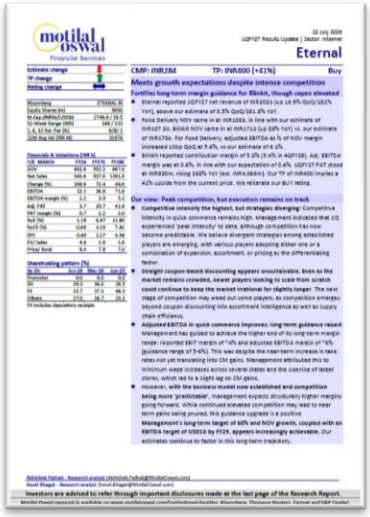
Internet



Eternal & Swiggy: Steady on food; QC back in gear

Our channel checks suggest an acceleration in QC growth heading into 2Q

Our channel checks ahead of the 2QFY27 earnings season suggest a pickup in quick commerce (QC) growth for both listed platforms, Eternal (Zomato) and Swiggy, as competitive intensity eases. We expect **QoQ growth in net order value (NOV)** to accelerate for both Blinkit and Swiggy Instamart in 2QFY27 (22.7%/14.4%), as compared to 1QFY27 (19.1%/3.1%). Festive seasonality and a step-up in store additions should further aid this momentum into 3QFY27E, in our view. **Food delivery (FD) is expected to remain steady, with both players likely to report ~18-22% YoY growth in gross order value (GOV) and a gradual improvement in margins.** QC profitability, however, continues to diverge. We expect Blinkit to deliver ~1% adj. **EBITDA margin as % of NOV**. Instamart losses should remain elevated as competition for the #2 position remains intense, with e-commerce entrants continuing to **discount aggressively through the festive period**. That said, we view ~23% QoQ growth in QC NOV for the category leader as a clear positive for the industry.

We have revised our estimates for both platforms to reflect the stronger QC growth trajectory, while tempering our overall earnings estimate for Swiggy to account for elevated losses in QC as well as platform innovations (Toing). Our TP of **INR430** implies a 28% upside for Eternal, and values Blinkit at ~50x FY28E EV/EBITDA. We revise our TP for Swiggy down to **INR360**, as we bake in elevated losses despite volume recovery in QC.

Food delivery: Growth holds; margins inch up

- We expect both Eternal and Swiggy to report **~20% YoY GOV growth in 2QFY27**, broadly in line with the 18-21% range of the past few quarters (Exhibits 1 and 2).
- Swiggy could track at the lower end at ~18% YoY for the quarter. We expect Swiggy's FD contribution margin to expand marginally **QoQ to 7.8% of GOV** from ~7.6% in 1QFY27. We expect **adj. EBITDA margin at ~3.3% of GOV**, which implies an FD adj. EBITDA of INR3.4b vs INR2.9b in 1QFY27. For Eternal, we expect **FD adj. EBITDA margin of ~4.9% of GOV**.
- At Swiggy, Toing (value food delivery) is now **live in 50+ cities**. That said, making unit economics work at low AOV's remains challenging, and platform innovation losses are expected to increase as investments in Toing continue.

QC: Growth returns; the pie is expanding

- **Blinkit:** We expect NOV growth of **~23% QoQ in 2QFY27**, up from ~19% in 1QFY27. We expect orders per day of **~4.5m in** 2QFY27 (Exhibits 4 and 6).
- **Instamart:** We expect NOV growth of **~14% QoQ in 2QFY27**, and project this momentum to continue into 3Q on stronger seasonality (Exhibits 5 and 7). We expect quality of growth to be better and predominantly user-led.

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- We believe Swiggy's **pruning of low-MTV users** is now behind it, with a renewed focus on user acquisition likely going forward. On competition, a pullback in intensity has eased pressure on listed players. **Flipkart Minutes and Amazon Now**, however, are running on deeply negative contribution margins through the festive quarter. **We believe that subsidy-led growth by e-commerce players will be difficult to sustain once the festive period is behind us.**

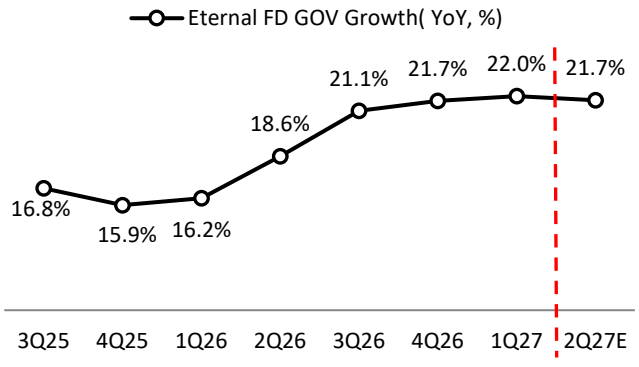
Margins: Blinkit nears breakeven; Instamart invests for scale

