

## Raymond Lifestyle

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	RAYMONDL IN
Equity Shares (m)	61
M.Cap.(INRb)/(USDb)	73.9 / 0.8
52-Week Range (INR)	2305 / 860
1, 6, 12 Rel. Per (%)	-1/14/-51
12M Avg Val (INR M)	321

### Financials & valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	67.3	72.9	78.7
EBITDA	6.6	8.5	9.7
Adj. PAT	2.1	3.3	4.1
EPS (INR)	35.2	54.5	66.7
EPS Gr. (%)	113.5%	54.6%	22.5%
<b>Ratios</b>			
BV/Sh. (INR)	1,609	1,663	1,730
RoE (%)	4.8	7.1	8.0
RoCE (%)	7.7	9.7	10.5
<b>Valuations</b>			
P/E (x)	34.6	22.4	18.3
P/BV (x)	0.8	0.7	0.7
EV/EBITDA (x)	12.0	9.3	8.1
Div. Yield (%)	-	-	-

### Shareholding pattern (%)

As of	Sep-25	Jun-25	Sep-24
Promoter	57.2	56.1	54.7
DII	7.5	7.9	7.9
FII	9.0	8.8	12.7
Others	26.4	27.2	24.8

FII includes depository receipts

**CMP: INR1,213**   **TP: INR1,405 (+16%)**   **Buy**

### On course for recovery in FY26 with a focus on profitable growth

- Raymond Lifestyle (RLL) continued on its recovery journey in FY26 with ~7% YoY revenue growth, backed by strong domestic demand and a boost from the early festive season.
- EBITDA grew 5% YoY (~30% beat vs est.), driven by strong margin expansion in branded textile and recovery in garmenting margins.
- However, RLL continued to rationalize unprofitable stores (net 25 store closures in 1H), including in Ethnix, where the focus is shifting toward a profitability-focused distribution-led model rather than aggressive EBO expansion-led growth.
- After a subdued FY25, RLL is on course for recovery in FY26 (notwithstanding the macro challenges in the garmenting business).
- We raise our FY26-27E EBITDA by 2% each. However, due to higher depreciation and interest costs, we lower our FY26-27 EPS by 2-4%.
- We build in ~8% revenue CAGR over FY25-28E, with EBITDA margin expanding to 12.3% by FY28 (from 7.6% in FY25, though still lower than 14.3% in FY24).
- We value RLL at 22x Dec'27E P/E to arrive at our revised TP of INR1,405 (earlier INR1,360). **We reiterate our BUY rating on RLL, primarily on reasonable valuations (22x FY27 P/E and 1.1x FY27 EV/sales).**

### Recovery continued, driven by robust show in domestic business

- RLL's consolidated revenue rose 7% YoY to INR18.3b (2% ahead).
  - Revenue was mainly driven by acceleration in domestic demand, driving improved performance in the Branded Textile (up 10% YoY) and Branded Apparel (up 11% YoY) segment.
  - RLL closed net 12 stores in 2Q (25 net closures in 1H), bringing the total retail store network to 1,663 stores.
  - The company opened three stores but closed four stores (opened nine and closed 22 in 1HFY26) in Ethnix, bringing the store network to 139 stores.
- Gross profit grew 5% YoY to INR8b (inline) as gross margin contracted ~115bp YoY to 43.6% (60bp miss).
- EBITDA grew 5% YoY to INR2.3b (29% beat) due to an improved product mix and operating leverage in the Branded Textile segment.
  - EBITDA margin contracted ~25bp YoY to 12.3% (but above our estimate of 9.7%), largely due to better-than-expected margins in Branded Textile and Garmenting.
  - Overall, **Pre-IND AS EBITDA** for 1HFY26 stood at INR1.9b (up 1% YoY), with margins contracting ~60bp YoY to ~5.8%.
- Depreciation and amortization surged 20% YoY (in line), while finance cost rose 13% YoY (21% above) as net debt increased.
- Reported PAT declined 53% YoY to INR752m (10% beat), driven by higher depreciation, interest cost, and higher tax rate.

