24 October 2026
2QFY27 Results Update | Sector: Retail

Westlife Foodworld

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	WESTLIFE IN
Equity Shares (m)	156
M.Cap.(INRb)/(USDb)	88.6 / 0.9
52-Week Range (INR)	638 / 398
1, 6, 12 Rel. Per (%)	-2/25/8
12M Avg Val (INR M)	144

Financials & Valuations (INR b)

Y/E March	FY27E	FY28E	FY29E
Sales	30.5	34.8	39.6
Sales growth (%)	16.2	14.1	13.8
EBITDA	4.3	5.2	6.3
Margins (%)	14.2	14.9	15.8
Adj. PAT	0.2	0.6	1.1
Adj. EPS (INR)	1.3	3.6	7.3
EPS Growth (%)	L/P	174.2	100.7
BV/Sh.(INR)	29.0	39.3	46.9
Ratios			
RoE (%)	3.9	10.6	16.9
RoCE (%)	6.1	7.2	8.7
Valuations			
P/E (x)	428.4	156.2	77.8
P/BV (x)	19.6	14.4	12.1
EV/Sales (x)	2.9	2.5	2.1
EV/EBITDA Pre Ind AS(x)	33.6	26.1	20.4

Shareholding pattern (%)

As On	Sep-26	Jun-26	Sep-25
Promoter	57.9	56.4	56.3
DII	27.1	28.3	24.8
FII	8.0	7.5	10.8
Others	7.0	7.8	8.2

FII Includes depository receipts

CMP: INR568 TP: INR600 (+6%) Neutral

Improving SSSG print; better margin delivery

- Westlife Foodworld (WESTLIFE) reported 16% YoY revenue growth to INR7.6b in 2QFY27 (in line), its highest growth in the last 13 quarters. SSSG came in at 10.1% YoY (est. 6.5%, +4.3% in 1QFY27), the strongest in 13 quarters, driven by double-digit guest count growth in each month of the quarter. Growth was led by the everyday value platform. Momentum remained broad-based, with on-premise sales growing 17% YoY and off-premise sales increasing 15% YoY. The South market continued to recover, with performance now converging with the West. October momentum was similar to 2Q, with management indicating high-single-digit SSSG as the floor for the festive season.
- The company added 10 net restaurants during the quarter, taking the total network to 492 restaurants across 80 cities. Management reiterated its guidance of 60-65 restaurant additions in FY27 and remains on track to achieve its target of 580+ restaurants by Mar'28. Capex for FY27 is guided at INR2.5-3b.
- Gross margin remained flat YoY/QoQ at 67.6% (in line), as inflationary pressures across commodities, particularly oil and chicken, utilities, and wages persisted. Despite ~190bp inflation, pre-IND AS EBITDA margin expanded 150bp YoY to 7.8%, supported by strong revenue growth and operating leverage. The company has not taken any major price hikes so far in FY27, with discount rationalization helping absorb inflation. Management reiterated its guidance of 100-150bp annual improvement in pre-Ind AS EBITDA margin, supported by operating leverage and cost optimization. We model 8.7%/9.6% pre-Ind AS EBITDA margins for FY27/FY28E, respectively (7.7% in FY26).
- Improved throughput from new store addition over the last few years is expected to improve overall store unit economics and drive operating margin expansion in the coming years. We increase our EBITDA estimates by 6-7% for FY27/FY28. **We value the stock at 25x Sept'28 EV/EBITDA (pre-IND AS) to arrive at a TP of INR600. We reiterate our Neutral rating.**

SSSG print improving; beat on operating profitability

- **Strong SSSG at 10%:** Sales grew 16% YoY to INR7.6b (est. INR7.4b), driven by strong SSSG, 9% store additions, and broad-based momentum across channels and regions. Same store sales grew 10.1% YoY in 2QFY27 (est. 6.5%, +4.3% in 1QFY27, -2.8% in 2QFY26), led by double-digit guest count growth and continued recovery in the South market. The company opened net 10 stores (opened 11, closed one), taking the total store count to 492 stores across 80 cities. Average sales per store grew 1% YoY to INR62m (annualized).