- We expect Blinkit to remain at **~1% adj. EBITDA** as a % of NOV in 2QFY27.
- We expect Instamart's **contribution margin at -1%** of GOV, near the bottom of management's 0 to -1% guardrail. We expect QC's EBITDA losses to rise due to marketing and competitive spends (Exhibit 10).
- We estimate Instamart's fixed costs at ~**11.5% of NOV vs ~4.1%** for Blinkit.
- Near-term tailwinds include an 80-85bp margin uplift from the transition to IOCC, though this will largely be offset by elevated marketing spends.
- The key monitorable over the next two quarters is whether Instamart can sustain 15%+ QoQ NOV growth within its contribution margin guardrail while improving EBITDA losses.

Valuation and view: Growth recovery supports our stance on both

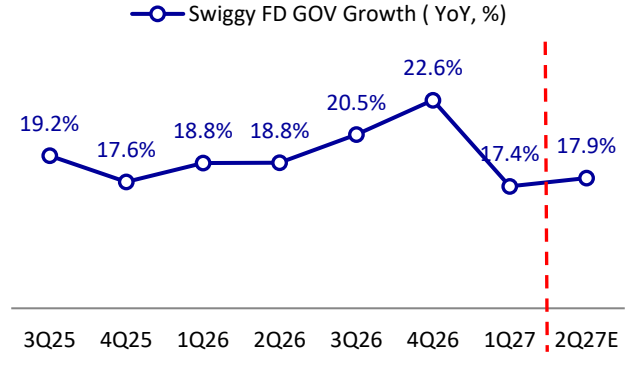
- We continue to view FD as a stable duopoly. We value the FD business of Eternal at **35x FY28E EV/EBITDA and** Swiggy **at 32x FY28E EV/EBITDA**.
- Eternal: Our TP of INR430 implies **~50x EV/EBITDA** on FY28E Blinkit estimates, with a potential upside of 28%.
- Swiggy: Our TP of INR360 implies **~0.4x FY28E EV/NOV** for the QC business, a ~68% discount to Eternal's multiple of 1.3x, with a potential upside of 29%.
- We reiterate **BUY** on both names. We prefer Eternal for Blinkit's scale leadership and path to profitability. We believe Swiggy offers optionality if Instamart closes the scale gap.

Exhibit 1: For both Eternal and Swiggy, YoY GOV growth in FD to remain in the…



Source: Company, MOFSL

Exhibit 2: …~18-22% range as order volumes remain robust



Source: Company, MOFSL

Exhibit 3: We expect robust sequential growth for Eternal and Swiggy in the FD business

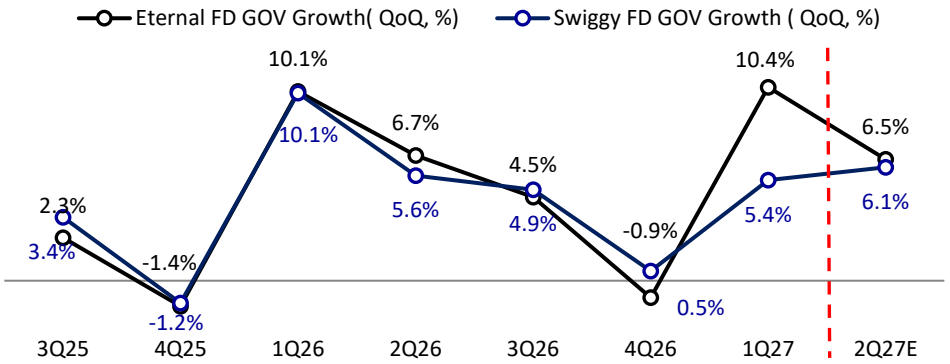
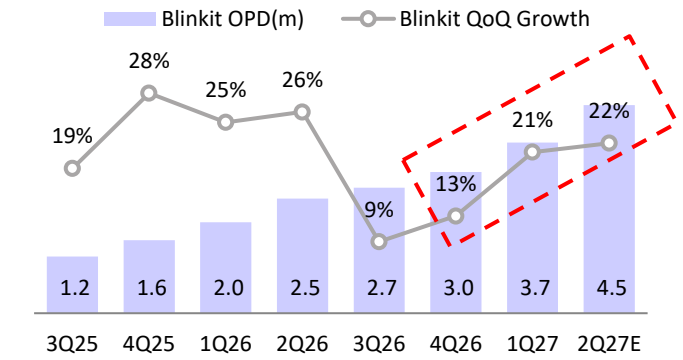
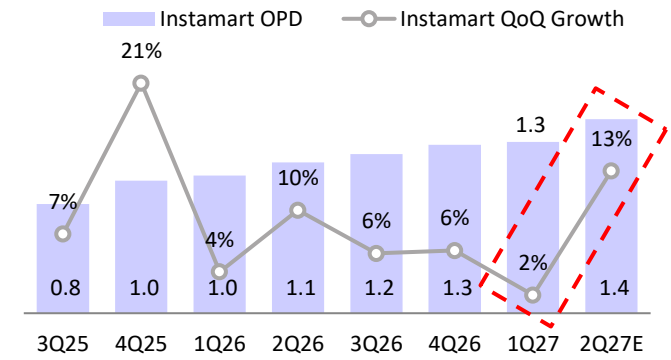


