Go Fashion (India)

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	GOCOLORS IN
Equity Shares (m)	53
M.Cap.(INRb)/(USDb)	12.9 / 0.1
52-Week Range (INR)	668 / 233
1, 6, 12 Rel. Per (%)	-20/-9/-52
12M Avg Val (INR M)	208

Financials & Valuations Consol (INR b)

Y/E March	FY27E	FY28E	FY29E
Sales	8.8	9.5	10.5
EBITDA	0.9	1.2	1.5
Adj. PAT	0.5	0.7	0.9
EBITDA Margin (%)	9.8	12.6	14.3
Adj. EPS (INR)	9.8	13.6	17.1
EPS Gr. (%)	(13.2)	39.6	25.4
BV/Sh. (INR)	137.1	150.3	167.0
Ratios			
Net D:E	(0.5)	(0.6)	(0.6)
RoE (%)	6.6	8.4	10.0
RoCE (%)	7.7	12.1	15.5
Payout (%)	-	-	-
Valuations			
P/E (x)	29.6	21.2	16.9
EV/EBITDA (x)	15.0	10.0	7.3
EV/Sales (X)	1.5	1.3	1.0
Div. Yield (%)	-	-	-

Shareholding pattern (%)

As On	Sep-26	Jun-26	Sep-25
Promoter	55.5	55.5	52.8
DII	24.3	25.9	35.0
FII	4.1	3.5	8.6
Others	16.2	15.2	3.6

FII Includes depository receipts

CMP: INR245 **TP: INR300(+22%)** **Buy**

Soft quarter on festive timing and costs; recovery levers intact

- Go Fashion reported a weak 2QFY27, with revenue declining 3% YoY (in line) as the festive shift pushed LFS dispatches into Oct'26, while EBO SSSG was broadly flat at -0.2% (vs. +0.2% in 1H).
- Pre-Ind AS EBITDA (ex-one-offs) declined 40% YoY to INR200m in 2Q, with margin contracting 570bp YoY to 9.2%, as RM pressure (~180bp) from fabric inflation and higher brand investments weighed on profitability. H1 EBITDA declined 25% YoY to INR513m, with margins down 380bp to 11.6%.
- Larger stores are delivering 2–3%+ SSSG, while weakness is concentrated in 120–150 smaller stores. Store closures dipped to 23 in 2Q from 66 in 1Q and should moderate to 15–20 in 3Q, reducing the drag from consolidation on 2H growth.
- Early festive trends are encouraging and should support stronger 2H growth, though gross margins could face a further hit in 3Q before price hikes take effect.
- Accordingly, we trim our EBITDA estimates by 5-8% and now model a revenue/Pre-IND AS EBITDA/PAT CAGR of 8%/16%/15% over FY26–29E on a low base.
- At ~13x TTM pre-Ind AS EV/EBITDA, the stock already reflects near-term margin pressure, while a debt-free balance sheet with INR2.5b of cash (~20% of market capitalization) funds the larger-store transition. **We reiterate our BUY rating with a TP of INR300, based on 10x FY28 pre-IND AS EV/EBITDA.**

Weak quarter; festive timing and fabric costs weigh on profitability

- Revenue **declined 3% YoY to INR2.2b** (in line) as the later festive calendar pushed LFS dispatches into October and network consolidation continued.
  - EBO revenue was flat YoY at INR1.5b. SSSG turned negative at -0.2% (vs. +0.6% in 1QFY27) and same-cluster sales growth was flat, despite the shift in the festive calendar.
  - LFS revenue dipped 15% YoY to INR0.5b on the dispatch shift, while online grew 41% YoY to INR80m and MBO/others rose 8% YoY.
  - Store consolidation continued, with 23 closures and 9 openings during the quarter (737 EBOs).
  - **Retail area still rose by 21k sq. ft. QoQ to 448k sq. ft.,** as the company replaces legacy small stores with larger 700+ sq. ft. formats.
- Gross profit declined 6% YoY to INR1.3b, with gross margin contracting 180bp YoY to 60.8% (150bp below our est.) on fabric cost inflation. Calibrated price hikes should restore margins progressively over the coming quarters.
- Operating costs rose, with employee costs up 1% YoY and other expenses up 15% YoY. The quarter also included a one-off INR34m write-off relating to store closures (vs. INR14m in 2QFY26).

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- Advertisement spending stood at 2.9% of revenue in 1HFY27, in line with FY26, as the new brand ambassador campaign launched in Jul'26. Spending should remain within ~2–3% of revenue.
- Gross margin contraction and weak operating leverage **drove a 21% YoY decline in reported EBITDA** to INR526m (8% below our est.), with **EBITDA margin contracting 550bp YoY to 24.2%.**
  - **Pre-Ind AS EBITDA (ex-one-offs) fell 40% YoY to INR200m, with margin at 9.2% (down 570bp YoY).**
- Other income declined 12% YoY to INR64m, and PAT decreased 59% YoY to INR89m (23% below our est.).