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- **Beat on operating profitability:** Gross margin was flat YoY/QoQ at 67.6% (est. 67.2%), as cost pressures persisted across commodities and utilities, particularly oil and chicken. EBITDA grew 29% YoY to INR980m (est. INR883m), with EBITDA margin expanding 130bp YoY to 13.1% (est. 12%, 11.8% in 2QFY26). EBITDA (pre Ind AS) increased 45% YoY to INR579m (est. INR468m), against a weak base (-16% YoY), with EBITDA margin (pre Ind AS) expanding 150bp YoY to 7.8%. RoM was flat YoY at 19.3% post-Ind AS (est. 18.7%), while pre-Ind AS RoM expanded 30bp YoY to 13.9% (est. 13.1%). Higher minimum wages in Karnataka added to employee cost pressures, limiting restaurant-level margin expansion despite strong revenue growth.
- In 1HFY27, revenue and reported EBITDA grew 14% and 19%, respectively.

Key takeaways from the management commentary

- Navratri base effect is not seen as relevant, given the vegetarian portfolio.
- 2Q growth was led by the everyday value platform (INR99 entry price, no incremental discounting), indicating traffic-led rather than ticket-led recovery.
- Easing competitive intensity from unorganized players is not seen as a driver, as the share gain is attributed to execution and value across the menu.
- No major price hikes have been taken in FY27 so far, as discount rationalization has offset inflation.

Valuation and view

- We raised our EBITDA estimates by 7%-8% for FY27 and FY28.
- Management guided for ~67% gross margin in FY27 amid ongoing inflationary environment. Demand trajectory has shown improvement in 1HFY27, with positive footfall growth across months. WESTLIFE has become more aggressive in store additions (60 per year vs earlier 45-50) and targets over 580 restaurants by Mar'28 (492 as on Sept'26).
- We believe regional demand will see a gradual improvement and, therefore, expect a gradual ADS recovery in the near future. **We value the stock at 25x Sept'28 EV/EBITDA (pre-IND AS) to arrive at a TP of INR600. We reiterate our Neutral rating.**

Consolidated quarterly performance **(INR m)**

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
SSSG %	0.5	(2.8)	(3.2)	1.5	4.3	10.1	8.5	7.1	-1.1	7.5	6.5	
No. of McDonald's restaurants	444	450	458	478	482	492	514	538	478	538	497	
Net Sales	**6,576**	**6,419**	**6,707**	**6,554**	**7,356**	**7,467**	**7,933**	**7,745**	**26,256**	**30,502**	**7,372**	**1.3**
YoY Change (%)	6.7	3.9	2.6	8.7	11.9	16.3	18.3	18.2	5.4	16.2	14.9	
Gross profit	**4,448**	**4,337**	**4,525**	**4,464**	**4,970**	**5,046**	**5,379**	**5,286**	**17,773**	**20,680**	**4,954**	**1.9**
Margin (%)	67.6	67.6	67.5	68.1	67.6	67.6	67.8	68.2	67.7	67.8	67.2	
EBITDA (Pre-IND AS)	**505**	**399**	**619**	**490**	**551**	**579**	**888**	**628**	**2,012**	**2,646**	**468**	**23.8**
YoY Change (%)	0.5	-16.2	4.3	6.2	9.3	45.2	43.5	28.3	-1.0	31.5	17.3	
Margins (%)	7.7	6.2	9.2	7.5	7.5	7.8	11.2	8.1	7.7	8.7	6.3	
EBITDA	**855**	**759**	**987**	**870**	**946**	**980**	**1,328**	**1,087**	**3,471**	**4,341**	**883**	**11.0**
YoY Change (%)	6.9	-3.4	8.0	9.6	10.6	29.1	34.6	25.0	5.4	25.1	16.3	
Margins (%)	13.0	11.8	14.7	13.3	12.9	13.1	16.7	14.0	13.2	14.2	12.0	
Depreciation	553	628	562	575	600	619	675	774	2,318	2,667	650	
Interest	354	363	370	368	388	400	410	378	1,455	1,576	380	
Other Income	68	107	74	65	65	59	85	-51	314	157	85	
PBT	**16**	**-124**	**129**	**-9**	**23**	**20**	**328**	**-116**	**11**	**256**	**-62**	
Extra-Ord expense	0	-401	108	1	16	46	0	0	-293	61	0	
PBT after EO expense	**16**	**277**	**21**	**-10**	**8**	**-26**	**328**	**-116**	**304**	**194**	**-62**	
Tax	4	92	10	-33	2	-7	82	-29	73	49	-15	
Rate (%)	27.4	-74.4	7.7	378.8	8.6	-33.1	25.0	24.6	640.7	19.1	25.0	
Reported PAT	**11**	**185**	**11**	**24**	**6**	**-19**	**246**	**-87**	**231**	**145**	**-46**	
Adj PAT	**11**	**-217**	**119**	**25**	**21**	**27**	**246**	**-87**	**-62**	**207**	**-46**	
YoY Change (%)	-64.8	NA	68.4	61.0	87.1	NA	107.3	-456.7	-150.7	-433.8	NA	
Margins (%)	0.2	-3.4	1.8	0.4	0.3	0.4	3.1	-1.1	-0.2	0.7	-0.6	

