

Aditya Birla Fashion and Retail

Estimate changes



TP change



Rating change



Bloomberg	ABFRL IN
Equity Shares (m)	1221
M.Cap.(INRb)/(USD\$)	79.2 / 0.8
52-Week Range (INR)	95 / 54
1, 6, 12 Rel. Per (%)	5/-7/-21
12M Avg Val (INR M)	773

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	81.8	93.3	103.6
EBITDA	6.9	8.5	10.7
Adj. PAT	(8.0)	(8.2)	(8.7)
EBITDA Margin (%)	8.4	9.2	10.3
Adj. EPS (INR)	(6.6)	(6.7)	(7.1)
BV/Sh. (INR)	61.7	53.6	45.0

Ratios

Net D:E	0.3	0.4	0.5
RoE (%)	(12.2)	(14.1)	(17.4)
RoCE (%)	(5.3)	(5.0)	(4.8)

Valuations

P/E (x)	(9.9)	(9.6)	(9.1)
EV/EBITDA (x)	15.8	13.1	10.8
EV/Sales (x)	1.3	1.2	1.1

Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	46.6	46.6	46.6
DII	6.6	7.9	14.6
FII	15.8	18.7	22.6
Others	30.9	26.8	16.2

FII includes depository receipts

CMP: INR65

TP: INR65

Neutral

Strong 4Q growth; cash outflow remains high in FY26

- Aditya Birla Fashion and Retail (ABFRL) delivered a strong 4QFY26, with ~16% YoY revenue growth and ~29% YoY comparable EBITDA growth, driven by a healthy ~17% YoY growth in Pantaloons, ~380bp YoY ethnic margin expansion, and losses reducing in TCNS and TMRW.
- FY26 revenue grew ~11% YoY, driven by Ethnic (+14%) and TMRW (+34%), while Pantaloons inched up ~4% YoY. Estimated pre-Ind-AS operating loss stood at ~INR4.6b, with a loss margin at ~5.7%.
- Pantaloons** reported a solid 14% LTL growth in 4Q, aided by a shift in EoSS and rising customer acceptance of the refreshed brand identity. EBITDA margin expanded ~30bp YoY (~185bp beat) despite continued investments toward OWND ramp-up.
- Ethnic portfolio** EBITDA grew 42% despite muted ~3% revenue growth, driven by lower losses in TCNS, which remains on track for breakeven by FY27-exit.
- TMRW** revenue grew ~45% YoY in 4Q, while losses declined ~25% YoY. FY26 revenue grew 34%, with management expecting losses to have peaked in FY26, with breakeven targeted by FY29.
- FY26 FCF outflow** stood at ~INR16b, driven by higher working capital, higher investments into TMRW, OWND, and Galeries Lafayette, leading to ~INR10.8b increase in net debt. However, management noted that cash outflow remained on track and expects ~INR6b/INR5b cash outflows in FY27/FY28. with company expected to become FCF positive by FY29.
- We tweak our estimates for FY26 actuals and model a CAGR of ~13%/ 25% in revenue/reported EBITDA over FY26-28E, though we do not expect ABFRL to achieve pre-IND AS EBITDA breakeven by FY28.
- We value ABFRL on an SoTP basis and ascribe a **revised TP of INR65. We reiterate our Neutral rating on the stock.**

Strong show in Pantaloons; losses reduce in TCNS and TMRW

- ABFRL's 4Q revenue grew 16% YoY to INR19.9b (in line), driven by strong performance in Pantaloons (revenue up 19% YoY, with 14% LFL) and TMRW (up 45% YoY). Ethnic revenue grew modestly by ~3% YoY.
- Gross profit inched up ~3% YoY (8% miss) as gross margin contracted ~700bp YoY to 56.1%. There was a one-off ~INR1b demerger adjustment in the base quarter.
- Reported EBITDA at ~INR2b (27% above) declined ~4% YoY as EBITDA margin contracted 200bp to 9.9% (~205bp beat).
 - On a comparable basis (excl. revaluation gains and one-off demerger benefits in 4QFY25), segmental EBITDA grew 29% YoY, driven by 120bp YoY margin gain.
 - The beat was led by better profitability in Pantaloons (margin up ~30bp YoY, +185bp beat) and Ethnics (margin up 390bp YoY, 300bp beat).

- For FY26, revenue grew ~11% YoY, driven by Ethnic (+14% YoY) and TMRW (+34% YoY), while Pantaloons growth remained modest at ~4% YoY.
- FY26 reported EBITDA rose ~2% YoY to INR6.9b, with 80bp margin compression.
- On a comparable basis, segmental EBITDA grew ~23% YoY to INR9b, with margin expanding ~100bp YoY to 11%, aided by ~560bp margin expansion in Ethnic and loss reduction in TMRW.
- On our estimates, pre-IND AS operating losses stood at INR4.6b, with an operating loss margin of ~5.6%.
- OCF outflow (after interest and leases) stood at INR11.4b due to losses and INR4.4b working capital build-up, while FCF outflow (after leases and interest) was INR15.8b.
- Gross borrowings increased by 18% YoY to INR16.9b, while the cash position stood at INR15.5b (down 35% YoY), leading to a net debt of INR1.5b (vs. net cash of INR9.3b YoY).

