ADD Aditya Birla Fashion & Retail

Festive shift impacts 2Q; margin trajectory key monitorable

Retail | Result Update | November 09, 2026

CMP (Rs): 39 | TP (Rs): 60

We retain ADD on ABFRL, while reducing our DCF-based TP by ~14% to Rs60 (from Rs70; Exhibit 1), including ~6% cut to FY28/29E earnings and rest via a cut in the multiple due to the ongoing volatility in business and overall macros. We cut our earnings mainly due to challenges in TCNS (500-600bps lower LTL vs Pantaloons) and weaker margin performance across formats. Topline growth was low in 2Q at 2.4% yoy, impacted by festive/wedding calendar shift and Pantaloons store closures. ABFRL highlighted that like-to-like festive trends stood at a mid-to-high single digit, with ABFRL targeting early double-digit growth for Pantaloons in FY28, helped by 30-40 annual store additions (vs flat count in FY27). On inflation, Pantaloons's margin may stay under pressure in rest of FY27, with ~100bps gross-margin impact expected (part of the impact realized in 2Q). ABFRL has consumed Rs7.75bn of balance sheet cash in 1H (including lease payments) but expects to end the year at a lower cash burn, with better cash flows and liquidation of seasonal inventory in 2H. While TMRW and other ethnic subsidiaries may raise further capital on their own, ABFRL (standalone) does not require more than Rs1.5-2.5bn in FY28.

Revenue in-line; festive shift/operating de-leverage impact margins

Consolidated revenue at Rs20.3bn grew ~2% yoy (in-line). Topline growth was impacted by lower growth in the Pantaloons and Ethnic portfolio due to festive shift and store closures. While TMRW/ Luxury saw healthy growth at 10%/11% yoy, respectively. Ethnic business growth was lower at ~2% yoy; ex-TCNS, though, the ethnic portfolio grew ~12% yoy. Pantaloons growth was flat yoy, impacted by the festive shift, particularly in the eastern markets (Pujo shift to 3Q). It reported -7% LTL, though the non-East markets delivered a 2% LTL. Adjusted for the festive shift, topline growth stood at ~10% yoy. Encouragingly, OWND continued its momentum and grew ~58% yoy in 2Q. 12 net stores closed in Pantaloons, while 2 new OWND stores were added. Luxury segment reported a healthy 11% yoy growth, led by scale-up of Galleries Lafayette. TMRW, including WROGN, reported ~19% yoy growth with profitability improving for the 4th consecutive quarter. Pantaloons EBITDA margin at 13.7% was down by ~320bps, largely due to operating de-leverage, while consolidated EBITDA margin at 0.7% was down by ~280bps yoy. APAT loss at Rs3.4bn was largely in line with our expectations of Rs3.2bn loss.

Pantaloons off to a healthy festive start; expects net store additions in FY28

Pantaloons delivered ~6% yoy growth in 2Q after adjusting for the festive calendar shift and 16 store closures, while the segment reported 10% growth on a festive-adjusted basis. On a festive-to-festive basis, Onam and Pujo recorded strong double-digit LFL growth, with Pujo also witnessing double-digit growth in customer entries, while the rest of the country delivered a mid-to-high single-digit LFL growth. The sharper merchandise assortment, greater freshness, and enhanced customer experience, supported by RFID-led improvements in replenishment timelines, are yielding encouraging results. With the major part of network rationalization complete, Management expects to step up expansion from FY28, targeting 30–40 store additions annually.

Target Price – 12M	Sep-27
Change in TP (%)	**(14.3)**
Current Reco.	ADD
Previous Reco.	ADD
Upside/(Downside) (%)	53.8

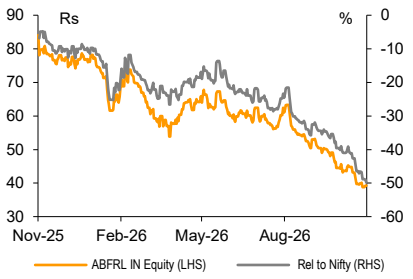
Stock Data	**ABFRL IN**
52-week High (Rs)	82
52-week Low (Rs)	38
Shares outstanding (mn)	1,220.5
Market-cap (Rs bn)	48
Market-cap (USD mn)	509
Net-debt, FY27E (Rs mn)	9,120.9
ADTV-3M (mn shares)	5.5
ADTV-3M (Rs mn)	273.9
ADTV-3M (USD mn)	2.9
Free float (%)	35.0
Nifty-50	25,030.3
INR/USD	93.9