- For 1HFY26, RLL's revenue/EBITDA grew 11%/10% YoY. Based on our estimates, the required revenue and EBITDA growth run-rate for 2H stands at ~7% and 85% YoY (on a depressed base of 2HFY25).
- Core working capital days declined to 93 in 1HFY26 (vs. 105 YoY), driven by ~10 days YoY decline in receivable days to 67, while inventory days stood at 108 (vs. 110 YoY).
- RLL has an OCF (after interest and leases) outflow of INR3b (vs. INR4b outflow YoY), as adverse WC changes and higher interest outgo were offset by lower taxes. FCF outflow stood at INR 4.1b (vs INR 5.1b YoY).
- RLL reported net debt of INR2.6b (vs. INR0.5b by end-FY25).

### Highlights from the management commentary

- **Demand trends and outlook:** Revenue growth was driven by robust domestic demand, supported by strong festive/wedding-led volume growth and solid bookings across textiles and apparel. With high dealer confidence and visible order preponement, demand momentum is expected to sustain through 2HFY26. Additionally, income tax cuts and GST rate rationalization are expected to further boost discretionary spending.
- **Ethnix:** RLL has pivoted Ethnix to a profitability-led, asset-light model centered on its distribution strength (TRS and select MBOs). The company rationalized over 20 unprofitable outlets. 1HFY26 revenue rose ~11% YoY, with hopes of higher growth in 2HFY26 on the back of a robust wedding calendar.
- **Branded Apparel:** Despite 11% YoY revenue growth in 2Q, margins contracted sharply to 5.2% due to increased investments in marketing to improve its brand visibility and subdued performance of stores opened in the last 12 months. Management indicated that margins will remain subdued in the near term due to elevated marketing spends and a longer break-even period for newer stores. The company is targeting early double-digit margins at an INR23-25b revenue scale.
- **Garmenting:** The segment grew 4% YoY in 2QFY26, but EBITDA margin contracted to 5.4% amid the implementation of US tariffs and customer shifts to lower-cost markets like Bangladesh. Management expects weakness in exports in the coming quarters, unless the tariff is revised downwards. Going ahead, management remains upbeat on potential growth from the recent India-UK FTA and RLL's integrated supply chain strength.

### Valuation and view

- After a subdued FY25, RLL is on course for recovery in FY26 (notwithstanding the challenges in the export-oriented garmenting business).
- We expect overall FY26 revenue to surpass FY24 levels. However, EBITDA (incl. other income) is likely to return to FY24 levels only by FY27, given elevated marketing spends in branded apparel and continued margin pressures in garmenting.
- We raise our FY26-27E EBITDA by 2% each. However, due to higher depreciation and interest costs, we lower our FY26/FY27E EPS by 2-4%.
- We build in ~8% revenue CAGR over FY25-28E, with EBITDA margins expanding to 12.3% by FY28 (from 7.6% in FY25, though still lower than 14.3% in FY24).
- We value RLL at 22x Dec'27E P/E to arrive at our revised TP of INR1,405 (earlier INR1,360). **We reiterate our BUY on RLL, primarily on reasonable valuations (22x FY27 P/E and 1.1x FY27 EV/sales).**

Consolidated - Quarterly Earnings											(INR m)	
Y/E March	FY25E					FY26E			FY25	FY26E	FY26 2QE	Est Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	12,201	17,083	17,542	14,942	14,304	18,324	18,811	15,890	61,767	67,330	17,985	1.9%
YoY Change (%)	-8%	-5%	2%	-11%	17%	7%	7%	6%	-5%	9%	5%	
Total Expenditure	11,604	14,935	15,745	14,806	13,534	16,064	16,683	14,443	57,090	60,724	16,237	-1.1%
EBITDA	597	2,148	1,797	136	770	2,260	2,128	1,447	4,678	6,606	1,748	29.3%
EBITDA Margin	4.9%	12.6%	10.2%	0.9%	5.4%	12.3%	11.3%	9.1%	7.6%	9.8%	9.7%	
Change YoY (%)	-59%	-17%	-0.4	-0.9	29%	5%	18%	968%	-50%	41%	0.0	
Depreciation	746	763	794	911	888	914	944	926	3,214	3,672	903	1.2%
Interest	463	532	544	534	575	600	509	340	2,074	2,022	494	21.4%
Other Income	294	270	413	856	445	330	429	729	1,832	1,934	561	-41.2%
PBT	-323	528	867	-473	-248	1,029	1,105	911	600	2,798	912	12.8%
Tax	-91	106	226	-23	-50	277	278	193	218	699	230	20.8%
Rate (%)	28.1%	20.1%	26.0%	4.9%	20.0%	27.0%	25.2%	21.2%	36.4%	25.0%	25.2%	
Reported PAT	-232	422	642	-450	-198	752	827	717	382	2,098	683	10.1%
Adj PAT	-227	1,016	645	-430	-198	799	827	718	1,005	2,145	683	17.0%
YoY Change (%)	-139.5%	-27.1%	-1	-134.7%	-13%	-21.4%	28%	nm	-79.4%	113.5%	0.1	

