

Westlife Foodworld

Estimate change	↔
TP change	↓
Rating change	↔

Bloomberg	WESTLIFE IN
Equity Shares (m)	156
M.Cap.(INRb)/(USD\$)	121.2 / 1.4
52-Week Range (INR)	960 / 641
1, 6, 12 Rel. Per (%)	5/-5/-10
12M Avg Val (INR M)	138

Financials & Valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	27.3	31.2	35.2
Sales growth (%)	9.7	14.2	12.8
EBITDA	3.7	4.5	5.3
Margins (%)	13.5	14.4	15.0
Adj. PAT	0.3	0.7	1.3
Adj. EPS (INR)	1.9	4.6	8.1
EPS Growth (%)	136.9	149.6	74.1
BV/Sh.(INR)	41.8	46.4	54.5

Ratios

RoE (%)	4.6	10.5	16.0
RoCE (%)	5.7	7.3	8.9

Valuations

P/E (x)	418.7	167.8	96.4
P/BV (x)	18.6	16.7	14.3
EV/Sales (x)	4.4	3.8	3.3
EV/EBITDA (x)	52.1	39.8	32.9

Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	56.3	56.3	56.3
DII	24.0	22.3	21.0
FII	11.6	13.2	14.2
Others	8.1	8.2	8.6

FII Includes depository receipts

CMP: INR777 TP: INR750 (-4%) Neutral

Similar weak print; strengthening presence in South

- Westlife Foodworld (WESTLIFE) reported revenue growth of 7% YoY to INR6.5b in 1QFY26, with same-store sales growth (SSSG) of 0.5% YoY (est. 1.5%) on a favorable base (-6.7% in 1QFY25). Average sales per store rose 1% YoY to INR62m (annually) in 1QFY26. Growth was broad-based, with on-premise sales growing 8% YoY and off-premise sales growing 4% YoY.
- Consumption trends remain stable, and WESTLIFE expects eating-out frequency to gradually pick up in FY26. This improvement is likely to be supported by lower inflation and government stimulus. That said, while performance remains strong in the West, the company's focus on strengthening presence in the South will remain a key focus area.
- The company has added net six new stores (+10% YoY) in 1Q. It plans to maintain its store expansion pace, targeting 45-50 new stores annually. It aims to grow its network to 580-630 restaurants by 2027, with a focus on South India, smaller towns, and drive-thru stores.
- GM expanded 100bp YoY to 71.6% (est. 70.3%). EBITDA margin was flat YoY at 13.0%. EBITDA margin (pre-IND AS) contracted 50bp YoY to 7.7%. Restaurant operating margin (pre-IND AS) expanded 35bp YoY to 14.6%, led by a strong focus on operational excellence.
- The dine-in format, which was under pressure for the past two years, has witnessed positive growth momentum over the last 2-3 quarters, albeit on a lower base. While further recovery is expected in the segment, soft urban consumption could weigh on recovery. We remain watchful of demand improvement and ADS recovery, which could support better unit economics. In addition, the performance in the Southern market and implementation of initiatives under Horizon 2 will be key monitorables. **We reiterate our Neutral rating with a TP of INR750, based on 35x Jun'27E EV/EBITDA (pre-IND AS).**

In-line performance; no improvement in growth metrics

- Flattish reported SSSG:** Sales grew 7% YoY to INR6.5b (est. INR6.7b), led by store addition of 10% YoY. Same store sales growth was 0.5% YoY in 1QFY26 (est. +1.5%, 0.7% in 4QFY25, -6.7% in 1QFY25). WESTLIFE opened net six stores (opened nine stores, closed three stores), taking the count to 444 stores in 71 cities. Average sales per store rose 1% YoY to INR62m (annually).
- In-line margins:** Gross margin expanded 100bp YoY and 160bp sequentially to 71.6% (est. 70.3%), driven by significant enhancements in supply chain efficiencies. EBITDA grew 7% YoY to INR855m (est. INR856m), led by a strong focus on operational excellence. EBITDA margin was flat YoY at 13.0%. (est. 12.8%). EBITDA margin (pre-IND AS) contracted 50bp YoY to 7.7% (est. 8.2%), while EBITDA (pre-IND AS) rose 1% YoY. ROM pre-IND AS increased 35bp YoY to 14.6% (est. 14.1%).
- APAT witnessed a decline:** APAT declined 65% YoY to INR11m (est. INR67m).

