

Devyani International

Estimate changes



TP change



Rating change



CMP: INR160

TP: INR200 (+25%)

Buy

Similar muted growth; pressure on margins

- Devyani International's (DEVYANI) consol. revenue grew 11% YoY (in line) in 1QFY26. India revenue rose 11% YoY, with a 20% YoY store expansion, which was offset by weak same-store sales growth (SSSG) across brands. However, the LFL store addition was 13%, as the 105 new stores belong to Sky Gate, whose financials have been included only from mid-Jun'25.
- KFC's revenue grew 10% YoY, supported by 14% store expansion, though this was offset by a 0.7% decline in same-store sales (flat for Sapphire). Pizza Hut's (PH) revenue rose 3% YoY, with 8% new store additions, while SSSG declined 4.2% YoY (-8% for Sapphire). Costa Coffee's revenue grew 14% YoY, with 16% YoY store additions.
- India's ROM contracted 17% YoY to INR1.1b, and margin contracted 410bp YoY to 12.1%, marking a 17-quarter low due to operating deleverage. KFC's ROM contracted 410bp YoY to 15.5% (15.7% for Sapphire); PH's ROM contracted 600bp YoY and turned negative to 1.1% (-2.1% for Sapphire).
- International revenue grew 11% YoY to INR4.3b, with RoM at INR724m (vs. INR577m in 1QFY25). Margin expanded 190bp YoY to 16.7%.
- Consolidated GM 100bp YoY and 30bp QoQ to 68.2 (est. 69.5%), due to RM inflation. EBITDA (Pre-Ind-AS) margin contracted 350bp YoY/ 80bp QoQ to 8.1%. Consol. RoM margin contracted 220bp YoY and 70bp QoQ to 13.1%.
- DEVYANI is focusing on innovation, customer engagement, and value offerings to drive recovery. KFC's ADS has corrected ~20% from its peak of FY19/FY23 to <INR100k. Given the improving consumption sentiments for FY26, we believe ADS has bottomed out, and we will continue to monitor its recovery. Further, the company is undertaking several initiatives for PH's turnaround. However, improvement in ADS and SSSG will be key monitorables, as they are essential for restoring unit-level profitability. The stock price has remained flattish for the last three years due to growth challenges, and we believe most risks are largely priced in now. **We reiterate our BUY rating with a TP of INR200.**

Underlying recovery still awaited; margin pressure sustains

- **Muted underlying growth metrics:** Consol. sales grew 11% YoY to INR13.6b (est. INR 13.3b). India's revenue rose 11% YoY to INR9.3b. (est. INR9.1b). KFC's sales grew 10% YoY to INR6.1b. SSSG declined 0.7% (est. -2%). PH sales grew 3% YoY to INR1.9b. SSSG declined 4.2% (est. 0%). ADS of KFC declined 6% YoY to INR98k, and PH ADS dipped 8% YoY to INR33k. Costa Coffee's revenue rose 14% YoY, while ADS declined 9% YoY at INR26k.

Bloomberg	DEVYANI IN
Equity Shares (m)	1232
M.Cap.(INRb)/(USDb)	195.7 / 2.2
52-Week Range (INR)	223 / 130
1, 6, 12 Rel. Per (%)	-4/-8/-7
12M Avg Val (INR M)	509

Financials & Valuations (INR b)

Y/E Mar	2026E	2027E	2028E
Sales	54.7	61.4	68.4
Sales Gr. (%)	10.5	12.3	11.4
EBITDA	9.1	11.3	12.9
Margins (%)	16.7	18.4	18.9
Adj. PAT	0.7	1.7	2.3
Adj. EPS (INR)	0.6	1.4	1.9
EPS Gr. (%)	218.5	143.1	31.0
BV/Sh.(INR)	5.7	4.8	4.2

Ratios

RoE (%)	8.0	27.4	42.1
RoCE (%)	5.7	8.2	9.7

Valuation

P/E (x)	268.6	110.5	84.3
P/BV (x)	27.9	33.1	38.4
EV/Sales (x)	3.7	3.3	3.3
Pre-Ind AS EV/EBITDA (x)	37.3	27.6	23.1