#### Exhibit 1: Valuation – we ascribe INR1,405 TP to RLL

Dec'27	INR m
PAT	3,877
PE	22
Equity	85,579
NOS	60.9
<b>TP (INR/share)</b>	<b>1,405</b>
CMP	1,213
<b>upside</b>	<b>16%</b>

#### Segmental performance

- Branded Textile:** Revenue at INR9.4b (in line) grew ~10% YoY, led by robust volume growth, strong bookings, and the early onset of the festive season. EBITDA grew 16% YoY to INR1.9b (11% beat) as margin expanded 110bp YoY to 20% (~200bp beat on our estimates) on account of an improved product mix and operating leverage.
- Branded Apparel:** Revenue at INR4.9b (in line) grew 11% YoY. Growth was witnessed across all brands and key channels, such as EBOs, MBOs, and online. EBITDA came in at a modest INR250m (59% miss) as margin contracted sharply to 5.2% (vs. 13% YoY, our est. of 12.8%) due to increased marketing sales and lower sales from new stores (opened in the past 12 months). EBO count declined ~13 QoQ in 2QFY26.
- Garmenting:** Revenue at INR2.7b grew 4% YoY (30% beat) due to uncertainty around US tariffs. Segment reported EBITDA declined to INR150m (vs. ~INR250m profit YoY) on account of scale deleverage, but improvement from losses in 1QFY26 and our estimate of INR62m operating loss.
- High Value Cotton Shirting (HVCS):** Revenue at INR2.1b (12% miss) declined ~7% YoY due to subdued demand from B2B customers. However, EBITDA grew 13% YoY to INR250m (4% ahead), as margins expanded ~210bp YoY to 11.8% (180bp beat), driven by an improved product mix.

**Exhibit 2: Consol P&L (INR m)**

Consol P&L (INR m)	2QFY25	1QFY26	2QFY26	YoY%	QoQ%	2QFY26E	v/s Est (%)
<b>Total Revenue</b>	<b>17,083</b>	<b>14,304</b>	<b>18,324</b>	<b>7</b>	<b>28</b>	<b>17,985</b>	<b>2</b>
Raw Material cost	9,443	8,110	10,340	9	27	10,035	3
<b>Gross Profit</b>	<b>7,639</b>	<b>6,194</b>	<b>7,985</b>	<b>5</b>	<b>29</b>	<b>7,949</b>	<b>0</b>
<b>Gross margin (%)</b>	<b>44.7%</b>	<b>43.3%</b>	<b>43.6%</b>	<b>-114.6</b>	<b>27.2</b>	<b>44.2%</b>	<b>-62.6</b>
<b>Employee Costs</b>	<b>2,422</b>	<b>2,436</b>	<b>2,265</b>	<b>-7</b>	<b>-7</b>	<b>2,572</b>	<b>-12</b>
Other expenses	3,070	2,988	3,460	13	16	3,630	-5
<b>EBITDA</b>	<b>2,148</b>	<b>770</b>	<b>2,260</b>	<b>5</b>	<b>193</b>	<b>1,748</b>	<b>29</b>
<b>EBITDA margin (%)</b>	<b>12.6%</b>	<b>5.4%</b>	<b>12.3%</b>	<b>-24.1</b>	<b>694.9</b>	<b>9.7%</b>	<b>261.4</b>
Depreciation and amortization	763	888	914	20	3	903	1
EBIT	1,385	-118	1,346	-3	-1,236	845	59
<b>EBIT margin (%)</b>	<b>0.1</b>	<b>-0.8%</b>	<b>7.3%</b>	<b>NM</b>	<b>NM</b>	<b>4.7%</b>	<b>2.6</b>
Finance Costs	532	575	600	13	4	494	21
Other income	270	445	330	23	-26	561	-41
Exceptional item	-594	0	-47	NM	NM	0	NM
<b>Profit before Tax</b>	<b>1,717</b>	<b>-248</b>	<b>1,029</b>	<b>-40</b>	<b>-516</b>	<b>912</b>	<b>13</b>
Tax	106	-50	277	161	-660	230	21
<b>Tax rate (%)</b>	<b>6.2%</b>	<b>20.0%</b>	<b>27.0%</b>	<b>334.9</b>	<b>34.9</b>	<b>25.2%</b>	<b>7.1</b>
<b>Profit after Tax</b>	<b>1,611</b>	<b>-198</b>	<b>752</b>	<b>-53</b>	<b>-479</b>	<b>683</b>	<b>10</b>