Performance: 1HFY26

- Go Fashion's 1HFY27 revenue declined 1% YoY to INR4.4b, as 2% YoY EBO growth to INR3.2b (SSSG +0.2%) and 20% online growth were offset by an 8% decline in LFS to INR1.0b due to the shift in festive dispatches.
- Gross margin contracted ~95bp YoY to 61.8%, driving a 16% decline in reported EBITDA to INR1.1b (margin down 450bp to 25.8%) and a 42% fall in PAT to INR254m.
- Pre-Ind AS EBITDA (ex-one-offs) fell 25% YoY to INR513m, with margin contracting 380bp YoY to 11.6%, as gross margin pressure and higher other expenses (+23% YoY) weighed on a flat revenue base.

Balance sheet and cash flows

- Working capital stood at 134 days (flat YoY). Inventory fell by 5 days to 94, partly offset by a 4-day rise in payable days to 12. In absolute terms core working capital stood at INR3.2b (down 7% YoY)
- Despite muted profitability, working capital release led to healthy 1HFY27 pre-Ind AS operating cash flow of INR526m (up 2x YoY), translating into ~103% cash conversion from pre-Ind AS EBITDA.
- The company ended the quarter with INR2.1b of cash and investments, maintaining a debt-free balance sheet.

Highlights from the management commentary

- **SSSG** was broadly flat in 2Q (vs. +0.6% in 1Q) as festive pre-buying shifted into October, while **larger stores (700+ sq. ft.) delivered 2–3%+** SSSG, with weakness concentrated in 120–150 sub-300 sq. ft. stores.
- **Gross margin** took a ~200bp hit from 8–10% fabric inflation, with a further 100–200bp impact likely in 3Q. Price hikes on select articles have been implemented and more will follow post-festive, so margins should stabilize within two quarters.
- Store closures dipped to 23 in 2Q (vs. 66 in 1Q) and should drop to 15–20 in 3Q, with sales from closed stores shifting quickly to nearby larger stores, indicating most consolidation is complete. With 20–30% of the network still needing upgrades to 700–900 sq. ft. formats, retail area could nearly double over five years.

Valuation and view

- The network reset has limited the revenue impact, with 1H revenue declining just 1.5% YoY despite 89 EBO closures. Retail area increased 3% to 0.44m sqft as sales migrated to nearby larger stores. Lower closures should support better growth from FY28.
- Premiumization is supporting realizations, with value-added products contributing 70% of revenue and ASP rising 6% YoY to INR827, driven entirely by

product mix. Recent price hikes are yet to flow through, providing an additional realization lever.

- The long-term opportunity remains attractive, with branded women's bottom wear expected to grow at ~17% CAGR to INR242b by FY29. Go Fashion holds ~8% market share, with a scaled presence across major bottom wear categories.
- We trim our EBITDA estimates by 5-8% and now model a revenue/Pre-IND AS EBITDA/PAT CAGR of 8%/16%/15% over FY26–29E on a low base.
- At ~13x TTM pre-Ind AS EV/EBITDA, the stock already reflects near-term margin pressure, while a debt-free balance sheet with INR2.5b of cash (~20% of market capitalization) funds the larger-store transition. **We reiterate our BUY rating with a TP of INR300, based on 10x FY28 pre-Ind AS EV/EBITDA.**

Quarterly performance (INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27 2QE	Var (%) Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	**2,228**	**2,242**	**1,949**	**1,961**	**2,228**	**2,176**	**2,252**	**2,114**	**8,380**	**8,771**	**2,176**	**0.0**
YoY Change (%)	1	7	-9	-4	0	-3	16	8	-1	5	-3	
Gross margins (%)	**63.0**	**62.6**	**64.3**	**62.9**	**62.9**	**60.8**	**63.0**	**62.8**	**63.2**	**62.4**	**62**	**-2.4**
Change in bps (YoY)	119	-46	20	-141	-10	-182	-137	-8	-13	-81		
Total Expenditure	1,541	1,575	1,428	1,465	1,619	1,650	1,659	1,584	6,009	6,511	1,605	2.8
EBITDA	**687**	**666**	**521**	**496**	**609**	**526**	**594**	**530**	**2,371**	**2,260**	**570**	**-7.7**
Change YoY (%)	-5	5	-25	-20	-11	-21	14	7	-12	-5	-14	
EBITDA margins (%)	**30.8**	**29.7**	**26.7**	**25.3**	**27.3**	**24.2**	**26.4**	**25.1**	**28.3**	**25.8**	**26**	
Change in bps (YoY)	-194	-71	-576	-516	-349	-555	-37	-24	-330	-253		
Depreciation	323	328	348	348	346	347	348	314	1,347	1,354	354	-2.1
Interest	120	122	124	128	127	123	133	133	494	516	134	-8.4
Other Income	52	73	51	84	84	64	77	74	260	299	73	-12.1
PBT	**297**	**290**	**99**	**104**	**220**	**121**	**190**	**156**	**790**	**688**	**155**	**-22.0**
Tax	74	72	28	25	55	32	48	39	199	174	39	-18.8
Rate (%)	25.0	24.8	27.9	23.6	25.2	26.2	25.2	25.2	25.1	25.3	25.2	4.1
Reported PAT	**223**	**218**	**72**	**79**	**165**	**89**	**142**	**117**	**592**	**514**	**116**	**-23.1**
Adj PAT	**223**	**218**	**72**	**79**	**165**	**89**	**142**	**117**	**592**	**514**	**116**	**-23.1**
YoY Change (%)	-22	6	-71	-60	-26	-59	99	47	-37	-13		