Key highlights from the management commentary

- **Demand trends** remained stable through 4QFY26, with March witnessing temporary moderation due to geopolitical uncertainty and weaker wedding demand. April trends have normalized, though inflation-led price hikes across categories could weigh on discretionary demand in 2HFY27.
- **Pantaloons** delivered one of its strongest quarters following a strategic reset across merchandising, customer targeting, in-store experience, and online channels. Growth remained largely volume-led, supported by higher basket sizes, improving footfalls, and better conversions. Management highlighted ~9% YoY growth (~7% LTL) across Nov'25-Mar'26, which normalizes for the shift in EoSS. The store additions are likely to remain measured at 20-22 in FY27.
- **RM inflation:** ~3-5% increase in raw material prices has occurred.%. However, management will take calibrated decisions on price hikes across categories depending on demand elasticity, competitive intensity, and the broader demand environment.
- **Cash outflow:** ~INR10b cash outflow on a standalone basis for FY26 was in line with the plan. Management expects FY27/FY28 cash utilization at INR6b/INR5b before turning FCF positive by FY29. Further, it believes standalone gross cash at ~INR11.4b should be sufficient for investments into growth businesses without the need for further equity raising.

Valuation and view

- Consistent revenue growth and steady margin expansion in Pantaloons with the refreshed brand identity, along with loss reduction in TCNS and scale-up of TASVA/OWND, remain the key long-term catalysts for ABFRL.
- However, higher investments and/or slower profitability ramp-up in some of the currently loss-making businesses could remain a key drag on overall profitability and cash flows for ABFRL.
- We tweak our estimates for FY26 actuals and model a CAGR of ~13%/ 25% in revenue/reported EBITDA over FY26-28E, though we do not expect ABFRL to achieve pre-IND AS EBITDA breakeven by FY28.
- We value ABFRL on an SoTP basis. We assign an EV/EBITDA multiple of 9x to Pantaloons (inc. OWND!), and 13x to the designer-led ethnic portfolio. We

ascribe EV/sales multiple of 1x/0.9x/1.5x to ABFRL's attributable stakes in premium ethnic/TMRW/Luxury Retail portfolio **to arrive at our revised TP of INR65** (earlier INR70). The cut in TP is largely attributed to higher net debt.
Reiterate Neutral.

Consolidated - Quarterly Earnings Summary

(INR m)

Y/E March	FY25				FY26				FY25	FY26	FY26	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	16,742	17,605	22,005	17,195	18,315	19,817	23,737	19,901	73,547	81,769	19,783	0.6
YoY Change (%)				9.2	9.4	12.6	7.9	15.7	14.2	11.2		
Total Expenditure	15,847	16,802	18,989	15,146	17,198	19,129	20,649	17,927	66,783	74,903	18,224	-1.6
EBITDA	896	803	3,017	2,049	1,117	688	3,087	1,974	6,764	6,866	1,559	26.6
Change, YoY (%)				486.6	24.7	-14.3	2.3	-3.6	82.8	1.5		
Depreciation	2,736	2,862	2,964	3,146	3,156	3,252	3,495	3,492	11,664	13,395	3,661	
Interest	1,321	1,412	1,507	1,434	1,134	1,242	1,325	1,457	5,674	5,157	1,216	
Other Income	337	312	349	959	635	545	680	1,235	1,957	3,096	507	
PBT before EO expense	-2,824	-3,159	-1,105	-1,572	-2,538	-3,260	-1,053	-1,739	-8,616	-8,589	-2,811	38.1
Extra-Ord expense	0	1,612	0	0	0	0	-285	-114	1,612	-399	0	
Share in JV	-3	-32	-89	-54	-58	-70	-71	-95	-179	-294	-51	
PBT	-2,827	-1,580	-1,194	-1,626	-2,595	-3,331	-1,409	-1,948	-7,184	-9,281	-2,862	32.0
Tax	-449	-418	-167	81	-258	-380	-36	-309	-942	-982	-689	
Rate (%)	15.9	26.4	14.0	-5.0	9.9	11.4	2.5	15.9	13.1	10.6	24.1	
Reported PAT	-2,379	-1,162	-1,027	-1,706	-2,337	-2,951	-1,373	-1,638	-6,242	-8,299	-2,173	24.6
Adj PAT	-2,379	-2,774	-1,027	-1,706	-2,337	-2,951	-1,160	-1,553	-7,853	-8,001	-2,173	28.5
YoY Change (%)					-1.7	6.4	13.0	-9.0	-14.6	1.9		

E: MOFSL Estimates

Exhibit 1: Valuation: We ascribe a TP of INR65/share to ABFRL

Dec'27	Revenue (INR b)	EBITDA (INR b)	EV/sales (x)	EV/EBITDA (x)	Valuation (INR b)	INR/share
Pantaloon and OWND!		8.0	-	9.0	72	59
Ethnics		4.7		8.7	40	33
Designer (attributable)		4.0	-	13.0	26	22
Premium (attributable)	14.0	-	1.0	-	14	11
TMRW (attributable)	16.2	-	0.9	-	14	11
Luxury	7.9	-	1.5	-	12	10
EV (INR b)					138	113
Net debt / (cash)					58	48
Equity Value					80	65
Nos of shares (in m)					1,220	
Target Price (INR)					65	

Segment-wise results summary

Pantaloons and OWND!