Segment Revenue	2QFY25	1QFY26	2QFY26	YoY%	QoQ%	2QFY26E	v/s Est (%)
Branded Textile	8,535	7,162	9,369	10%	31%	9,389	0%
Branded Apparel	4,410	3,698	4,908	11%	33%	4,851	1%
Garmenting	2,596	1,970	2,693	4%	37%	2,077	30%
HVCS	2,284	2,048	2,116	-7%	3%	2,398	-12%
<b>Consolidated Revenue</b>	<b>17,083</b>	<b>14,304</b>	<b>18,324</b>	<b>7%</b>	<b>28%</b>	<b>17,985</b>	<b>2%</b>
Elimination	742	574	762			730	

Segment EBITDA	2QFY25	1QFY26	2QFY26	YoY%	QoQ%	2QFY26E	v/s Est (%)
Branded Textile	1,610	1,024	1,874	16%	83%	1,690	11%
Branded Apparel	573	185	255	-55%	38%	621	-59%
Garmenting	250	-77	145	-42%	-289%	-62	-333%
HVCS	221	195	250	13%	28%	240	4%
<b>Consolidated EBITDA</b>	<b>2,148</b>	<b>770</b>	<b>2,260</b>	<b>5%</b>	<b>193%</b>	<b>1,748</b>	<b>29%</b>
Elimination	507	557	264			741	

Segment EBITDA Margin	2QFY25	1QFY26	2QFY26	YoY%	QoQ%	2QFY26E	v/s Est (%)
Branded Textile	18.9	14.3	20.0	114 bp	570 bp	18.0	200 bp
Branded Apparel	13.0	5.0	5.2	-780 bp	20 bp	12.8	-760 bp
Garmenting	9.6	-3.9	5.4	-423 bp	930 bp	-3.0	840 bp
HVCS	9.7	9.5	11.8	210 bp	230 bp	10.0	180 bp
<b>Consolidated EBITDA</b>	<b>12.6</b>	<b>5.4</b>	<b>12.3</b>	<b>-24 bp</b>	<b>695 bp</b>	<b>9.72</b>	<b>261 bp</b>

**Exhibit 3: Our key estimate changes**

Consol	FY26E	FY27E	FY28E
<b>Revenue (INR m)</b>			
Old	66,940	72,476	78,288
Actual/New	67,330	72,894	78,733
Change (%)	0.6%	0.6%	0.6%
<b>Gross Profit (INR m)</b>			
Old	29,086	32,071	34,838
Actual/New	28,851	31,782	34,957
Change (%)	-0.8%	-0.9%	0.3%
<b>Gross margin (%)</b>			
Old	43.5	44.3	44.5
Actual/New	42.9	43.6	44.4
Change (bp)	-0.6	-0.6	-0.1
<b>EBITDA (INR m)</b>			
Old	6,494	8,287	9,668
Actual/New	6,606	8,486	9,710
Change (%)	1.7%	2.4%	0.4%
<b>EBITDA margin (%)</b>			
Old	9.7	11.4	12.3
Actual/New	9.8	11.6	12.3
Change (bp)	11.0	20.7	-1.6
<b>PAT (INR m)</b>			
Old	2,224	3,390	4,116
Actual/New	2,145	3,318	4,063
Change (%)	-3.5%	-2.1%	-1.3%

