11 January 2026

3QFY26 Results Update | Sector: Departmental Retail

Avenue Supermarts

Estimate changes	↑
TP change	↑
Rating change	↔

Bloomberg	DMART IN
Equity Shares (m)	651
M.Cap.(INRb)/(USDb)	2473.6 / 27.4
52-Week Range (INR)	4950 / 3337
1, 6, 12 Rel. Per (%)	-2/-10/-9
12M Avg Val (INR M)	2346

Financials & Valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	683	801	928
EBITDA	51	60	70
Adj. PAT	29	34	38
EBITDA Margin (%)	7.4	7.5	7.5
Adj. EPS (INR)	44	52	58
EPS Gr. (%)	7	16	12
BV/Sh. (INR)	374	425	483
Ratios			
Net D:E	0.1	0.1	0.1
RoE (%)	12.6	12.9	12.8
RoCE (%)	12.3	12.3	12.0
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	85.6	73.6	65.6
EV/EBITDA (x)	49.2	41.6	36.1
EV/Sales (X)	3.6	3.1	2.7
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	0.0	-0.1	0.0

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	74.7	74.7	74.7
DII	9.1	9.3	7.5
FII	8.7	8.3	10.0
Others	7.5	7.8	7.9

FII Includes depository receipts

CMP: INR3,801 TP: INR4,600 (+21%) Buy

Strong beat on profitability; sustainability remains key

- Avenue Supermarts (DMART) delivered a strong beat on profitability in 3QFY26, driven primarily by gross margin (GM) expansion.
- GM expanded 50bp YoY to 14.6% (~60bp beat) in 3Q, likely driven by GST reduction benefits (lower discounting) and a favorable category mix (higher GM&A and FMCG share at the expense of the lower-margin Food category).
- Further, after several quarters of elevated cost of retailing (CoR), DMART reported a stable CoR per sqft in 3Q, driving 50bp EBITDA margin expansion to 8.4% (~80bp beat) and a 20% YoY standalone EBITDA growth (11% beat).
- While margin performance was encouraging, revenue growth moderated to ~13% YoY, largely driven by ~14% store area addition, as like-for-like (LFL) growth moderated to 5.6% (vs. 6.8% in 2Q and 8.3% YoY).
- DMART added 10 stores in 3QFY26 (~27 in 9MFY26 vs. 22 YoY). The acceleration in the pace of store additions remains the primary growth driver for DMART. We continue to build in 60 store additions in FY26.
- While DMART saw a margin recovery after several quarters, we believe increased pricing competition from QC could prevent margin sustainability and remains a key monitorable in the near term.
- We raise our FY26-28 EBITDA and PAT by ~3-5%, primarily driven by higher GM. We build in a CAGR of 16%/16%/12% in DMART's consol. revenue/EBITDA/PAT over FY25-28E, driven by a 15% CAGR in store additions and ~6% LFL growth.
- We assign a ~43x FY28 EV/EBITDA multiple (implying ~79x FY28 P/E) to arrive at our revised TP of INR4,600. **We reiterate our BUY on DMART.**

20%/18% YoY EBITDA/PAT growth driven by a sharp margin expansion

- Standalone revenue grew ~13% YoY to INR176b (in-line), driven by ~14% area additions and 5.6% LFL growth (vs. 6.8% in 2Q and 8.3% YoY).
  - The company added 10 stores/0.4m sqft area to reach 442 stores and 18.3m sqft. This implies addition of an average 40k sqft stores in 3QFY26 (which is slightly lower than average store size of 41.4k sqft).
  - DMART's store count rose ~14% YoY, while annualized revenue per store declined ~1% YoY to INR1.6b and annualized revenue/sq. ft was flat YoY at INR38.9k.
- Standalone gross profit came in at INR25.6b (up ~17% YoY, 4% above) as GM expanded ~50bp YoY to 14.6% (~60bp beat).
  - The higher-margin General Merchandise and Apparel (GM&A) category share improved ~15bp YoY to 22.3%, while that of Non-food FMCG rose ~45bp YoY to 20.2%. Meanwhile, the Foods category share declined ~60bp YoY to 57.5%, likely due to the impact of the GST transition and deflation in staples.
- Standalone EBITDA stood at INR14.8b (11% beat), rising ~20% YoY, as margins expanded 47bp YoY to 8.4% (80bp beat), driven by higher GM, while CoR per sq. ft. remained stable YoY (vs. ~7% YoY increase or ~30bp higher in 2QFY26).

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- Employee costs surged 32% YoY, while other expenses grew at a modest ~7% YoY.
- Depreciation increased 18% YoY, finance costs jumped 2.2x YoY, while other income declined ~17% YoY.
- As a result, standalone PAT at INR9.2b (12% beat) was up ~18% YoY, with PAT margin expanding 20bp YoY to 5.2%.
- For 9MFY26, DMART's standalone revenue/EBITDA/PAT grew 15%/13%/8%.

Strong standalone results drive beat, consol EBITDA up 20% YoY

- Consolidated revenue grew 13.3% YoY to INR181b (in-line).
- Consol. GP grew 18% YoY to INR27.7b(5% above), as margins expanded 58bp YoY to 15.3% (~65bp beat).
- Consol. EBITDA rose 20% YoY to INR14.6b (11% beat), as margins expanded ~45bp YoY to 8.1%, largely driven by higher standalone gross margin and slightly lower operating losses in the subsidiary (~3.6% operating loss margin, vs. -4.4% YoY and our estimate of -4.1%).
- Consol PAT grew ~18% YoY to INR8.6b (12% beat). PAT margins expanded ~20bp YoY to 4.7% (+60bp QoQ).