- Revenue jumped 19% YoY (vs. our estimate of ~14%), driven by strong ~17% YoY growth in Pantaloons and continued ramp-up of OWND.
- Pantaloons' store count declined by seven QoQ to 399, despite adding four new stores during 4Q. Store area at 5.78m sqft grew ~1% YoY (despite a net closure of six stores).
- Format delivered ~14% LTL, boosted by a shift in the EoSS period (was in 3Q in FY25) and a shift in customer proposition following the brand identity refresh.
- Added 12 net stores in OWND to reach 79 stores in FY26 (34 gross, 33 net additions).
- EBITDA at INR1.6b grew by a robust ~21% YoY, with margins expanding ~30bp to 15.5% (190bp beat), despite OWND scale-up.
- FY26 revenue grew 4% YoY, driven by 2% LTL growth and OWND scale-up.
- FY26 reported EBITDA remained flat YoY as margins contracted ~75bp YoY to 16.2% due to scale-up of OWND.

Ethnic

- Revenue grew by a modest ~3% YoY, driven by 4% LTL amid a shorter wedding calendar. However, FY26 growth remained robust at ~14% (27% excluding TCNS), driven by 16% LTL.
- **Sabyasachi** is the largest designer wear business in India with INR6b in revenue (33% YoY growth in FY26).
- **Masaba's** sales grew in double digits, with the beauty brand, Love Child, reaching ~100 touchpoints.
- **Tasva's** revenue grew 38% YoY in FY26, led by double-digit LTL and 30+ new store additions to reach 94 stores (27 YoY on a net basis).
- **TCNS'** portfolio posted strong LFL growth of 7% (~10% for FY26), with cash losses reducing by more than half in FY26 (900bp reported EBITDA margin expansion).
- **Jaypore** posted 26% YoY revenue growth in 4Q (~23% YoY in FY26).
- Reported 4Q EBITDA improved to INR810m (vs. INR570m in 4Q25) as margin expanded ~390bp YoY in 4Q to 13.9% (~300bp beat).
- For FY26, Ethnic EBITDA grew ~2.4x YoY to INR2.4b as margin expanded ~560bp YoY, driven by strong growth and reducing losses in TCNS.

TMRW

- 4Q revenue grew 45% YoY to ~INR2.1b, with losses (excluding revaluation gains) declining ~25% YoY to INR450m (-21% operating loss vs. ~41% YoY, -24% QoQ).
- For FY26, TMRW revenue grew ~34% YoY to INR8.7b (INR11b including Wrogn), while operating losses remained stable YoY at INR2.1b (-24% vs. -32% YoY)

Others (Luxury Retail)

- Luxury Retail 4Q revenue grew ~13% YoY.
- For FY26, luxury retail revenue grew ~15% YoY, with 9% YoY growth in TCMB.
- ABFRL added eight TCMB stores and one Galeries Lafayette store in FY26, with the total luxury retail network now spanning ~50 stores.

Exhibit 2: Consolidated performance

ABFRL (INR m)	4QFY25	3QFY26	4QFY26	YoY%	QoQ%	4QFY26E	vs. est
Revenue	17,195	23,737	19,901	15.7	-16.2	19,783	0.6
Raw Material cost	6,330	9,778	8,735	38.0	-10.7	7,702	13.4
Gross Profit	10,865	13,959	11,167	2.8	-20.0	12,082	-7.6
Gross margin (%)	63.2	58.8	56.1	-707bps	-270bps	61.1	-496bps
Employee Costs	2,822	3,417	2,953	4.6	-13.6	3,229	-8.6
Rent	385	692	486	26.4	-29.7	458	6.2
SGA Expenses	5,609	6,763	5,754	2.6	-14.9	6,835	-15.8
Total	8,816	10,872	9,193	4.3	-15.4	10,522	-12.6
EBITDA	2,049	3,087	1,974	-3.6	-36.1	1,559	26.6
EBITDA margin (%)	11.9	13.0	9.9	-200bps	-309bps	7.9	204bps
Depreciation and amortization	3,146	3,495	3,492	11.0	-0.1	3,661	-4.6
EBIT	-1,097	-408	-1,518	38.4	272.1	-2,101	-27.8
EBIT margin (%)	-6.4	-1.7	-7.6	-125bps	-591bps	-10.6	300bps
Finance Costs	1,434	1,325	1,457	1.6	10.0	1,216	19.7
Other income	959	680	1,235	28.9	81.7	507	143.8
Exceptional item	0	(284.8)	(114)			-	
Profit before Tax	-1,572	-1,338	-1,853	17.9	38.5	-2,811	-34.1
Tax	81	-36	-309	-483.4		-689	-55.1
Tax rate (%)	-5.1	2.7	16.7			24.5	
Share in JV	-54.0	-71.0	-94.7			-51.2	
Profit after Tax	-1,706	-1,373	-1,638	-4.0	19.3	-2,173	-24.6
Adj Profit after Tax	-1,706	-1,373	-1,553	-9.0	13.1	-2,173	-28.5

