**7.2**	**5.5**	**7.7**	**7.3**	**7.9**	**6.4**	**27**	**29**	**8.2**	**(5.8)**
YoY Change (%)	17.5	5.8	4.7	(2.2)	(0.1)	11.0	9.3	15.8	7	8	6.1	

E: MOFSL Estimates

GM&A share down ~16bp YoY; non-food FMCG growth remains weak

- **General merchandise and apparel (GM&A): The growth was slightly better** at ~15% YoY (vs. ~14% YoY in 4QFY25).
- **Food:** Foods, the largest contributor to DMart's revenue, saw moderation in growth to **~18% YoY (vs. ~20% YoY in 4QFY25).**
- **Non-food FMCG:** The non-food FMCG **continued to be the weakest segment** but saw some recovery with ~13% YoY growth in 1Q (vs. ~11% YoY in 4QFY25).
- The share of higher-margin GM&A in DMart's mix moderated by ~16bp YoY to 24.7% in 1QFY26 (FY25: 22.3%).
- Foods contribution increased ~80bp YoY to 55.6% in 1QFY26 (FY25: 57.7%).
- Non-food FMCG segment contribution moderated by ~63bp YoY to 19.7% in 1QFY26 (FY25: 20%).

Exhibit 1: Standalone quarterly results summary

Standalone Quarterly	1QFY25	4QFY25	1QFY26	YoY%	QoQ%	1QFY26E	v/s est (%)
Revenue	**1,37,119**	**1,44,624**	**1,59,321**	**16.2**	**10.2**	**1,59,321**	**0.0**
Raw Material cost	1,16,680	1,25,142	1,35,998	16.6	8.7	1,35,582	0.3
Gross Profit	**20,439**	**19,482**	**23,323**	**14.1**	**19.7**	**23,739**	**-1.8**
Gross Margin (%)	**14.9**	**13.5**	**14.6**	**-27bps**	**117bps**	**14.9**	**-26bps**
Employee Costs	2,311	2,679	3,018	30.6	12.7	2,788	8.2
Other Expenses	5,917	6,989	7,172	21.2	2.6	7,169	0.0
Total Expenses	**1,24,908**	**1,34,810**	**1,46,188**	**17.0**	**8.4**	**1,45,540**	**0.4**
EBITDA	**12,210**	**9,814**	**13,133**	**7.6**	**33.8**	**13,781**	**-4.7**
EBITDA margin (%)	**8.9**	**6.8**	**8.2**	**-66bps**	**146bps**	**8.7**	**-41bps**
Depreciation and amortization	1,710	2,160	2,096	22.6	-3.0	2,210	-5.2
EBIT	10,500	7,654	11,037	5.1	44.2	11,571	-4.6
EBIT margin (%)	7.7	5.3	6.9	-73bps	164bps	7.3	-33bps
Finance Costs	132	160	266	101.8	66.5	162	63.9
Other income	520	391	341	-34.3	-12.8	398	-14.2
Profit before Tax	**10,888**	**7,885**	**11,113**	**2.1**	**40.9**	**11,806**	**-5.9**
Tax	2,763	1,688	2,815	**1.9**	**66.8**	2,928	-3.9
Tax rate (%)	25.4	21.4	25.3	-5bps	393bps	24.8	53bps
Profit after Tax	**8,125**	**6,197**	**8,297**	**2.1**	**33.9**	**8,878**	**-6.5**
PAT margin (%)	**5.9**	**4.3**	**5.2**	**-72bps**	**92bps**	**5.6**	**-36bps**

Source: MOFSL, Company

Exhibit 2: Standalone key operating metrics

	1QFY25	4QFY25	1QFY26	YoY%	QoQ%	1QFY26E	v/s est (%)
Total stores	371	415	424	14.3	2.2	424	0.0
Store adds	6	28	9			9	0.0
Total area (m sqft)	15.4	17.2	17.60	14.3	2.3	17.6	0.2
Average store size (sqft)	41,509	41,446	41,509	0.0	0.2	41,415	0.2
Average new store size added (sqft)	41,667	39,286	44,444	6.7	13.1	40,000	11.1
Annualized revenue per sqft (INR)	35,907	34,744	36,626	2.0	5.4	36,668	-0.1
Annualized revenue per store (INRm)	1,490	1,443	1,519	1.9	5.3	1,519	0.0