Shareholding Pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	62.6	62.7	62.7
DII	18.1	16.9	14.2
FII	9.4	10.5	11.7
Others	9.9	10.0	11.4

FII includes depository receipts

- **Slower store expansion:** The company added a total of 106 stores in 1QFY26, reaching 2,145 stores. Of this, 105 stores belong to Sky Gate, whose financials have been consolidated from 11th Jun'25. Store additions in KFC/CC/own brands/International stood at 8/2/105/3, while the company closed 12 stores in PH. The total store count for KFC/PH/CC/own brands/International stood at 704/618/222/223/378.
- **Pressure on margins continues:** Gross profit grew 9% YoY to INR9.3b (est. 9.3b), while margins contracted 100bp YoY and 30bp QoQ to 68.2% (est. 69.5%). Consol. EBITDA margin contracted 320bp YoY and 150bp QoQ to 15.1% (est. 17%). Consol. ROM contracted 5% YoY to INR1.8b. Margin contracted 220bp YoY and 70bp QoQ to 13.1%. Pre-Ind-AS EBITDA declined 23% YoY to INR1.1b, while margin contracted 350bp YoY/80bp QoQ to 8.1%. International revenue grew 11% YoY to INR4.3b, with RoM at INR724m (vs. INR577m in 1QFY25), and margin expanded 190bp YoY to 16.7%.
- Reported EBITDA declined 8% YoY to INR2b (est. INR2.3b). PBT stood at INR19m (est. INR94m). APAT declined 94% YoY to INR17m (est. INR131m).

Highlights from the management commentary

- India's QSR industry is on a structural growth trajectory, underpinned by rising urbanization, growing income levels, increasing digital adoption, a higher female work participation rate, and a growing appetite for convenience.
- Stores for three new brands (TeaLive, New York Fries, and SANOOK KITCHEN) will be launched during the next quarter. These brands will initially be launched in test markets and gradually be scaled up. Hence, it will take time for them to become significant contributors to DEVYANI's sales.
- A change in GST applicability on rent has also led to an increase in rental costs. Management highlighted that the QSR industry is not eligible for input credit on GST.
- There are ~300 varieties of biryani available in India. However, 70% of the market is dominated by the top 3-4 types, namely Hyderabad biryani, Lucknowi biryani, and Calcutta biryani, which is offered by BBK.

Valuation and view

- No material changes have been made to our EBITDA estimates for FY26 and FY27.
- Management remains committed to improving ADS and profitability in the existing network across brands, and will adopt a more cautious approach to opening PH stores in future.
- DEVYANI is focused on innovation, customer engagement, and value offerings to drive recovery. ADS and SSSG recoveries remain the key monitorables as they are vital for improving unit economics. DEVYANI is in talks with Yum for PH's turnaround and is expected to undertake initiatives in the coming months. This will be a positive trigger for the company. The stock price has remained flat over the last three years due to growth challenges, and we believe most of the risks are largely priced in now.
- We **reiterate our BUY** rating on the stock. We value the Indian business at 35x EV/EBITDA (pre-IND-AS) and international business at 20x EV/EBITDA (pre-IND-AS) on Jun'27E to arrive at our TP of INR200.