Growth rebounds in FMCG; low-margin Food category salience decline

- **GM&A:** The segment grew ~14% YoY in 3Q (vs. 15% YoY in 2Q), with its share in DMART's category mix rising 15bp YoY to 22.3%.
- **Food:** Foods, the largest contributor to DMART's revenue, saw a moderation in growth to **~12% YoY in 3Q (vs. ~16% YoY in 2QFY26)**, likely due to deflation**.** As a result, the category's contribution declined ~60bp YoY to 57.5%.
- **Non-food FMCG:** The segment saw a **rebound in growth**, with ~16% YoY growth (vs. ~13% YoY in 2Q), resulting in its share rising ~45bp YoY to 20.2%.

Revenue growth impacted by deflation in staples

- **Leadership transition:** CEO-designate, Mr. Anshul Asawa, will be appointed as CEO from 1st Feb, 2026, and MD from 1st April, 2026.
- **Bill cuts and ABV:** Total bill cuts at 103m grew 12% YoY in 3QFY26, while the average basket value (ABV) rose 1% YoY to INR1,710.
- **Growth**: Revenue growth was partially impacted by deflation in staples.

Valuation and view

- While DMART saw a margin recovery after several quarters, we believe increased pricing competition from QC could prevent margin sustainability and remains a key monitorable in the near term.
- We believe DMART's value-focused model and superior store economics would ensure its competitiveness and customer relevance over the longer term, despite QC's convenience-focused model.
- Acceleration in store addition remains the key growth trigger for DMART. We build in ~60 store additions in FY26.
- We raise our FY26-28 EBITDA and PAT by ~3-5%, primarily driven by higher GM. We build in a CAGR of 16%/16%/12% in DMART's consol. revenue/EBITDA/PAT over FY25-28E, driven by a 15% CAGR in store additions and ~6% LFL growth.
- We assign a ~43x FY28 EV/EBITDA multiple (implying ~79x FY28 P/E) to arrive at our revised TP of INR4,600 (earlier INR4,300). We **reiterate our BUY on DMART.**

Consolidated quarterly earnings (INR b)

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	Var (%)
Revenue	**140.7**	**144.4**	**159.7**	**148.7**	**163.6**	**166.8**	**181.0**	**171.6**	**594**	**683**	**181.0**	**0.0**
YoY Change (%)	18.6	14.4	17.7	16.9	16.3	15.5	13.3	15.4	16.9	15.1		
Total Expenditure	128.5	133.5	147.6	139.2	150.6	154.6	166.4	160.8	549	632	167.8	(0.9)
EBITDA	**12.2**	**10.9**	**12.2**	**9.6**	**13.0**	**12.1**	**14.6**	**10.8**	**45**	**51**	**13.2**	**11.1**
EBITDA margin (%)	**8.7**	**7.6**	**7.6**	**6.4**	**7.9**	**7.3**	**8.1**	**6.3**	**7.6**	**7.4**	**7.3**	
Change YoY (%)	18.0	8.8	8.7	1.2	6.4	11.0	20.2	12.6	9.3	12.6		
Depreciation	1.9	2.1	2.3	2.4	2.3	2.5	2.7	2.8	9	10	2.7	0.4
Interest	0.2	0.2	0.2	0.2	0.3	0.3	0.4	0.4	1	1	0.4	0.3
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**	**9.4**	**11.8**	**7.8**	**37**	**40**	**10.3**	**13.8**
Tax	2.8	2.4	2.7	1.7	2.8	2.6	3.2	2.0	10	11	2.7	
Rate (%)	26.6	27.0	27.3	23.5	26.9	27.3	27.2	25.9	26.3	26.9	26.3	
Reported PAT	**7.7**	**6.6**	**7.2**	**5.5**	**7.7**	**6.9**	**8.6**	**5.8**	**27**	**29**	**7.6**	**12.4**
Adj. PAT	**7.7**	**6.6**	**7.2**	**5.5**	**7.7**	**6.9**	**8.6**	**5.8**	**27**	**29**	**7.6**	**12.4**
YoY Change (%)	17.5	5.8	4.7	(2.2)	(0.1)	4.1	18.3	4.5	7	7		

E: MOFSL Estimates

Exhibit 1: Valuation based on FY28E EBITDA

	Methodology	Driver (INR b)	Multiple	Fair Value (INR b)	Value/sh (INR)
EBITDA	FY28 EV/EBITDA	70	43	3,013	4,641
Less Net debt				27	41
Equity value				**2,986**	**4,600**
Shares o/s (m)				651	
CMP (INR)					3,801
Upside (%)					**21**