Quarterly performance (INR m)

Consol P&L (INR m)	2QFY26	1QFY27	2QFY27	YoY%	QoQ%	2QFY27E	v/s Est (%)
Total Revenue	**2,242**	**2,228**	**2,176**	**-3**	**-2**	**2,176**	**0**
Raw Material cost	839	827	854	2	3	821	4
Gross Profit	**1,403**	**1,401**	**1,322**	**-6**	**-6**	**1,354**	**-2**
Gross margin (%)	*62.6*	*62.9*	*60.8*	*-182*	*-211*	*62.3*	*-148*
Employee Costs	457	447	462	1	3	458	1
Other expenses	280	344	334	19	-3	326	2
Total Opex	**737**	**792**	**796**	**8**	**1**	**784**	**2**
EBITDA	**666**	**609**	**526**	**-21**	**-14**	**570**	**-8**
EBITDA margin (%)	*29.7*	*27.3*	*24.2*	*-555*	*-317*	*26.2*	*-203*
Pre-IND AS EBITDA	**320**	**312**	**200**	**-38**	**-36**		
Margin (%)	*14.3*	*14.0*	*9.2*	*-508*	*-481*		
Depreciation and amortization	328	346	347	6	0	354	-2
EBIT	**339**	**263**	**180**	**-47**	**-32**	**216**	**-17**
EBIT margin (%)	*15.1*	*11.8*	*8.3*	*-684.5*	*-355.6*	*9.9*	*-168.2*
Finance Costs	122	127	123	1	-3	134	-8
Other income	73	84	64	-12	-24	73	-12
Profit before Tax	**290**	**220**	**121**	**-58**	**-45**	**155**	**-22**
Tax	72	55	32	-56	-43	39	-19
Tax rate (%)	*24.8*	*25.2*	*26.2*	*137.5*	*102.5*	*25.2*	*4.1*
Profit after Tax	**218**	**165**	**89**	**-59**	**-46**	**116**	**-23**

Exhibit 1: Key assumptions: store additions moderated

(INR m)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
EBO	503	630	714	776	802	737	767	817
Net Adds	54	127	84	62	26	-65	30	50
LFS	1,473	1,750	2,189	2,386	2,568	2,548	2,573	2,598
Net Adds	206	277	439	197	182	-20	25	25
% SSSG	31%	36%	0%	1%	-3%	1%	3%	4%
Revenues	**4,013**	**6,653**	**7,628**	**8,482**	**8,388**	**8,771**	**9,459**	**10,450**
% YoY	60%	66%	15%	11%	-1%	5%	8%	10%
EBO	69%	68%	14%	8%	1%	3%	9%	12%
LFS	47%	72%	19%	23%	-10%	10%	5%	6%
Gross Profit (incl job work)	2,411	4,036	4,709	5,368	5,293	5,468	5,983	6,636
% Margin	60.1%	60.7%	61.7%	63.3%	63.1%	62.4%	63.3%	63.5%
EBITDA	**1,190**	**2,123**	**2,424**	**2,680**	**2,371**	**2,260**	**2,669**	**3,108**
% YoY	157%	78%	14%	11%	-12%	-5%	18%	16%
% Margin	29.7%	31.9%	31.8%	31.6%	28.3%	25.8%	28.2%	29.7%
Pre- IND AS EBITDA	**692**	**1,289**	**1,347**	**1,430**	**966**	**860**	**1,190**	**1,494**
% YoY	105%	86%	5%	6%	-32%	-11%	38%	26%
% Margin	17.2%	19.4%	17.7%	16.9%	11.5%	9.8%	12.6%	14.3%
PAT	**356**	**828**	**828**	**935**	**592**	**514**	**717**	**899**
% YoY	-1107%	133%	0%	13%	-37%	-13%	40%	25%
% Margin	8.9%	12.4%	10.9%	11.0%	7.1%	5.9%	7.6%	8.6%

Source: Company, MOFSL

Exhibit 2: Valuation based on FY28E EV/EBITDA

	Methodology	Pre-IND AS EBITDA	Multiple	Fair Value (INR b)	Value/sh (INR)
Enterprise Value	EV/EBITDA	1,190	10	12,020	229
Less Net debt				-3,781	-72
Equity Value				**15,801**	**300**
Shares o/s (m)				53	
CMP (INR)					242
Upside (%)					**24.1**

Source: MOFSL, Company

Exhibit 3: Our estimate change summary

	FY27E	FY28E	FY29E
Revenue (INR m)			
Old	8,880	9,707	10,840
Actual/New	8,771	9,459	10,450
Change (%)	-1%	-3%	-4%
EBITDA (INR m)			
Old	1,015	1,321	1,651
Actual/New	860	1,190	1,494
Change (%)	-15%	-10%	-10%
EBITDA margin (%)			
Old	11.4%	13.6%	15.2%
Actual/New	9.8%	12.6%	14.3%
Change (bp)	*-163*	*-103*	*-93*
Net Profit (INR m)			
Old	577	803	1,029
Actual/New	514	717	899
Change (%)	-11%	-11%	-13%
EPS (INR)			
Old	11.0	15.3	19.6
Actual/New	9.8	13.6	17.1
Change (%)	-11%	-11%	-13%