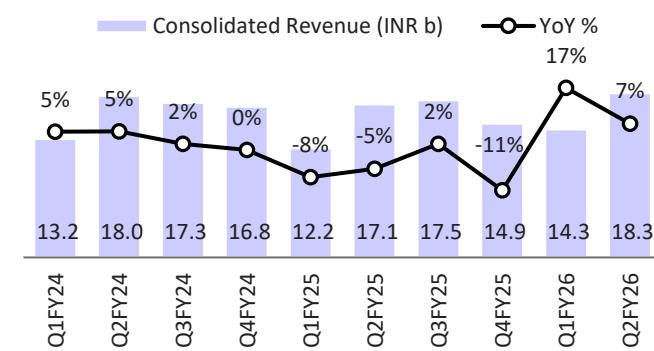


## Highlights from the management commentary

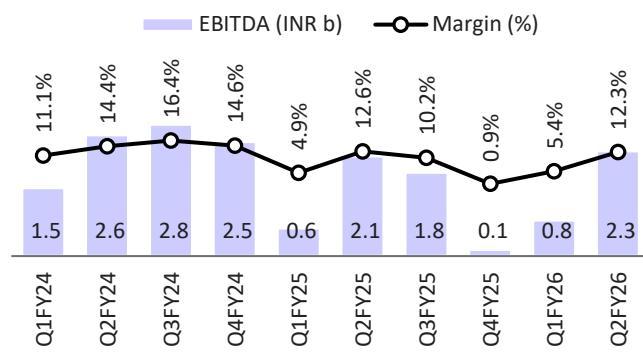
- **Demand trends and outlook:** Revenue growth was driven by robust domestic demand, supported by strong festive/wedding-led volume growth and solid bookings across textiles and apparel. With high dealer confidence and visible order preponement, demand momentum is expected to sustain through 2HFY26. Additionally, income tax cuts and GST rate rationalization are expected to further boost discretionary spending.
- **Ethnix:** RLL has pivoted Ethnix to a profitability-led, asset-light model centered on its distribution strength (TRS and select MBOs). The company rationalized 20+ unprofitable outlets. 1HFY26 revenue rose ~11% YoY, with hopes of higher growth in 2HFY26 on the back of a robust wedding calendar.
- **Branded apparel:** Despite 11% YoY revenue growth in 2Q, margins contracted sharply to 5.2% due to increased investments in marketing to improve its brand visibility and subdued performance of stores opened in the last 12 months. Management indicated that margins will remain subdued in the near term due to elevated marketing spends and longer break-even period for newer stores. It is targeting early double-digit margins at an INR23-25b revenue scale.
- **Garmenting:** The segment grew 4% YoY in 2QFY26, but EBITDA margin contracted to 5.4% amid the implementation of US tariffs and customer shifts to lower-cost markets like Bangladesh. Management expects weakness in exports in the coming quarters, unless tariff is revised downwards. Going ahead, management remains upbeat on the potential growth from the recent India-UK FTA and RLL's integrated supply chain strength.
- **Store break-even:** Given subdued discretionary spends and relatively weaker wedding calendar in the past few years, recently opened stores are expected to take longer (~36-42 months) to mature (vs. earlier expectations of 18-24 months).
- **US tariff impact:** The punitive 25% US duty on Indian exports forced RLL to absorb part of the cost, impacting profitability. Given buyers' extreme price sensitivity, orders are getting diverted to Bangladesh, keeping order inflows muted in the near term.
- **India-UK FTA:** India-UK FTA could act as a structural catalyst, enabling zero-duty access for exports and potentially doubling UK revenues (~INR1.5b ARR) within 2-2.5 years.
- **Working capital:** The inventory increase (vs. Mar'25 levels) is strategic and transitory, driven by network expansion and festive-led stocking, with management guiding for a working capital release in 4QFY26 as sales momentum and collections peak. However, management now expects overall working capital days at 80-85 days as the structural norm (vs. earlier 60 days).