Quarterly Performance

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	
KFC - No. of stores	617	645	689	696	704	729	759	791	696	791	724	
PH - No. of stores	570	593	644	630	618	620	624	628	630	628	642	
KFC - SSSG (%)	-7.0	-7.0	-4.4	-6.1	-0.7	4.0	5.0	7.7	-6.4	4.0	-2.0	
PH - SSSG (%)	-8.6	-5.7	-0.8	1.0	-4.2	2.0	5.0	5.2	-3.8	2.0	0.0	
Net Sales	12,219	12,222	12,944	12,126	13,570	13,483	14,348	13,288	49,511	54,689	13,334	2%
YoY change (%)	44.3	49.1	53.5	15.8	11.1	10.3	10.8	9.6	39.2	10.5	9.1	
Gross Profit	8,450	8,474	8,892	8,306	9,252	9,303	9,972	9,332	34,122	37,860	9,267	0%
Margin (%)	69.2	69.3	68.7	68.5	68.2	69.0	69.5	70.2	68.9	69.2	69.5	
EBITDA	2,234	1,987	2,192	2,008	2,049	2,290	2,530	2,269	8,422	9,146	2,267	-10%
EBITDA growth %	28.8	25.2	49.9	15.5	-8.3	15.3	15.4	12.9	29.1	8.6	1.5	
Margin (%)	18.3	16.3	16.9	16.6	15.1	17.0	17.6	17.1	17.0	16.7	17.0	
Depreciation	1,322	1,391	1,557	1,653	1,497	1,582	1,612	1,595	6,332	6,285	1,611	
Interest	630	653	670	695	668	686	683	637	2,648	2,674	661	
Other Income	99	48	91	132	135	100	105	91	370	431	100	
PBT	381	-9	56	-208	19	123	340	128	-188	618	94	
Tax	81	10	162	-56	5	25	68	26	197	124	19	
Rate (%)	21.2	-113.1	286.8	26.8	27.0	20.0	20.0	20.2	-104.7	20.0	20.0	
Adjusted PAT	281	-27	-9	-20	17	153	327	216	226	719	131	
Margin (%)	2.3	-0.2	-0.1	-0.2	0.1	1.1	2.3	1.6	0.5	1.3	1.0	
YoY change (%)	-17.2	NM	NM	-161.2	-94.0	NM	NM	NM	-75.7	218.5	-53.5	

E: MOFSL Estimates

DEVYANI's performance

- India's revenue rose 11% YoY to INR9.3b. (est. INR9.1b).
- Net 103 stores were added during the quarter, of which 105 stores belong to Sky Gate, whose financials have been consolidated from 11th Jun'25.
- The total store count stood at 1,767 in 1QFY26.
- GM contracted 230bp YoY at 69.6%.
- Brand contribution declined 17% YoY to INR1.1b; margin contracted 410bp to 12.1%.
- EBITDA (pre-IND-AS) declined 35%; margin contracted 490bp to 7%.
- EBITDA (reported) declined 13% to INR1.5b; margin contracted 450bp to 16%.

DIL India (INR m)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Total Stores	1,230	1,298	1,387	1,429	1,473	1,557	1,658	1,664	1,767
Net Additions	46	68	89	42	44	84	101	6	103
Revenue	7,896	7,787	7,964	7,516	8,399	8,356	8,726	8,012	9,319
YoY Gr (%)	21%	12%	9%	7%	6%	7%	10%	7%	11%
Gross Profit	5,633	5,545	5,677	5,428	6,037	5,983	6,216	5,691	6,487
Gross Margin (%)	71.3%	71.2%	71.3%	72.2%	71.9%	71.6%	71.2%	71.0%	69.6%
Brand Contribution	1,390	1,186	1,219	1,121	1,362	1,105	1,214	1,070	1,131
YoY Gr (%)	3%	-12%	-6%	3%	-2%	-7%	0%	-5%	-17%
Brand Contribution margin (%)	17.6%	15.2%	15.3%	14.9%	16.2%	13.2%	13.9%	13.4%	12.1%
EBITDA Pre-IndAS	994	822	851	794	1,001	712	773	689	654
YoY Gr (%)	-4%	-19%	-16%	0%	1%	-13%	-9%	-13%	-35%
Margin (%)	12.6%	10.6%	10.7%	10.6%	11.9%	8.5%	8.9%	8.6%	7.0%
EBITDA (reported)	1,577	1,434	1,494	1,485	1,724	1,462	1,554	1,504	1,492
YoY Gr (%)	52%	42%	47%	10%	9%	2%	4%	1%	-13%
Margin (%)	20.0%	18.4%	18.8%	19.8%	20.5%	17.5%	17.8%	18.8%	16.0%

Core brands' performances

KFC India Performance

- Sales grew 10% YoY to INR6.1b (est. INR6.0b). SSSG declined 0.7% (est. -2.0%).
- GP grew 7% YoY to INR4.1b and margins contracted 240bp YoY and 120bp QoQ to 67.1%.