E: MOFSL Estimates

Highlights from the press release

- Growth remained firmly anchored in value, with the everyday value meal continuing to serve as the primary driver of guest count growth.
- On-premise sales grew 16% YoY. On-premise contribution was ~59% in 2QFY27.
- On-premise and off-premise business grew broadly in line, reflecting balanced momentum across channels. Importantly, McDelivery continued to witness strong growth.
- Cost pressures persisted across commodities. However, robust cost governance and internal efficiencies helped maintain gross margin on a sequential basis. In the near term, gross margin is expected to remain above 67%.
- Digital sales (through SOK and mobile apps) contribute ~75% (+60bp YoY) to revenue. 58m cumulative apps have been downloads.
- It now has a total of 492 restaurants, with 100% penetration of McCafés and Experience of the Future (EOTF) restaurants.

Exhibit 1: WESTLIFE key metrics

Y/E March (INR m)	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27
Sales	6,154	6,502	5,949	6,533	6,375	6,672	6,424	7,279	7,417
Other Operating income	26	35	83	44	44	35	130	78	50
Total revenue	**6,180**	**6,537**	**6,031**	**6,576**	**6,419**	**6,707**	**6,554**	**7,356**	**7,467**
YoY Change (%)	0.5	8.9	7.3	6.7	3.9	2.6	8.7	11.9	16.3
Food & Paper	1,874	1,956	2,035	2,128	2,081	2,183	2,090	2,387	2,421
Payroll & employee benefits	671	655	633	671	701	706	731	750	803
Royalty	345	236	335	370	360	163	359	410	418
Occupancy and other operating expenses	2,144	2,346	1,876	2,097	2,041	2,173	2,074	2,438	2,386
Total restaurant expenses	5,035	5,193	4,879	5,266	5,184	5,225	5,253	5,984	6,029
Restaurant operating profit (Post Ind-AS)	1,145	1,344	1,152	1,311	1,234	1,483	1,300	1,372	1,439
YoY Change (%)	-15.8	-0.6	5.5	11.4	7.8	10.3	12.8	4.7	16.6
ROM (Post Ind-As) %	**18.5**	**20.6**	**19.1**	**19.9**	**19.2**	**22.1**	**19.8**	**18.6**	**19.3**
Restaurant operating profit (Pre Ind-AS)	835	1,023	820	961	874	1,115	920	978	1,037
YoY Change (%)	-23.7	-5.0	1.3	9.3	4.6	8.9	12.2	1.8	18.7
ROM (Pre Ind-As) %	**13.5**	**15.7**	**13.6**	**14.6**	**13.6**	**16.6**	**14.0**	**13.3**	**13.9**
G & A expenses	359	430	359	456	475	496	431	426	458
% of sales	5.8	6.6	5.9	6.9	7.4	7.4	6.6	5.8	6.1
EBITDA (pre Ind-AS)	476	593	461	505	399	619	490	551	579
YoY Change (%)	-34.9	-13.4	-5.3	0.5	-16.2	4.3	6.2	9.3	45.2
EBITDA (pre Ind-AS) %	7.7	9.1	7.6	7.7	6.2	9.2	7.5	7.5	7.8
EBITDA (Post Ind-AS)	786	914	794	855	759	987	870	946	980
YoY Change (%)	(21.1)	(4.8)	3.0	6.9	(3.4)	8.0	9.6	10.6	29.1
EBITDA (post Ind-AS) %	12.7	14.0	13.2	13.0	11.8	14.7	13.3	12.9	13.1