Shareholding,Sep-26	
Promoters (%)	46.6
FPIs/MFs (%)	10.1/4.3

Price Performance

(%)	1M	3M	12M
Absolute	(14.3)	(38.1)	(49.9)
Rel. to Nifty	(22.1)	(39.1)	(48.9)

1-Year share price trend (Rs)



Aditya Birla Fashion & Retail: Financial Snapshot (Consolidated)

Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	73,547	81,769	92,477	108,905	128,715
EBITDA	6,764	6,866	9,014	14,157	17,915
Adj. PAT	(7,053)	(7,360)	(7,412)	(5,282)	(4,125)
Adj. EPS (Rs)	(5.8)	(6.0)	(6.1)	(4.3)	(3.4)
EBITDA margin (%)	9.2	8.4	9.7	13.0	13.9
EBITDA growth (%)	82.8	1.5	31.3	57.1	26.5
Adj. EPS growth (%)	0	0	0	0	0
RoE (%)	(13.0)	(11.6)	(13.6)	(10.9)	(9.5)
RoIC (%)	(6.5)	(9.4)	(6.7)	(2.5)	-
P/E (x)	(6.8)	(6.5)	(6.4)	(9.0)	(11.6)
EV/EBITDA (x)	5.7	7.2	6.3	4.0	3.2
P/B (x)	0.7	0.8	0.9	1.0	1.1
FCFF yield (%)	64.8	(4.8)	7.5	16.6	21.0

Source: Company, Emkay Research

Devanshu Bansal
devanshu.bansal@emkayglobal.com
+91-22-66121385

Sunny Bhadra
sunny.bhadra@emkayglobal.com
+91-22-66121376

Yuvraj Kunwar
yuvraj.kunwar@emkayglobal.com
+91-22-66121302

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>.Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

Refer to Important Disclosures at the end of this report

Earnings call highlights

Demand trends

- Demand trends remained broadly in line with the previous quarter, while yoy performance was impacted by shift in the festive calendar, including Pujo moving to 3Q, along with a subdued wedding season.
- The festive season has started on a positive note, with Management confident of delivering a stronger 2H, which is seasonally better in terms of revenue, profitability, and cash generation.

Ethnic portfolio

- Designer-led brands continued to deliver double-digit growth, supported by healthy momentum across the portfolio. Tasva recorded double-digit revenue growth in 1H despite the festive shift and logged a network of 92 stores at the end of 2Q. The brand remains focused on gaining share in men's occasion wear, supported by increasing brand visibility and improving consumer acceptance.

TCNS

- TCNS continues to face near-term challenges, with the business yet to return to a sustained growth trajectory. The company has rationalized its network by closing ~60 underperforming stores over the past 12 months which has weighed on revenue growth. Festive-period LFL growth was marginally positive-to-low single digit, around 500–600bps below Pantaloons, while overall 1H performance remained negative.
- Inventory correction and liquidation of older stock are also ongoing, continuing to weigh on gross margins. Management indicated that the current underperformance is more a reflection of business-specific challenges than seasonality, with the focus on sharper product offerings and improving store productivity.

Luxury, TMRW, and OWND

- The luxury portfolio delivered 24% growth in 1H, supported by continued momentum across The Collective, mono-brand stores, and Galeries Lafayette.
- TMRW reported 10% yoy revenue growth, increasing to 19% including WROGN, with profitability improving for the fourth consecutive quarter.
- OWND continued its strong growth trajectory, recording 58% yoy revenue growth, supported by new store additions; its network stood at 90 stores at the end of 2Q.

Store network

- ABFRL added 35 stores during 2Q, taking 1H additions to over 80 stores and the overall retail network to 1,268 stores, spanning ~7.8mn sqft. Expansion remains calibrated, with focus on improving store productivity and strengthening the network across brands and formats.

Cash flow, fundraise and capex

- ABFRL closed 2Q with gross cash of Rs11.4bn at the consolidated level and Rs6.28bn at the standalone level. Standalone cash now stands at ~Rs3.5bn as against the earlier FY27 exit guidance of Rs4–5bn, with Management expecting some improvement in 2H.
- The release of working capital following the festive inventory build-up is expected to support 2H cash generation.