Source: MOFSL, Company



Detailed takeaways from the management commentary

- **SSSG** was broadly flat in 2Q (vs. +0.6% in 1Q; +0.2% for 1H) as part of festive pre-buying shifted from September into October. Sales in the run-up to Dussehra and Diwali have tracked well, and 2H YoY growth should be meaningfully better, keeping the FY27 target of positive SSSG within reach.
- **Larger stores** (700–750sqft) deliver 2–3%+ SSSG, while weakness is concentrated in 120–150 stores below 300sqft. With 20–30% of the network requiring upgrades, larger formats remain the key SSSG recovery lever.
- **LFS** revenue dipped 15% YoY because Sep dispatches moved into Oct'26. Supply disruptions with the key partner has normalized after the 3QFY26, which gives an easy 3Q base.
- **Gross margin** took a ~200bp hit from 8–10% blended fabric inflation as higher-cost inventory began to flow through. A further 100–200bp impact is likely in 3Q. Price hikes on select articles are done and more will follow after the festive season, so margins should stabilize within two quarters.
- **ASP** rose 6% YoY to INR827, driven by mix, new value-added bottoms at INR800–900 and higher-priced top wear in Daily Wear stores. The recent price hikes have not yet shown up, so pricing should add to ASP growth from 2H.
- **Employee costs** remained flat YoY despite April increments, while rent increased just 3% despite larger stores and escalations. Higher other expenses were driven by advertising (H1: INR126m vs. INR79m), store renovations and closure write-offs (INR99m vs. INR17m); these should moderate as closure activity declines.
- **Store closures** fell to 23 in 2Q from 66 in 1Q and should drop to 15–20 in 3Q, indicating most of the consolidation is complete. Sales from closed stores move quickly to nearby larger stores, so smaller write-offs should support margin recovery from 2H.
- **Store format** for bottom wear is settling at 700–900 sq. ft., and all stores below 300 sq. ft. will eventually be exited, except where no larger site is available. **Retail area could nearly double over five years**.
- **Daily Wear** has grown to 21 stores (vs. 15 in 1Q), each 1,500–2,000 sq. ft., generating ~INR1,000 per sq. ft. per month, with menswear taking 10–12% of space. The target is 25–30 stores by FY27-end, and the full 30-store sample will decide whether this becomes a next growth engine.
- **Brand campaign** with the new ambassador went live after July. Early traction is positive, but a reliable read on footfalls and conversion will only come after the festive season, keeping ad spend near the top of the 2–3% of revenue range in the meantime.
- **Working capital:** inventory days improved to 94, within the guided 90–100-day range. Receivables rose to INR1.26b (vs. INR1.06b in Mar'26) because of quick commerce, Amazon consignment (sale-or-return) sales and the Dubai store, not LFS.