Source: Company, MOFSL



Key takeaways from the management commentary

Demand environment and operating performance

- SSSG stood at 10.1%, the strongest in 13 quarters, with guest count growing in double digits in each month of the quarter.
- Momentum has continued into October, with high single-digit SSSG the floor for the festive season.
- Navratri base effect is not seen as relevant, given the vegetarian portfolio.
- 2Q growth was led by the everyday value platform (INR99 entry price, no incremental discounting), indicating traffic-led rather than ticket-led recovery.
- Easing competitive intensity from unorganized players is not seen as a driver, as the share gain is attributed to execution and value across the menu.
- Dine-in grew 17% and off-premise 15%, indicating broad-based growth across channels.
- West and South are converging, with South now in line with West.
- Digital contribution rose ~60bp YoY to over 75%, with 58m+ cumulative app downloads and ~4.2m MAUs.
- Own-delivery pilot in Mumbai is being scaled cautiously, with focus no margin dilution.

Cost & margins

- Operating EBITDA grew 29% YoY, with margin rising 130bp to 13.1%, absorbing ~190bp of inflation across commodities (notably oil), utilities, and wages.
- Gross margin should not see adverse pressure from here, as higher volumes improve supplier negotiating leverage.
- Pricing: No major price hikes were taken in FY27 so far, as discount rationalization absorbed inflation.
- Annual price increase of 2-4% remains the norm, targeting ~50% of inflation pass-through.
- Margin guidance of 100-150bp annual pre-Ind AS EBITDA improvement is retained, with FY27 likely toward ~150bp.
- Higher Karnataka minimum wages are being mitigated through a structured plan.

Store network and capex

- 10 net new restaurants were added in the quarter, taking the network to 492 across 80 cities.
- Guidance of 60-65 additions in FY27 and 580+ restaurants by March 2028 is intact, implying a back-ended opening schedule.
- Capex per store is ~INR30-35m, with FY27 capex guided at INR2.5-3b.

Exhibit 2: Store network

Store Network	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27
Total Restaurants	408	421	438	444	450	458	478	482	492
New Restaurants Opened	8	15	18	9	8	10	21	5	11
Closed Stores	3	2	1	3	2	2	1	1	1
Net addition	5	13	17	6	6	8	20	4	10
Cities	66	67	69	71	72	73	78	79	80
Total McCafe	383	401	418	425	436	458	478	482	492
McCafe Addition	12	18	17	7	11	22	20	4	10
% of total restaurants	94%	95%	95%	96%	97%	100%	100%	100%	100%
Drive-Thrus	86	93	100	106	108	109.92	119.5	120.5	127.92
% of total restaurants	21%	22%	23%	24%	24%	24%	25%	25%	26%
EOTF	323	343	378	385	390	458	478	482	492
% of total restaurants	79%	81%	86%	87%	87%	100%	100%	100%	100%
New EOTF Stores	20	20	35	7	5	68	20	4	10

Source: Company, MOFSL

Exhibit 3: Digital KPIs

Digital KPIs	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27
App Downloads (mn)	37	39	41	44	47	50	52	55	58
Online business mix (%)	72%	71%	75%	75%	75%	74%	76%	74%	75%
Dine-in channel mix (%)	57%	58%	57%	59%	58%	60%	58%	59%	59%
Convenience channel mix (%)	57%	42%	43%	41%	42%	40%	42%	41%	41%

Source: Company, MOFSL

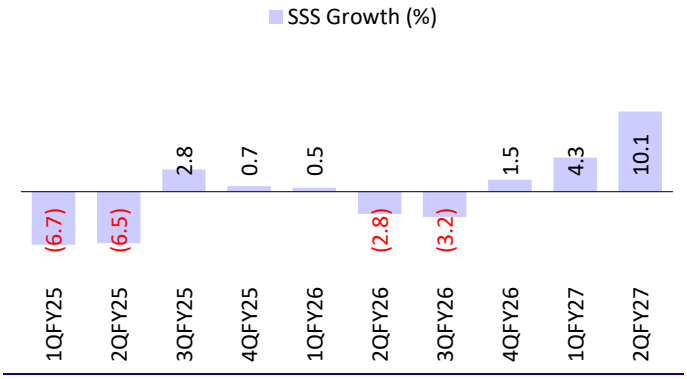
Exhibit 4: Key growth metrics

Growth metrics	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27
Sales Gr (%)	1%	9%	7%	7%	4%	3%	9%	12%	16%
SSSG (%)	-7%	3%	1%	1%	-3%	-3%	2%	4%	10%
Store Growth (%)	10%	11%	10%	10%	10%	9%	9%	9%	9%
Average Annualised Sales/store	63	60	59.3	62.2	61.5	60.4	60.1	60.8	62.3