- **ROM contracted 13% YoY to INR0.9b, and margins contracted 410bp YoY and 70bp QoQ to 15.5%.**
- ADS declined 6% YoY to INR98k.
- On-premise channel's contribution stood at 54%.

Pizza Hut India Performance

- Sales grew 3% YoY to INR1.9b (est. INR2.0b). SSSG declined 4.2% (est. 0%).
- GP was flat YoY at INR1.4b. GM contracted 200bp YoY and 90bp QoQ to 74.7%.
- **ROM came in at a negative 20m (est +20m)**
- ADS declined 8% YoY to INR33k.
- On-premise channel's contribution stood at 45%.

Franchisee brands - Costa Coffee, NYF, TeaLive, Sanook Kitchen

- Sales grew 14% YoY to INR519m (est. INR559m).
- GP grew 14% YoY to INR390m, and margins expanded marginally 20bp YoY to 75.1%.
- ROM contracted marginally 1% YoY to INR67m. Margins contracted 200bp YoY to 12.9%
- Costa Coffee's ADS declined 7% YoY to INR26k.

Own brands – Vaango, Biryani by Kilo, Goila

- Net sales rose 103% YoY to INR350mn. Sky Gate's financials were consolidated from 11th Jun'25.
- GP rose 78%, while operating profit declined 44% YoY.

Quarterly brands performance	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
KFC									
No. of stores	510	540	590	596	617	645	689	696	704
Net store addition	20	30	50	6	21	28	44	7	8
SSSG (%)	-0.9	-3.9	-4.7	-7.1	-7.0	-7.0	-4.4	-6.1	-0.7
Net sales (INR m)	5,164	5,090	5,243	4,941	5,546	5,434	5,698	5,109	6,126
YoY growth (%)	21.5	14.9	14.1	11.3	7.4	6.8	8.7	3.4	10.5
ADS (INR '000)	117.0	109.0	104.0	93.0	104.0	96.0	96.0	83.0	98.0
Gross Margins (%)	69.7	69.0	69.4	69.9	69.5	69.0	68.6	68.3	67.1
Brand Contribution Margin (%)	21.1	19.4	19.0	19.0	19.5	16.6	17.2	16.2	15.5
Channel mix (%)									
Off-Premise	37	39	40	41	41	42	42	45	46
On-Premise	63	61	60	59	59	58	58	55	54
Pizza Hut									
No. of stores	521	535	565	567	570	593	644	630	618
Net store addition	15	14	30	2	3	23	51	-14	-12
SSSG (%)	-5.3	-10.4	-12.6	-14.0	-8.6	-5.7	-0.8	1.0	-4.2
Net sales (INR m)	1,835	1,840	1,796	1,621	1,819	1,848	1,902	1,754	1,873
YoY growth (%)	11.1	1.5	-2.2	-4.5	-0.9	0.4	5.9	8.2	3.0
ADS (INR '000)	40.0	39.0	37.0	32.0	36.0	35.0	35.0	31.0	33.0
Gross Margins (%)	74.9	75.7	75.8	77.3	76.8	76.7	76.2	75.6	74.7
Brand Contribution Margin (%)	10.1	7.7	6.1	4.4	4.9	3.1	2.1	0.7	-1.1
Channel mix (%)									
Off-Premise	57	55	56	55	55	56	54	56	55
On-Premise	43	45	44	45	45	44	46	44	45
Costa									
No. of stores	123	146	154	179	192	207	209	220	222
Net store addition	11	23	8	25	13	15	2	11	2
SSSG (%)	9.4	8.5	5.9	7.3	0.6	8.7	5.1	3.5	3.5
Net sales (INR m)	324	346	397	451	455	490	517	523	519
YoY growth (%)	84.1	57.3	36.4	36.3	40.4	41.6	30.2	16.0	14.1
ADS (INR '000)	33.0	31.0	35.0	33.0	28.0	27.0	26.0	27.0	26.0
Gross Margins (%)	77.2	76.3	77.1	76.7	74.9	75.1	75.4	76.1	75.1
Brand Contribution Margin (%)	21.0	14.7	14.9	18.0	14.9	14.5	16.8	17.6	12.9