Source: MOFSL, Company

Exhibit 2: Standalone quarterly results summary

Standalone Quarterly	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	v/s est (%)
Revenue	**1,55,652**	**1,62,188**	**1,76,126**	**13.2**	**8.6**	**1,76,120**	**0.0**
Raw Material cost	**1,33,762**	**1,39,090**	**1,50,477**	**12.5**	**8.2**	**1,51,534**	**-0.7**
Gross Profit	**21,890**	**23,098**	**25,649**	**17.2**	**11.0**	**24,586**	**4.3**
Gross Margin (%)	**14.1**	**14.2**	**14.6**	**50bp**	**32bp**	**14.0**	**60bp**
Employee Costs	2,660	3,311	3,504	31.7	5.8	3,364	4.2
Other Expenses	6,878	7,487	7,338	6.7	-2.0	7,855	-6.6
Total Expenses	**1,43,300**	**1,49,888**	**1,61,319**	**12.6**	**7.6**	**1,62,752**	**-0.9**
EBITDA	**12,352**	**12,300**	**14,808**	**19.9**	**20.4**	**13,368**	**10.8**
EBITDA margin (%)	**7.9**	**7.6**	**8.4**	**47bp**	**82bp**	**7.6**	**82bp**
Depreciation and amortization	2,039	2,282	2,409	18.2	5.6	2,415	-0.3
EBIT	10,314	10,017	12,398	20.2	23.8	10,952	13.2
EBIT margin (%)	6.6	6.2	7.0	41bp	86bp	6.2	82bp
Finance Costs	152	318	338	122.4	6.1	334	1.1
Other income	364	329	303	-16.9	-8.0	329	-8.0
Profit before Tax	**10,526**	**10,028**	**12,363**	**17.5**	**23.3**	**10,947**	**12.9**
Tax	2,680	2,563	3,133	16.9	22.2	2,715	15.4
Tax rate (%)	25.5	25.6	25.3	-12bp	-22bp	24.8	54bp
Profit after Tax	**7,846**	**7,465**	**9,231**	**17.6**	**23.6**	**8,232**	**12.1**
PAT margin (%)	**5.0**	**4.6**	**5.2**	**20bp**	**64bp**	**4.7**	**57bp**

Source: MOFSL, Company

Exhibit 3: Standalone key operating metrics

	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	v/s est (%)
Total stores	**387**	**432**	**442**	**14.2**	**2.3**	**442**	**0.0**
Store adds	10	8	10			10	0.0
Total area (m sqft)	**16.1**	**17.9**	**18.30**	**13.7**	**2.2**	**18.30**	**0.0**
Average store size (sqft)	41,602	41,435	41,403	-0.5	-0.1	41,403	0.0
Average new store size added (sqft)	30,000	37,500	40,000	33.3	6.7	40,000	0.0
Annualized revenue per sqft (INR)	**39,035**	**36,549**	**38,923**	**-0.3**	**6.5**	**38,922**	**0.0**
Annualized revenue per store (INRb)	1,630	1,516	1,612	-1.1	6.4	1,612	0.0

Source: MOFSL, Company

Exhibit 4: Consolidated quarterly results summary

Consolidated Quarterly	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	v/s est (%)
Revenue	**1,59,726**	**1,66,763**	**1,81,009**	**13.3**	**8.5**	**1,81,008**	**0.0**
Raw Material cost	1,36,204	1,41,630	1,53,311	12.6	8.2	1,54,501	-0.8
Gross Profit	**23,522**	**25,133**	**27,697**	**17.8**	**10.2**	**26,507**	**4.5**
Gross Margin (%)	**14.7**	**15.1**	**15.3**	**58bp**	**23bp**	**14.6**	**66bp**
Employee Costs	3,048	3,768	3,978	30.5	5.6	3,837	3.7
Other Expenses	8,301	9,228	9,086	9.5	-1.5	9,503	-4.4
EBITDA	**12,172**	**12,136**	**14,634**	**20.2**	**20.6**	**13,167**	**11.1**
EBITDA margin (%)	**7.6**	**7.3**	**8.1**	**46bp**	**81bp**	**7.3**	**81bp**
Depreciation and amortization	2,281	2,535	2,683	17.6	5.8	2,672	0.4
EBIT	9,891	9,602	11,951	20.8	24.5	10,495	13.9
EBIT margin (%)	6.2	5.8	6.6	41bp	84bp	5.8	80bp
Finance Costs	182	350	368	102.2	5.3	367	0.3
Other income	241	196	169	-29.9	-13.5	200	-15.4
Profit before Tax	**9,951**	**9,448**	**11,752**	**18.1**	**24.4**	**10,328**	**13.8**
Tax	2,715	2,582	3,194	**17.6**	**23.7**	2,716	17.6
Tax rate (%)	27.3	27.3	27.2	-11bp	-15bp	26.3	88bp
Profit after Tax	**7,236**	**6,866**	**8,558**	**18.3**	**24.6**	**7,612**	**12.4**
PAT margin (%)	**4.5**	**4.1**	**4.7**	**20bp**	**61bp**	**4.2**	**52bp**

