

Vedant Fashions

Estimate change 

TP change 

Rating change 

Bloomberg	MANYAVAR IN
Equity Shares (m)	243
M.Cap.(INRb)/(USD\$)	114.4 / 1.2
52-Week Range (INR)	850 / 329
1, 6, 12 Rel. Per (%)	20/-17/-34
12M Avg Val (INR M)	179

Financials & Valuations Consol (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	14.4	15.1	16.3
EBITDA	6.3	6.6	7.2
Adj. PAT	3.8	3.8	4.2
EBITDA Margin (%)	43.9	43.5	44.1
Adj. EPS (INR)	15.5	15.7	17.4
EPS Gr. (%)	(3.0)	1.3	10.6
BV/Sh. (INR)	78.4	86.2	95.4

Ratios

Net D:E	(0.4)	(0.5)	(0.5)
RoE (%)	19.2	17.7	17.7
RoCE (%)	17.9	16.8	17.0
Payout (%)	50.1	50.0	50.0

Valuations

P/E (x)	30.2	29.8	27.0
EV/EBITDA (x)	18.8	17.8	15.9
EV/Sales (X)	8.2	7.7	7.0
Div. Yield (%)	1.7	1.7	1.9

Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	74.9	74.9	75.0
DII	12.6	12.0	10.6
FII	8.3	9.3	10.1
Others	4.2	3.8	4.3

FII Includes depository receipts

CMP: INR471

TP: INR470

Neutral

Modest growth recovery; consistency remains key

- Vedant Fashion (VFL) witnessed a recovery in sales growth in 4QFY26, aided by 4.6% SSSG (on a low base, same-store sales down 4.5% YoY/QoQ).
- 4Q EBITDA rose 8% YoY (6% beat), as margins moderated ~35bp YoY due to GST-related gross margin pressure, which was partly offset by cost control.
- However, FY26 was another subdued year for VFL, with customer sales/revenue growth of 6%/4% and gross/pre-IND AS margins declining 150bp/350bp YoY.
- Net area additions in FY26 remained limited at 4.2k sqft, as 100k sqft gross additions were offset by store closures. VFL expects store rationalization (5.0-5.5% of retail area) to continue in FY27, which will keep overall net additions muted, as focus remains on improving the retail network quality.
- We raise our FY27-28E EBITDA and PAT by ~2-4%, driven by slightly higher SSSG. We now model ~6-7% CAGR in revenue/EBITDA/PAT over FY26-28E. **Notably, we expect FY28E EPS to still be ~2% below FY23 levels.**
- Following a steep ~35% correction over the past year, VFL now trades at ~30x FY27E EPS, undemanding for a franchise generating ~INR3b annual FCF and ~18% RoE. While valuations have meaningfully reset, we await evidence of a sustainable demand recovery and earnings acceleration before turning constructive on the stock.
- **Maintain Neutral with a revised TP of INR470 (earlier INR420), premised on 27x FY28E EPS.**

Growth recovers on a low base, GM moderation continues

- Customer sales grew ~8% YoY to INR5.6b, aided by a favorable base (+2% in 4QFY25). SSSG recovered to 4.6% (vs. 4.5% decline in 4QFY25 and 3QFY26).
- 4Q revenue grew ~9% YoY to INR4.0b (5% ahead), aided by a favorable base (+1% YoY in 4QFY25).
- Network expansion remained muted as the company added only 1.5k sqft area net, taking the total area to 1.79m sqft (flat YoY). Store count stood at 669 (five net store additions in 4Q, including one SIS).
- Gross profit (including job charges) grew ~7% YoY to INR2.6b, as gross margin (GM) contracted ~120bp YoY to 65%.
- Employee/other expenses increased by a modest ~2%/5% YoY, reflecting continued cost discipline.
- Reported EBITDA stood at ~INR1.79b, up ~8% YoY. However, EBITDA margin contracted ~35bp YoY to 44.8% (~65bp beat), remaining below historical levels due to weaker gross margins.
- D&A expenses increased 11% YoY, while finance cost declined ~3% YoY.
- PAT grew ~13% YoY to INR1.14b in 4QFY26 (20% ahead of our estimates), owing to lower finance cost and higher other income.

FY26 performance: Another subdued year

- Customer sales grew ~6% YoY to INR20.1b, driven by ~2.7% SSSG as area additions remained muted (flat YoY, store count down by nine YoY, 13 excl. SIS additions). Customer sales have seen a modest ~2.6% CAGR since FY23.