Story in charts

Exhibit 4: Network consolidation with 51 closures in 1Q

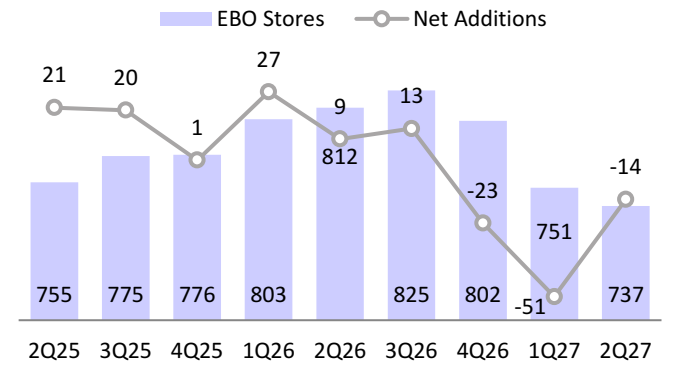


Exhibit 5: SSSG remained weak

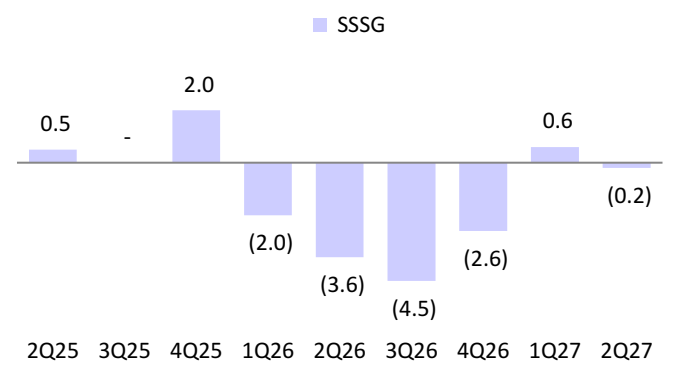


Exhibit 6: Revenue remained flat YoY

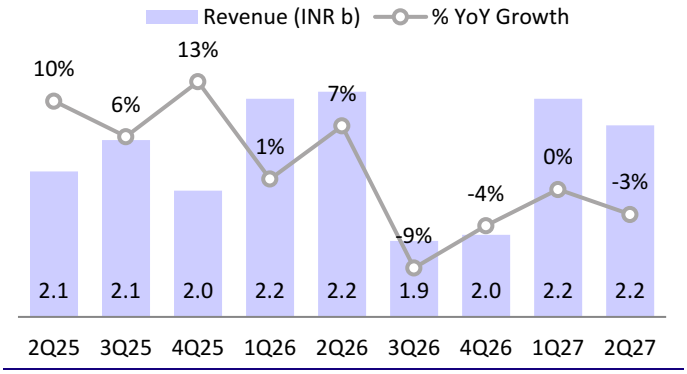


Exhibit 7: EBO revenue grew 2% YoY

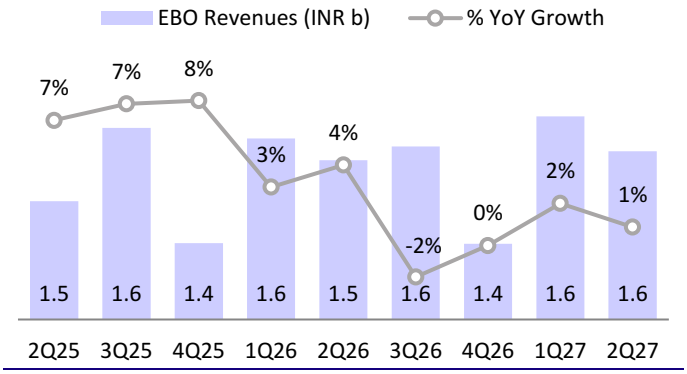


Exhibit 8: Gross margin stable YoY

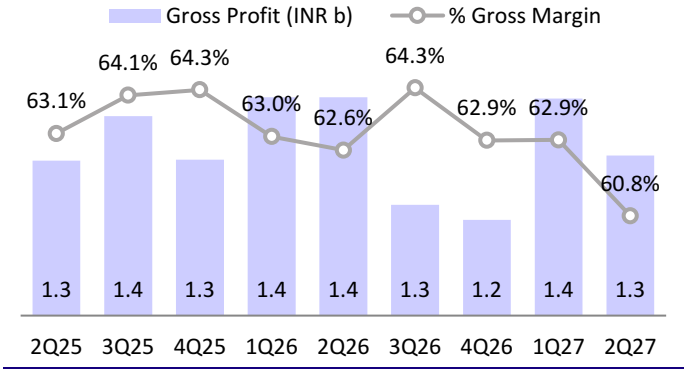


Exhibit 9: EBITDA margin nosedived

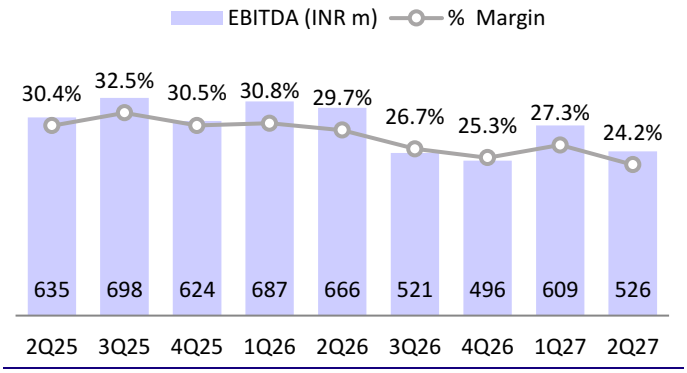
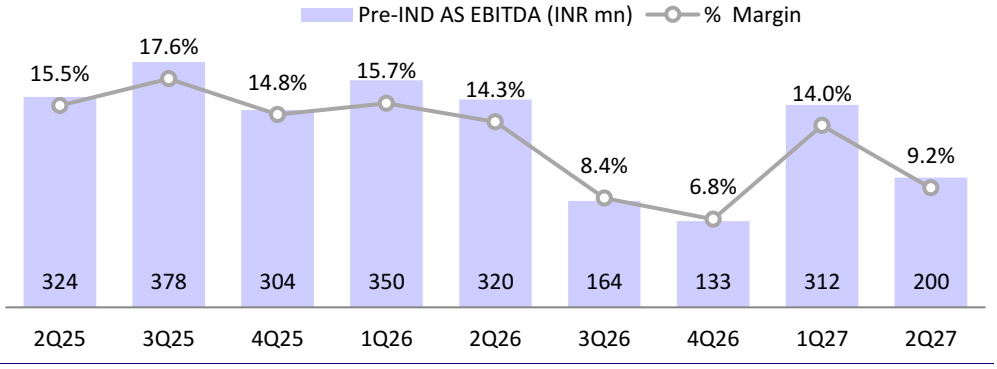