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Key takeaways from the management commentary

- Consumption trends remained stable, and the company expects eating-out frequency to gradually pick up in FY26. This improvement is likely to be supported by lower inflation and government stimulus.
- While performance remains strong in the West, the company is focused on strengthening its team and rolling out initiatives to boost its presence in South India.
- Over the next couple of years, the company expects to reach mid- to high-single-digit SSSG level.
- WESTLIFE is on track to achieve its target of 580-630 restaurants by 2027.
- The company's gross margin expanded 100bp YoY and 160bp sequentially to 71.6%, driven by significant enhancements in supply chain efficiencies. It expects gross margin to remain in the +70% range in the near term.
- To enable sustained growth in the long-term, the company has established a new vertical focused solely on long-term initiatives, 'Horizon 2 projects'.

Valuation and view

- We maintain our EBITDA (pre-IND AS) estimates for FY26 and FY27.
- Demand remained stable in 1Q, with flattish SSSG YoY on a low base. WESTLIFE has been aggressive in store additions, which was not the case historically. However, the current demand environment is not conducive to such rapid expansion, and performance in South India remains a challenge. Therefore, the benefits of its various initiatives may take longer to materialize than initially expected.
- The revenue gap between dine-in and delivery has narrowed, supported by improved dine-in footfalls. However, weak underlying growth, coupled with rising costs related to strategic initiatives, could weigh on the operating margin, exerting pressure on restaurant margins and EBITDA margins.
- **We reiterate our Neutral rating with a TP of INR750, based on 35x Jun'27E EV/EBITDA (pre-IND AS).**

Consolidated quarterly performance

Y/E March	FY25				FY26				FY25	FY26E	FY26	(INR m)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	Var (%)
SSSG %	(6.7)	(6.5)	2.8	0.7	0.5	2.5	4.0	5.0	-2.9	3.0	1.5	
No. of McDonald's restaurants	403	408	421	438	444	454	464	478	438	478	448	
Net Sales	6,163	6,180	6,537	6,031	6,576	6,753	7,199	6,808	24,912	27,336	6,669	-1.4
YoY Change (%)	0.3	0.5	8.9	7.3	6.7	9.3	10.1	12.9	4.2	9.7	8.2	
Gross profit	4,351	4,306	4,581	4,221	4,709	4,815	5,133	4,834	17,459	19,491	4,688	0.5
Margin (%)	70.6	69.7	70.1	70.0	71.6	71.3	71.3	71.0	70.1	71.3	70.3	
EBITDA	799	786	914	794	855	886	990	953	3,293	3,683	856	-0.1
YoY Change (%)	-24.1	-21.1	-4.8	3.0	6.9	12.7	8.3	20.0	-12.9	11.8	7.1	
Margins (%)	13.0	12.7	14.0	13.2	13.0	13.1	13.7	14.0	13.2	13.5	12.8	
Depreciation	506	528	549	550	553	576	575	593	2,133	2,296	559	
Interest	298	316	330	328	354	345	345	334	1,272	1,379	313	
Other Income	51	65	29	98	68	105	105	100	242	378	105	
PBT	45	7	65	13	16	70	174	126	131	386	89	-82.2
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT after EO expense	45	7	65	13	16	70	174	126	131	386	89	
Tax	13	3	-5	-2	4	18	44	31	9	96	22	
Rate (%)	27.9	48.1	-8.0	-13.9	27.4	25.0	25.0	24.7	6.9	25.0	25.0	
Reported PAT	33	4	71	15	11	53	131	95	122	289	67	
Adj PAT	33	4	71	15	11	53	131	95	122	289	67	-82.8
YoY Change (%)	-88.7	-98.3	-59.1	96.5	-64.8	1,307.1	85.4	521.2	-82.4	136.9	104.8	
Margins (%)	0.5	0.1	1.1	0.3	0.2	0.8	1.8	1.4	0.5	1.1	1.0	