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- Revenue grew by a modest 4% YoY, adversely impacted by intensified competition, ongoing network consolidation, GST implementation and a broader discretionary demand slowdown.
- Gross profit (including job charges) inched up ~1% YoY, as GM contracted by ~150bp YoY to 65.7%, likely due to an adverse product mix and GST implementation.
- Reported EBITDA declined ~2% YoY to INR6.3b, as margin contracted ~250bp YoY to 43.9%.
- Rental expenses increased 11% YoY to INR1.9b, resulting in ~110bp YoY cost escalation.
- Pre-Ind AS EBITDA stood at INR4.4b (-7% YoY) as margins contracted to 30.4% (vs. 33.9% in FY25 and a peak of ~42% in FY23).
- PAT declined ~3% YoY to INR3.8b despite modest revenue growth, reflecting persistent gross margin pressure.
- Inventory declined sharply ~28% YoY to INR1.45b (down by 16 days to 37), while trade receivables increased modestly ~5% YoY to INR6.5b (up by 3 days).
- Payables declined materially (down 44 days to 57), indicating tighter working capital management. Overall CWC stands at INR7.3b, up 2% YoY. CWC days stood at 186 (vs. 189 YoY).
- Operating cash flow (post lease) improved to INR2.9b in FY26 from INR2.2b in FY25, supported by strong discipline on working capital. FCF improved to INR2.8b (vs. INR2.1b YoY).

Highlights from the management commentary

- **Demand** improved sequentially during the quarter, with March emerging as the strongest month, aided by better footfalls. April trends remained stable despite temporary softness in consumer sentiment amid geopolitical uncertainties.
- **SSSG** of ~4.6% (2.7% for FY26) was driven by gradual footfall recovery and modest basket size improvement, while conversion remained structurally strong.
- **Strategy** is to drive growth through productivity with SSSG recovery as the key focus area rather than aggressive store expansion. Ongoing network rationalization kept FY26 net additions muted at ~4.2k sqft despite ~100k sqft gross additions.
- **Store rationalization:** ~5-5.5% of retail area remains underperforming (vs. typical closure rate of 2-3% in any retail business) and hence, the focus would remain on improving the quality of retail network in FY27 rather than aggressive store expansion, given the long-term nature of lease commitments. New stores are delivering ~85% higher revenue/sqft on average vs. closed stores, supporting overall portfolio productivity improvement despite slower rollout.

Valuation and view

- Over the past few years, VFL's sales stagnated (<3% CAGR since FY23) due to higher competition, subdued demand sentiment in mid-premium categories, and a shorter wedding calendar.
- While wedding calendar creates quarterly fluctuations, VFL's growth has been structurally weak for the past few years despite largely stable wedding days in FY24 and FY26 (refer: Exhibit 3 and 4).

- We believe rising organized competition in ethnic wear, coupled with a slower-than-expected shift from unorganized to organized in ethnic wear, has also been the key headwinds for VFL.
- We raise our FY27-28E EBITDA and PAT by ~2-4%, driven by slightly higher SSSG. We now model ~6-7% CAGR in revenue/EBITDA/PAT over FY26-28E. **Notably, we expect FY28E EPS to still be ~2% below FY23 levels.**
- Following a steep ~35% correction over the past year, VFL now trades at ~30x FY27E EPS, undemanding for a franchise generating ~INR3b annual FCF and ~18% RoE. While valuations have meaningfully reset, we await evidence of a sustainable demand recovery and earnings acceleration before turning constructive on the stock.
- **Maintain Neutral with a revised TP of INR470 (earlier INR420), premised on 27x FY28E P/E.**

Quarterly earnings snapshot
(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26 4QE	Est (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	2,398	2,679	5,113	3,674	2,812	2,632	4,917	3,994	13,865	14,355	3,809	4.9
YoY Change (%)	-23.0	22.7	7.8	1.2	17.2	-1.8	-3.8	8.7	1.4	3.5		
Total Expenditure	1,271	1,460	2,691	2,017	1,606	1,524	2,720	2,206	7,439	8,055	2,128	3.7
EBITDA	1,127	1,220	2,422	1,657	1,206	1,108	2,197	1,788	6,426	6,299	1,681	6.4
EBITDA margins (%)	47.0	45.5	47.4	45.1	42.9	42.1	44.7	44.8	46.3	43.9	44.1	
Change YoY (%)	-23.9	31.4	0.1	-5.3	7.0	-9.2	-9.3	7.9	-2.4	-2.0	1.4	
Depreciation	372	373	391	395	398	417	442	439	1,531	1,696	452	-3.0
Interest	139	137	139	136	141	150	140	132	552	563	167	-21.0
Other Income	215	192	224	221	258	199	214	263	852	935	222	18.5
PBT before EO expense	831	902	2,115	1,347	925	740	1,829	1,481	5,195	4,975	1,284	15.3
Extraordinary items	0	0	0	0	0	0	16	0	0	16	0	
PBT before EO expense	831	902	2,115	1,347	925	740	1,813	1,481	5,195	4,959	1,284	15.3
Tax	206	233	535	336	222	180	464	338	1,310	1,204	323	4.6
Rate (%)	24.8	25.8	25.3	24.9	24.1	24.3	25.6	22.8	25.2	24.3	25.2	-9.4
Reported PAT	625	669	1,580	1,011	703	561	1,349	1,143	3,885	3,755	961	19.0
Adj PAT	625	669	1,580	1,011	703	561	1,361	1,143	3,885	3,768	961	19.0
YoY Change (%)	-32	37	0	-13	12	-16	-14	13	-6	-3		