Source: MOFSL, Company

Exhibit 3: Consolidated quarterly results summary

Consolidated Quarterly	1QFY25	4QFY25	1QFY26	YoY%	QoQ%	1QFY26E	v/s est (%)
Revenue	**1,40,691**	**1,48,719**	**1,63,597**	**16.3**	**10.0**	**1,63,787**	**-0.1**
Raw Material cost	1,18,759	1,27,658	1,38,550	16.7	8.5	1,38,185	0.3
Gross Profit	**21,933**	**21,061**	**25,047**	**14.2**	**18.9**	**25,602**	**-2.2**
Gross Margin (%)	**15.6**	**14.2**	**15.3**	**-28bps**	**115bps**	**15.6**	**-32bps**
Employee Costs	2,662	3,096	3,469	30.3	12.0	3,153	10.0
Other Expenses	7,058	8,414	8,588	21.7	2.1	8,845	-2.9
EBITDA	**12,213**	**9,551**	**12,990**	**6.4**	**36.0**	**13,604**	**-4.5**
EBITDA margin (%)	**8.7**	**6.4**	**7.9**	-74bps	152bps	**8.3**	-37bps
Depreciation and amortization	1,928	2,409	2,317	20.2	-3.8	2,446	-5.3
EBIT	10,285	7,142	10,673	3.8	49.4	11,159	-4.4
EBIT margin (%)	7.3	4.8	6.5	-79bps	172bps	6.8	-29bps
Finance Costs	160	190	293	83.6	54.5	195	50.0
Other income	416	251	194	-53.3	-22.4	164	18.7
Profit before Tax	**10,541**	**7,203**	**10,575**	**0.3**	**46.8**	**11,127**	**-5.0**
Tax	2,805	1,695	2,847	**1.5**	**67.9**	2,926	-2.7
Tax rate (%)	26.6	23.5	26.9	31bps	339bps	26.3	62bps
Profit after Tax	**7,737**	**5,508**	**7,728**	**-0.1**	**40.3**	**8,201**	**-5.8**
Adj Profit after Tax	**7,737**	**5,508**	**7,728**	**-0.1**	**40.3**	**8,201**	**-5.8**
PAT margin (%)	**5.5**	**3.7**	**4.7**	**-78bps**	**102bps**	**5.0**	**-28bps**
Adj PAT margin (%)	5.5	3.7	4.7	-78bps	102bps	5.0	-28bps

Source: MOFSL, Company

Exhibit 4: Valuation based on Jun'27E EBITDA

	Methodology	Driver (INR b)	Multiple	Fair Value (INR b)	Value/sh (INR)
EBITDA	Jun'27 EV/EBITDA	63	46	2,928	4,510
Less Net debt				7	10
Equity value				**2,921**	**4,500**
Shares o/s (m)				651	
CMP (INR)					4,064
Upside (%)					**10.7**

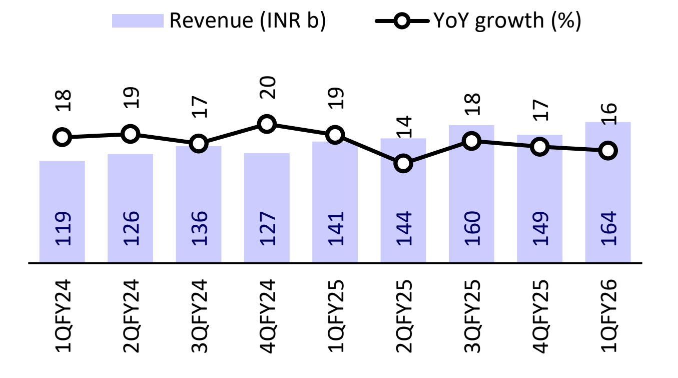
Source: MOFSL, Company

Exhibit 5: Summary of changes to our consolidated estimates

	FY26E	FY27E	FY28E
Revenue (INR b)			
Old	698	821	957
Actual/New	701	823	964
Change (%)	0.5	0.2	0.8
Gross Profit (INR b)			
Old	104	123	144
Actual/New	103	122	144
Change (%)	-1.2	-1.2	-0.2
Gross margin (%)			
Old	14.9	15.0	15.1
Actual/New	14.6	14.8	14.9
Change (bp)	-24bp	-21bp	-15bp
EBITDA (INR b)			
Old	52	62	73
Actual/New	51	60	72
Change (%)	-3.0	-3.2	-2.0
EBITDA margin (%)			
Old	7.5	7.6	7.7
Actual/New	7.2	7.3	7.5
Change (bp)	-26bp	-26bp	-21bp
Net Profit (INR b)			
Old	31	37	44
Actual/New	29	35	42
Change (%)	-4.5	-5.9	-5.9
EPS (INR)			
Old	47.3	56.6	68.2
Actual/New	45.2	53.2	64.2
Change (%)	-4.5	-5.9	-5.9