Source: Company, MOFSL

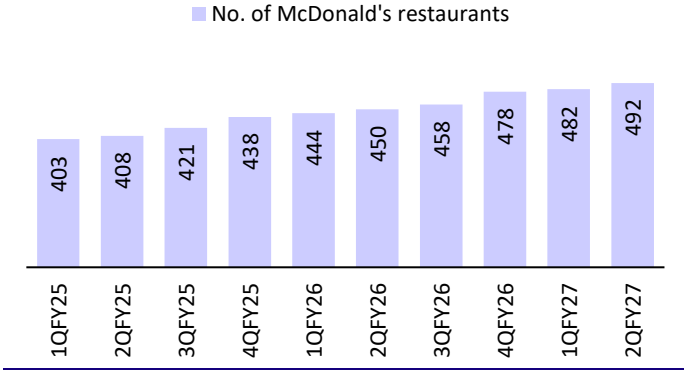
Key exhibits

Exhibit 5: Same-store sales rose 10.1% YoY in 2QFY27



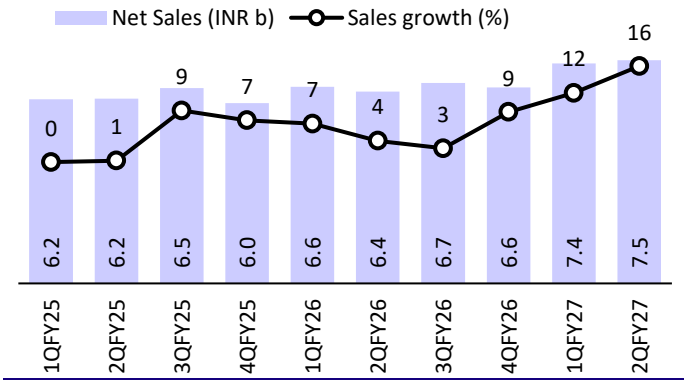
Source: Company, MOFSL

Exhibit 6: Added net 10 stores (+9% YoY) in 2QFY27



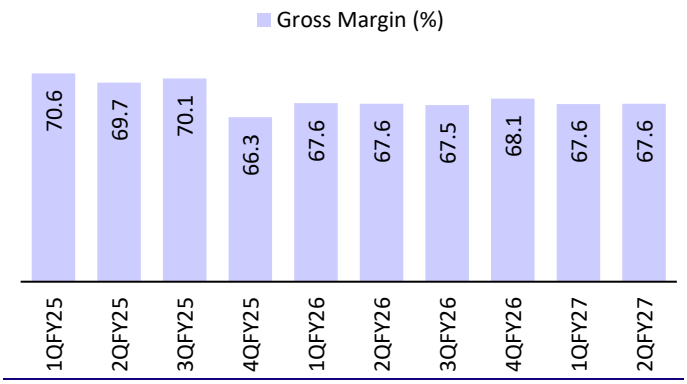
Source: Company, MOFSL

Exhibit 7: Net sales rose 16% YoY to INR7.5b



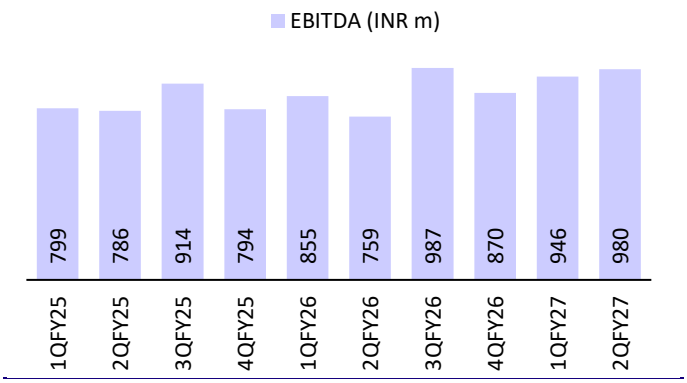
Source: Company, MOFSL

Exhibit 8: Gross margin remained flattish YoY at 67.6%



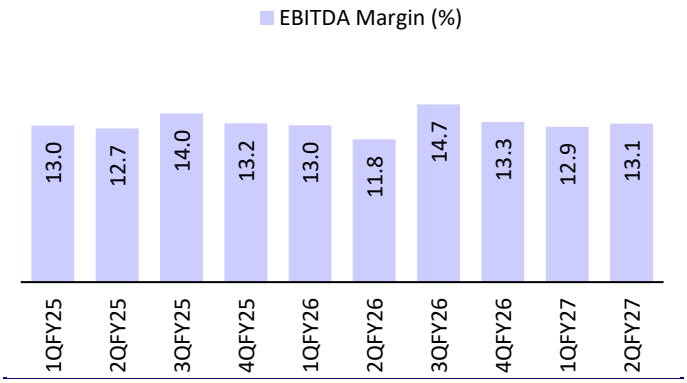
Source: Company, MOFSL

Exhibit 9: EBITDA rose 29.1% YoY to INR980m



Source: Company, MOFSL

Exhibit 10: EBITDA margin expanded 130bp YoY at 13.1%



Source: Company, MOFSL

Valuation and view

- We raised our EBITDA estimates by 7%-8% for FY27 and FY28.
- Management guided for ~67% gross margin in FY27 amid ongoing inflationary environment. Demand trajectory has shown improvement in 1HFY27 with positive footfall growth across months. WESTLIFE has become more aggressive in store additions (60 per year vs earlier 45-50) and targets over 580 restaurants by Mar'28 (492 as of Sept'26).
- We believe regional demand will see a gradual improvement and, therefore, expect a gradual ADS recovery in near future. **We value the stock at 25x Sept'28 EV/EBITDA (pre-IND AS) to arrive at a TP of INR600. We reiterate our Neutral rating.**

Exhibit 11: We raised our EBITDA estimates by 7-8% for FY27 and FY28

INR m	New		Old		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Net Sales	30,502	34,795	29,852	33,905	2.2%	2.6%
EBITDA	4,341	5,188	4,038	4,844	7.5%	7.1%
Adjusted PAT	207	567	100	443	NA	27.9%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement INRm

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Total Income from Operations	**9,860**	**15,765**	**22,782**	**23,918**	**24,912**	**26,256**	**30,502**	**34,795**	**39,587**
Change (%)	-36.3	59.9	44.5	5.0	4.2	5.4	16.2	14.1	13.8