E: MOFSL Estimates

Exhibit 1: Valuation based on FY28E P/E

Valuation	FY28E
EPS	17.4
PE multiple (x)	27
Target Price (INR)	470
CMP (INR)	455
Upside (%)	3.3%

Source: MOFSL, Company

Exhibit 2: Summary of key estimates for VFL

(INR m)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Stores	530	583	649	676	678	669	685	700
Net Adds		53	66	27	2	-9	16	15
Area	1.10	1.30	1.47	1.70	1.79	1.79	1.85	1.89
% YoY	-8%	18%	13%	16%	5%	0%	3%	2%
Revenue per sq ft	4,923	8,674	9,783	8,628	7,945	8,019	8,300	8,715
YoY Growth %	-43%	1%	13%	-12%	-8%	1%	4%	5%
Sales of Customers	8,362	14,736	18,614	18,527	18,929	20,081	21,129	22,795
% YoY		76%	26%	0%	2%	6%	5%	8%
Revenues	5,648	10,408	13,549	13,675	13,865	14,355	15,104	16,295
% YoY		84%	30%	1%	1%	4%	5%	8%
Gross Profit (incl job work)	3,770	6,958	9,127	9,186	9,315	9,424	9,878	10,673
% Margin	66.8%	66.9%	67.4%	67.2%	67.2%	65.7%	65.4%	65.5%
EBITDA	2,431	4,959	6,708	6,581	6,426	6,299	6,563	7,178
% YoY		104%	35%	-2%	-2%	-2%	4%	9%
% Margin	43.0%	47.6%	49.5%	48.1%	46.3%	43.9%	43.5%	44.1%
PAT	1,329	3,149	4,291	4,142	3,885	3,768	3,815	4,220
% YoY		137%	36%	-3%	-6%	-3%	1%	11%
% Margin	23.5%	30.3%	31.7%	30.3%	28.0%	26.2%	25.3%	25.9%

Source: MOFSL, Company

Wedding calendar creates quarterly fluctuations, but stagnation seems structural

Demand improved through the quarter, with March being the strongest month on better footfalls. April trends remained stable despite softer sentiment amid geopolitical uncertainty. Near-term demand remains uneven due to wedding-date dispersion, with May likely to be weak and improvement expected in June-July.

While such dispersion explains quarterly volatility, the broader pattern appears more structural rather than purely calendar-led. Total wedding days have remained stable at ~65-66 in FY24 and FY26 (though lower in FY25), yet revenue growth has largely stagnated after the FY23 pent-up surge. This points to broader brand-level struggles amid a moderation in mid-income discretionary spending, coupled with high competitive intensity, rather than a function of decline in wedding dates.

Exhibit 3: Month-wise wedding date trends

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	CY
2023	9	13	6	-	12	11	-	-	-	-	5	7	63
2024	9	11	10	3	-	-	6	-	-	-	11	5	55
2025	10	14	5	9	15	5	-	-	-	-	14	3	75
2026	-	12	8	8	8	8	4	-	-	-	4	7	59

Source: Company, MOFSL

Exhibit 4: Correlation between no of wedding dates and revenue growth

	No of wedding dates					% YoY revenue growth				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY
FY23	39	6	6	28	79	119.1	20.0	(2.9)	21.3	30.2
FY24	23	-	12	30	65	(15.6)	(8.2)	11.1	5.9	0.9
FY25	3	6	16	29	54	(21.9)	23.9	9.0	1.9	1.4
FY26	29	-	17	20	66	23.2	4.6	(2.4)	7.8	3.5
FY27E	24	4	11	29	68					5.2

*FY27 revenue growth is our estimate

Source: Company, MOFSL

Exhibit 5: Our estimate change summary

	FY26	FY27E	FY28E
Revenue (INR m)			
Old		14,709	15,754
Actual/New	14,355	15,104	16,295
Change (%)		2.7	3.4
Pre-IND AS EBITDA (INR m)			
Old		4,556	5,117
Actual/New	4,376	4,575	5,188
Change (%)		0.4	1.4
Margin (%)			
Old		31.0	32.5
Actual/New	30.5	30.3	31.8
Change (bp)		-68	-64
Net Profit (INR m)			
Old		3,669	4,057
Actual/New	3,768	3,815	4,220
Change (%)		4.0	4.0
EPS (INR)			
Old		15.1	16.7
Actual/New		15.7	17.4
Change (%)	5.0	3.9	3.9