E: MOFSL Estimates

Highlights from the press release

- On-premise sales grew 8% YoY, while off-premise sales grew 4% YoY.
 - Off-premise contribution was ~41% in 1QFY26.
 - Digital sales (through SOK and mobile apps) contribute 75% to revenue.
 - The company recorded over 44m cumulative app downloads, while monthly active users rose 2% YoY.
- The company now has a total of 444 restaurants, including 106 drive-thrus, 425 McCafés, and 385 Experience of the Future (EOTF) restaurants.

Exhibit 1: WESTLIFE key metrics

Y/E March (INR m)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Sales	6,122	6,108	5,925	5,527	6,136	6,154	6,502	5,949	6,533
Other Operating income	23	39	78	96	27	26	35	83	44
Total revenue	6,145	6,147	6,003	5,623	6,163	6,180	6,537	6,031	6,576
YoY Change (%)	14.2	7.4	-1.8	1.1	0.3	0.5	8.9	7.3	6.7
Food & Paper	1,809	1,837	1,784	1,678	1,813	1,874	1,956	1,810	1,867
Payroll & employee benefits	551	581	552	639	622	671	655	633	671
Royalty	318	316	243	287	354	345	236	335	370
Occupancy and other operating expenses	2,056	2,054	2,072	1,927	2,198	2,144	2,346	2,102	2,358
Total restaurant expenses	4,734	4,788	4,650	4,530	4,987	5,035	5,193	4,879	5,266
Restaurant operating profit (Post Ind-AS)	1,412	1,359	1,352	1,092	1,176	1,145	1,344	1,152	1,311
YoY Change (%)	21.3	4.6	-7.2	-19.9	-16.7	-15.8	-0.6	5.5	11.4
ROM (Post Ind-As) %	23.0	22.1	22.5	19.4	19.1	18.5	20.6	19.1	19.9
Restaurant operating profit (Pre Ind-AS)	1,152	1,095	1,077	809	879	835	1,023	820	961
YoY Change (%)	22.5	1.6	-12.5	-27.4	-23.7	-23.7	-5.0	1.3	9.3
ROM (Pre Ind-As) %	18.8	17.8	17.9	14.4	14.3	13.5	15.7	13.6	14.6
G & A expenses	359	363	392	322	377	359	430	359	456
% of sales	5.8	5.9	6.5	5.7	6.1	5.8	6.6	5.9	6.9
EBITDA (pre Ind-AS)	793	732	685	487	502	476	593	461	505
YoY Change (%)	13.8	-4.5	-21.9	-27.2	-36.7	-34.9	-13.4	-5.3	0.5
EBITDA (pre Ind-AS) %	12.9	11.9	11.4	8.7	8.1	7.7	9.1	7.6	7.7
EBITDA (Post Ind-AS)	1,053	997	960	771	799	786	914	794	855
YoY Change (%)	14.3	0.9	(12.9)	(16.1)	(24.1)	(21.1)	(4.8)	3.0	6.9
EBITDA (post Ind-AS) %	17.1	16.2	16.0	13.7	13.0	12.7	14.0	13.2	13.0

Source: Company, MOFSL



Key takeaways from the management commentary

Performance and outlook

- Consumption trends remain stable, and the company expects eating-out frequency to pick up gradually in FY26. This improvement is likely to be supported by lower inflation and government stimulus.
- This was the third consecutive quarter of positive SSSG at 0.5% YoY, driven by a stable guest count and average check despite continued pressure on discretionary spending.
- On-premise sales grew 8% YoY, while off-premise sales rose 4% YoY. The off-premise business salience at 41% remains in line with the last three-year average, reinforcing the strength and relevance of the company's robust omnichannel presence.
- Over the next couple of years, the company expects to reach mid- to high-single-digit SSSG level.
- The company is on track to achieve its target of 580-630 restaurants by 2027.