## Key exhibits

**Exhibit 4: Consolidated revenue grew 7% YoY**



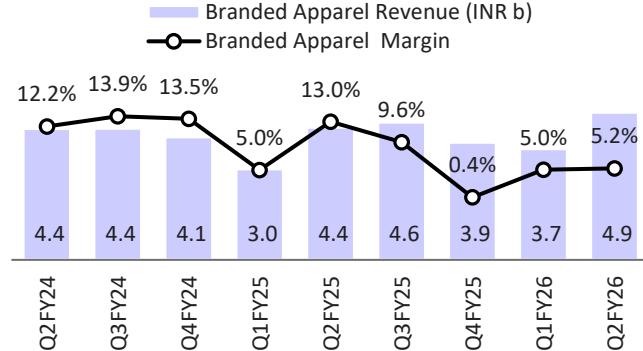
**Exhibit 5: Margins contracted ~25bp YoY, though witnessed a sharp sequential recovery**



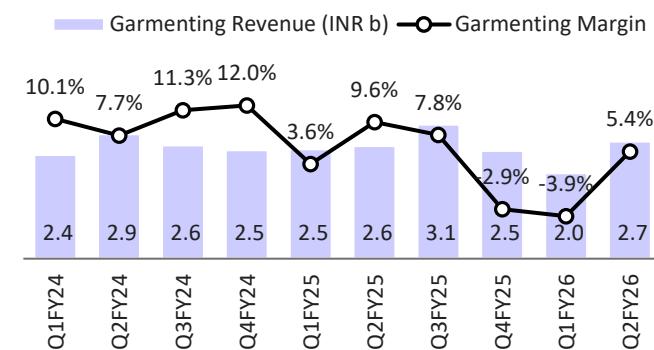
**Exhibit 6: Branded textile revenue grew 10% YoY, with margin expanding 20% (up 115bp YoY)**



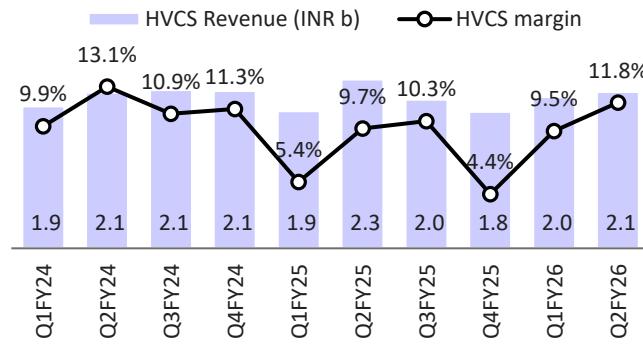
**Exhibit 7: Branded apparel revenue rose 11% YoY, though margin remained subdued at 5.2%**



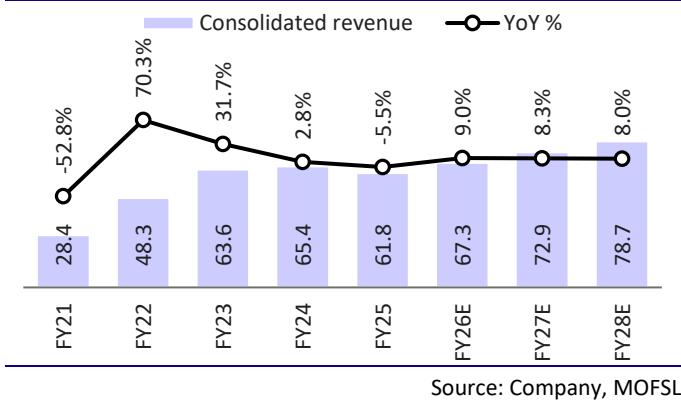
**Exhibit 8: Garmenting revenue grew 4% YoY, with sequential margin recovery**



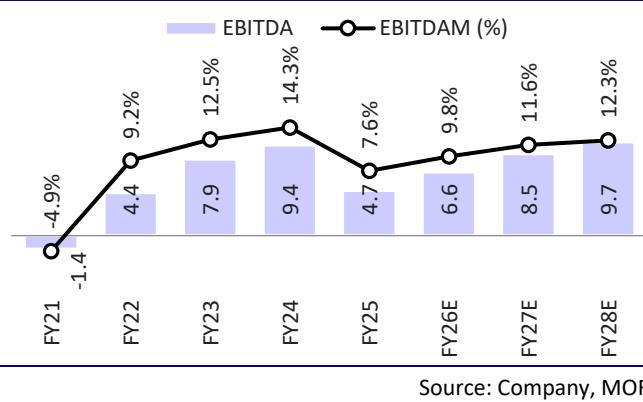
**Exhibit 9: HVCS revenue declined 7% YoY; Adj. margin expanded to 11.8%**