Exhibit 10: Profitability stable YoY



Source: Company, MOFSL

Exhibit 11: Net additions calibrated in the near term

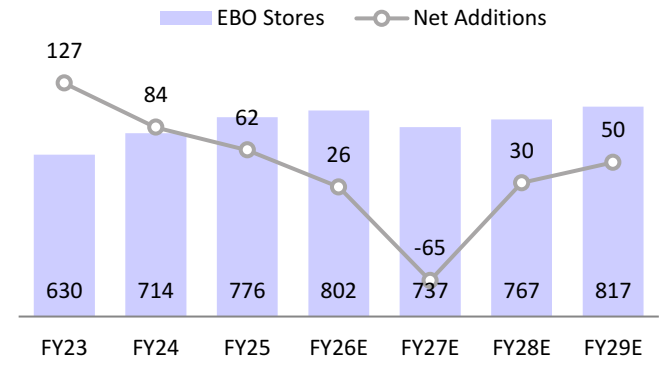


Exhibit 12: SSSG to remain muted in FY27E

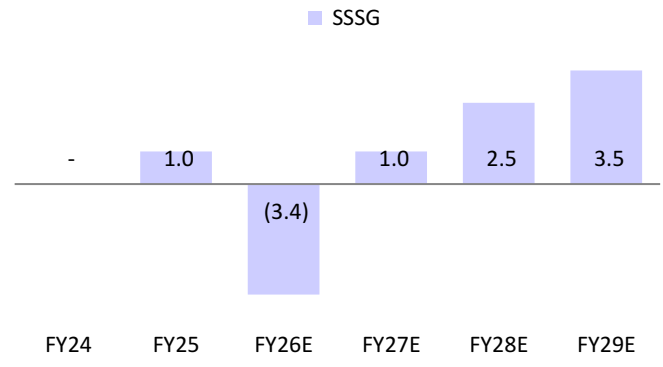


Exhibit 13: Expect a revenue CAGR of ~9% over FY26-29

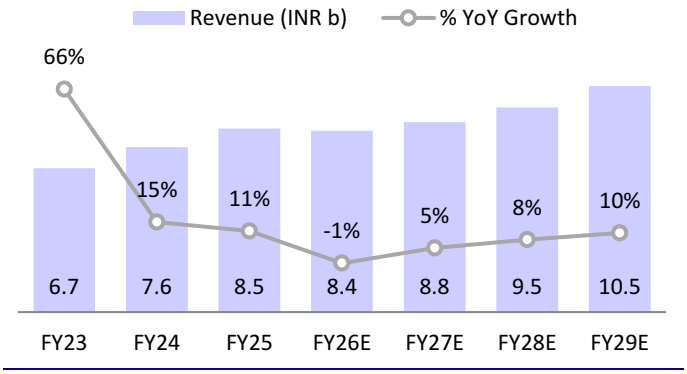


Exhibit 14: EBO also clocked a 10% CAGR

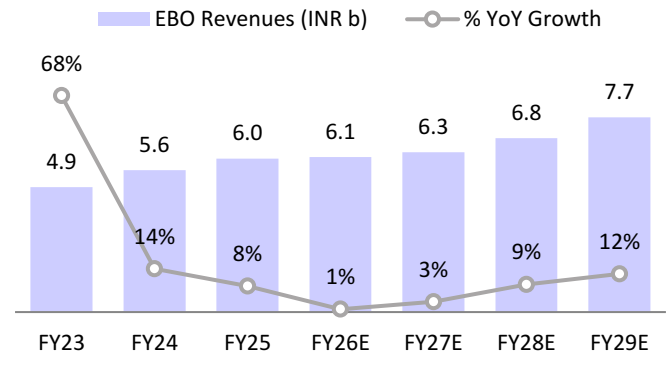


Exhibit 15: Elevated RM costs to hurt GM

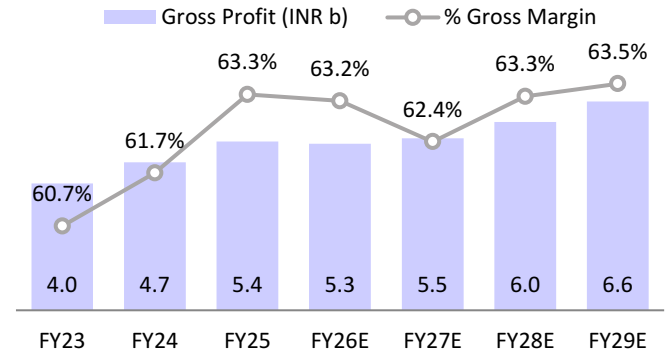


Exhibit 16: Operating margin to gradually recover

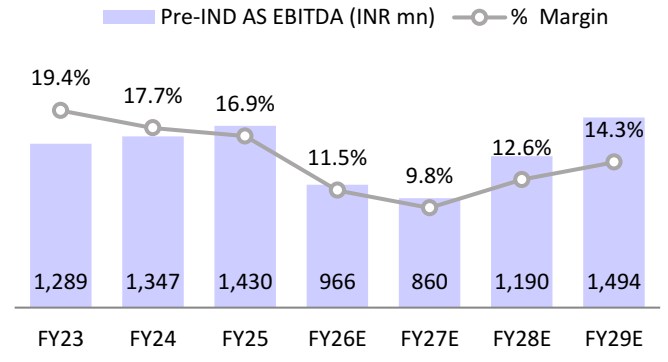
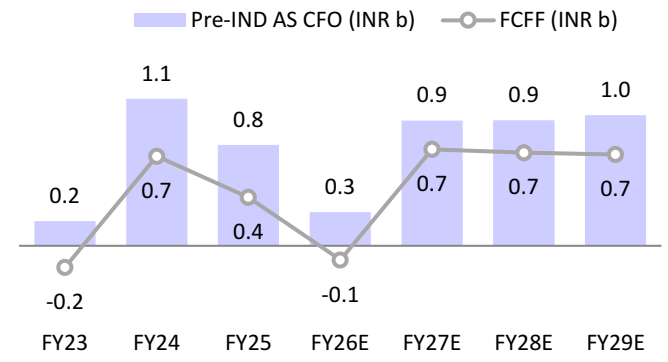
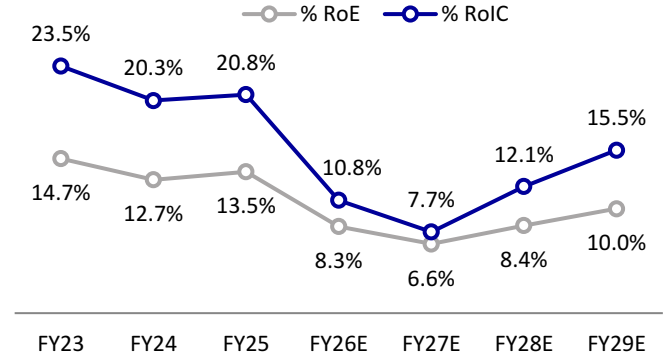


Exhibit 17: Steady cash flow generation



Source: MOFSL, Company

Exhibit 18: Return ratios to remain under pressure



Source: MOFSL, Company

Financials and Valuation

Consolidated - Income Statement

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Total Income from Operations	**6,653**	**7,628**	**8,482**	**8,380**	**8,771**	**9,459**	**10,450**
Change (%)	65.8	14.7	11.2	-1.2	4.7	7.8	10.5
Raw Materials	2,215	2,550	2,664	2,605	2,776	2,956	3,266
Job Work	401	370	450	483	526	520	549