Materials Consumed	3,483	5,129	6,860	7,952	8,396	8,482	9,822	11,134	12,272
Gross profit	**6,378**	**10,636**	**15,922**	**15,966**	**16,516**	**17,773**	**20,680**	**23,661**	**27,315**
Margin (%)	64.7	67.5	69.9	66.8	66.3	67.7	67.8	68.0	69.0
Employees Cost	1,226	1,439	2,034	2,323	2,582	2,809	3,161	3,519	3,911
Other Expenses	4,532	7,125	9,957	9,862	10,641	11,494	13,178	14,954	17,147
Total Expenditure	**9,241**	**13,693**	**18,851**	**20,138**	**21,619**	**22,785**	**26,161**	**29,607**	**33,330**
% of Sales	93.7	86.9	82.7	84.2	86.8	86.8	85.8	85.1	84.2
EBITDA (Pre-IND AS)	**-24**	**1,304**	**3,010**	**2,698**	**2,032**	**2,012**	**2,646**	**3,326**	**4,159**
Change (%)	P/L	L/P	130.7	-10.4	-24.7	-1.0	31.5	25.7	25.0
Margin (%)	-0.2	8.3	13.2	11.3	8.2	7.7	8.7	9.6	10.5
EBITDA	**619**	**2,071**	**3,931**	**3,780**	**3,293**	**3,471**	**4,341**	**5,188**	**6,257**
Change (%)	-71.8	234.5	89.8	-3.8	-12.9	5.4	25.1	19.5	20.6
Margin (%)	6.3	13.1	17.3	15.8	13.2	13.2	14.2	14.9	15.8
Depreciation	1,555	1,452	1,649	1,886	2,133	2,318	2,667	2,954	3,214
EBIT	**-935**	**620**	**2,282**	**1,895**	**1,160**	**1,153**	**1,674**	**2,234**	**3,043**
Int. and Finance Charges	845	826	928	1,099	1,272	1,455	1,576	1,719	1,850
Other Income	452	186	140	162	242	314	157	243	328
PBT bef. EO Exp.	**-1,329**	**-21**	**1,495**	**958**	**131**	**11**	**256**	**758**	**1,521**
EO Items	-42	0	0	0	0	-293	61	0	0
PBT after EO Exp.	**-1,371**	**-21**	**1,495**	**958**	**131**	**-281**	**317**	**758**	**1,521**
Total Tax	-293	-4	379	266	9	73	49	191	383
Tax Rate (%)	N/M	N/M	25.3	27.8	6.9	640.7	19.1	25.2	25.2
Minority Interest	0	0	0	0	0	0	0	0	0
Reported PAT	**-994**	**-17**	**1,116**	**692**	**122**	**231**	**145**	**567**	**1,138**
Adjusted PAT	**-1,036**	**-17**	**1,116**	**692**	**122**	**-62**	**207**	**567**	**1,138**
Change (%)	P/L	-	L/P	-38.0	-82.4	P/L	L/P	174.2	100.7
Margin (%)	-10.5	-0.1	4.9	2.9	0.5	-0.2	0.7	1.6	2.9