- The company remains focused on delivering value to consumers, which is highly crucial for brand trust. This approach has led to a higher footfall, driven by improved value perception and affordability scores.
- West continued to perform well for WESTLIFE, while the company is strengthening its team and launching various initiatives in South India to improve its presence.
- 99% of WESTLIFE's restaurants are now in the EOTF format.
- The company's value platforms, McSaver Meals and McSavers+ Combos, helped improve affordability metrics and guest count.
- Digital engagement continued to strengthen, with digital sales contribution rising to 75% of total sales, fueled by the growing adoption of self-ordering kiosks, mobile apps, and increasing enrollments in the My McDonald's Rewards program, enhancing throughput efficiency. App downloads reached over 44m, accompanied by a 2% YoY increase in monthly active users.

Strategic focus

- The company is focused on expanding its value portfolio, driving product innovation, and optimizing costs.
- The three strategic focus areas for WESTLIFE over the medium term are:
 - **Meals Strategy:** Achieving market leadership in core day parts (such as lunch and dinner) through brand relevance, driven by menu innovation and focused marketing efforts.
 - **Omnichannel Strategy:** Integrating various customer touchpoints and channels into a unified 'One McDonald's' platform to offer consumers a seamless experience across in-store, delivery, and digital platforms.
 - **Network Expansion:** Expanding aggressively into unserved geographies and strengthening presence in existing markets, with a goal of achieving significant footprint growth.
- To enable sustained growth in the long-term, the company has established a new vertical focused solely on long-term initiatives, '**Horizon 2 projects**', with a strategic outlook extending beyond 2027. These represent a portfolio of highly promising endeavors.

Cost and margins

- Gross margin expanded 100bp YoY and 160bp sequentially to 71.6%, driven by significant enhancements in supply chain efficiencies. The company expects the gross margin to remain in the +70% range in the near term.
- The company took a marginal price hike in March 2025.
- Restaurant operating margin (ROM) expanded ~80bp, led by a strong focus on operational excellence.
- The company has incurred certain upfront costs for its strategic projects, leading to higher SG&A costs. The benefits of these projects will be visible over the next couple of quarters.
- The company has guided for 18-20% EBITDA margin by FY27.

Innovations and new launches

- The company has introduced innovative menu items, including the Korean Range of Fries and beverages, with combos starting at an entry-level price point of INR69.

Exhibit 2: Store network

Store Network	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Total Restaurants	361	370	380	397	403	408	421	438	444
New Restaurants Opened	4	9	11	17	6	8	15	18	9
Closed Stores	0	0	-1	0	0	3	2	1	3
Net addition	4	9	10	17	6	5	13	17	6
Cities	58	59	62	64	66	66	67	69	71
Total McCafe	315	327	343	360	371	383	401	418	425
McCafe Addition	4	12	16	17	11	12	18	17	7
% of total restaurants	87%	88%	90%	91%	92%	94%	95%	95%	96%
Drive-Thrus	69	71	73	81	82	86	93	100	106
% of total restaurants	19%	19%	19%	20%	20%	21%	22%	23%	24%
EOTF	224	237	275	292	303	323	343	378	385
% of total restaurants	62%	64%	72%	74%	75%	79%	81%	86%	87%
New EOTF Stores	4	13	38	17	11	20	20	35	7

Source: Company, MOFSL

Exhibit 3: Digital KPIs

Digital KPIs	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
App Downloads (mn)	25	28	30	32	34	37	39	41	44
Online business mix (%)	60%	59%	58%	70%	69%	72%	71%	75%	75%
Dine-in channel mix (%)	40%	41%	42%	43%	42%	43%	42%	43%	41%
Convenience channel mix (%)	60%	59%	58%	57%	58%	57%	58%	57%	59%