Exhibit 3: Segment-wise performance

Segments	4QFY25	3QFY26	4QFY26	YoY%	QoQ%	4QFY26E	vs. est
Pantaloons							
Revenue	8,846	12,764	10,483	18.5	-17.9	10,074	4.1
EBITDA	1,340	2,330	1,620	20.9	-30.5	1,369	18.3
% Margin	15.1	18.3	15.5	31bps	-280bps	13.6	186bps
Ethnic							
Revenue	5,640	7,030	5,830	3.4	-17.1	6,232	-6.5
EBITDA	570	1,600	810	42.1	-49.4	679	19.3
% Margin	10.1	22.8	13.9	379bps	-887bps	10.9	300bps
TMRW							
Revenue	1,450	2,420	2,110	45.5	-12.8	1,770	19.2
EBITDA	-600	-570	-450	-25.0	-21.1	-401	12.3
% Margin	-41.4	-23.6	-21.3	2005bps	223bps	-22.6	131bps
Others (Luxury Retail)							
Revenue	1,380	1,750	1,570	13.8	-10.3	1,814	-13.5
EBITDA	600	490	360	-40.0	-26.5	471	-23.6
% Margin	43.5	28.0	22.9	-2055bps	-507bps	26.0	-305bps

Source: MOFSL, Company

Detailed takeaways from the management commentary

- **Demand trends** remained stable through 4QFY26, with March witnessing temporary moderation due to geopolitical uncertainty and weaker wedding demand. April trends have normalized, though inflation-led price hikes across categories could weigh on discretionary demand in 2HFY27.
- **Raw material** prices have increased by ~3-5%. However, ABFRL will take calibrated decisions on price hikes across categories depending on demand elasticity, competitive intensity, and the broader demand environment.
- **Cash outflow:** ~INR10b cash outflow on a standalone basis for FY26 was in line with the plan. Management expects FY27/FY28 cash utilization at INR6b/INR5b before turning FCF positive by FY29. Further, it believes standalone gross cash at ~INR11.4b should be sufficient for investments into growth businesses without the need for further equity raise.
- **Pantaloons** delivered one of its strongest quarters following a strategic reset across merchandising, customer targeting, in-store experience, and online channel. Growth remained largely volume-led, supported by higher basket sizes, improving footfalls, and better conversions. Management highlighted ~9% YoY growth (~7% LTL) across Nov'25-Mar'26, which normalizes for the shift in EoS. Omnichannel business has now reached a viable profitability path and contributes ~3-4% of sales, supporting renewed investments.
- **Store expansion** is likely to remain measured at ~20-22 Pantaloons stores and ~20-35 OWND stores in FY27, due to long lead times in building a quality real-estate pipeline. However, if demand trends were to remain robust, the pace of Pantaloons store expansion could be accelerated.
- **Ethnic portfolio** continued scaling profitably despite a softer wedding calendar in 4Q. **Tasva** sustained >20% LTL growth and >30% overall growth and remains focused on expansion across key wedding markets and potential entry into the women's ethnic wear segment.
- **TCNS** delivered 7% LTL in 4Q (10% for FY26), though revenue remained broadly stable YoY in FY26 due to store rationalizations. However, cash losses halved YoY and management expects to achieve break-even in FY27, with full profitability from FY28. Management indicated that the brand is now getting into the store expansion phase, driven by a refreshed product proposition.
- **TMRW** maintained a >30% growth trajectory for the third consecutive year, supported by category expansion, omnichannel scaling, and continued brand investments. Liquidity improved materially through an INR4.4b equity infusion and proposed INR5b NCD raise, with post-fundraise cash of INR8b, sufficient to fund growth initiatives. Management expects TMRW to break even by FY29.

Exhibit 4: Key assumptions for ABFRL

Key Assumptions	FY24	FY25	FY26	FY27E	FY28E
<u>Pantaloons and OWND!</u>					
Pantaloons stores	417	405	399	404	410
Net Additions	-14	-12	-6	5	6
Area ('000 sq.ft)	5,722	5,713	5,781	5,869	5,974
Revenue/sq.ft	7,566	7,648	7,935	8,158	8,472
Revenue (INR m)	43,283	43,727	45,605	47,518	50,165
EBITDA (INR m)	5,610	7,410	7,390	7,651	8,007
EBITDA margin (%)	13.0	16.9	16.2	16.1	16.0
<u>Ethnics</u>					
Revenue (INR m)	13,110	19,560	22,270	26,143	30,081
EBITDA (INR m)	130	1,020	2,420	3,691	4,659
EBITDA margin (%)	1.0	5.2	10.9	14.1	15.5
<u>TMRW</u>					
Revenue (INR m)	4,210	6,510	8,720	13,560	16,235
EBITDA (INR m)	-1,720	-2,060	-2,070	-3,051	-3,247
EBITDA margin (%)	(40.9)	(31.6)	(23.7)	(22.5)	(20.0)
<u>Luxury Retail</u>					
Revenue (INR m)	4,580	5,170	5,960	6,854	7,882
EBITDA (INR m)	1,510	1,420	1,750	1,919	2,246
EBITDA margin (%)	33.0	27.5	29.4	28.0	28.5