Source: MOFSL, Company


Detailed takeaways from the management interaction

- **Demand** improved sequentially during the quarter, with March emerging as the strongest month, aided by better footfalls. April trends remained stable despite temporary softness in consumer sentiment amid geopolitical uncertainties.
- **SSSG** of ~4.6% (2.7% for FY26) was driven by gradual footfall recovery and modest basket size improvement, while conversion remained structurally strong.
- **Strategy** remains productivity-led growth with SSSG recovery as the key focus area rather than aggressive store expansion. Ongoing network rationalization kept FY26 net additions muted at ~4.2k sqft despite ~100k sqft gross additions.
- **Store rationalization:** ~5-5.5% of retail area remains underperforming (vs. typical closure rate of 2-3% in any retail business) and as such, the focus would remain on improving the quality of retail network in FY27 rather than aggressive store expansion, given the long-term nature of lease commitments. New stores are delivering ~85% higher revenue/sqft on average vs. closed stores, supporting overall portfolio productivity improvement despite slower rollout.
- **Competitive intensity** has moderated (vs. recent years), as several regional players from the 2022 expansion cycle have shut stores amid weak profitability. Overall industry-wide net store additions remain limited as closures are broadly offset by continued expansion from new entrants.
- **ASP growth** has lagged over the past 2-3 years amid weak demand, with focus now shifting toward gradual ASP hikes through premiumization and mix improvement.
- **Design throughput** increased ~2.5x YoY, supporting faster refresh cycles and helping sustain conversion amid high competition across ethnic and occasion wear categories.

- **Gross margin** pressure during the year was largely GST-led. Underlying fabric cost inflation remains modest at ~50-150bp, with limited margin impact expected due to a gradual pass-through and calibrated pricing actions.
- **Inorganic opportunity:** Management remains open to acquisitions but sees limited scalable targets at reasonable valuations. Capital allocation is focused on organic expansion and store productivity improvement.
- **Key FY27 priorities** include improving retention across the ~9m customer base, reviving ASP growth, and scaling AI-led systems across marketing and operational decision-making.
- **Outlook** remains cautiously optimistic, supported by a gradual demand recovery, moderating competitive intensity, improving store productivity, and premiumization-led ASP recovery, although high rentals, GST-related margin distortion, and soft discretionary demand continue to warrant a measured expansion approach.
- **Divas and Kurta store pilot:** There are currently no plans to open physical stores under the Divas brand. However, management is piloting kurta focused stores under the Manyavar brand in high-throughput neighborhoods such as Bengaluru. These stores are expected to be around 1,000 sqft and primarily focus on kurtas and jackets.

Exhibit 6: Quarterly performance (INR m)

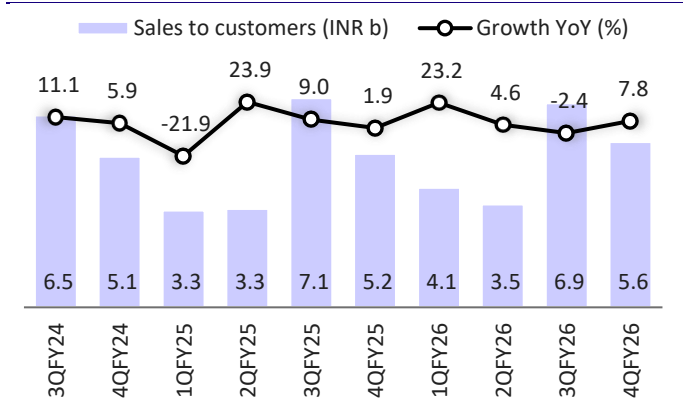
	4QFY25	3QFY26	4QFY26	YoY%	QoQ%	4QFY26E	v/s Est (%)
Total Revenue	3,674	4,917	3,994	9	-19	3,809	5
Raw Material cost	970	1,474	1,222	26	-17	1,027	19
Gross Profit	2,704	3,443	2,772	3	-19	2,782	0
Gross margin (%)	73.6	70.0	69.4	-419.2	-61.7	73.0	-364.9
Employee Costs	153	167	157	2	-6	164	-4
Other expenses	893	1,079	827	-7	-23	937	-12
EBITDA	1,657	2,197	1,788	8	-19	1,681	6
EBITDA margin (%)	45.1	44.7	44.8	-33.0	9.2	44.1	63.8
Depreciation and amortization	395	442	439	11	-1	452	-3
EBIT	1,263	1,755	1,350	7	-23	1,229	10
EBIT margin (%)	34.4	35.7	33.8	-57.3	-190.1	32.3	152.6
Finance Costs	136	140	132	-3	-6	167	-21
Other income	221	214	263	19	23	222	18
Exceptional item			0	NM	NM	0	NM
Profit before Tax	1,347	1,829	1,481	10	-19	1,284	15
Tax	336	464	338	1	-27	323	5
Tax rate (%)	24.9	25.4	22.8			25.2	-9.4
Profit after Tax	1,011	1,365	1,143	13	-16	961	19
Adj Profit after Tax	1,011	1,361	1,143	13	-16	961	19

Source: MOFSL, Company

Operating metrics	4QFY25	3QFY26	4QFY26	YoY%	QoQ%
SSSG (%)	-4.5%	-4.5%	4.6%		
Retail area (m sqft)	1.79	1.79	1.79	0	0
Total stores	678	664	669	-1	1
Net store adds	12	-7	5	NM	NM
EBOs	538	521	525	-2	1
Domestic	522	505	508	-3	1
International	16	16	17	6	6
SIS	140	143	144	3	1