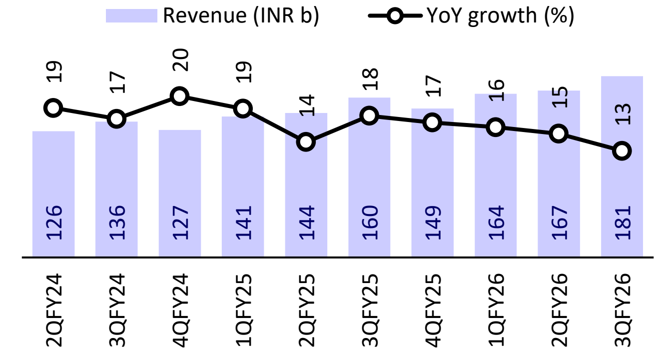
Source: MOFSL, Company

Exhibit 5: Summary of changes to our consolidated estimates

	FY26E	FY27E	FY28E
Revenue (INR b)			
Old	682	802	927
Actual/New	683	801	928
Change (%)	0.2	-0.2	0.1
Gross Profit (INR b)			
Old	101	119	138
Actual/New	102	121	140
Change (%)	1.6	1.4	1.4
Gross margin (%)			
Old	14.8	14.8	14.9
Actual/New	15.0	15.1	15.1
Change (bp)	21bp	24bp	20bp
EBITDA (INR b)			
Old	49	58	67
Actual/New	51	60	70
Change (%)	3.7	4.1	3.6
EBITDA margin (%)			
Old	7.1	7.2	7.2
Actual/New	7.4	7.5	7.5
Change (bp)	25bp	31bp	26bp
Net Profit (INR b)			
Old	28	32	36
Actual/New	29	34	38
Change (%)	3.8	4.8	4.7
EPS (INR)			
Old	42.8	49.2	55.4
Actual/New	44.4	51.6	58.0
Change (%)	3.8	4.8	4.7

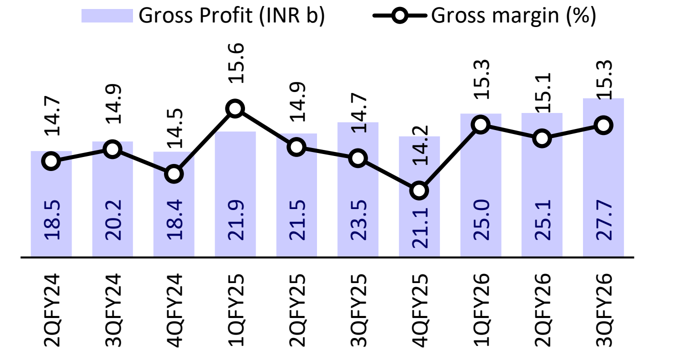
Story in charts

Exhibit 6: Consol. revenue grew ~13% YoY, led by ~14% store area additions and 5.6% LFL growth