Gross Profit (Incl Job Work)	**4,036**	**4,709**	**5,368**	**5,293**	**5,468**	**5,983**	**6,636**
Margin (%)	60.7	61.7	63.3	63.2	62.4	63.3	63.5
Employees Cost	1,023	1,302	1,602	1,779	1,857	1,966	2,096
Other Expenses	891	982	1,086	1,143	1,352	1,348	1,431
Total Expenditure	**4,530**	**5,204**	**5,802**	**6,009**	**6,511**	**6,790**	**7,342**
% of Sales	68.1	68.2	68.4	71.7	74.2	71.8	70.3
EBITDA	**2,123**	**2,424**	**2,680**	**2,371**	**2,260**	**2,669**	**3,108**
Margin (%)	31.9	31.8	31.6	28.3	25.8	28.2	29.7
Depreciation	871	1,104	1,237	1,347	1,354	1,494	1,635
EBIT	**1,252**	**1,321**	**1,443**	**1,024**	**905**	**1,175**	**1,474**
Int. and Finance Charges	285	391	464	494	516	545	601
Other Income	119	173	254	260	299	328	328
PBT bef. EO Exp.	**1,087**	**1,102**	**1,233**	**790**	**688**	**958**	**1,201**
PBT after EO Exp.	**1,087**	**1,102**	**1,233**	**790**	**688**	**958**	**1,201**
Total Tax	259	274	298	199	174	241	302
Tax Rate (%)	23.8	24.9	24.2	25.1	25.3	25.2	25.2
Reported PAT	**828**	**828**	**935**	**592**	**514**	**717**	**899**
Adjusted PAT	**828**	**828**	**935**	**592**	**514**	**717**	**899**
Change (%)	132.6	0.0	13.0	-36.7	-13.2	39.6	25.4
Margin (%)	12.4	10.9	11.0	7.1	5.9	7.6	8.6