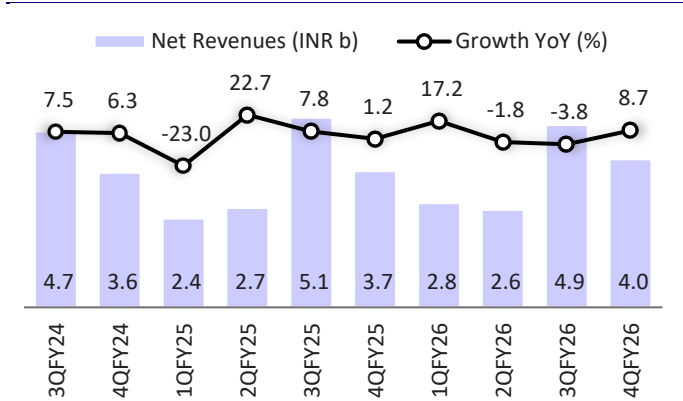
Story in charts

Exhibit 7: Customer sales improved 7.8% YoY



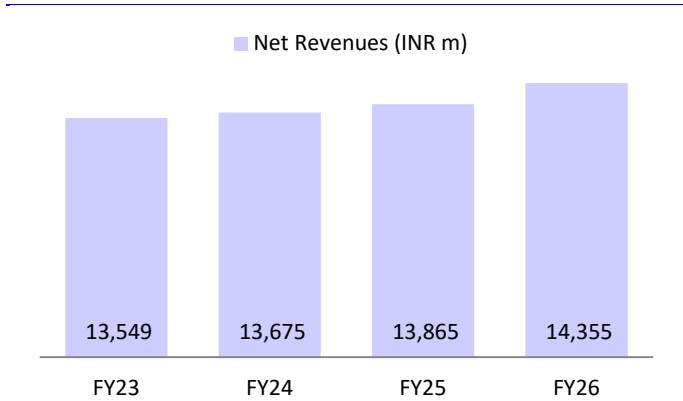
Source: MOFSL, Company

Exhibit 8: Net revenue increased ~8.7% YoY



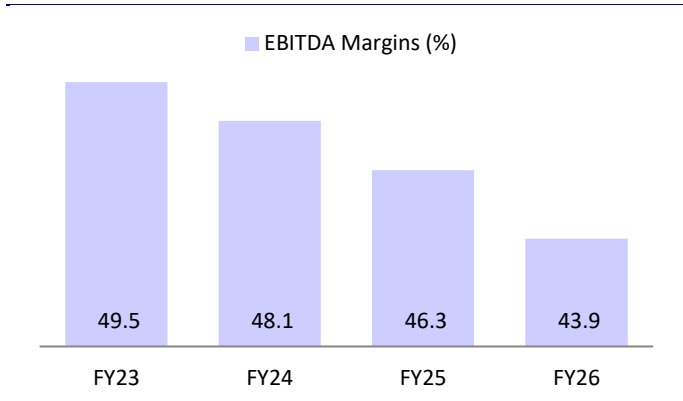
Source: MOFSL, Company

Exhibit 9: Clocked ~2% revenue CAGR over FY23-26



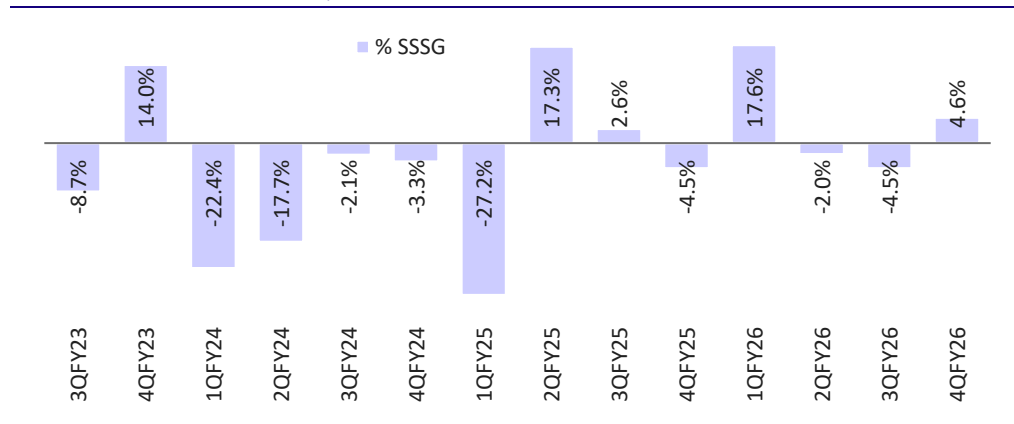
Source: MOFSL, Company

Exhibit 10: Operating leverage has hurt margins



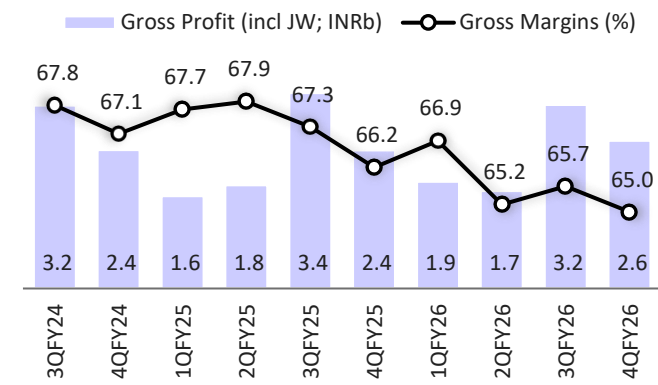
Source: MOFSL, Company

Exhibit 11: SSG at 4.6% in 4QFY26



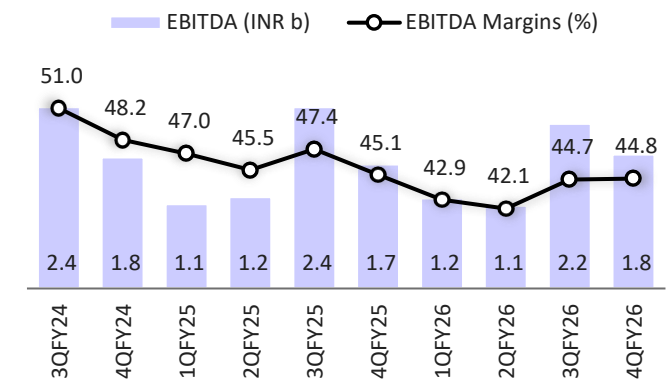
Source: MOFSL, Company

Exhibit 12: Gross margin (incl. job work) declined 120bp YoY



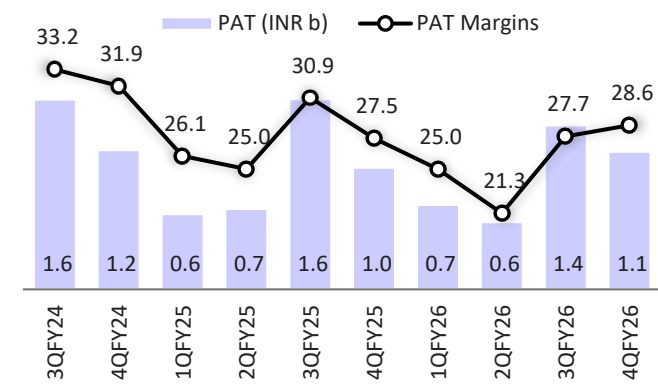
Source: MOFSL, Company

Exhibit 13: EBITDA margin contracted ~30bp YoY to 44.8%



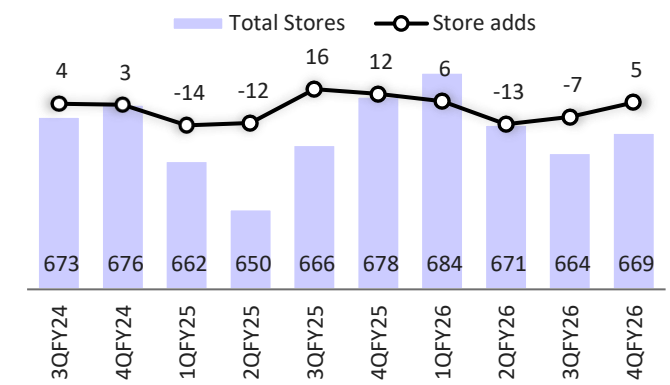
Source: MOFSL, Company

Exhibit 14: PAT increased 13% YoY



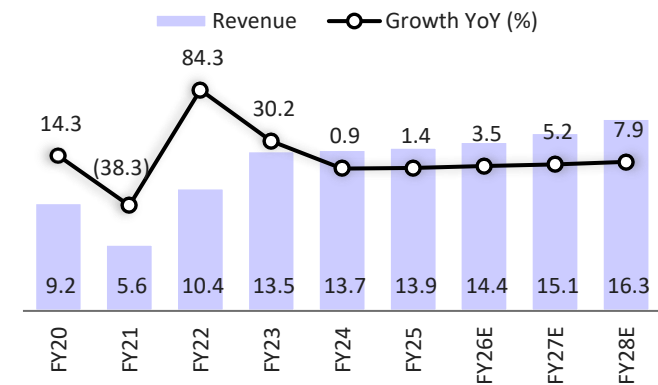
Source: MOFSL, Company

Exhibit 15: 5 net stores addition in 4QFY26



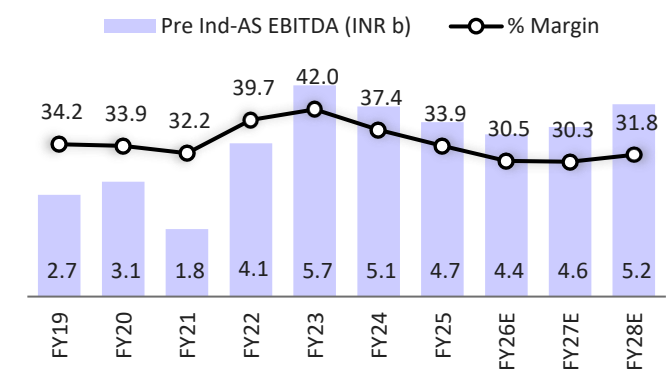
Source: MOFSL, Company

Exhibit 16: Expect revenue CAGR of ~7% over FY26-28E



Source: MOFSL, Company

Exhibit 17: Expect 9% pre-INDAS EBITDA CAGR over FY26-28



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	5,648	10,408	13,549	13,675	13,865	14,355	15,104	16,295
Change (%)	-38.3	84.3	30.2	0.9	1.4	3.5	5.2	7.9
Raw Materials	1,463	2,668	3,519	3,792	3,691	4,220	4,456	4,766