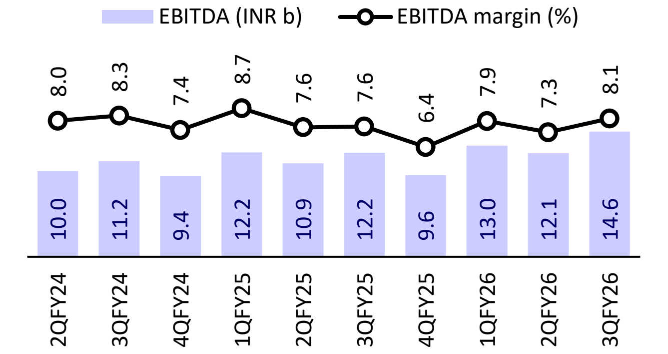
Source: Company, MOFSL

Exhibit 7: Consol. GM expanded ~58bp YoY in 3QFY26



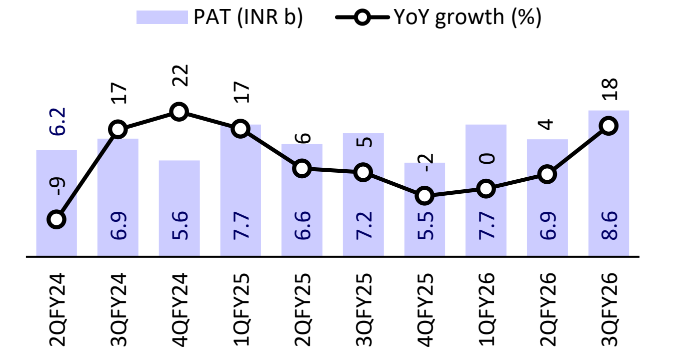
Source: Company, MOFSL

Exhibit 8: Consol. EBITDA grew 20% YoY; margin expanded ~45bp YoY



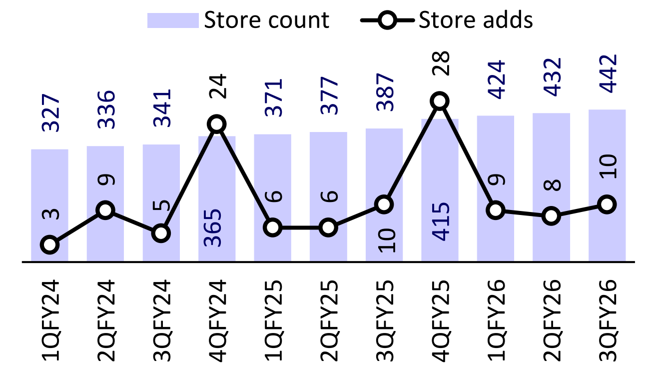
Source: MOFSL, Company

Exhibit 9: Consol. PAT rose 18% YoY in 3QFY26



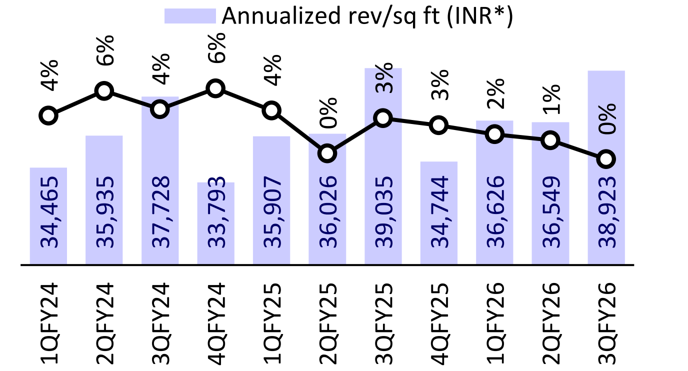
Source: MOFSL, Company

Exhibit 10: Added 10 stores and 0.4 m sqft area in 3QFY26



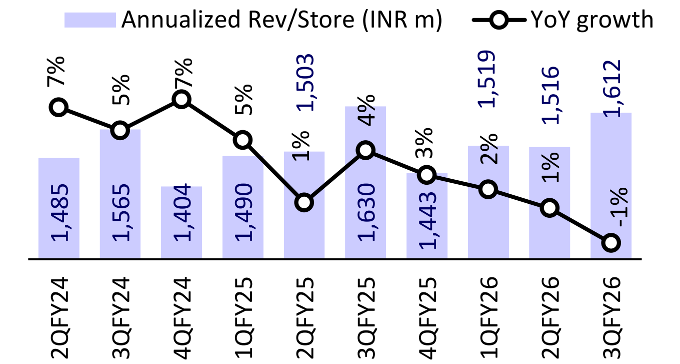
Source: MOFSL, Company

Exhibit 11: Annualized revenue/sqft remained flat YoY



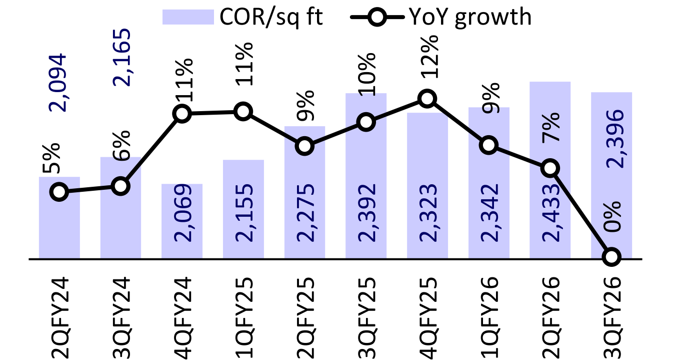
Source: MOFSL, Company

Exhibit 12: Annualized revenue/store declined 1% YoY



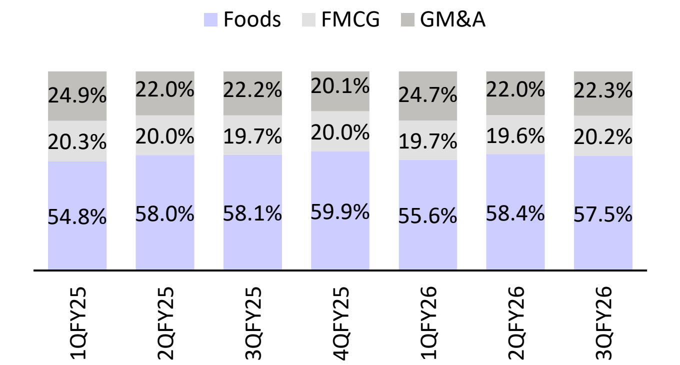
Source: MOFSL, Company

Exhibit 13: Annualized CoR/sqft flat YoY during 3QFY26



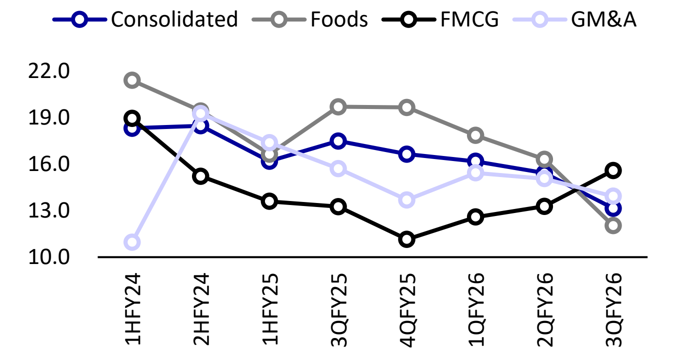
Source: MOFSL, Company

Exhibit 14: FMCG and GM&A share grew ~43bp/~15bp YoY at the expense of Food



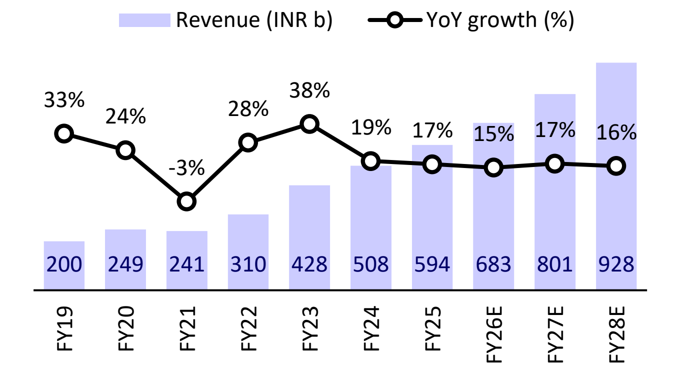
Source: MOFSL, Company

Exhibit 15: Non-food FMCG growth rebounded (+16% YoY), while Foods growth moderated to 12% YoY in 3QFY26