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

Story in charts

Exhibit 1: ABFRL – DCF-based valuation

(Rs mn)	
Cash flow at FY35-end	8,950
Terminal growth rate	6.0%
WACC	12.5%
Terminal value	145,949
Discounted terminal value	60,304
PV of firm till terminal year	6,647
Total discounted value of the firm	**59,249**
Net cash balance + D2C investment	10,000
Sept-27E market cap	**69,249**
Implied EBITDA multiple (ABFRL, excluding TMRW)	**28.8**
Fair value/Sep-27E TP (Rs)	**60**

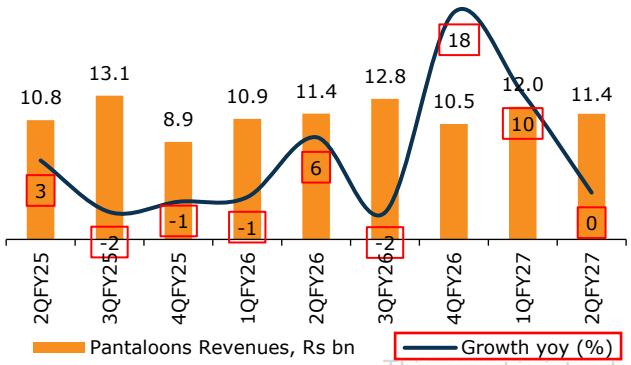
Source: Company, Emkay Research

Exhibit 2: Key growth/margin assumptions

(Rs mn)	FY25	FY30E	FY35E	*FY25-30E	*FY30-35E
[A] ABFRL - Revenue (ex-TMRW)	67,040	135,058	259,020	15.0	13.9
[1] Masstige Value Retail	43,730	83,394	159,469	13.8	13.8
[2] Ethnic	19,560	42,758	83,598	16.9	14.3
[3] Luxury Retail	5,170	10,719	19,229	15.7	12.4
[B] ABFRL - EBITDA (ex-TMRW)	-26	4,678	19,405		
EBITDA margin	0.0%	3.5%	7.5%		
[1] Masstige Value Retail	1,050	2,492	11,195		
EBITDA margin	2.4%	3.0%	7.0%		
[2] Ethnic	-1,103	3,155	8,621		
EBITDA margin	-5.6%	7.4%	10.3%		
[3] Luxury Retail	517	322	1,923		
EBITDA margin	10.0%	3.0%	10.0%		

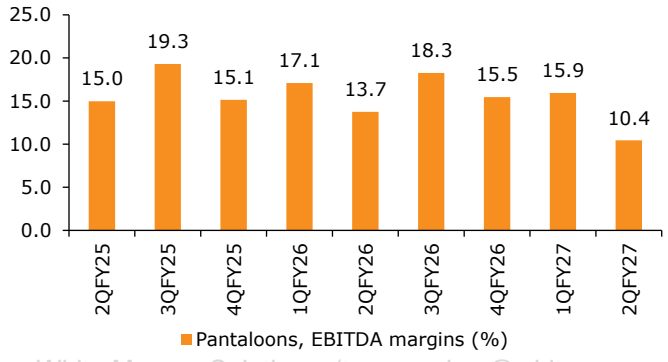
*Source: Company, Emkay Research; Note: EBITDA estimates are pre-IndAS; *CAGR*

Exhibit 3: Pantaloons segment – Revenue was flat yoy impacted by festive shift; 'OWND' grew 58% yoy



Source: Company, Emkay Research

Exhibit 4: Pantaloons's EBITDA margin declined by ~330bps due to the festive shift-led negative leverage

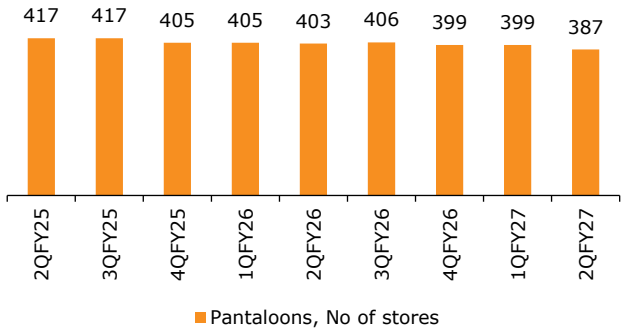


Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

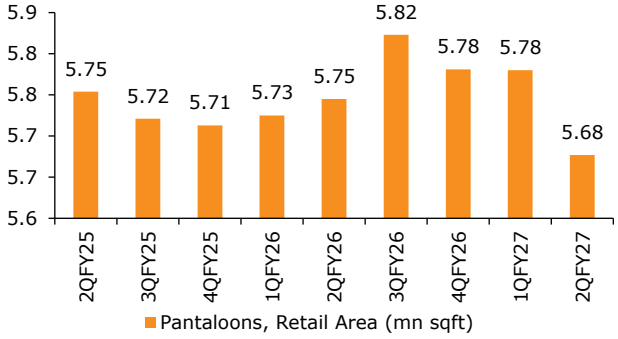
Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