Gross Profit	4,185	7,740	10,030	9,883	10,174	10,135	10,648	11,529
Margin (%)	74.1	74.4	74.0	72.3	73.4	70.6	70.5	70.8
Gross Profit (Incl Job Work)	3,770	6,958	9,127	9,186	9,315	9,424	9,878	10,673
Margin (%)	66.8	66.9	67.4	67.2	67.2	65.7	65.4	65.5
Employees Cost	381	575	566	568	598	644	687	725
Other Expenses	1,373	2,206	2,755	2,735	3,150	3,191	3,398	3,626
Total Expenditure	3,218	5,450	6,841	7,094	7,439	8,055	8,541	9,117
% of Sales	57.0	52.4	50.5	51.9	53.7	56.1	56.6	56.0
EBITDA	2,431	4,959	6,708	6,581	6,426	6,299	6,563	7,178
Margin (%)	43.0	47.6	49.5	48.1	46.3	43.9	43.5	44.1
Depreciation	955	944	1,038	1,349	1,531	1,696	1,878	2,062
EBIT	1,475	4,015	5,671	5,232	4,895	4,604	4,685	5,116
Int. and Finance Charges	258	284	315	445	552	563	570	578
Other Income	602	499	402	697	852	935	984	1,102
PBT bef. EO Exp.	1,819	4,230	5,758	5,484	5,195	4,975	5,099	5,639
EO Items	0	0	0	0	0	16	0	0
PBT after EO Exp.	1,819	4,230	5,758	5,484	5,195	4,959	5,099	5,639
Total Tax	490	1,081	1,467	1,342	1,310	1,204	1,283	1,419
Tax Rate (%)	26.9	25.6	25.5	24.5	25.2	24.3	25.2	25.2
Reported PAT	1,329	3,149	4,291	4,142	3,885	3,755	3,815	4,220
Adjusted PAT	1,329	3,149	4,291	4,142	3,885	3,768	3,815	4,220
Change (%)	-43.8	136.9	36.3	-3.5	-6.2	-3.0	1.3	10.6
Margin (%)	23.5	30.3	31.7	30.3	28.0	26.2	25.3	25.9

Consolidated - Balance Sheet								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	248	243	243	243	243	243	243	243
Total Reserves	10,666	10,585	13,756	15,776	17,620	19,400	21,335	23,647