Exhibit 4: QC volumes regain momentum…



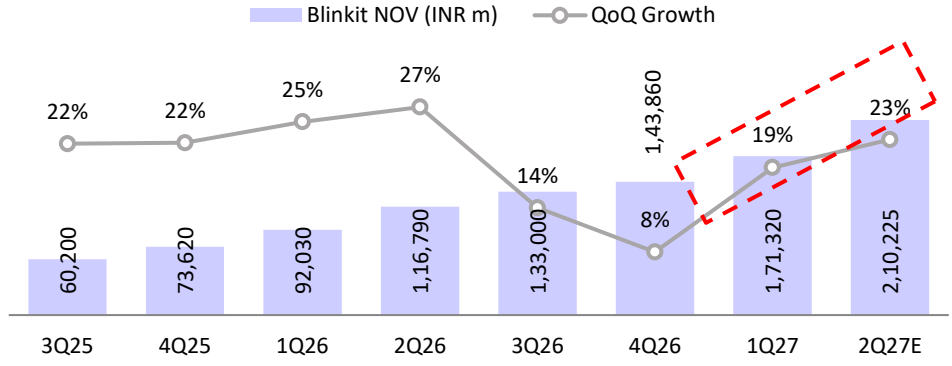
Source: Company, MOFSL

Exhibit 5: …after competition-led slowdown



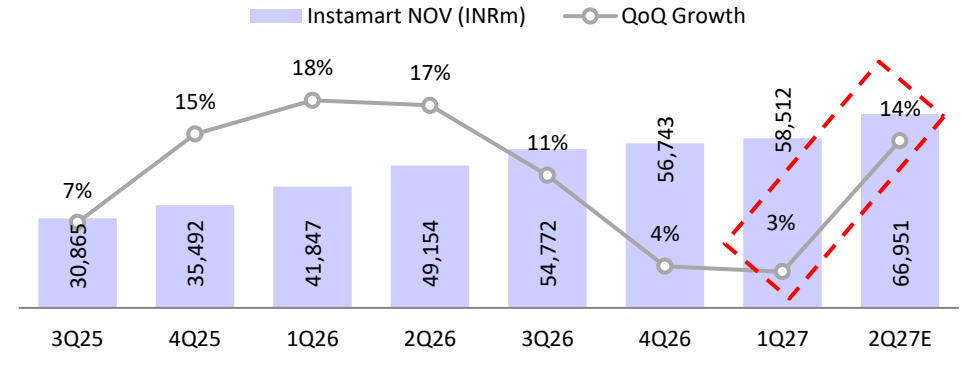
Source: Company, MOFSL

Exhibit 6: Strong NOV growth despite aggressive competition…



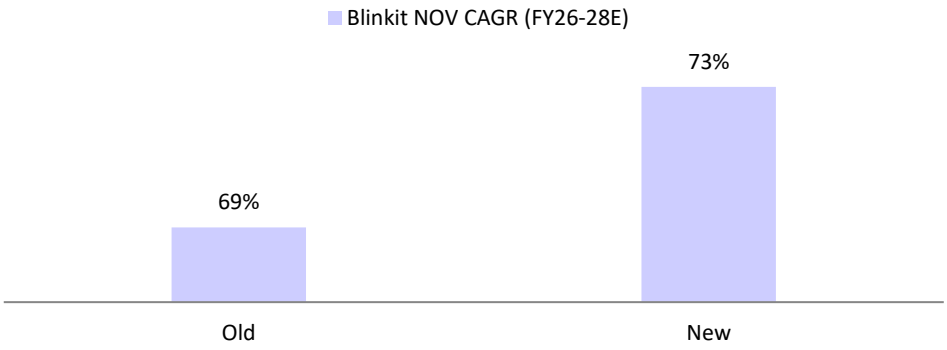
Source: Company, MOFSL

Exhibit 7: …indicates an expanding addressable market



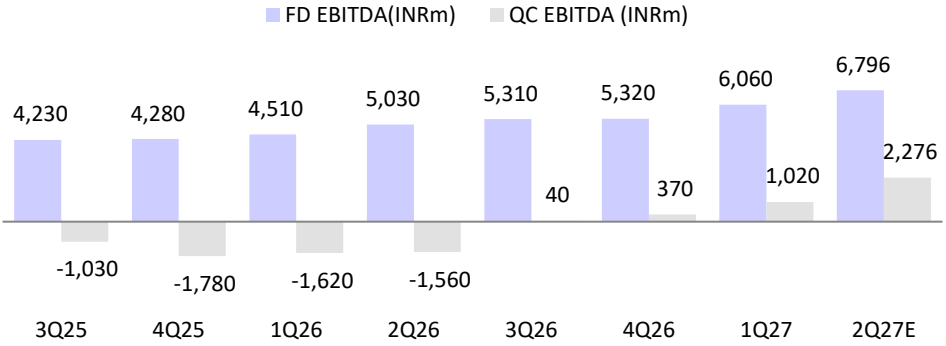
Source: Company, MOFSL

Exhibit 8: We increase estimates for NOV in QC due to better volume growth assumptions



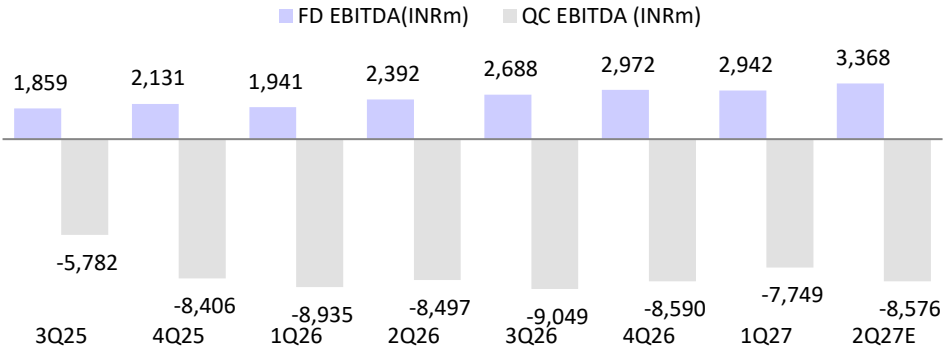
Source: MOFSL

Exhibit 9: We expect Blinkit's adj. EBITDA to grow more than 2x on a sequential basis



Source: Company, MOFSL

Exhibit 10: We expect QC's EBITDA losses to rise due to marketing and competitive spends



Source: Company, MOFSL

Eternal's valuation

Exhibit 11: QC's DCF assumptions

DCF Assumptions & Valuation	
Quick Commerce	
Order growth (FY26-37)	27.8%
NOV growth (FY26-37)	27.9%
*Assumed NOV at INR436 to remain constant	

Source: MOFSL

Exhibit 12: SoTP-based TP at INR430

Assumptions and Valuation	Food Delivery	Q-commerce (DCF)	Other businesses	Cash	Total
Valuation methodology	Valued at EV/ EBITDA multiple	DCF	Ascribing ~USD1bn value to Hyperpure, Going Out, and any other residual business		
WACC	-	12.0%	-		
Terminal Growth	-	4.5%	-		
EV/EBITDA multiple	35x	-	-		
EV (INR m)	14,37,538	18,19,949	94,000	1,82,880	
Contribution (INR rounded)	**176**	**223**	**12**	**22**	**430**

Source: MOFSL

Swiggy's valuation

Exhibit 13: DCF assumptions and valuation

DCF Assumptions & Valuation	
Quick Commerce	
Order growth (FY26-37)	21.5%
GOV growth (FY26-37)	22.4%