Exhibit 5: Key assumptions for ABFRL - Est Changes

ABFRL	FY26E	FY27E	FY28E
Revenue (INR m)			
Old		94,992	1,06,549
Actual/New	81,769	93,275	1,03,563
<i>Change (%)</i>		-1.8	-2.8
EBITDA (INR m)			
Old		8,383	11,210
Actual/New	6,866	8,542	10,664
<i>Change (%)</i>		1.9	-4.9
EBITDA margin (%)			
Old		8.8	10.5
Actual/New	8.4	9.2	10.3
<i>Change (bp)</i>		33	-22
Pantaloons and OWND!			
Revenue (INR m)			
Old		47,878	50,899
Actual/New	45,605	47,518	50,165
<i>Change (%)</i>		-0.8	-1.4
EBITDA (INR m)			
Old		7,586	8,098
Actual/New	7,390	7,651	8,007
<i>Change (%)</i>		0.9	-1.1
EBITDA margin (%)			
Old		15.8	15.9
Actual/New	16.2	16.1	16.0
<i>Change (bp)</i>		26	5
Ethnics			
Revenue (INR m)			
Old		26,587	30,610
Actual/New	22,270	26,143	30,081
<i>Change (%)</i>		-1.7	-1.7
EBITDA (INR m)			
Old		3,864	4,989
Actual/New	2,420	3,691	4,659
<i>Change (%)</i>		-4.5	-6.6
EBITDA margin (%)			
Old		14.5	16.3
Actual/New	10.9	14.1	15.5
<i>Change (bp)</i>		-41	-81

Source: MOFSL, Company

Story in charts

Exhibit 6: Consol. revenue grew 16% YoY

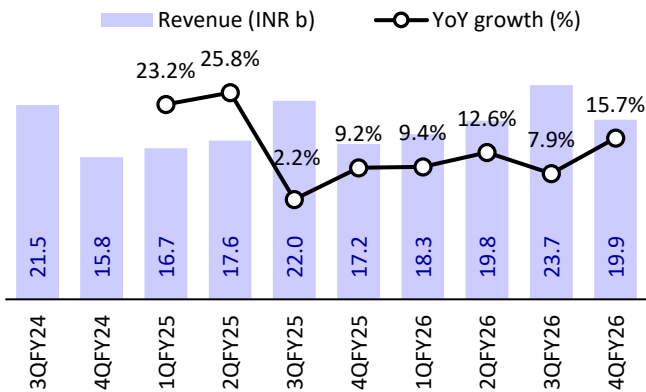


Exhibit 7: EBITDA margin contracted ~200bp YoY

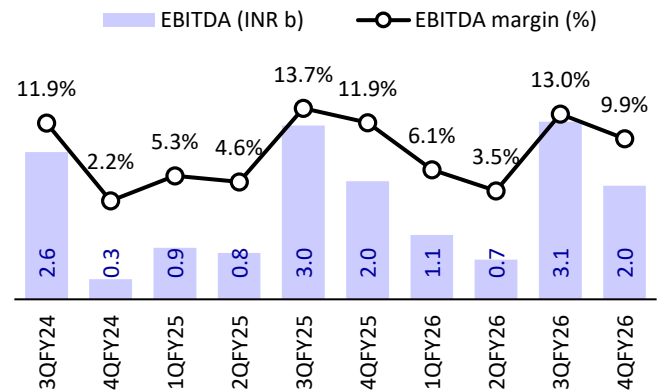


Exhibit 8: Pantaloon's revenue grew ~19% YoY, margin expanded ~40bp YoY

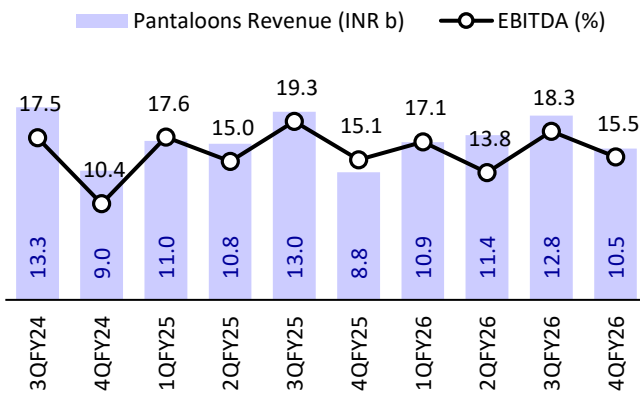


Exhibit 9: Ethnics delivered subdued ~3% YoY revenue growth, though margin expanded ~390bp YoY