Net Worth	10,914	10,827	13,999	16,019	17,863	19,643	21,578	23,890
Total Loans	2,104	2,787	2,934	4,444	4,829	4,576	4,826	4,523
Lease Liabilities	2,104	2,787	2,934	4,444	4,829	4,576	4,826	4,523
Deferred Tax Liabilities	147	168	197	219	262	192	192	192
Other Liabilities	1,201	1,335	1,539	1,855	1,925	1,851	1,851	1,851
Capital Employed	14,367	15,118	18,669	22,537	24,879	26,263	28,447	30,455
Gross Block	6,345	7,845	8,620	11,089	11,334	13,663	15,563	16,913
Less: Accum. Deprn.	1,912	2,856	3,573	4,612	4,612	7,226	9,104	11,166
Net Fixed Assets	4,432	4,989	5,047	6,477	6,722	6,437	6,460	5,747
Other Non-Current	820	867	882	320	318	285	285	285
Capital WIP	4	1	22	1	1	1	1	1
Total Investments	5,790	5,608	8,501	10,410	11,451	13,167	13,167	13,167
Curr. Assets, Loans&Adv.	5,195	6,219	7,201	7,875	8,975	8,637	10,920	13,823
Inventory	1,012	1,430	1,736	1,386	2,020	1,446	1,522	1,642
Account Receivables	3,612	3,967	4,734	5,645	6,186	6,512	6,851	7,392
Cash and Bank Balance	71	39	100	217	172	111	1,943	4,138
Loans and Advances	500	783	630	627	597	569	604	652
Curr. Liability & Prov.	1,890	2,580	2,991	2,550	2,586	2,265	2,385	2,567
Account Payables	499	730	859	891	1,023	624	659	705
Other Current Liabilities	1,387	1,845	2,130	1,656	1,560	1,633	1,718	1,854
Provisions	4	4	2	3	3	7	8	8
Net Current Assets	3,305	3,639	4,210	5,325	6,389	6,372	8,535	11,256
Deferred Tax assets	16	13	7	4	0	0	0	0
Appl. of Funds	14,367	15,118	18,669	22,537	24,879	26,262	28,447	30,456