Source: MOFSL

Exhibit 14: SoTP-based TP at INR360

Segment	Methodology	Methodology description	Valuation toward SWIGGY (INR b)	Contribution (INR per share)
Food delivery business	Multiples	❖ 32x FY28E EV/EBITDA	610	239
Quick commerce business	DCF	❖ Estimate 22% GOV CAGR and avg. contribution margin of 3.1% over FY26-37. Our WACC/terminal growth estimate stands at 12.5%/4.5%, respectively.	179	70
Other businesses		❖ 1x EV/sales for out of home, platform, and supply chain revenue	152	20
Cash on the books		❖ 0.5x multiple	144	28
Total (Rounded)				**360**

Financials and valuations - Eternal

Valuation metrics

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
MTU (m)	6.8	14.7	17.1	18.4	20.6	24.3	28.6	31.9
Order Frequency	2.9	3.0	3.2	3.5	3.6	3.6	3.7	4.0
Orders/ Month	19.9	44.7	54.0	63.9	73.9	88.2	106.9	126.2
Orders/ Year	239	537	648	766	886	1,059	1,282	1,515
AOV	397	398	407	420	436	436	436	447
Delivery GOV	**94,829**	**2,13,565**	**2,63,381**	**3,22,039**	**3,86,430**	**4,61,631**	**5,59,102**	**6,77,097**
Take Rate (%)	15.8	17.2	17.2	19.7	20.9	22.0	22.0	21.5
Delivery Revenue	**15,003**	**36,645**	**45,381**	**63,572**	**80,796**	**1,01,582**	**1,22,971**	**1,45,576**
Blinkit revenue	0	0	8,058	23,020	52,060	3,77,790	7,80,420	12,32,187
Hyperpure revenue	2,002	5,376	15,061	31,720	61,960	53,660	42,937	47,394
Others	2,933	-97	2,294	2,828	7,614	10,608	18,718	24,707
Revenue	**19,938**	**41,924**	**70,794**	**1,21,140**	**2,02,430**	**5,43,640**	**9,65,045**	**14,49,865**

Income statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Sales	**19,938**	**41,924**	**70,794**	**1,21,140**	**2,02,430**	**5,43,640**	**9,65,045**	**14,49,865**
Change (%)	-23.5	110.3	68.9	71.1	67.1	168.6	77.5	50.2
Inventory of traded goods	1,919	5,246	13,952	28,820	55,650	3,01,670	6,31,809	10,10,394
Employee Expenses	7,408	16,331	14,650	16,590	25,580	35,360	49,566	72,569
Other direct expenses	-8,333	-14,125	2,173	19,990	38,340	90,650	1,30,122	1,76,675
Gross Profit	**-925**	**2,206**	**16,823**	**36,580**	**63,920**	**1,27,060**	**1,53,548**	**1,90,227**
% of Net Sales	-4.6	5.3	23.8	30.2	31.6	23.4	15.9	13.1
Other Expenses	3,746	20,714	28,936	36,160	57,544	1,14,980	1,15,060	1,11,228
EBITDA	**-4,672**	**-18,508**	**-12,113**	**420**	**6,376**	**12,080**	**38,488**	**78,999**
% of Net Sales	-23.4	-44.1	-17.1	0.3	3.1	2.2	4.0	5.4
Depreciation	1,377	1,503	4,369	5,260	8,630	15,970	23,373	36,247
EBIT	**-6,049**	**-20,011**	**-16,482**	**-4,840**	**-2,254**	**-3,890**	**15,115**	**42,752**
% of Net Sales	-30.3	-47.7	-23.3	-4.0	-1.1	-0.7	1.6	2.9
Other Income (net)	1,146	4,829	6,328	7,750	9,230	10,040	9,840	11,600
PBT	**-4,904**	**-15,182**	**-10,154**	**2,910**	**6,976**	**6,150**	**24,955**	**54,352**
Tax	13	20	-436	-600	1,700	2,490	6,469	11,414
Rate (%)	-0.3	-0.1	4.3	-20.6	24.4	40.5	25.9	21.0
PAT	**-4,917**	**-15,202**	**-9,718**	**3,510**	**5,276**	**3,660**	**18,485**	**42,938**
Extraordinary gains/loss	-3,248	2,974	1	0	0	0	0	0
Adjusted PAT	**-8,164**	**-12,228**	**-9,717**	**3,510**	**5,276**	**3,660**	**18,485**	**42,938**
Minority Interest	-36	3	-3	0	0	0	0	0
Reported PAT	**-8,128**	**-12,225**	**-9,720**	**3,510**	**5,276**	**3,660**	**18,485**	**42,938**
Change (%)	NA	NA	NA	NA	50.3	-30.6	405.1	132.3

Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share capital	4,550	7,643	8,364	8,680	9,070	9,190	9,190	9,190
Reserves	76,438	1,57,412	1,86,234	1,95,450	2,94,100	3,00,610	3,19,095	3,62,033
Net Worth	**80,987**	**1,65,055**	**1,94,598**	**2,04,130**	**3,03,170**	**3,09,800**	**3,28,285**	**3,71,223**
Minority Interest & Others	-57	-66	-66	-70	-70	-70	-70	-70
Loans	0	0	58	0	0	0	0	0
Capital Employed	**80,930**	**1,64,989**	**1,94,590**	**2,04,060**	**3,03,100**	**3,09,730**	**3,28,215**	**3,71,153**
Net Block	**838**	**1,157**	**6,432**	**9,950**	**29,340**	**64,630**	**79,106**	**1,00,854**
Intangibles	14,553	12,892	57,071	54,710	66,490	63,480	59,408	52,158
Other LT assets	30,138	83,771	44,174	1,14,320	1,43,390	1,22,250	1,28,250	1,37,250
Curr. Assets	**41,505**	**75,450**	**1,08,310**	**54,580**	**1,17,010**	**1,57,000**	**1,97,402**	**2,50,049**
Debtors	1,299	1,599	4,569	7,940	19,460	17,640	42,303	63,556
Cash & Bank Balance	3,065	3,923	2,181	3,090	6,660	9,960	10,661	19,329
Investments	28,024	28,149	52,837	17,020	52,200	56,180	56,180	56,180
Other Current Assets	9,118	41,779	48,723	26,530	38,690	73,220	88,258	1,10,984
Current Liab. & Prov	**6,105**	**8,281**	**21,397**	**29,500**	**53,130**	**97,630**	**1,35,949**	**1,69,156**
Net Current Assets	**35,400**	**67,169**	**86,913**	**25,080**	**63,880**	**59,370**	**61,453**	**80,893**
Application of Funds	**80,930**	**1,64,989**	**1,94,590**	**2,04,060**	**3,03,100**	**3,09,730**	**3,28,217**	**3,71,155**

Financials and valuations - Eternal

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	**-1.0**	**-1.7**	**-1.2**	**0.4**	**0.6**	**0.4**	**2.0**	**4.7**
Cash EPS	-0.8	-1.5	-0.7	1.0	1.6	2.2	4.6	8.7
Book Value	15.0	22.6	24.1	23.7	33.8	34.0	36.0	40.7
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	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	165.8	71.4
Cash P/E	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	73.2	38.7
EV/EBITDA	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	79.3	38.5
EV/Sales	90.6	58.4	38.3	23.9	14.9	5.6	3.2	2.1
Price/Book Value	22.3	14.9	13.9	14.2	9.9	9.9	9.3	8.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profitability Ratios (%)								
RoE	(18.5)	(9.9)	(5.4)	1.8	2.1	1.2	5.8	12.3
RoCE	(11.7)	(16.2)	(8.6)	(2.8)	(0.6)	(0.7)	3.1	8.6
Turnover Ratios								
Debtors (Days)	24	14	24	24	35	12	16	16
Fixed Asset Turnover (x)	23.8	36.2	11.0	12.2	6.9	8.4	12.2	14.4

Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
CF from Operations	-2,612	-9,413	-6,681	5,280	14,010	18,600	32,019	67,585
Cash for Working Capital	-7,567	2,483	-1,759	1,180	-10,930	-12,280	-1,383	-10,771
Net Operating CF	**-10,179**	**-6,930**	**-8,440**	**6,460**	**3,080**	**6,320**	**30,636**	**56,814**
Net Purchase of FA	-104	-572	-1,014	-2,020	-9,310	-17,460	-33,777	-50,745
Free Cash Flow	**-10,284**	**-7,502**	**-9,454**	**4,440**	**-6,230**	**-11,140**	**-3,141**	**6,068**
Net Purchase of Invest.	-52,332	-78,806	5,587	-1,450	-70,620	22,820	8,250	5,000
Net Cash from Invest.	**-52,436**	**-79,378**	**4,573**	**-3,470**	**-79,930**	**5,360**	**-25,527**	**-45,745**
Proc. from equity issues	66,083	90,000	40	230	85,010	0	0	0
Proceeds from LTB/STB	-26	-13	-231	-400	0	0	0	0
Others	-2,038	-2,489	-1,083	-1,900	-4,590	-8,420	-4,410	-2,400
Dividend Payments	0	0	0	0	0	0	0	0
Cash Flow from Fin.	**64,019**	**87,498**	**-1,274**	**-2,070**	**80,420**	**-8,420**	**-4,410**	**-2,400**
Net Cash Flow	**1,403**	**1,190**	**-5,141**	**920**	**3,570**	**3,260**	**699**	**8,668**
Opening Cash Bal.	**1,672**	**3,065**	**3,923**	**2,181**	**3,091**	**6,661**	**9,961**	**10,661**
Forex differences	-10	-332	3,399	-10	0	40	0	0
Add: Net Cash	1,403	1,190	-5,141	920	3,570	3,260	699	8,668
Closing Cash Bal.	**3,065**	**3,923**	**2,181**	**3,091**	**6,661**	**9,961**	**10,661**	**19,329**