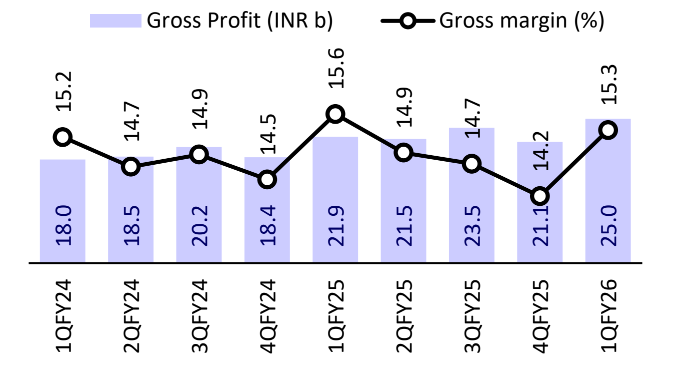
Story in charts

Exhibit 6: Consol. revenue was up ~16% YoY, led by ~14% store area additions and ~7.1% LFL growth



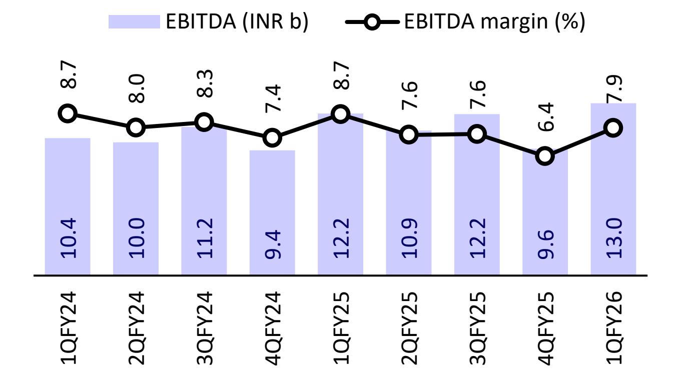
Source: Company, MOFSL

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



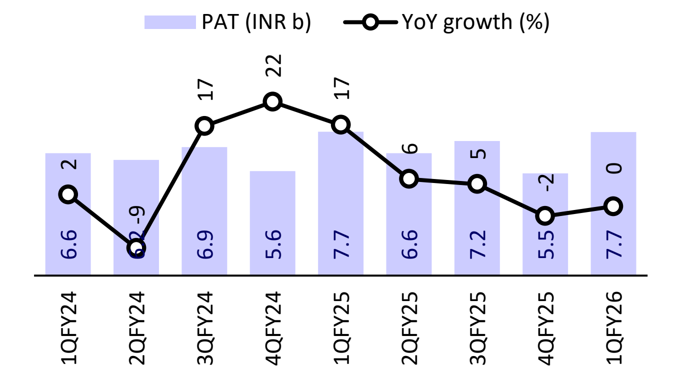
Source: Company, MOFSL

Exhibit 8: Consol. EBITDA grew 6% YoY; margin contracted ~75bp YoY due to weaker GM and higher CoR