Highlights from the management commentary

Key Highlights

Business and Environment

- While near-term macro factors have led to a phase of soft consumer demand, DEVYANI sees a better outlook for the industry in coming years, with improving macros and market potential.
- India's QSR industry is on a structural growth trajectory, underpinned by rising urbanization, growing income levels, increasing digital adoption, rising female work participation rate, and a growing appetite for convenience.
- DEVYANI has seen a good response and adoption for the products offering more value to customers. It piloted unlimited Pizza Fridays at select stores, which received healthy traction.
- KFC SSSG has been negative for the last 8-9 quarters; however, 1QFY26 was impacted by Shravan, and adjusting for this, SSSG would have been flat to marginally positive, as per DEVYANI. That said, it has seen a good growth momentum in the online category, driven by initiatives undertaken in the online channel.
- For KFC, it is targeting ADS of INR100k on a consistent basis for the full year.
- DEVYANI has undertaken various initiatives to optimise the delivery channel, and several pilot projects have been successful, which will be implemented over the coming quarters. The company has reduced the store size to focus on delivery while ensuring dine-in experience remains unaffected.
- There are ~300 varieties of biryani available in India. However, 70% of the market is dominated by the top 3-4 types, namely Hyderabad biryani, Lucknowi biryani, and Calcutta biryani, which is offered by BBK.
- Stores for three new brands (TeaLive, New York Fries, and SANOOK KITCHEN) will be launched next quarter. These brands will initially be launched in test markets and gradually be scaled up. Hence, it will take time for them to become significant contributors to DEVYANI's sales.
- In 1QFY26, the company launched one TeaLive store in Mumbai.

Cost and margins

- There was an increase in raw material prices of cheese, flour, and edible oils during the quarter.
- A change in GST applicability on rent has also led to an increase in rental costs. The management highlighted that QSR industry does not get input credit on GST.
- Further, high saliency of off-premises sales across the two key brands, KFC and Pizza Hut, led to higher aggregator and delivery expenses.
- The company is working on optimising its costs; however, it was unable to offset this entirely.

Product innovation & new launches

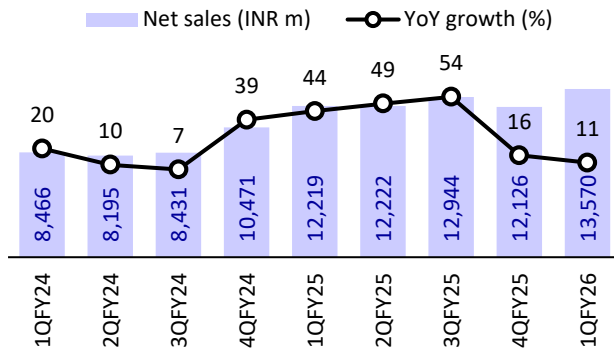
- The company launched Juicylicious pizzas with three flavours of marinated toppings and Indian sauces at INR249, and a free Pepsi was offered as Dine-in only offer.
- It launched KFC Saucy Popcorn at INR199 as a dine-in offer only.

Sky Gate acquisition

- The acquisition is now being completed.
- Sky Gate financials are included in consol from 11th Jun'25.
- DEVYANI invested INR1030m in Sky Gate with equity stake increased to ~86.13%.
- Currently, BBK is ~90% delivery.
- The company is working on taste optimization.
- DEVYANI has launched airport and food court store formats.
- Blackvelvet and Say Chefs have become fully-owned subsidiaries of Sky Gate.
- The management indicated that integration process remains on track.