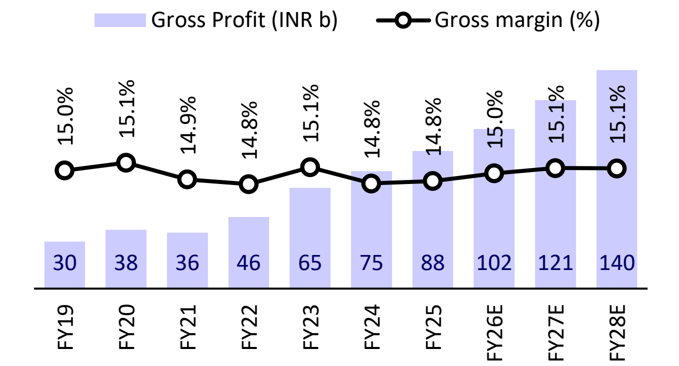
Source: MOFSL, Company

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



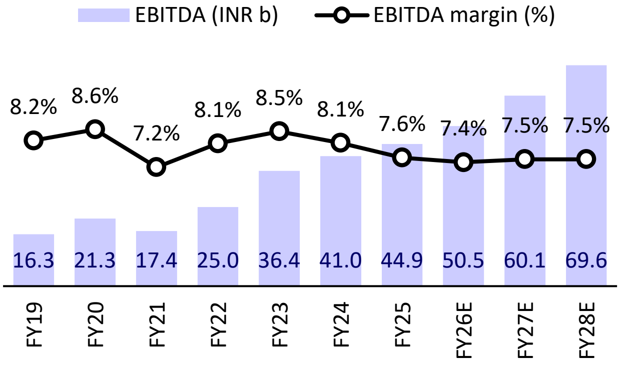
Source: MOFSL, Company

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



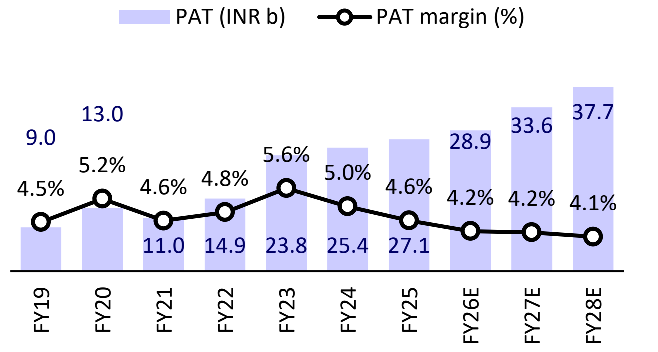
Source: MOFSL, Company

Exhibit 18: Expect ~16% EBITDA CAGR over FY25-28



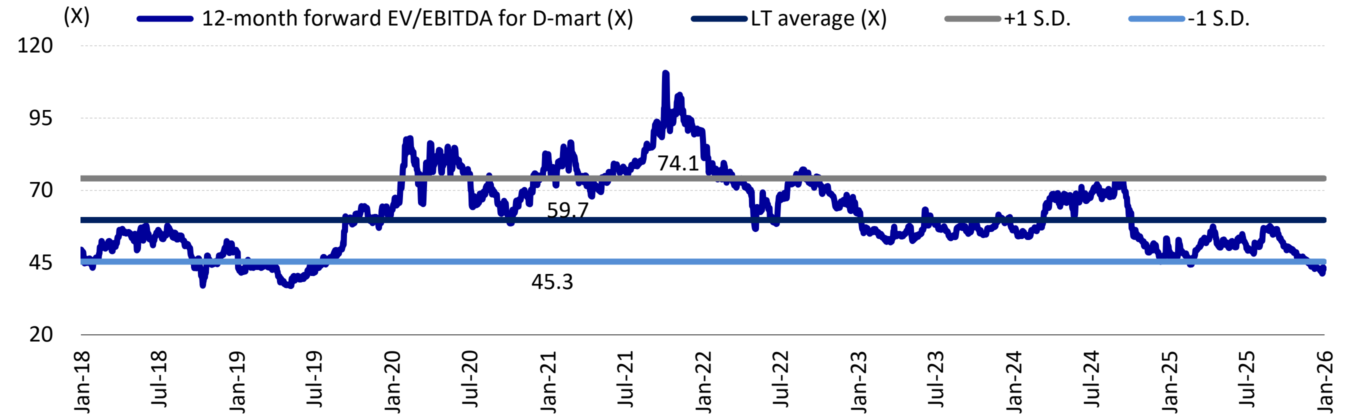
Source: MOFSL, Company

Exhibit 19: Expect ~12% PAT CAGR over FY25-28



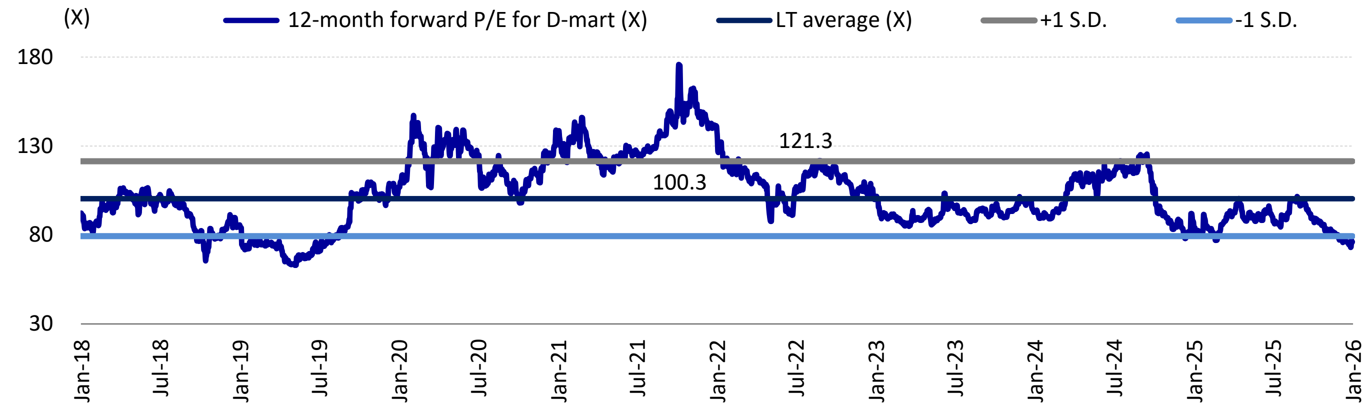
Source: MOFSL, Company

Exhibit 20: DMART is currently trading at ~43x (~28% below its LT average) one-year forward rolling EV/EBITDA



Source: MOFSL, Company

Exhibit 21: DMART is currently trading at ~76x (~24% below its LT average) one-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**	**6,82,930**	**8,00,561**	**9,28,265**
Change (%)	-2.9	28.3	38.3	18.6	16.9	15.1	17.2	16.0
Raw Materials	2,05,547	2,63,974	3,63,840	4,32,745	5,05,517	5,80,716	6,80,041	7,88,549
Gross Profit	**35,884**	**45,789**	**64,556**	**75,143**	**88,064**	**1,02,214**	**1,20,521**	**1,39,716**
Margin (%)	14.9	14.8	15.1	14.8	14.8	15.0	15.1	15.1
Employees Cost	5,366	6,162	7,470	9,061	11,659	15,161	17,612	20,422
Other Expenses	13,088	14,642	20,716	25,044	31,531	36,537	42,830	49,662