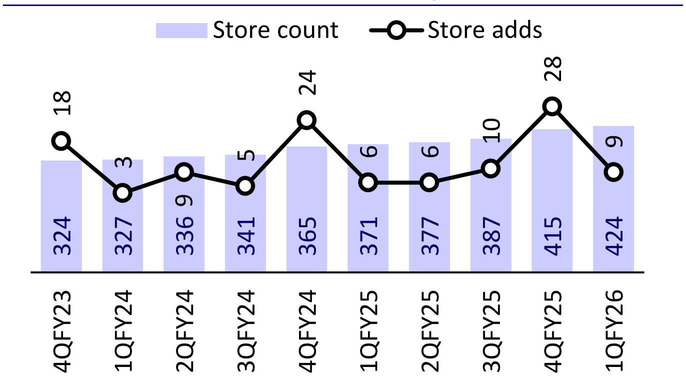
Source: MOFSL, Company

Exhibit 9: Consol. PAT remained flat YoY in 1QFY26



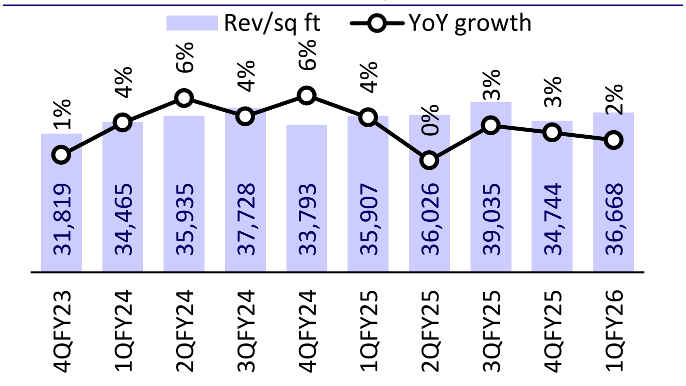
Source: MOFSL, Company

Exhibit 10: Added 9 stores and 0.4m sqft area in 1QFY26



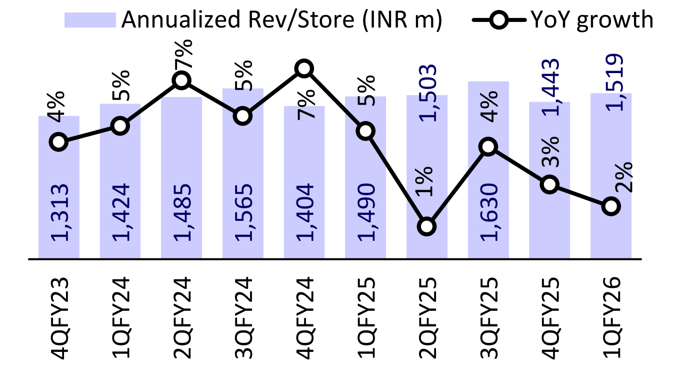
Source: MOFSL, Company

Exhibit 11: Annualized revenue/sqft rose modest ~2% YoY



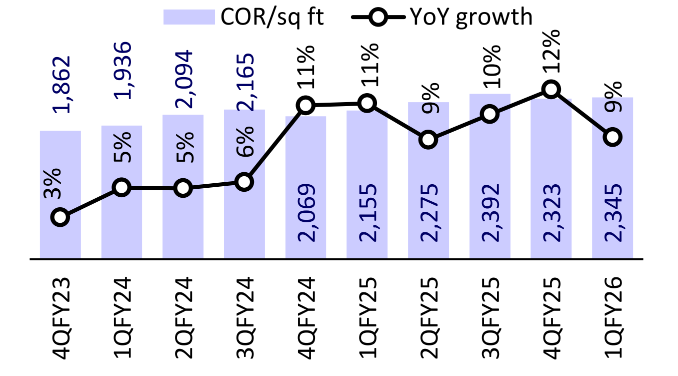
Source: MOFSL, Company

Exhibit 12: Annualized revenue/store grew 2% YoY



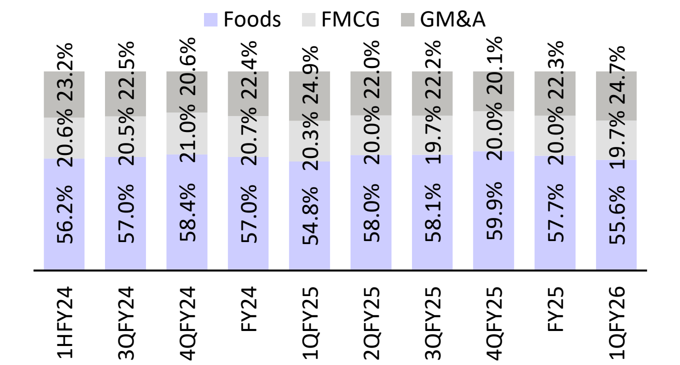
Source: MOFSL, Company

Exhibit 13: Annualized CoR/sqft up ~9% YoY during 1QFY26



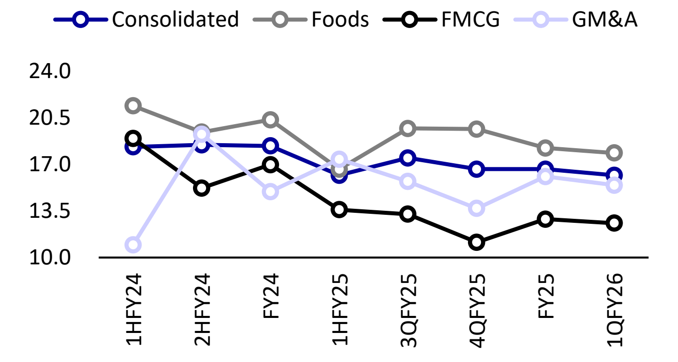
Source: MOFSL, Company

Exhibit 14: GM&A's share in revenue mix moderated ~16bp YoY in 1QFY26



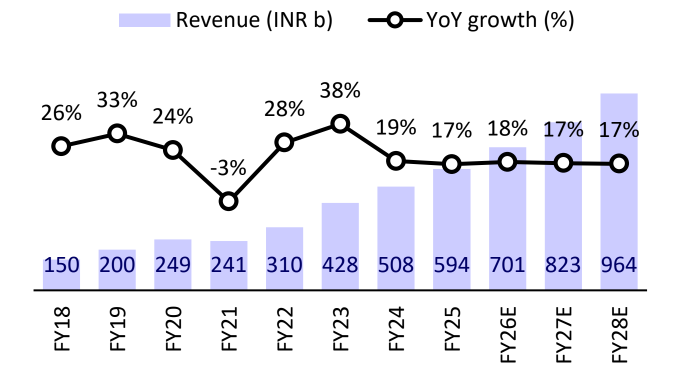
Source: MOFSL, Company

Exhibit 15: Growth in non-food FMCG remained weaker, while GM&A growth came in at ~15% YoY in 1QFY26