Consolidated - Balance Sheet **INRm**

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Equity Share Capital	312	312	312	312	312	312	312	312	312
Total Reserves	4,501	4,309	5,347	5,571	5,723	5,879	4,205	5,820	7,006
Net Worth	**4,812**	**4,621**	**5,659**	**5,883**	**6,035**	**6,191**	**4,517**	**6,132**	**7,318**
Minority Interest	0	0	0	0	0	0	0	0	0
Total Loans	2,152	2,010	2,070	2,390	3,081	2,996	2,896	2,796	2,696
Lease Liabilities	7,528	8,536	9,960	11,235	13,151	15,052	16,696	18,585	20,311
Deferred Tax Liabilities	-510	-520	-604	-708	-959	-1,012	-1,032	-1,053	-1,074
Capital Employed	**13,982**	**14,647**	**17,086**	**18,800**	**21,308**	**23,227**	**23,076**	**26,459**	**29,250**
Gross Block	8,522	9,088	11,263	12,821	14,341	15,861	18,141	20,231	22,131
Less: Accum. Deprn.	3,153	3,649	4,257	4,723	5,374	6,299	9,745	11,547	13,516
Net Fixed Assets	**5,368**	**5,439**	**7,006**	**8,098**	**8,967**	**9,563**	**8,397**	**8,684**	**8,615**
Goodwill on Consolidation	466	466	466	466	466	466	0	0	0
Capital WIP	256	355	567	447	225	685	850	850	850
Right to use Asset	7,008	7,718	8,758	9,606	11,078	12,488	12,468	13,743	14,902
Total Investments	**1,984**	**1,504**	**1,299**	**1,380**	**1,592**	**1,201**	**1,201**	**1,201**	**1,201**
Current	1,461	1,030	1,299	1,380	1,592	1,201	1,201	1,201	1,201
Non current	523	474	0	0	0	0	0	0	0
Curr. Assets, Loans&Adv.	**1,643**	**1,973**	**2,291**	**2,153**	**2,793**	**2,887**	**4,548**	**6,989**	**9,383**
Inventory	465	559	714	632	808	699	1,087	1,240	1,411
Account Receivables	88	133	107	173	190	172	258	295	336
Cash and Bank Balance	110	232	284	141	589	169	1,116	3,093	4,965
Loans and Advances	980	1,048	1,185	1,206	1,206	1,847	2,087	2,361	2,671
Curr. Liability & Prov.	**2,744**	**2,809**	**3,300**	**3,350**	**3,812**	**4,063**	**4,389**	**5,009**	**5,701**
Account Payables	1,851	1,722	1,877	2,026	2,325	2,524	2,772	3,311	3,919
Other Current Liabilities	789	953	1,293	1,225	1,340	1,313	1,378	1,447	1,520
Provisions	104	134	130	99	147	227	238	250	262
Net Current Assets	**-1,101**	**-836**	**-1,009**	**-1,197**	**-1,020**	**-1,177**	**159**	**1,981**	**3,682**
Misc Expenditure									
Appl. of Funds	**13,982**	**14,647**	**17,086**	**18,800**	**21,308**	**23,227**	**23,076**	**26,459**	**29,250**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Basic (INR)									
Adj. EPS	**-6.7**	**-0.1**	**7.2**	**4.4**	**0.8**	**-0.4**	**1.3**	**3.6**	**7.3**
Cash EPS	3.3	9.2	17.7	16.5	14.5	14.5	18.4	22.6	27.9
BV/Share	30.9	29.7	36.3	37.7	38.7	39.7	29.0	39.3	46.9
DPS	0.0	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	0.0
Valuation (x)									
P/E	N/M	N/M	79.4	128.0	725.8	N/M	428.4	156.2	77.8
Cash P/E	170.4	61.6	32.0	34.4	39.3	39.3	30.8	25.2	20.3
P/BV	18.4	19.1	15.7	15.1	14.7	14.3	19.6	14.4	12.1
EV/Sales	9.0	5.6	3.9	3.7	3.6	3.4	2.9	2.5	2.1
EV/EBITDA	143.0	42.9	22.7	23.7	27.2	25.9	20.5	16.8	13.6
EV/EBITDA pre Ind As	-3,710.9	68.1	29.6	33.2	44.0	44.8	33.6	26.1	20.4
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	5.4	4.9	5.1	7.9	8.5	7.4	9.8	21.1	28.6
Return Ratios (%)									
RoE	-19.6	-0.4	21.7	12.0	2.0	-1.0	3.9	10.6	16.9
RoCE	NA	NA	11.0	8.0	6.3	-34.1	6.1	7.2	8.7
RoIC	NA	NA	12.4	8.6	6.0	-31.1	6.6	8.1	10.5
Working Capital Ratios									
Fixed Asset Turnover (x)	1.2	1.7	2.0	1.9	1.7	1.7	1.7	1.7	1.8
Asset Turnover (x)	0.7	1.1	1.3	1.3	1.2	1.1	1.3	1.3	1.4
Inventory (Days)	17	13	11	10	12	10	13	13	13
Debtor (Days)	3	3	2	3	3	2	3	3	3
Creditor (Days)	69	40	30	31	34	35	33	35	36
Leverage Ratio (x)									
Current Ratio	0.6	0.7	0.7	0.6	0.7	0.7	1.0	1.4	1.6
Interest Cover Ratio	-1.1	0.7	2.5	1.7	0.9	0.8	1.1	1.3	1.6
Net Debt/Equity	1.6	1.9	1.8	2.1	2.3	2.7	3.8	2.8	2.3