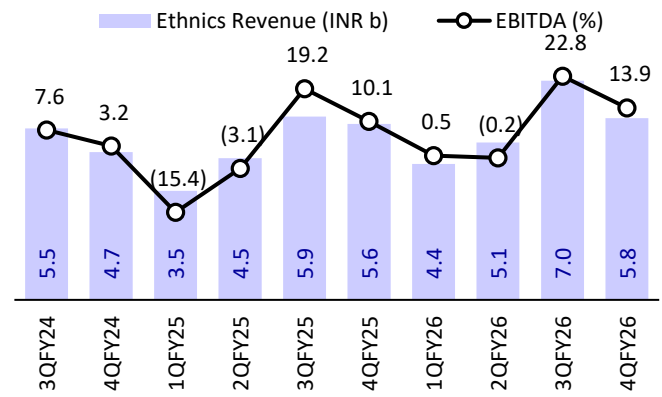


Exhibit 10: TMRW grew 45% YoY, with losses reducing YoY

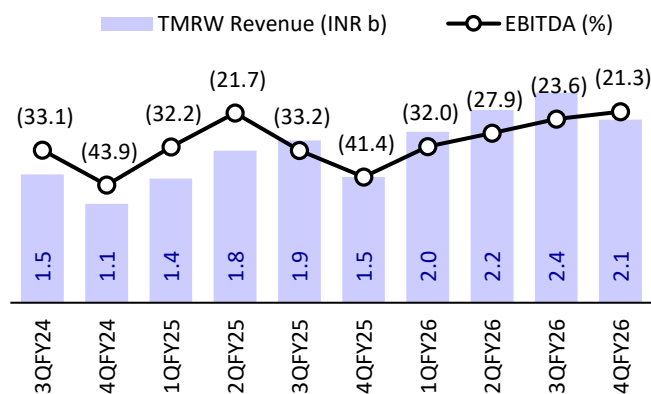
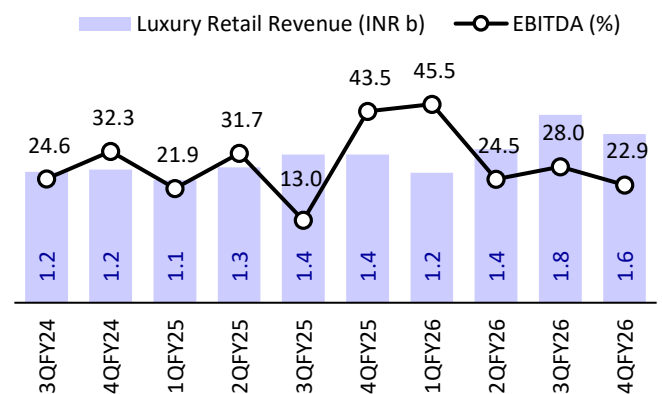


Exhibit 11: Luxury retail delivered ~13% YoY growth



Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 12: Expect ~12.5% revenue CAGR over FY26-28

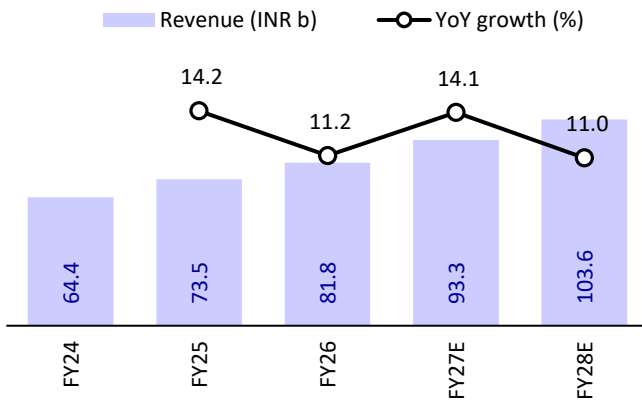


Exhibit 13: Expect ~13% gross profit CAGR over FY26-28

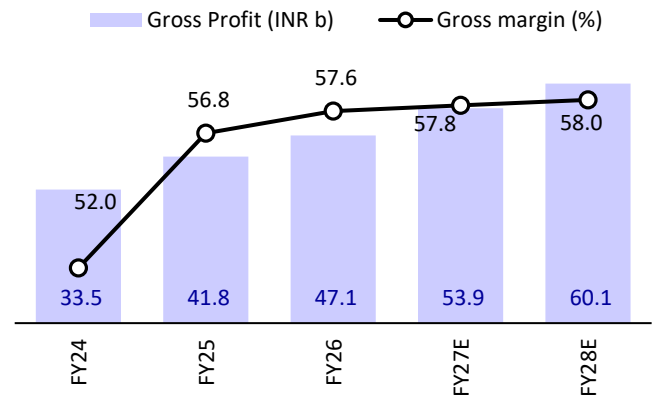


Exhibit 14: Expect ~25% EBITDA CAGR over FY26-28

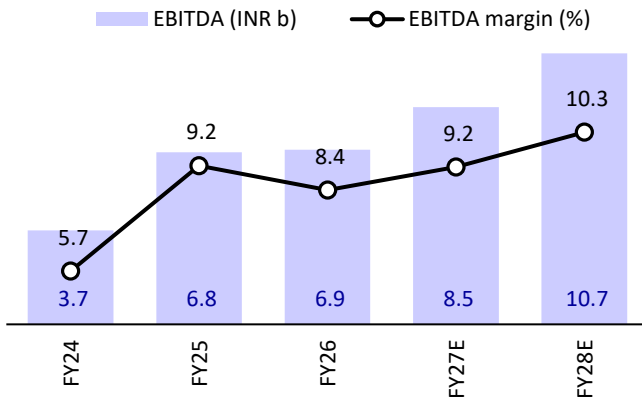
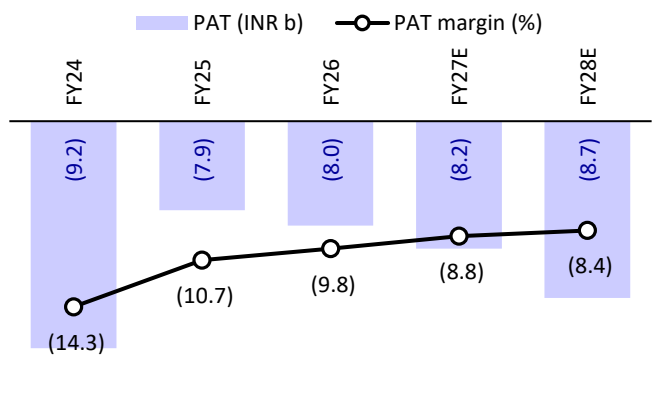