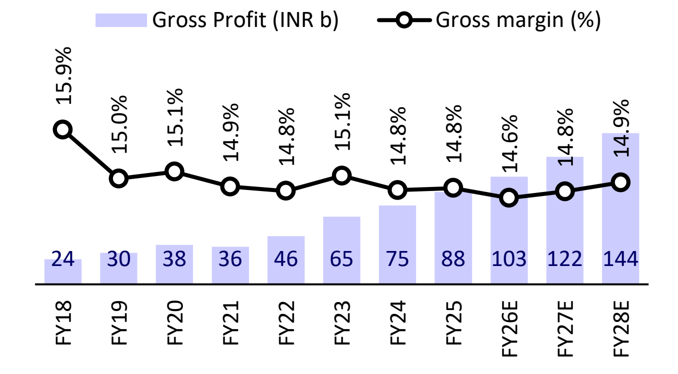
Source: MOFSL, Company

Exhibit 16: Expect ~18% consol. revenue CAGR over FY25-28



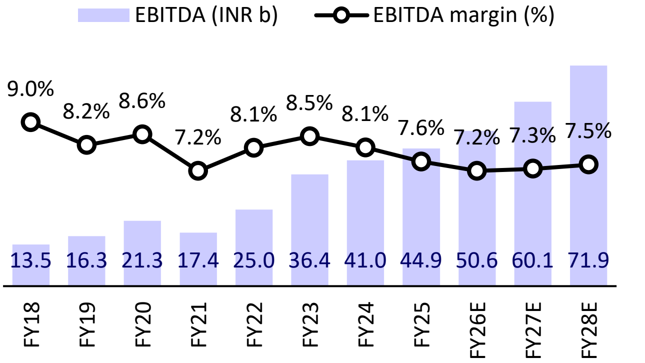
Source: MOFSL, Company

Exhibit 17: Expect ~18% gross profit CAGR over FY25-28



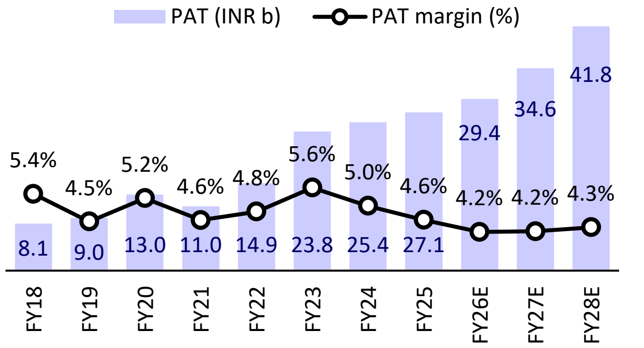
Source: MOFSL, Company

Exhibit 18: Expect ~17% EBITDA CAGR over FY25-28



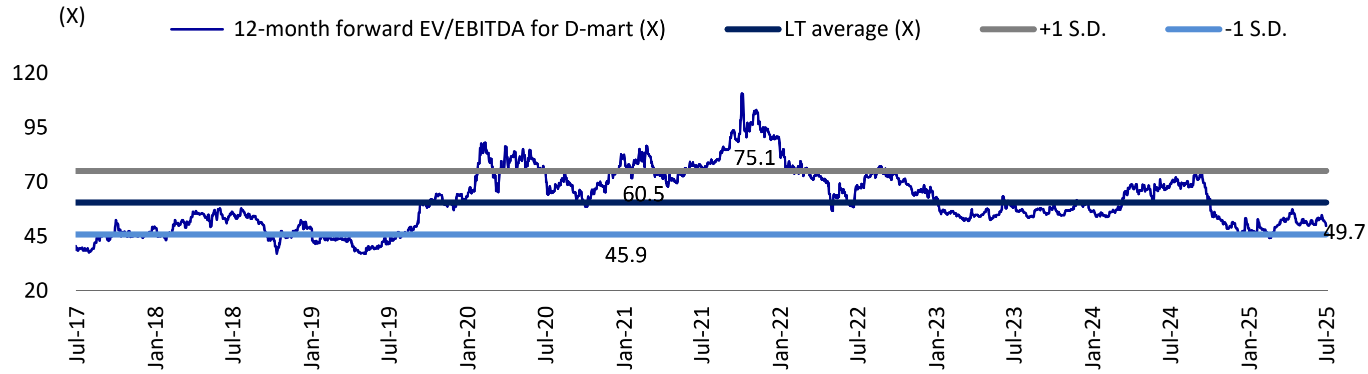
Source: MOFSL, Company

Exhibit 19: Expect ~16% PAT CAGR over FY25-28



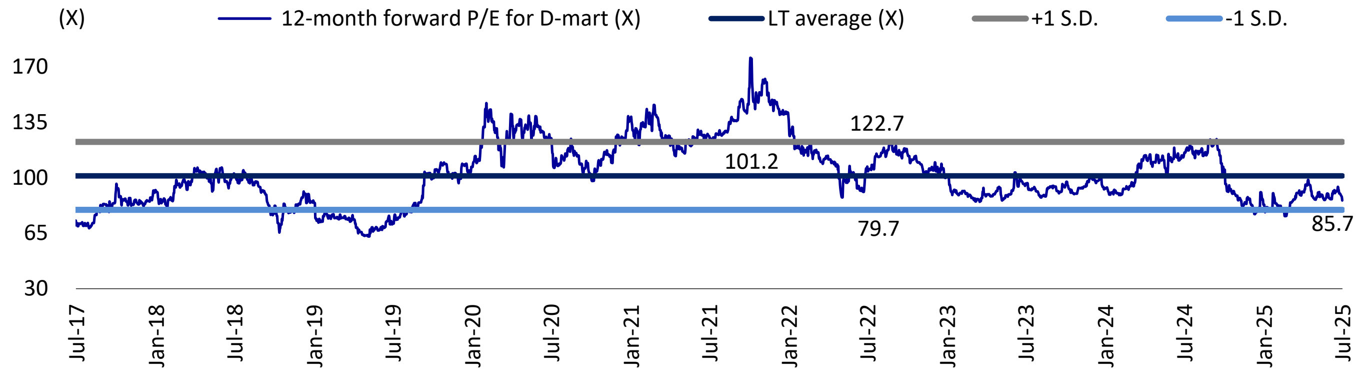
Source: MOFSL, Company

Exhibit 20: DMART is currently trading at ~50x (~18% below its LT average) 1-year forward rolling EV/EBITDA



Source: MOFSL, Company

Exhibit 21: DMART is currently trading at ~86x (~15% below its LT average) 1-year forward rolling P/E



Source: MOFSL, Company

Financials and valuation

Consolidated - Income Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	**2,41,431**	**3,09,763**	**4,28,396**	**5,07,888**	**5,93,581**	**7,01,008**	**8,23,213**	**9,64,307**
Change (%)	-2.9	28.3	38.3	18.6	16.9	18.1	17.4	17.1
Raw Materials	2,05,547	2,63,974	3,63,840	4,32,745	5,05,517	5,98,337	7,01,610	8,20,218
Gross Profit	**35,884**	**45,789**	**64,556**	**75,143**	**88,064**	**1,02,671**	**1,21,603**	**1,44,089**
Margin (%)	14.9	14.8	15.1	14.8	14.8	14.6	14.8	14.9
Employees Cost	5,366	6,162	7,470	9,061	11,659	14,195	16,876	19,865