Total Expenditure	**2,24,000**	**2,84,778**	**3,92,025**	**4,66,851**	**5,48,707**	**6,32,414**	**7,40,483**	**8,58,633**
% of Sales	92.8	91.9	91.5	91.9	92.4	92.6	92.5	92.5
EBITDA	**17,431**	**24,985**	**36,370**	**41,038**	**44,873**	**50,516**	**60,078**	**69,632**
Margin (%)	7.2	8.1	8.5	8.1	7.6	7.40	7.50	7.50
Depreciation	4,142	4,981	6,389	7,308	8,695	10,325	12,754	15,588
EBIT	**13,289**	**20,004**	**29,982**	**33,730**	**36,178**	**40,191**	**47,324**	**54,044**
Int. and Finance Charges	417	538	674	581	695	1,401	2,344	3,593
Other Income	1,962	1,175	1,293	1,465	1,243	753	847	932
PBT bef. EO Exp.	**14,835**	**20,641**	**30,601**	**34,613**	**36,727**	**39,543**	**45,827**	**51,383**
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	**14,835**	**20,641**	**30,601**	**34,613**	**36,727**	**39,543**	**45,827**	**51,383**
Total Tax	3,840	5,717	6,818	9,251	9,652	10,637	12,236	13,668
Tax Rate (%)	25.9	27.7	22.3	26.7	26.3	26.9	26.7	26.6
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	**10,994**	**14,924**	**23,783**	**25,363**	**27,075**	**28,906**	**33,591**	**37,715**
Adjusted PAT	**10,994**	**14,924**	**23,783**	**25,363**	**27,075**	**28,906**	**33,591**	**37,715**
Change (%)	-15.5	35.7	59.4	6.6	6.7	6.8	16.2	12.3
Margin (%)	4.6	4.8	5.6	5.0	4.6	4.2	4.2	4.1