Exhibit 15: Net loss to remain high over FY26-28



Financials and valuations

Consolidated - Income Statement								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	
Total Income from Operations	52,489	81,362	124,179	64,415	73,547	81,769	93,275	1,03,563	
Change (%)	-40.3	55.0	52.6	-48.1	14.2	11.2	14.1	11.0	
Raw Materials	25,630	37,202	55,520	30,936	31,771	34,671	39,363	43,498	
Employees Cost	8,654	11,585	15,634	10,061	11,422	12,706	14,458	16,052	
Rent	107	3,932	8,970	2,312	2,052	2,356	2,658	2,900	
Other Expenses	12,552	17,644	29,120	17,406	21,539	25,170	28,254	30,449	
Total Expenditure	46,942	70,363	109,243	60,715	66,783	74,903	84,733	92,899	
% of Sales	89.4	86.5	88.0	94.3	90.8	91.6	90.8	89.7	
EBITDA	5,547	10,999	14,936	3,700	6,764	6,866	8,542	10,664	
Margin (%)	10.6	13.5	12.0	5.7	9.2	8.4	9.2	10.3	
Depreciation	9,628	9,970	12,270	10,169	11,664	13,395	14,765	16,454	
EBIT	-4,080	1,029	2,666	-6,469	-4,900	-6,529	-6,223	-5,789	
Int. and Finance Charges	5,026	3,507	4,724	5,517	5,674	5,157	5,903	6,298	
Other Income	734	1,006	1,165	1,377	1,957	3,096	1,468	802	
PBT bef. EO Exp.	-8,372	-1,473	-893	-10,608	-8,616	-8,589	-10,657	-11,286	
EO Items/Share of Associates	0	0	0	128	1,433	-692	-250	-250	
PBT after EO Exp.	-8,372	-1,473	-893	-10,481	-7,184	-9,281	-10,907	-11,536	
Total Tax	-1,015	-266	-230	-1,411	-942	-982	-2,682	-2,841	
Tax Rate (%)	12.1	18.0	25.7	13.5	13.1	10.6	24.6	24.6	
Reported PAT	-7,357	-1,207	-663	-9,070	-6,242	-8,299	-8,225	-8,695	
Adjusted PAT	-7,357	-1,207	-663	-9,181	-7,853	-8,001	-8,225	-8,695	
Change (%)	2,136.8	-83.6	-45.1	1,284.5	-14.5	1.9	2.8	5.7	
Margin (%)	-14.0	-1.5	-0.5	-14.3	-10.7	-9.8	-8.8	-8.4	

Consolidated - Balance Sheet								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	
Equity Share Capital	9,151	9,383	9,488	10,150	12,203	12,205	12,205	12,205	
Total Reserves	17,287	18,350	23,945	17,887	55,919	46,185	37,960	29,265	
Net Worth	26,763	27,885	33,460	34,909	68,133	62,629	54,404	45,709	
Total Loans	18,384	22,080	40,594	38,278	29,747	34,179	34,708	36,124	
Lease Liability	24,634	28,681	42,678	33,419	35,782	44,945	48,616	51,448	
Deferred Tax Liabilities	-3,339	-3,805	-4,085	1,565	1,543	172	172	172	
Capital Employed	66,441	74,841	112,647	108,171	1,35,206	1,41,925	1,37,899	1,33,452	
Net Fixed Assets	5,747	6,312	10,091	8,334	8,360	11,123	9,704	7,566	
Capital WIP	376	1,026	1,457	1,143	1,810	879	879	879	
Total Investments	4,843	5,317	9,613	5,944	7,382	10,324	12,074	13,574	
Curr. Assets, Loans&Adv.	39,026	53,345	71,701	42,501	60,610	59,014	55,257	53,210	
Inventory	18,470	29,296	42,144	23,040	24,544	28,282	30,666	33,339	
Account Receivables	7,305	7,564	8,864	3,348	3,734	4,070	4,600	5,107	
Cash and Bank Balance	2,618	1,205	7,011	3,299	7,731	4,805	2,050	342	
Loans and Advances	10,634	15,280	13,682	12,814	24,601	21,856	17,941	14,422	
Curr. Liability & Prov.	31,934	45,420	53,685	27,721	28,735	32,023	35,777	39,723	
Account Payables	23,734	34,106	38,461	21,750	22,423	23,531	26,833	29,792	
Other Current Liabilities	8,200	11,314	15,224	5,971	6,312	8,491	8,944	9,931	
Net Current Assets	7,092	7,925	18,016	14,780	31,875	26,991	19,480	13,487	
Appl. of Funds	66,441	74,841	112,647	108,171	1,35,206	1,41,925	1,37,899	1,33,452	