Other Expenses	13,088	14,642	20,716	25,044	31,531	37,854	44,659	52,362
Total Expenditure	**2,24,000**	**2,84,778**	**3,92,025**	**4,66,851**	**5,48,707**	**6,50,387**	**7,63,146**	**8,92,445**
% of Sales	92.8	91.9	91.5	91.9	92.4	92.8	92.7	92.5
EBITDA	**17,431**	**24,985**	**36,370**	**41,038**	**44,873**	**50,621**	**60,067**	**71,862**
Margin (%)	7.2	8.1	8.5	8.1	7.6	7.22	7.30	7.45
Depreciation	4,142	4,981	6,389	7,308	8,695	10,423	12,455	14,528
EBIT	**13,289**	**20,004**	**29,982**	**33,730**	**36,178**	**40,198**	**47,612**	**57,334**
Int. and Finance Charges	417	538	674	581	695	1,111	1,250	1,406
Other Income	1,962	1,175	1,293	1,465	1,243	892	647	621
PBT bef. EO Exp.	**14,835**	**20,641**	**30,601**	**34,613**	**36,727**	**39,979**	**47,009**	**56,549**
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	**14,835**	**20,641**	**30,601**	**34,613**	**36,727**	**39,979**	**47,009**	**56,549**
Total Tax	3,840	5,717	6,818	9,251	9,652	10,594	12,363	14,759
Tax Rate (%)	25.9	27.7	22.3	26.7	26.3	26.5	26.3	26.1
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	**10,994**	**14,924**	**23,783**	**25,363**	**27,075**	**29,385**	**34,646**	**41,789**
Adjusted PAT	**10,994**	**14,924**	**23,783**	**25,363**	**27,075**	**29,385**	**34,646**	**41,789**
Change (%)	-15.5	35.7	59.4	6.6	6.7	8.5	17.9	20.6
Margin (%)	4.6	4.8	5.6	5.0	4.6	4.2	4.2	4.3