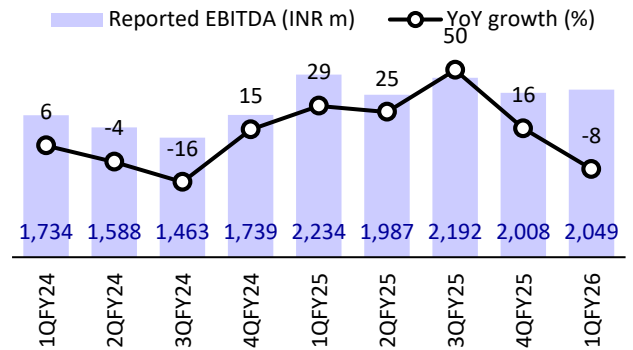
Key exhibits

Exhibit 1: Sales grew 11% YoY to INR13.6b



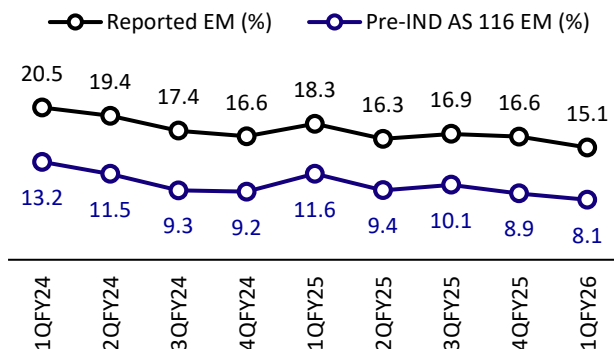
Source: Company, MOFSL

Exhibit 2: EBITDA declined 8% YoY to INR2.0b



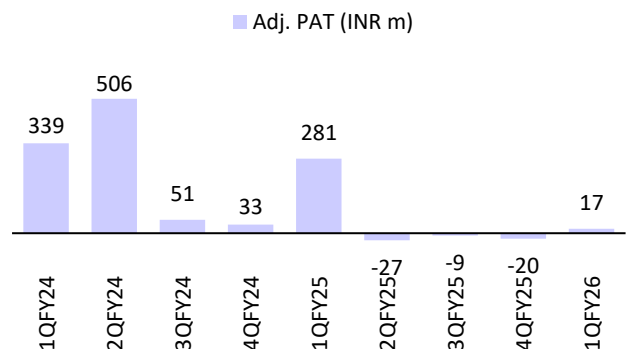
Source: Company, MOFSL

Exhibit 3: EBITDA margin contracted 320bp YoY to 15.1%, while EM (Pre-Ind AS) contracted 350bp YoY to 8.1%



Source: MOFSL, Company

Exhibit 4: Reported profit stood at INR17m in 1QFY26



Source: MOFSL, Company

Valuation and view

- No material changes were made to our EBITDA estimates for FY26 and FY27.
- Management remains committed to improving ADS and profitability for the existing network across brands, and will adopt a more cautious approach to opening PH stores in future.
- DEVYANI is focusing on innovation, customer engagement, and value offerings to drive recovery. ADS and SSSG recoveries remain the key monitorables, as they are vital for improving unit economics. DEVYANI is in talks with Yum for PH's turnaround and is expected to undertake initiatives over the coming months. This will be a positive trigger for the company. The stock price has remained flat for the last three years due to growth challenges, and we believe most of the risks are largely priced in now.
- We **reiterate our BUY** rating on the stock. We value the Indian business at 35x EV/EBITDA (pre-IND- AS) and the international business at 20x EV/EBITDA (pre-IND-AS) on Jun'27E to arrive at our TP of INR200.

Exhibit 5: No material changes to our EBITDA estimates for FY26 and FY27

(INR b)	New		Old		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Sales	54,689	61,392	55,228	62,659	-1.0%	-2.0%
EBITDA	9,146	11,290	9,423	11,593	-2.9%	-2.6%
PAT	719	1,747	583	1,574	23.3%	11.0%

Source: MOFSL

Financials and valuations

Income Statement consol.