Source: Company, MOFSL

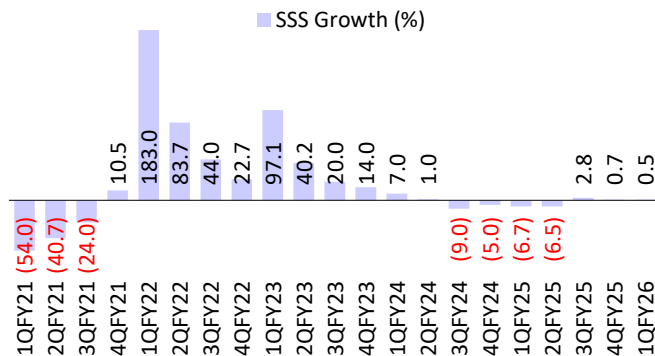
Exhibit 4: Key growth metrics

Growth metrics	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Sales Gr (%)	14%	7%	-2%	1%	0%	1%	9%	7%	7%
SSSG (%)	7%	1%	-9%	-5%	-7%	-7%	3%	1%	1%
Store Growth (%)	9%	10%	11%	11%	12%	10%	11%	10%	10%
Average Annualised Sales/store	66.9	66.5	64.4	63	61.3	60	60	59.3	62.2

Source: Company, MOFSL

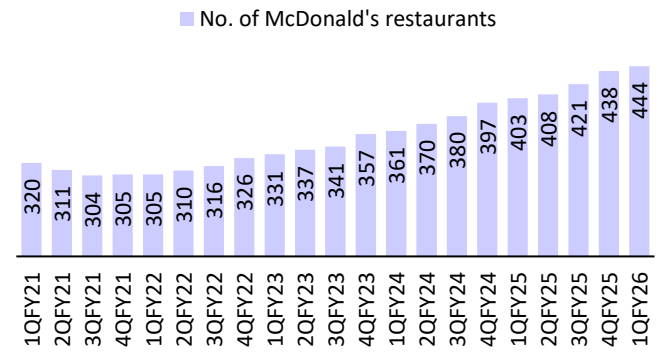
Key exhibits

Exhibit 5: Same-store sales up 0.5% YoY in 1QFY26



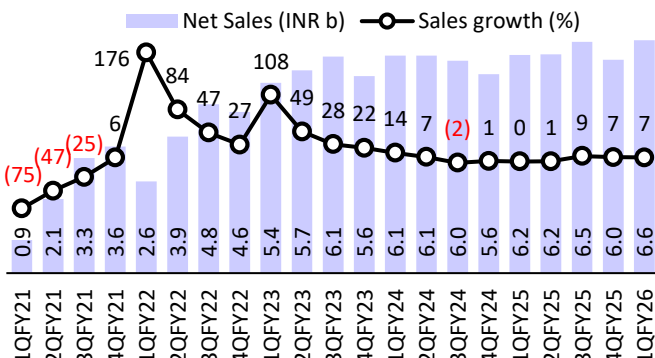
Source: Company, MOFSL

Exhibit 6: Added net six stores (+10% YoY) in 1QFY26



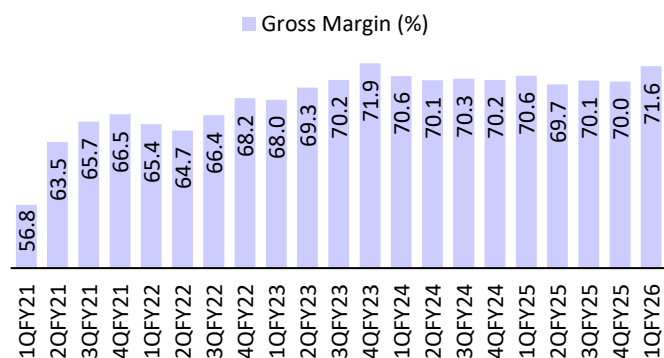
Source: Company, MOFSL

Exhibit 7: Net sales were up 7% YoY to INR6.6b



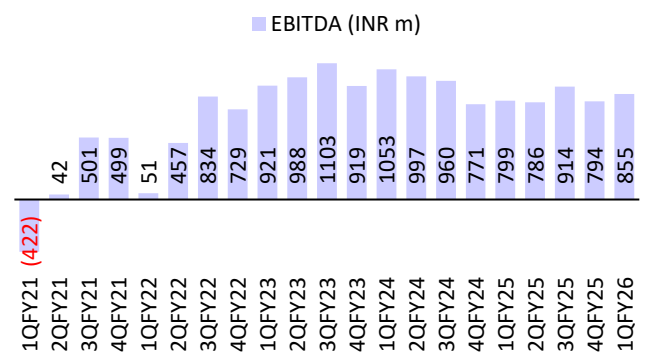
Source: Company, MOFSL

Exhibit 8: Gross margin expanded 100bp YoY to 71.6%



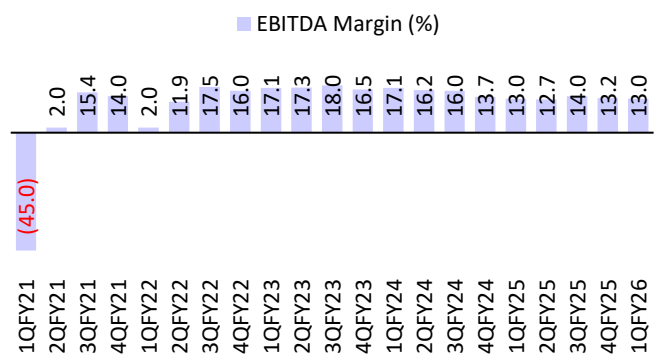
Source: Company, MOFSL

Exhibit 9: EBITDA grew 7% YoY to INR855m



Source: Company, MOFSL

Exhibit 10: EBITDA margin was flat YoY at 13%



Source: Company, MOFSL

Valuation and view

- We maintain our EBITDA (pre-IND AS) estimates for FY26 and FY27.
- Demand remained stable in 1Q, with flattish SSSG YoY on a low base. WESTLIFE has been aggressive in store additions, which was not the case historically. The current demand environment is not conducive to aggressive expansion, and performance in South India remains a challenge. Therefore, the benefits of its initiatives may take longer to materialize than expected.
- The revenue gap between dine-in and delivery has narrowed, supported by improved dine-in footfalls. Weak underlying growth coupled with rising costs for its strategic initiatives could weigh on the operating margin, exerting pressure on restaurant margins and EBITDA margins.
- **We reiterate our Neutral rating with a TP of INR750, based on 35x Jun'27E EV/EBITDA (pre-IND-AS).**