Financials and valuations - Swiggy

Revenue Model

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
MTU (m)	9.9	11.6	12.7	14.7	17.5	20.3	23.6
Order Frequency	3.8	3.7	3.8	3.7	3.8	3.8	4.0
Orders/ Month	37.8	43.1	48.1	55.0	66.1	78.0	93.4
Orders/ Year	454	517	578	660	793	936	1,121
AOV	407	416	428	436	436	436	436
Delivery GOV	**1,84,788**	**2,15,171**	**2,47,174**	**2,87,823**	**3,45,920**	**4,08,104**	**4,88,659**
Take Rate (%)	18.4	19.2	20.9	22.1	22.7	22.7	22.5
Delivery Revenue	**33,913**	**41,300**	**51,601**	**63,529**	**78,390**	**92,551**	**1,09,948**
Instamart Revenue	828	4,514	9,786	21,296	38,590	75,505	1,30,523
Out-of-home consumption revenue	0	777	1,572	2,385	3,750	5,298	6,612
Others	22,307	36,056	49,515	65,058	1,09,810	1,33,819	1,44,942
Revenue	**57,049**	**82,646**	**1,12,474**	**1,52,268**	**2,30,540**	**3,07,173**	**3,92,026**

Income statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Sales	**57,049**	**82,646**	**1,12,474**	**1,52,268**	**2,30,540**	**3,07,173**	**3,92,026**
Change (%)	NA	44.9	36.1	35.4	51.4	33.2	27.6
Inventory of traded goods	22,680	33,809	46,042	60,015	1,00,670	1,24,499	1,35,413
Employee Expenses	17,085	21,298	20,122	25,489	27,160	29,614	33,455
Other direct expenses	199	6,241	26,189	41,275	75,550	1,23,445	1,89,701
Gross Profit	**17,284**	**27,539**	**46,310**	**66,764**	**1,02,710**	**1,53,060**	**2,23,157**
% of Net Sales	30.3	33.3	41.2	43.8	44.6	49.8	56.9
Other Expenses	53,794	70,297	68,390	94,622	1,35,010	1,78,699	2,33,753
EBITDA	**-36,511**	**-42,758**	**-22,080**	**-27,858**	**-32,300**	**-25,639**	**-10,597**
% of Net Sales	-64.0	-51.7	-19.6	-18.3	-14.0	-8.3	-2.7
Depreciation	1,701	2,858	4,206	6,123	12,170	11,347	13,721
EBIT	**-38,212**	**-45,616**	**-26,286**	**-33,981**	**-44,470**	**-36,986**	**-24,317**
% of Net Sales	-67.0	-55.2	-23.4	-22.3	-19.3	-12.0	-6.2
Other Income (net)	3,665	3,917	3,156	2,956	3,080	6,230	6,200
PBT	**-34,547**	**-41,699**	**-23,130**	**-31,025**	**-41,390**	**-30,756**	**-18,117**
Tax	0	0	0	0	0	0	0
Rate (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PAT	**-34,547**	**-41,699**	**-23,130**	**-31,025**	**-41,390**	**-30,756**	**-18,117**
Extraordinary gains/loss	1,732	93	306	118	100	0	0
Adjusted PAT	**-36,279**	**-41,792**	**-23,436**	**-31,143**	**-41,490**	**-30,756**	**-18,117**
Minority Interest	10	1	66	26	40	10	0
Reported PAT	**-36,289**	**-41,793**	**-23,502**	**-31,169**	**-41,530**	**-30,766**	**-18,117**
Change (%)	NA	NA	NA	NA	NA	NA	NA