	(INRm)								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	15,164	11,348	20,840	29,977	35,563	49,511	54,689	61,392	68,375
Change (%)	15.7	-25.2	83.6	43.8	18.6	39.2	10.5	12.3	11.4
Raw Materials	4,604	3,447	5,998	8,986	10,566	15,388	16,829	18,816	20,940
Gross Profit	10,560	7,902	14,842	20,991	24,997	34,122	37,860	42,576	47,435
Margin (%)	69.6	69.6	71.2	70.0	70.3	68.9	69.2	69.4	69.4
Operating Expenses	8,005	5,556	10,082	14,440	18,474	25,700	28,714	31,286	34,527
EBITDA	2,555	2,346	4,760	6,551	6,524	8,422	9,146	11,290	12,908
Change (%)	-8.4	-8.2	102.9	37.6	-0.4	29.1	8.6	23.4	14.3
Margin (%)	16.8	20.7	22.8	21.9	18.3	17.0	16.7	18.4	18.9
Depreciation	2,272	2,775	2,249	2,782	3,907	6,332	6,285	6,944	7,362
Int. and Fin. Charges	1,584	1,495	1,270	1,475	1,869	2,648	2,674	2,918	3,109.5
Other Income	187	641	161	326	326	370	431	474	546
Profit before Taxes	-1,115	-1,283	1,402	2,620	1,074	-188	618	1,903	2,983
Change (%)	56.6	15.0	-209.3	86.8	-59.0	-117.5	-428.6	208.1	56.7
Margin (%)	-7.4	-11.3	6.7	8.7	3.0	-0.4	1.1	3.1	4.4
Total tax	18	-11	-320	-206	133	197	124	381	694
Tax Rate (%)	-1.7	0.8	-22.8	-7.9	12.4	-104.7	20.0	20.0	23.3
Adjusted PAT	-1,008	-677	1,715	2,770	929	226	719	1,747	2,288
Change (%)	N/M	N/M	L/P	61.5	-66.5	-75.7	218.5	143.1	31.0
Margin (%)	-6.6	-6.0	8.2	9.2	2.6	0.5	1.3	2.8	3.3
Reported PAT	-790	-735	1,563	2,650	473	-314	494	1,522	2,064

Balance Sheet

	(INRm)								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Share Capital	1,062	1,154	1,205	1,205	1,206	1,206	1,206	1,206	1,206
Reserves	-2,953	-16	5,658	8,499	9,352	9,738	5,721	4,631	3,815
Net Worth	-1,891	1,138	6,863	9,703	10,558	10,944	6,927	5,837	5,021
Loans	4,307	4,633	1,325	774	9,102	9,318	9,318	9,318	9,318
Lease Liability	12,882	8,724	11,217	14,875	19,955	22,558	26,694	29,017	31,316
Minority Interest	-391	-419	-47	-62	2,928	3,079	3,233	3,394	3,564
Capital Employed	14,906	14,076	19,358	25,290	42,543	45,899	46,171	47,566	49,218
Gross Block	7,707	7,276	9,660	13,838	23,004	30,446	31,828	34,943	38,088
Less: Accum. Depn.	9,542	7,914	11,709	14,278	21,839	23,314	20,888	21,738	23,057
Net Fixed Assets	5,364	6,162	7,649	11,012	20,704	22,584	25,283	25,828	26,161
Capital WIP	135	143	68	153	110	35	35	35	35
Goodwill	224	644	644	644	4,287	4,581	4,581	4,581	4,581
Right to Use Assets	10,351	6,660	8,911	12,258	16,906	18,799	18,424	18,134	17,553
Investments	414	456	351	353	268	271	271	271	271
Non-current	414	456	351	353	268	271	271	271	271
Deferred tax asset (net)	75	96	482	963	512	574	563	552	541
Curr. Assets, L&A	2,272	2,523	4,519	4,502	6,538	6,541	5,327	7,435	10,429
Inventory	721	622	855	1,290	1,310	1,482	1,475	1,650	1,836
Account Receivables	173	169	211	289	527	413	456	512	571
Cash and Bank Balance	160	405	659	851	1,808	1,814	693	2,460	5,095
Others	1,218	1,327	2,795	2,071	2,892	2,832	2,703	2,813	2,928
Curr. Liab. and Prov.	3,929	2,608	3,267	4,595	6,782	7,487	8,312	9,270	10,353
Account Payables	1,632	1,619	1,964	2,419	3,756	4,411	4,824	5,394	6,003
Other Liabilities	2,074	678	991	1,830	1,988	2,193	2,399	2,682	2,985
Provisions	223	311	313	346	1,038	882	1,089	1,194	1,365
Net Current Assets	-1,657	-85	1,252	-93	-244	-946	-2,985	-1,834	77
Application of Funds	14,906	14,076	19,358	25,290	42,542	45,898	46,171	47,566	49,218