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	2,36,676	2,70,268	3,07,983
Net Worth	**1,21,837**	**1,36,776**	**1,60,787**	**1,86,978**	**2,14,278**	**2,43,184**	**2,76,775**	**3,14,490**
Total Loans	0	0	0	0	0	5,000	12,500	20,000
Lease Liabilities	3,927	6,469	6,430	5,922	8,196	14,296	20,326	26,316
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**	**2,63,594**	**3,10,716**	**3,61,920**
Gross Block	83,178	1,10,486	1,37,381	1,64,929	2,00,278	2,46,448	3,01,021	3,64,201
Less: Accum. Deprn.	13,873	18,669	24,759	31,562	38,996	49,321	62,075	77,663
Net Fixed Assets	**69,305**	**91,817**	**1,12,622**	**1,33,367**	**1,61,282**	**1,97,127**	**2,38,947**	**2,86,539**
Right to use assets	**9,602**	**13,887**	**15,049**	**15,391**	**17,417**	**17,417**	**17,417**	**17,417**
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**	**82,165**	**92,202**	**1,00,971**
Inventory	22,483	27,427	32,435	39,273	50,444	57,276	65,209	72,374
Account Receivables	436	669	622	1,664	1,538	1,403	1,645	1,907
Cash and Bank Balance	14,456	2,986	14,083	6,382	3,582	6,479	5,791	4,688
Loans and Advances	18,863	19,677	10,187	19,837	14,474	17,006	19,557	22,002
Curr. Liability & Prov.	**10,280**	**10,838**	**13,076**	**17,958**	**19,615**	**27,582**	**32,317**	**37,473**
Account Payables	5,781	5,892	7,538	9,848	10,708	12,728	14,905	17,283
Other Current Liabilities	4,236	4,533	4,965	7,407	8,289	13,659	16,011	18,565
Provisions	262	413	573	702	618	1,195	1,401	1,624
Net Current Assets	**45,958**	**39,920**	**44,251**	**49,198**	**50,422**	**54,583**	**59,885**	**63,498**
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**	**2,63,594**	**3,10,716**	**3,61,920**

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**	**44.4**	**51.6**	**58.0**
Cash EPS (diluted from FY17)	23.4	30.7	46.5	50.2	55.0	60.3	71.2	81.9
BV/Share (diluted from FY17)	188.1	211.1	248.0	287.3	329.3	373.7	425.3	483.3
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	224.0	165.0	103.6	97.5	91.4	85.6	73.6	65.6
Cash P/E	162.7	123.7	81.7	75.7	69.1	63.0	53.4	46.4
P/BV	20.2	18.0	15.3	13.2	11.5	10.2	8.9	7.9
EV/Sales	10.2	8.0	5.7	4.9	4.2	3.6	3.1	2.7
EV/EBITDA	140.7	98.7	67.5	60.2	55.2	49.2	41.6	36.1
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	1.5	-4.3	-0.9
Return Ratios (%)								
RoE	9.5	11.5	16.0	14.6	13.5	12.6	12.9	12.8
RoCE	9.4	11.4	15.7	14.3	13.3	12.3	12.3	12.0
RoIC	11.0	12.5	17.1	15.4	13.8	12.9	12.8	12.4
Working Capital Ratios								
Fixed Asset Turnover (x)	2.9	2.8	3.1	3.1	3.0	2.8	2.7	2.5
Asset Turnover (x)	1.9	2.2	2.6	2.6	2.7	2.6	2.6	2.6
Inventory (Days)	40	38	33	33	36	36	35	34
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	2.9	2.7
Interest Cover Ratio	31.9	37.2	44.5	58.0	52.1	28.7	20.2	15.0
Net Debt/Equity	-0.1	0.0	-0.1	0.0	0.0	0.1	0.1	0.1

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	39,543	45,827	51,383
Depreciation	4,142	4,981	6,389	7,308	8,695	10,325	12,754	15,588
Interest & Finance Charges	417	538	674	581	695	1,401	2,344	3,593
Direct Taxes Paid	-2,616	-5,603	-7,089	-7,418	-9,592	-10,637	-12,236	-13,668
(Inc)/Dec in WC	-1,271	-5,825	-3,199	-6,438	-11,127	-1,264	-5,990	-4,716
CF from Operations	**15,506**	**14,733**	**27,376**	**28,646**	**25,397**	**39,368**	**42,699**	**52,180**
Others	-1,754	-1,009	-1,073	-1,188	-767	-753	-847	-932
CF from Operating incl EO	**13,751**	**13,724**	**26,303**	**27,458**	**24,630**	**38,615**	**41,852**	**51,248**
(Inc)/Dec in FA	-20,275	-23,895	-22,065	-27,218	-34,172	-37,665	-44,651	-51,840
Free Cash Flow	**-6,524**	**-10,172**	**4,238**	**240**	**-9,542**	**950**	**-2,799**	**-592**
(Pur)/Sale of Investments	7,830	10,500	-1,500	-137	1,272	0	0	0
Others	1,345	500	434	2,672	11,047	753	847	932
CF from Investments	**-11,100**	**-12,895**	**-23,131**	**-24,683**	**-21,853**	**-36,912**	**-43,804**	**-50,908**
Issue of Shares	0	0	155	748	0	0	0	0
Inc/(Dec) in Debt	-377	0	0	0	0	5,000	7,500	7,500
Interest Paid	-436	-538	-674	-581	-695	-1,401	-2,344	-3,593
Dividend Paid	0	0	0	0	0	0	0	0
Others	0	-1,255	-1,533	-1,643	-1,899	-2,405	-3,892	-5,350
CF from Fin. Activity	**-813**	**-1,792**	**-2,051**	**-1,476**	**-2,593**	**1,194**	**1,264**	**-1,443**
Inc/Dec of Cash	**1,838**	**-964**	**1,120**	**1,299**	**184**	**2,897**	**-688**	**-1,103**
Opening Balance (without bank bal.)	1,059	1,915	951	2,072	3,371	3,555	6,452	5,764
Closing Balance	2,897	951	2,072	3,370	3,555	6,452	5,764	4,661
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**	**6,479**	**5,791**	**4,688**

NOTES

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NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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