Consolidated - Balance Sheet

(INR m)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Equity Share Capital	541	541	541	526	526	526	526
Total Reserves	4,664	5,499	6,434	6,377	6,891	7,608	8,507
Net Worth	**5,205**	**6,040**	**6,975**	**6,903**	**7,417**	**8,134**	**9,033**
Lease Liabilities	3,395	4,691	5,070	5,325	5,566	5,883	6,494
Deferred Tax Liabilities	50	50	39	43	43	43	43
Capital Employed	**8,651**	**10,781**	**12,084**	**12,271**	**13,025**	**14,059**	**15,569**
Gross Block	4,431	5,927	6,403	6,873	7,073	7,362	7,969
Less: Accum. Deprn.	494	660	803	1,036	1,248	1,536	1,855
Net Fixed Assets	**3,937**	**5,266**	**5,600**	**5,837**	**5,825**	**5,826**	**6,114**
Other Non-Current	381	135	20	16	-	-	-
Capital WIP	74	109	115	83	83	83	83
Total Investments	**194**	**234**	**402**	**675**	**1,051**	**1,051**	**1,051**
Curr. Assets, Loans&Adv.	**4,510**	**5,425**	**6,358**	**5,985**	**6,715**	**7,799**	**9,095**
Inventory	2,303	2,163	2,376	2,687	2,523	2,462	2,577
Account Receivables	722	793	1,057	1,057	1,081	1,166	1,288
Cash and Bank Balance	1,204	2,155	2,617	1,724	2,750	3,782	4,800
Loans and Advances	281	313	307	518	360	389	429
Curr. Liability & Prov.	**613**	**613**	**720**	**686**	**649**	**700**	**773**
Account Payables	303	368	316	248	360	389	429
Other Current Liabilities	310	245	404	438	288	311	344
Net Current Assets	**3,897**	**4,811**	**5,638**	**5,299**	**6,066**	**7,099**	**8,322**
Deferred Tax assets	168	226	309	360	0	0	0
Appl. of Funds	**8,650**	**10,782**	**12,083**	**12,271**	**13,025**	**14,060**	**15,570**

Financials and Valuation

Ratios							
Y/E March	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**	**FY29E**
Basic (INR)							
EPS	**15.7**	**15.7**	**17.8**	**11.3**	**9.8**	**13.6**	**17.1**
Cash EPS	21.5	24.5	27.5	24.5	23.6	28.0	32.1
BV/Share	96.2	111.6	128.9	127.6	137.1	150.3	167.0
DPS	-	-	-	-	0.0	0.0	0.0
Payout (%)	-	-	-	-	0.0	0.0	0.0
Valuation (x)							
P/E	75.3	66.4	44.9	30.5	24.8	26.4	21.1
Cash P/E	55.2	42.7	29.0	14.0	10.2	12.9	11.2
P/BV	12.3	9.4	6.2	2.7	1.8	2.4	2.2
EV/Sales	9.5	7.1	4.8	1.9	1.1	1.6	1.4
EV/EBITDA	48.9	40.4	28.4	14.4	15.0	10.0	7.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	12.7	32.4	29.4	24.5	40.5	41.5	43.8
Return Ratios (%)							
RoE	14.7	12.7	13.5	8.2	6.6	8.4	10.0
RoCE	23.5	20.3	20.8	10.1	7.7	12.1	15.5
RoIC	15.6	12.8	12.7	8.2	7.1	9.6	11.7
Working Capital Ratios							
Fixed Asset Turnover (x)	1.5	1.3	1.3	1.2	1.2	1.3	1.3
Asset Turnover (x)	0.8	0.7	0.7	0.7	0.7	0.7	0.7
Inventory (Days)	380	310	326	376	332	304	288
Debtor (Days)	40	38	46	46	45	45	45
Creditor (Days)	50	53	43	35	47	48	48
Leverage Ratio (x)							
Current Ratio	7.4	8.8	8.8	8.7	10.3	11.1	11.8
Interest Cover Ratio	4.4	3.4	3.1	2.1	1.8	2.2	2.5
Net Debt/Equity	-0.3	-0.4	-0.4	-0.3	-0.5	-0.6	-0.6

Consolidated - Cash Flow Statement							(INR m)
Y/E March	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**	**FY29E**
OP/(Loss) before Tax	1,087	1,102	1,233	790	688	958	1,201
Depreciation	871	1,104	1,237	1,347	1,354	1,494	1,635
Interest & Finance Charges	-	-	-	-	-	-	-
Direct Taxes Paid	(324)	(366)	(356)	(247)	(174)	(241)	(302)
(Inc)/Dec in WC	(833)	87	(411)	(549)	260	(1)	(205)
Others	236	260	285	306	217	217	272
CF from Operations	**1,037**	**2,187**	**1,988**	**1,647**	**2,345**	**2,427**	**2,601**
(Inc)/Dec in FA	(349)	(434)	**(396)**	**(360)**	(218)	(245)	(298)
Free Cash Flow	**688**	**1,753**	**1,592**	**1,287**	**2,128**	**2,182**	**2,304**
(Pur)/Sale of Investments	(45)	(602)	128	94	-	-	-
Others	119	(253)	(488)	646	299	328	328
CF from Investments	**(276)**	**(1,289)**	**(756)**	**381**	**81**	**83**	**31**
Issue of Shares	-	-	-	(662)	-	-	(0)
Lease Liabilities	(842)	(1,078)	(1,225)	(1,394)	(1,400)	(1,479)	(1,614)
Others	2	(0)	(2)	(2)	-	-	-
CF from Fin. Activity	**(841)**	**(1,078)**	**(1,227)**	**(2,058)**	**(1,400)**	**(1,479)**	**(1,614)**
Inc/Dec of Cash	**(79)**	**(179)**	**4**	**(30)**	**1,026**	**1,031**	**1,018**
Opening Balance	1,320	1,549	1,024	161	1,723	2,750	3,781
Other Bank balances	308	(346)	1,130	1,592	0	-	1
Closing Balance	**1,549**	**1,024**	**2,159**	**1,723**	**2,750**	**3,781**	**4,800**

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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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 . AMFI: ARN .: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.