Consolidated - Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	6,478	6,478	6,483	6,507	6,507	6,507	6,507	6,507
Total Reserves	1,15,359	1,30,299	1,54,304	1,80,471	2,07,770	2,37,155	2,71,800	3,13,590
Net Worth	**1,21,837**	**1,36,776**	**1,60,787**	**1,86,978**	**2,14,278**	**2,43,662**	**2,78,308**	**3,20,097**
Minority Interest	4	3	1	-5	-11	-11	-11	-11
Total Loans	0	0	0	0	0	0	0	0
Lease Liabilities	3,927	6,469	6,430	5,922	8,196	9,445	10,617	11,736
Deferred Tax Liabilities	512	640	770	919	1,125	1,125	1,125	1,125
Capital Employed	**1,26,281**	**1,43,890**	**1,67,987**	**1,93,814**	**2,23,588**	**2,54,221**	**2,90,039**	**3,32,948**
Gross Block	83,178	1,10,486	1,37,381	1,64,929	2,01,539	2,45,907	2,93,087	3,43,897
Less: Accum. Deprn.	13,873	18,669	24,759	31,562	40,257	50,680	63,135	77,664
Net Fixed Assets	**69,305**	**91,817**	**1,12,622**	**1,33,367**	**1,61,282**	**1,95,227**	**2,29,952**	**2,66,234**
Right to use assets	**9,602**	**13,887**	**15,049**	**15,391**	**17,417**	**17,417**	**17,417**	**17,417**
Goodwill	783	783	783	783	783	783	783	783
Capital WIP	10,196	11,293	8,292	9,352	10,994	10,994	10,994	10,994
Total Investments	**30**	**59**	**2,022**	**1,067**	**33**	**33**	**33**	**33**
Curr. Assets, Loans&Adv.	**56,237**	**50,758**	**57,327**	**67,156**	**70,037**	**70,740**	**75,929**	**87,272**
Inventory	22,483	27,427	32,435	39,273	50,444	50,934	57,803	67,575
Account Receivables	436	669	622	1,664	1,538	1,921	2,255	2,642
Cash and Bank Balance	14,456	2,986	14,083	6,382	3,582	3,412	1,397	2,582
Loans and Advances	18,863	19,677	10,187	19,837	14,474	14,474	14,474	14,474
Curr. Liability & Prov.	**10,280**	**10,838**	**13,076**	**17,958**	**19,615**	**23,629**	**27,726**	**32,442**
Account Payables	5,781	5,892	7,538	9,848	10,708	13,114	15,378	17,977
Other Current Liabilities	4,236	4,533	4,965	7,407	8,289	9,814	11,525	13,500
Provisions	262	413	573	702	618	701	823	964
Net Current Assets	**45,958**	**39,920**	**44,251**	**49,198**	**50,422**	**47,111**	**48,203**	**54,830**
Deferred Tax assets	10	17	18	47	75	75	75	75
Appl. of Funds	**1,26,281**	**1,43,890**	**1,67,987**	**1,93,814**	**2,23,588**	**2,54,221**	**2,90,039**	**3,32,948**