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	5.5	13.0	17.7	17.1	16.0	15.5	15.7	17.4
Cash EPS	9.1	16.3	21.3	21.9	21.6	21.8	22.7	25.1
BV/Share	43.6	43.2	55.9	64.0	71.3	78.4	86.2	95.4
DPS	0.0	5.0	9.0	8.5	8.0	7.7	7.9	8.7
Payout (%)	0.0	38.5	50.9	49.8	50.0	50.1	50.0	50.0
Valuation (x)								
P/E	83.1	35.1	25.7	26.7	28.4	30.2	29.8	27.0
Cash P/E	49.9	27.8	21.4	20.8	21.0	21.5	20.6	18.7
P/BV	10.4	10.5	8.1	7.1	6.4	6.0	5.4	4.9
EV/Sales	20.3	10.9	8.4	8.4	8.3	8.2	7.7	7.0
EV/EBITDA	47.2	22.8	16.9	17.4	17.9	18.8	17.8	15.9
Dividend Yield (%)	0.0	1.1	2.0	1.9	1.8	1.7	1.7	1.9
FCF per share	10.8	14.9	19.6	20.0	15.9	19.3	20.0	21.1
Return Ratios (%)								
RoE	12.3	29.0	34.6	27.6	22.9	19.2	17.7	17.7
RoCE	11.6	25.2	29.6	23.9	19.9	17.9	16.8	17.0
RoIC	11.8	33.3	43.3	36.0	29.1	26.6	26.6	28.9
Working Capital Ratios								
Fixed Asset Turnover (x)	0.9	1.3	1.6	1.2	1.2	1.1	1.0	1.0
Asset Turnover (x)	0.4	0.7	0.7	0.6	0.6	0.5	0.5	0.5
Inventory (Days)	253	196	180	133	200	125	125	126
Debtor (Days)	233	139	128	151	163	166	166	166
Creditor (Days)	124	100	89	86	101	54	54	54
Leverage Ratio (x)								
Current Ratio	2.7	2.4	2.4	3.1	3.5	3.8	4.6	5.4
Interest Cover Ratio	5.7	14.1	18.0	11.8	8.9	8.2	8.2	8.8
Net Debt/Equity	-0.3	-0.3	-0.4	-0.4	-0.4	-0.4	-0.5	-0.5

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	1,819	4,230	5,758	5,484	5,195	4,959	5,099	5,639
Depreciation	955	944	1,038	1,349	1,531	1,696	1,878	2,062
Interest & Finance Charges	258	284	315	454	433	436	570	578
Direct Taxes Paid	-345	-1,090	-1,472	-1,301	-1,256	-1,245	-1,283	-1,419
(Inc)/Dec in WC	399	-450	-569	-498	-1,315	-263	-331	-526
CF from Operations	3,087	3,918	5,070	5,488	4,588	5,583	5,932	6,334
Others	-561	-408	-372	-657	-702	-768	-984	-1,102
CF from Operating incl EO	2,526	3,510	4,698	4,831	3,886	4,814	4,949	5,233
(Inc)/Dec in FA	151	109	57	13	-31	-123	-100	-100
Free Cash Flow	2,677	3,619	4,755	4,844	3,855	4,691	4,849	5,133
(Pur)/Sale of Investments	-1,424	37	-2,492	-1,149	-408	-1,227	0	0
Others	389	418	116	41	281	330	984	1,102
CF from Investments	-884	565	-2,319	-1,096	-159	-1,020	884	1,002
Issue of Shares	-1,084	47	15	31	23	12	0	0
Inc/(Dec) in Debt	0	0	0	0	0	0	0	0
Interest Paid	-207	-223	-241	-337	-434	-436	-570	-578
Repayment of loan	0	0	0	0	0	0	0	0
Others	-373	-3,928	-2,091	-3,310	-3,360	-3,432	-3,431	-3,461
CF from Fin. Activity	-1,665	-4,105	-2,317	-3,616	-3,772	-3,856	-4,001	-4,040
Inc/Dec of Cash	-23	-30	62	119	-45	-61	1,832	2,195
Opening Balance	89	66	36	98	217	172	111	1,943
Closing Balance	66	36	98	217	172	111	1,943	4,138
Other Bank Balance	5	3	3	0	0	0	0	0
Net Closing Balance	71	39	100	217	172	111	1,943	4,138

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