Consolidated - Cash Flow Statement

INRm

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
OP/(Loss) before Tax	-1,287	-21	1,495	958	131	304	194	758	1,521
Depreciation	1,396	1,364	1,521	1,822	2,041	2,262	2,569	2,851	3,106
Interest & Finance Charges	845	826	927	1,097	1,271	1,455	1,576	1,719	1,850
Direct Taxes Paid	32	-66	-439	-403	-74	-153	-49	-191	-383
(Inc)/Dec in WC	691	-145	70	76	248	289	-317	236	257
CF from Operations	**1,677**	**1,959**	**3,575**	**3,550**	**3,618**	**4,157**	**3,973**	**5,373**	**6,352**
Others	-337	-202	-90	-159	-118	-636	0	0	0
CF from Operating incl EO	**1,340**	**1,756**	**3,484**	**3,391**	**3,500**	**3,521**	**3,973**	**5,373**	**6,352**
(Inc)/Dec in FA	-491	-999	-2,691	-2,154	-2,174	-2,365	-2,445	-2,090	-1,900
Free Cash Flow	**849**	**757**	**794**	**1,236**	**1,325**	**1,156**	**1,528**	**3,283**	**4,452**
(Pur)/Sale of Investments	-252	380	-32	166	-139	326	0	0	0
Others	-63	4	272	-54	56	15	2,066	1,583	527
CF from Investments	**-806**	**-616**	**-2,451**	**-2,042**	**-2,258**	**-2,024**	**-379**	**-507**	**-1,373**
Issue of Shares	28	24	-21	0	0	0	0	0	0
Inc/(Dec) in Debt	-311	-910	-817	-758	-570	-1,554	-120	-121	-121
Interest Paid	-170	-133	-143	-733	-224	-363	-2,527	-2,768	-2,987
CF from Fin. Activity	**-453**	**-1,019**	**-981**	**-1,492**	**-794**	**-1,918**	**-2,647**	**-2,888**	**-3,108**
Inc/Dec of Cash	**80**	**122**	**52**	**-143**	**448**	**-421**	**947**	**1,978**	**1,872**
Opening Balance	30	110	232	284	141	590	169	1,116	3,093
Closing Balance	**110**	**232**	**284**	**141**	**590**	**169**	**1,116**	**3,093**	**4,965**

E: MOFSL Estimates

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Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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