Financials and valuation

Ratios								
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
EPS (diluted from FY17)	**17.0**	**23.0**	**36.7**	**39.0**	**41.6**	**45.2**	**53.2**	**64.2**
Cash EPS (diluted from FY17)	23.4	30.7	46.5	50.2	55.0	61.2	72.4	86.5
BV/Share (diluted from FY17)	188.1	211.1	248.0	287.3	329.3	374.4	427.7	491.9
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	239.5	176.4	110.8	104.3	97.7	90.0	76.3	63.3
Cash P/E	173.9	132.3	87.3	81.0	73.9	66.4	56.1	47.0
P/BV	21.6	19.2	16.4	14.1	12.3	10.9	9.5	8.3
EV/Sales	10.9	8.5	6.1	5.2	4.5	3.8	3.2	2.8
EV/EBITDA	150.4	105.5	72.2	64.4	59.0	52.4	44.2	36.9
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-10.1	-15.7	6.5	0.4	-14.7	4.1	2.5	8.2
Return Ratios (%)								
RoE	9.5	11.5	16.0	14.6	13.5	12.8	13.3	14.0
RoCE	9.4	11.4	15.7	14.3	13.3	12.7	13.1	13.8
RoIC	11.0	12.5	17.1	15.4	13.8	13.2	13.6	14.2
Working Capital Ratios								
Fixed Asset Turnover (x)	2.9	2.8	3.1	3.1	2.9	2.9	2.8	2.8
Asset Turnover (x)	1.9	2.2	2.6	2.6	2.7	2.8	2.8	2.9
Inventory (Days)	40	38	33	33	36	31	30	30
Debtor (Days)	1	1	1	1	1	1	1	1
Creditor (Days)	10	8	8	8	8	8	8	8
Leverage Ratio (x)								
Current Ratio	5.5	4.7	4.4	3.7	3.6	3.0	2.7	2.7
Interest Cover Ratio	31.9	37.2	44.5	58.0	52.1	36.2	38.1	40.8
Net Debt/Equity	-0.1	0.0	-0.1	0.0	0.0	0.0	0.0	0.0

Consolidated - Cash Flow Statement								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
OP/(Loss) before Tax	14,835	20,641	30,601	34,613	36,727	39,979	47,009	56,549
Depreciation	4,142	4,981	6,389	7,308	8,695	10,423	12,455	14,528
Interest & Finance Charges	417	538	674	581	695	1,111	1,250	1,406
Direct Taxes Paid	-2,616	-5,603	-7,089	-7,418	-9,592	-10,594	-12,363	-14,759
(Inc)/Dec in WC	-1,271	-5,825	-3,199	-6,438	-11,127	3,142	-3,107	-5,442
CF from Operations	**15,506**	**14,733**	**27,376**	**28,646**	**25,397**	**44,061**	**45,244**	**52,282**
Others	-1,754	-1,009	-1,073	-1,188	-767	-892	-647	-621
CF from Operating incl EO	**13,751**	**13,724**	**26,303**	**27,458**	**24,630**	**43,168**	**44,597**	**51,661**
(Inc)/Dec in FA	-20,275	-23,895	-22,065	-27,218	-34,172	-40,496	-42,986	-46,293
Free Cash Flow	**-6,524**	**-10,172**	**4,238**	**240**	**-9,543**	**2,672**	**1,610**	**5,368**
(Pur)/Sale of Investments	7,830	10,500	-1,500	-137	1,272	0	0	0
Others	1,345	500	434	2,672	11,048	892	647	621
CF from Investments	**-11,100**	**-12,895**	**-23,131**	**-24,683**	**-21,853**	**-39,604**	**-42,340**	**-45,672**
Issue of Shares	0	0	155	748	0	0	0	0
Inc/(Dec) in Debt	-377	0	0	0	0	0	0	0
Interest Paid	-436	-538	-674	-581	-695	-1,111	-1,250	-1,406
Dividend Paid	0	0	0	0	0	0	0	0
Others	0	-1,255	-1,533	-1,643	-1,899	-2,623	-3,022	-3,397
CF from Fin. Activity	**-813**	**-1,792**	**-2,051**	**-1,476**	**-2,593**	**-3,734**	**-4,272**	**-4,804**
Inc/Dec of Cash	**1,838**	**-964**	**1,120**	**1,299**	**184**	**-170**	**-2,015**	**1,185**
Opening Balance (without bank bal.)	1,059	1,915	951	2,072	3,371	3,555	3,385	1,370
Closing Balance	2,897	951	2,072	3,370	3,555	3,385	1,370	2,555
Other bank balance	12,541	2,035	12,012	3,012	27	27	27	27
Closing Balance (including bank bal)	**15,438**	**2,986**	**14,083**	**6,382**	**3,582**	**3,412**	**1,397**	**2,582**

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BUY	>=15%
SELL	< - 10%
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Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
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Grievance Redressal Cell:

Contact Person	**Contact No.**	**Email ID**
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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