Exhibit 11: There is no material change in our EBITDA estimates for FY26 and FY27

INR m	New		Old		Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Net Sales	27,336	31,225	27,702	31,642	-1.3%	-1.3%
EBITDA	3,683	4,511	3,679	4,486	0.1%	0.6%
Adjusted PAT	289	722	344	763	-15.9%	-5.3%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement

	INRm								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	15,478	9,860	15,765	22,782	23,918	24,912	27,336	31,225	35,227
Change (%)	10.4	-36.3	59.9	44.5	5.0	4.2	9.7	14.2	12.8
Materials Consumed	5,382	3,483	5,129	6,860	7,107	7,453	7,846	8,961	10,110
Gross profit	10,095	6,378	10,636	15,922	16,811	17,459	19,491	22,263	25,117
Margin (%)	65.2	64.7	67.5	69.9	70.3	70.1	71.3	71.3	71.3
Employees Cost	1,690	1,226	1,439	2,034	2,323	2,582	2,860	3,161	3,490
Other Expenses	6,206	4,532	7,125	9,957	10,708	11,584	12,948	14,591	16,350
Total Expenditure	13,279	9,241	13,693	18,851	20,138	21,619	23,653	26,714	29,950
% of Sales	85.8	93.7	86.9	82.7	84.2	86.8	86.5	85.6	85.0
EBITDA	2,199	619	2,071	3,931	3,780	3,293	3,683	4,511	5,277
Change (%)	77.0	-71.8	234.5	89.8	-3.8	-12.9	11.8	22.5	17.0
Margin (%)	14.2	6.3	13.1	17.3	15.8	13.2	13.5	14.4	15.0
Depreciation	1,442	1,555	1,452	1,649	1,886	2,133	2,296	2,499	2,702
EBIT	757	-935	620	2,282	1,895	1,160	1,387	2,012	2,575
Int. and Finance Charges	808	845	826	928	1,099	1,272	1,379	1,463	1,548
Other Income	127	452	186	140	162	242	378	417	653
PBT bef. EO Exp.	76	-1,329	-21	1,494	958	131	386	965	1,680
EO Items	166	-42	0	0	0	0	0	0	0
PBT after EO Exp.	242	-1,371	-21	1,494	958	131	386	965	1,680
Total Tax	-14	-293	-4	379	266	9	96	243	423
Tax Rate (%)	-18.8	N/M	N/M	25.3	27.8	6.9	25.0	25.2	25.2
Reported PAT	-76	-994	-17	1,116	692	122	289	722	1,257
Adjusted PAT	90	-1,036	-17	1,116	692	122	289	722	1,257
Change (%)	-57.6	P/L	-	L/P	-38.0	-82.4	136.9	149.6	74.1
Margin (%)	0.6	-10.5	-0.1	4.9	2.9	0.5	1.1	2.3	3.6