**Exhibit 10: Consolidated revenue to record ~8% CAGR over FY25-28E**



**Exhibit 11: EBITDA margin to expand ~480bp over FY25-28 on a low base of FY25**



## Financials and valuations

Consolidated - Income Statement					
Y/E March	FY24	FY25	FY26E	FY27E	(INR m) FY28E
<b>Revenue from Operations</b>	<b>65,354</b>	<b>61,767</b>	<b>67,330</b>	<b>72,894</b>	<b>78,733</b>
Change (%)		-5	9	8	8
Raw Materials	29,259	27,749	30,635	32,802	35,036
Manufacturing & opex	6,902	7,391	7,844	8,310	8,739
<b>Gross Profit</b>	<b>29,193</b>	<b>26,627</b>	<b>28,851</b>	<b>31,782</b>	<b>34,957</b>
Margin (%)	44.7	43.1	42.9	43.6	44.4
Employee Costs	9,182	9,452	9,493	10,132	10,629
Other Expenses	10,646	12,498	12,752	13,164	14,618
<b>EBITDA</b>	<b>9,366</b>	<b>4,678</b>	<b>6,606</b>	<b>8,486</b>	<b>9,710</b>
Margin (%)	14.3	7.6	9.8	11.6	12.3
Depreciation	2,463	3,214	3,672	3,904	4,250
<b>EBIT</b>	<b>6,903</b>	<b>1,464</b>	<b>2,933</b>	<b>4,582</b>	<b>5,461</b>
Margin (%)	10.6	2.4	4.4	6.3	6.9
Finance costs	1,957	2,074	2,022	2,042	2,071
Other Income	1,544	1,832	1,934	1,893	2,040
Exceptional Items loss (gain)	-92	-623	-47	0	0
<b>PBT bef. EO Exp.</b>	<b>6,398</b>	<b>600</b>	<b>2,798</b>	<b>4,433</b>	<b>5,430</b>
Total Tax	-1,603	-218	-699	-1,116	-1,367
Tax Rate (%)	25.1	36.4	25.0	25.2	25.2
<b>PAT</b>	<b>4,795</b>	<b>382</b>	<b>2,098</b>	<b>3,318</b>	<b>4,063</b>
<b>Adjusted PAT</b>	<b>4,887</b>	<b>1,005</b>	<b>2,145</b>	<b>3,318</b>	<b>4,063</b>
Change (%)		-79	114	55	22