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)									
EPS	-0.9	-0.6	1.4	2.3	0.8	0.2	0.6	1.4	1.9
Cash EPS	1.2	1.8	3.3	4.6	4.0	5.4	5.8	7.2	8.0
BV/Share	-1.8	1.0	5.7	8.1	8.8	9.1	5.7	4.8	4.2
Valuation (x)									
P/E	N/M	N/M	112.4	69.6	207.7	855.3	268.6	110.5	84.3
Cash P/E	134.4	88.0	48.6	34.7	39.9	29.4	27.6	22.2	20.0
EV/Sales	11.4	16.6	9.3	6.4	5.6	4.0	3.7	3.3	3.3
EV/EBITDA	67.9	80.3	40.6	29.4	30.7	23.8	22.0	17.7	17.7
EV/EBITDA Pre Ind AS	301.9	223.6	64.5	44.2	52.5	40.5	37.3	27.6	23.1
P/BV	N/M	162.2	28.1	19.9	18.3	17.6	27.9	33.1	38.4
Return Ratios (%)									
RoE	N/M	N/M	42.9	33.4	9.2	2.1	8.0	27.4	42.1
RoCE	3.2	1.5	19.6	19.8	7.6	11.4	5.7	8.2	9.7
RoIC	2.0	-3.1	19.7	19.3	7.1	10.2	5.1	7.7	9.6
Working Capital Ratios									
Debtor (Days)	4	5	4	4	5	3	3	3	3
Asset Turnover (x)	1.0	0.8	1.1	1.2	0.8	1.1	1.2	1.3	1.4
Leverage Ratio									
Debt/Equity (x)	N/M	11.7	1.8	1.6	2.8	2.9	5.2	6.6	8.1

Cash Flow Statement

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Profit before Tax	-1,196	-641	1,231	2,419	37	131	618	1,903	2,758
Depreciation	2,506	2,887	2,249	2,788	3,848	5,699	6,285	6,944	7,586
Net interest	1,688	1,622	1,270	1,475	1,869	2,648	2,674	2,918	3,109
Others	-206	-1,874	-303	-79	63	-144	-431	-474	-546
Direct Taxes Paid	-8	5	-103	-478	-267	20	-124	-381	-694
(Incr)/Decr in WC	223	397	162	246	375	648	806	488	576
CF from Operations	3,007	2,396	4,506	6,370	5,925	9,002	9,829	11,397	12,790
Incr in FA	-999	-3,673	-3,063	-4,240	-4,619	-4,818	-1,382	-3,115	-3,145
Free Cash Flow	2,008	-1,278	1,443	2,130	1,306	4,184	8,447	8,282	9,645
Others	108	103	-606	890	-9,242	75	-3,953	-332	-285
CF from Invest.	-892	-3,570	-3,669	-3,350	-13,861	-4,743	-5,335	-3,447	-3,430
Incr in Debt	-1,791	-1,564	-4,776	-2,822	5,625	-3,722	277	302	329
Net interest Paid	-435	-492	-147	-27	3,247	-545	-5,892	-6,484	-7,054
CF from Fin. Activity	-2,226	1,420	-584	-2,827	8,893	-4,254	-5,615	-6,183	-6,725
Incr/Decr of Cash	-111	245	253	193	957	5	-1,121	1,767	2,635
Add: Opening Balance	271	160	405	659	851	1,808	1,814	693	2,460
Closing Balance	160	405	659	851	1,808	1,814	693	2,460	5,095

E: MOFSL Estimates

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