Consolidated - Balance Sheet

	INR m								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	311	312	312	312	312	312	312	312	312
Total Reserves	5,459	4,501	4,309	5,347	5,571	5,723	6,204	6,926	8,184
Net Worth	5,770	4,812	4,621	5,659	5,883	6,035	6,516	7,238	8,496
Total Loans	1,837	2,152	2,010	2,070	2,390	3,081	2,981	2,881	2,781
Lease Liabilities	7,822	7,528	8,536	9,960	11,235	13,151	14,409	15,668	16,926
Deferred Tax Liabilities	-214	-510	-520	-604	-708	-959	-978	-998	-1,018
Capital Employed	15,216	13,982	14,647	17,086	18,800	21,308	22,928	24,789	27,185
Gross Block	8,430	8,522	9,088	11,614	13,172	14,692	16,212	17,732	19,252
Less: Accum. Deprn.	2,538	3,153	3,649	4,608	5,074	5,725	8,479	10,025	11,703
Net Fixed Assets	5,893	5,368	5,439	7,006	8,098	8,967	7,733	7,707	7,549
Goodwill on Consolidation	466	466	466	466	466	466	466	0	0
Capital WIP	226	256	355	567	447	225	850	850	850
Right to use Asset	7,722	7,008	7,718	8,758	9,606	11,078	12,089	13,101	14,113
Total Investments	1,576	1,984	1,504	1,299	1,380	1,592	1,592	1,592	1,592
Current	719	1,461	1,030	1,299	1,380	1,592	1,592	1,592	1,592
Non current	857	523	474	0	0	0	0	0	0
Curr. Assets, Loans&Adv.	1,535	1,643	1,973	2,291	2,153	2,793	4,138	6,041	8,161
Inventory	411	465	559	714	632	808	976	1,115	1,258
Account Receivables	47	88	133	107	173	190	232	265	299
Cash and Bank Balance	30	110	232	284	141	589	1,569	3,122	4,864
Loans and Advances	1,046	980	1,048	1,185	1,206	1,206	1,362	1,539	1,740
Curr. Liability & Prov.	2,201	2,744	2,809	3,300	3,350	3,812	3,941	4,502	5,079
Account Payables	1,280	1,851	1,722	1,877	2,026	2,325	2,379	2,862	3,357
Other Current Liabilities	822	789	953	1,293	1,225	1,340	1,407	1,478	1,552
Provisions	100	104	134	130	99	147	154	162	170
Net Current Assets	-666	-1,101	-836	-1,009	-1,197	-1,020	197	1,539	3,081
Appl. of Funds	15,216	13,982	14,647	17,086	18,800	21,308	22,928	24,789	27,185