Balance Sheet

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share capital	1,55,634	1,55,652	1,55,763	2,286	2,610	2,610	2,610
Reserves	-32,965	-65,086	-77,848	99,908	1,80,530	1,56,684	1,42,566
Net Worth	**1,22,669**	**90,566**	**77,915**	**1,02,195**	**1,83,140**	**1,59,294**	**1,45,176**
Loans	0	0	960	0	0	0	0
Capital Employed	**1,22,669**	**90,566**	**78,874**	**1,02,195**	**1,83,140**	**1,59,294**	**1,45,176**
Net Block	**7,738**	**8,596**	**10,406**	**26,838**	**36,480**	**34,348**	**24,548**
Intangibles	272	6,455	10,008	9,470	9,100	9,100	9,100
Other LT assets	14,711	19,529	17,514	24,690	43,520	43,520	43,520
Curr. Assets	**1,21,336**	**78,227**	**67,366**	**91,056**	**1,63,270**	**1,52,448**	**1,62,800**
Debtors	11,119	10,623	9,639	24,625	40,480	50,494	64,443
Cash & Bank Balance	10,961	8,325	8,691	12,306	27,470	6,634	3,038
Investments	90,757	48,885	37,323	33,921	45,650	45,650	45,650
Other Current Assets	8,498	10,393	11,714	20,203	49,670	49,670	49,670
Current Liab. & Prov	**21,388**	**22,240**	**26,420**	**49,858**	**69,230**	**80,113**	**94,782**
Net Current Assets	**99,948**	**55,987**	**40,946**	**41,197**	**94,040**	**72,335**	**68,018**
Application of Funds	**1,22,669**	**90,566**	**78,874**	**1,02,195**	**1,83,140**	**1,59,303**	**1,45,186**

Financials and valuations - Swiggy

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS	**-16.4**	**-17.2**	**-9.5**	**-12.2**	**-16.3**	**-12.1**	**-7.1**
Cash EPS	-15.6	-16.0	-7.8	-9.8	-11.5	-7.6	-1.7
Book Value	55.4	37.3	31.6	40.0	71.7	62.4	56.9
DPS	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
Valuation (x)							
P/E	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
Cash P/E	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
EV/EBITDA	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
EV/Sales	10.2	7.8	5.8	4.4	2.8	2.3	1.8
Price/Book Value	4.8	7.2	8.5	6.7	3.7	4.5	4.9
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profitability Ratios (%)							
RoE	(29.6)	(39.2)	(27.8)	(34.6)	(29.1)	(18.0)	(11.9)
RoCE	(30.0)	(40.9)	(29.2)	(33.9)	(27.8)	(19.3)	(14.1)
Turnover Ratios							
Debtors (Days)	71	47	31	59	64	60	60
Fixed Asset Turnover (x)	7.4	9.6	10.8	5.7	6.3	8.9	16.0

Cash Flow Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
CF from Operations	-32,128	-39,460	-15,115	-15,474	-22,280	-18,719	-6,597
Cash for Working Capital	-6,876	-1,139	1,988	-6,221	-6,696	869	721
Net Operating CF	**-39,004**	**-40,599**	**-13,127**	**-21,695**	**-28,976**	**-17,851**	**-5,876**
Net Purchase of FA	-2,274	-1,573	-3,440	-7,433	-9,110	0	0
Free Cash Flow	**-41,278**	**-42,172**	**-16,567**	**-29,128**	**-38,086**	**-17,851**	**-5,876**
Net Purchase of Invest.	-89,327	41,251	18,025	-6,291	-40,720	-1,105	4,080
Net Cash from Invest.	**-91,601**	**39,678**	**14,585**	**-13,724**	**-49,830**	**-1,105**	**4,080**
Proc. from equity issues	1,39,058	0	0	45,043	99,360	0	0
Proceeds from LTB/STB	-918	0	1,076	-1,643	720	0	0
Others	-1,799	-1,715	-2,304	-4,367	-6,110	-1,880	-1,800
Dividend Payments	0	0	0	0	0	0	0
Cash Flow from Fin.	**1,36,341**	**-1,715**	**-1,228**	**39,034**	**93,970**	**-1,880**	**-1,800**
Net Cash Flow	**5,736**	**-2,636**	**229**	**3,615**	**15,164**	**-20,836**	**-3,596**
Opening Cash Bal.	**5,225**	**10,961**	**8,325**	**8,691**	**12,306**	**27,470**	**6,634**
Forex differences	0	0	137	0	0	0	0
Add: Net Cash	5,736	-2,636	229	3,615	15,164	-20,836	-3,596
Closing Cash Bal.	**10,961**	**8,325**	**8,691**	**12,306**	**27,470**	**6,634**	**3,038**

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SELL	< - 10%
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