Financials and valuations

Ratios								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	-6.0	-1.0	-0.5	-7.5	-6.4	-6.6	-6.7	-7.1
Cash EPS	2.5	9.3	12.2	1.0	3.8	5.3	6.4	7.6
BV/Share	29.2	29.7	35.3	34.4	67.1	61.7	53.6	45.0
Valuation (x)								
P/E	-10.8	-65.7	-119.6	-8.6	-10.7	-10.5	-10.2	-9.7
Cash P/E	26.2	7.0	5.3	66.8	18.3	12.9	10.7	9.0
P/BV	2.2	2.2	1.8	1.9	1.0	1.1	1.3	1.5
EV/Sales	1.4	1.0	0.8	1.6	1.4	1.4	1.3	1.2
EV/EBITDA	13.6	7.4	6.4	27.3	15.7	16.5	13.7	11.2
FCF per share	5.6	0.8	-11.6	-24.1	-6.9	-12.2	-5.9	-5.6
Return Ratios (%)								
RoE	-39.1	-4.4	-2.2	-26.9	-15.2	-12.2	-14.1	-17.4
RoCE	-5.3	2.9	4.1	-4.6	-2.4	-2.5	-3.4	-3.7
RoIC	-7.3	1.6	3.3	-6.7	-4.5	-5.3	-5.0	-4.8
Working Capital Ratios								
Fixed Asset Turnover (x)	2.4	3.5	6.1	4.3	4.0	3.1	3.1	3.0
Asset Turnover (x)	0.8	1.1	1.1	0.6	0.5	0.6	0.7	0.8
Inventory (Days)	128	131	124	131	122	126	120	118
Debtor (Days)	51	34	26	19	19	18	18	18
Creditor (Days)	165	153	113	123	111	105	105	105
Leverage Ratio (x)								
Current Ratio	1.2	1.2	1.3	1.5	2.1	1.8	1.5	1.3
Interest Cover Ratio	-0.8	0.3	0.6	-1.2	-0.9	-1.3	-1.1	-0.9
Net Debt/Equity	0.4	0.6	0.7	0.8	0.2	0.3	0.4	0.5

Consolidated - Cash Flow								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	-8,375	-1,449	-842	-8,289	-4,874	-9,281	-10,657	-11,286
Depreciation	9,628	9,970	12,270	16,552	18,074	13,395	14,765	16,454
Interest & Finance Charges	4,980	3,390	4,622	8,504	9,325	4,726	4,434	5,497
Direct Taxes Paid	-28	-164	25	-431	-359	-762	2,682	2,841
(Inc)/Dec in WC	8,528	241	-9,118	-1,673	-2,781	-4,360	497	-508
CF from Operations	14,731	11,988	6,956	14,664	19,385	3,717	11,721	12,997
Others	-3,693	-2,483	-594	-1,250	-2,947	(2,110)	(250)	(250)
CF from Operating incl EO	11,038	9,505	6,362	13,414	16,439	1,608	11,471	12,747
(Inc)/Dec in FA	-2,101	-3,185	-8,465	-23,565	-8,682	-4,983	-5,750	-5,500
Lease Payments	0	0	-8,910	-14,289	-16,151	-11,495	-12,925	-14,057
Free Cash Flow	8,937	6,321	-2,103	-24,440	-8,394	-14,871	-7,204	-6,810
(Pur)/Sale of Investments	-6,475	-2,422	4,490	-6,615	-7,590	2,089	4,260	4,792
Others	24	92	102	263	155	224	1,468	802
CF from Investments	-8,552	-5,515	-12,782	-44,206	-32,268	-14,165	-12,947	-13,962
Issue of Shares	22,388	2,476	7,728	14,360	41,900	4,346	-	-
Inc/(Dec) in Debt	-16,547	960	9,763	17,873	-18,158	2,545	528	1,416
Interest Paid	-4,759	-3,097	-5,327	-3,828	-4,254	-1,554	-1,807	-1,909
CF from Fin. Activity	-2,692	-5,270	12,165	28,405	19,488	5,559	-1,279	-493
Inc/Dec of Cash	-206	-1,279	5,745	-2,387	3,659	-6,999	-2,755	-1,709
Opening Balance	2,217	2,011	732	7,011	4,072	7,668	670	-2,085
Closing Balance	2,011	732	6,477	4,624	7,730	670	-2,085	-3,794
Add: Other Bank Balance						4,136	4,136	4,136
Net Closing Balance	2,011	732	6,477	4,624	7,730	4,805	2,050	342

*- FY25-27E financials are for ABFRL (demerged) and not strictly comparable with FY21-24 financials

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UNDER REVIEW	Rating may undergo a change
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Registration details of group entities.: Motalal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH00000412 . AMFI:

ARN : 146822. IRDA Corporate Agent – CA0579. Motalal 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@motalaloswal.com. In case of grievances for any of the services rendered by Motalal Oswal Financial Services Limited (MOFSL) write to grievances@motalaloswal.com, for DP to dpgrievances@motalaloswal.com.