Consolidated - Balance Sheet					
Y/E March	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	122	122	122	122	122
Total Reserves	96,500	95,755	97,853	101,171	105,234
<b>Net Worth</b>	<b>96,622</b>	<b>95,877</b>	<b>97,975</b>	<b>101,293</b>	<b>105,356</b>
Total Loans	8,254	12,696	11,696	10,696	9,696
Lease Liability	7,135	10,188	11,918	13,841	15,809
<b>Capital Employed</b>	<b>1,12,010</b>	<b>1,18,761</b>	<b>121,588</b>	<b>125,830</b>	<b>130,860</b>
<b>Fixed Assets</b>	<b>75,474</b>	<b>78,854</b>	<b>79,173</b>	<b>79,519</b>	<b>79,600</b>
<b>Total Investments</b>	<b>9,000</b>	<b>9,658</b>	<b>9,658</b>	<b>9,658</b>	<b>9,658</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>32,277</b>	<b>36,140</b>	<b>39,947</b>	<b>45,503</b>	<b>52,539</b>
Inventory	17,328	17,568	18,815	19,971	21,571
Account Receivables	9,248	9,172	10,146	10,585	10,785
Cash and Bank Balance	1,601	4,009	5,594	9,555	14,791
Loans and Advances	4,100	5,392	5,392	5,392	5,392
<b>Curr. Liability &amp; Prov.</b>	<b>18,427</b>	<b>19,417</b>	<b>20,015</b>	<b>20,559</b>	<b>21,279</b>
Account Payables	12,593	13,237	13,835	14,379	15,099
Other Current Liabilities	5,100	5,371	5,371	5,371	5,371
Provisions	734	809	809	809	809
<b>Net Current Assets</b>	<b>13,850</b>	<b>16,723</b>	<b>19,932</b>	<b>24,944</b>	<b>31,260</b>
Deferred Tax assets	11,330	11,268	10,568	9,453	8,086
Other Assets	2,356	2,257	2,257	2,257	2,257
<b>Appl. of Funds</b>	<b>1,12,010</b>	<b>1,18,761</b>	<b>121,589</b>	<b>125,830</b>	<b>130,861</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>					
EPS	<b>80.2</b>	<b>16.5</b>	<b>35.2</b>	<b>54.5</b>	<b>66.7</b>
Cash EPS	120.7	69.3	95.5	118.6	136.5
BV/Share	1,587	1,574	1,609	1,663	1,730
<b>Valuation (x)</b>					
P/E	14.1	68.4	34.6	22.4	18.3
Cash P/E	9.3	16.3	12.8	10.3	8.9
P/BV	0.7	0.7	0.8	0.7	0.7
EV/Sales	1.1	1.2	1.2	1.1	1.0
EV/EBITDA	7.8	15.7	12.0	9.3	8.1
FCF per share	-66.9	-22.9	10.7	50.4	68.9
<b>Return Ratios (%)</b>					
--Adjusted to revaluation, goodwill and cash					
Adj RoE	11.1	2.3	4.8	7.1	8.0
Adj RoCE	15.4	5.7	7.7	9.7	10.5
Adj RoIC	20.9	4.4	7.9	12.1	14.1
--Pre Ind-AS ratios					
Adj RoCE	22.0	7.3	10.7	13.9	15.2
Adj RoIC	25.1	3.9	9.6	17.0	22.2
<b>Working Capital Ratios</b>					
Fixed Asset Turnover (x)	0.9	0.8	0.9	0.9	1.0
Asset Turnover (x)	0.6	0.5	0.6	0.6	0.6
Inventory (Days)	97	104	102	100	100
Debtor (Days)	52	54	55	53	50
Creditor (Days)	70	78	75	72	70
WC (Days)	78	80	82	81	80
<b>Leverage Ratio (x)</b>					
Current Ratio	1.8	1.9	2.0	2.2	2.5
Interest Cover Ratio	3.5	0.7	1.5	2.2	2.6
Net Debt/EBITDA	0.5	2.0	1.3	0.6	0.1
Net Debt/Equity	0.0	0.1	0.1	0.1	0.0

### Consolidated - Cash Flow Statement

(**INR m**)

Y/E March	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	6,398	600	2,798	4,433	5,430
Depreciation	2,463	3,232	3,672	3,904	4,250
Interest & Finance Charges	1,957	2,074	2,022	2,042	2,071
Others	-939	-611	-1,934	-1,893	-2,040
Direct Taxes Paid	-402	568	-699	-1,116	-1,367
(Inc)/Dec in WC	-9,101	-1,819	-924	65	287
<b>CF from Operating</b>	<b>376</b>	<b>4,043</b>	<b>4,935</b>	<b>7,435</b>	<b>8,630</b>
(Inc)/Dec in FA	-1,478	-2,160	-1,000	-1,000	-1,000
<b>Free Cash Flow</b>	<b>-1,102</b>	<b>1,883</b>	<b>3,935</b>	<b>6,435</b>	<b>7,630</b>
(Pur)/Sale of Investments	-8,826	-1,249	0	0	0
Others	23,350	603	1,934	1,893	2,040
<b>CF from Investments</b>	<b>13,047</b>	<b>-2,806</b>	<b>934</b>	<b>893</b>	<b>1,040</b>
Inc/(Dec) in Debt	-11,054	4,459	-1,000	-1,000	-1,000
Inc/(Dec) in Lease	-1,365	-1,931	-2,090	-2,287	-2,464
Interest Paid	-1,607	-1,343	-1,193	-1,080	-970
<b>CF from Fin. Activity</b>	<b>-14,026</b>	<b>585</b>	<b>-4,283</b>	<b>-4,368</b>	<b>-4,434</b>
<b>Inc/Dec of Cash</b>	<b>-604</b>	<b>1,822</b>	<b>1,585</b>	<b>3,961</b>	<b>5,236</b>
Opening Balance	1,424	824	2,646	4,231	8,192
Other bank balance	781	1,363	1,363	1,363	1,363
<b>Closing Balance</b>	<b>1,601</b>	<b>4,009</b>	<b>5,594</b>	<b>9,555</b>	<b>14,791</b>

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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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