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)									
Adj. EPS	0.6	-6.7	-0.1	7.2	4.4	0.8	1.9	4.6	8.1
Cash EPS	9.9	3.3	9.2	17.7	16.5	14.5	16.6	20.7	25.4
BV/Share	37.1	30.9	29.7	36.3	37.7	38.7	41.8	46.4	54.5
DPS	0.0	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	0.0
Valuation (x)									
P/E	1,339.5	N/M	N/M	108.6	175.1	992.1	418.7	167.8	96.4
Cash P/E	78.9	233.0	84.2	43.8	47.0	53.7	46.9	37.6	30.6
P/BV	20.9	25.1	26.2	21.4	20.6	20.1	18.6	16.7	14.3
EV/Sales	7.8	12.3	7.7	5.3	5.1	4.9	4.4	3.8	3.3
EV/EBITDA	55.1	195.6	58.6	30.9	32.3	37.1	32.8	26.4	22.2
EV/EBITDA pre Ind As	83.4	-5,075.5	93.1	40.4	45.2	60.1	52.1	39.8	32.9
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	4.8	5.4	4.9	5.1	7.9	8.5	9.9	21.4	26.6
Return Ratios (%)									
RoE	1.6	-19.6	-0.4	21.7	12.0	2.0	4.6	10.5	16.0
RoCE	8.9	NA	NA	11.0	8.0	6.3	5.7	7.3	8.9
RoIC	9.4	NA	NA	12.4	8.6	6.0	5.5	7.9	9.9
Working Capital Ratios									
Fixed Asset Turnover (x)	1.8	1.2	1.7	2.0	1.8	1.7	1.7	1.8	1.8
Asset Turnover (x)	1.0	0.7	1.1	1.3	1.3	1.2	1.2	1.3	1.3
Inventory (Days)	10	17	13	11	10	12	13	13	13
Debtor (Days)	1	3	3	2	3	3	3	3	3
Creditor (Days)	30	69	40	30	31	34	32	33	35
Leverage Ratio (x)									
Current Ratio	0.7	0.6	0.7	0.7	0.6	0.7	1.1	1.3	1.6
Interest Cover Ratio	0.9	-1.1	0.7	2.5	1.7	0.9	1.0	1.4	1.7
Net Debt/Equity	1.4	1.6	1.9	1.8	2.1	2.3	2.2	1.9	1.6

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	-90	-1,287	-21	1,494	958	131	386	965	1,680
Depreciation	1,384	1,396	1,364	1,521	1,822	2,041	2,200	2,398	2,596
Interest & Finance Charges	808	845	826	927	1,097	1,271	1,379	1,463	1,548
Direct Taxes Paid	-163	32	-66	-439	-403	-74	-96	-243	-423
(Inc)/Dec in WC	164	691	-145	70	76	248	-188	266	259
CF from Operations	2,102	1,677	1,959	3,574	3,550	3,618	3,679	4,849	5,660
Others	-89	-337	-202	-90	-159	-118	0	0	0
CF from Operating incl EO	2,013	1,340	1,756	3,484	3,391	3,500	3,679	4,849	5,660
(Inc)/Dec in FA	-1,259	-491	-999	-2,691	-2,154	-2,174	-2,145	-1,520	-1,520
Free Cash Flow	754	849	757	793	1,236	1,326	1,534	3,329	4,140
(Pur)/Sale of Investments	569	-252	380	-32	166	-139	0	0	0
Others	1	-63	4	272	-54	56	1,682	612	187
CF from Investments	-689	-806	-616	-2,451	-2,042	-2,258	-463	-908	-1,333
Issue of Shares	10	28	24	-21	0	0	0	0	0
Inc/(Dec) in Debt	-1,245	-311	-910	-817	-758	-570	-119	-120	-120
Interest Paid	-152	-170	-133	-143	-733	-224	-2,165	-2,315	-2,465
Dividend Paid	0	0	0	0	0	0	0	0	0
Others	0	0	0	0	0	0	0	0	0
CF from Fin. Activity	-1,387	-453	-1,019	-981	-1,492	-794	-2,284	-2,434	-2,585
Inc/Dec of Cash	-62	80	122	52	-143	448	933	1,507	1,742
Opening Balance	92	30	110	232	284	141	589	1,522	3,029
Closing Balance	30	110	232	284	141	589	1,522	3,029	4,771

E: MOFSL Estimates

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SELL	< - 10%
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UNDER REVIEW	Rating may undergo a change
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