Exhibit 5: Pantaloons saw 12 store closures (4 opened; 16 closed) in 2Q



Source: Company, Emkay Research

Exhibit 6: Retail area was lower by ~1% yoy on account of store closures



Source: Company, Emkay Research

Exhibit 7: Summary of quarterly results

Y/E, Mar (Rs mn)	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27	yoy (%)	qoq (%)	FY26TD	FY27TD	yoy (%)
Revenue	**19,817**	**23,737**	**19,901**	**20,256**	**20,300**	**2.4**	**0.2**	**38,131**	**40,556**	6.4
Expenditure	**19,129**	**20,649**	**17,927**	**19,086**	**20,167**	**5.4**	**5.7**	**36,326**	**39,254**	**8.1**
Consumption of RM	8,347	9,778	8,735	8,790	8,892	6.5	1.2	**16,159**	**17,682**	9.4
as % of sales	*42.1%*	*41.2%*	*43.9%*	*43.4%*	*43.8%*			*42.4%*	*43.6%*	
Other expenditure	10,782	10,872	9,193	10,297	11,275	4.6	9.5	**20,167**	**21,572**	7.0
as % of sales	*54.4%*	*45.8%*	*46.2%*	*50.8%*	*55.5%*			*52.9%*	*53.2%*	
EBITDA	**688**	**3,087**	**1,974**	**1,169**	**133**	**-80.7**	**-88.6**	**1,805**	**1,302**	**-27.8**
Depreciation	3,252	3,495	3,492	3,497	3,694	13.6	5.6	**6,408**	**7,191**	12.2
EBIT	**-2,564**	**-408**	**-1,518**	**-2,328**	**-3,561**			**-4,603**	**-5,889**	
Other income	545	680	1,235	560	598	9.6	6.7	**1,181**	**1,158**	-2.0
Interest	1,242	1,325	1,457	1,371	1,517	22.1	10.7	**2,376**	**2,888**	21.6
PBT	**-3,260**	**-1,053**	**-1,739**	**-3,139**	**-4,480**			**-5,798**	**-7,619**	
Total tax	380	36	309	715	781	105.6	9.2	**637**	**1,496**	134.7
(Profit)/loss from JVs/Ass/MI	247	-220	59	271	271	9.6	0.0	**407**	**542**	**33.1**
APAT after MI	**-2,633**	**-1,238**	**-1,370**	**-2,152**	**-3,428**			**-4,753**	**-5,581**	
Extraordinary items	0	285	114	0	0			**0**	**0**	
PAT	**-2,633**	**-1,522**	**-1,484**	**-2,152**	**-3,428**			**-4,753**	**-5,581**	
EPS (Rs)	**-2.2**	**-1.5**	**-1.2**	**-1.8**	**-2.8**			**-3.9**	**-4.6**	

(%)	2QFY26	3QFY26	4QFY26	1QFY27	2QFY27	yoy (%)	qoq (%)	FY26TD	FY27TD	(bps)
EBITDAM	3.5	13.0	9.9	5.8	0.7	-280	-510	4.7	3.2	-150
EBITM	-12.9	-1.7	-7.6	-11.5	-17.5	-460	-600	-12.1	-14.5	-240
EBTM	-16.5	-4.4	-8.7	-15.5	-22.1	-560	-660	-15.2	-18.8	-360
PATM	-13.3	-5.2	-6.9	-10.6	-16.9	-360	-630	-12.5	-13.8	-130
Effective tax rate	-11.6	-3.4	-17.8	-22.8	-17.4	-580	540	-11.0	-19.6	-860

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

Exhibit 8: Actual vs estimates (2QFY27)

(Rs mn)	Actual	Estimates		Variation		Comments
		Emkay	Consensus	Emkay	Consensus	
Net sales	20,300	20,281	21,283	0.1%	-4.6%	Topline was in line with our estimate
EBITDA	133	-100	932		-85.7%	EBITDA marginally better-than-expected due to lower opex
EBITDA margin	0.7%	-0.5%	4.4%	115	-373	
APAT	-3,428	-3,259	-3,352			APAT loss is higher than expectation, largely on account of higher-than-expected depreciation and interest expense

Source: Company, Emkay Research

Exhibit 9: Changes in estimates

(Rs mn)	FY27E			FY28E			FY29E		
	Old	New	Change (%)	Old	New	Change (%)	Old	New	Change (%)
Net sales	95,377	92,477	-3.0	112,393	108,905	-3.1	132,938	128,715	-3.2
EBITDA	10,471	9,014	-13.9	15,056	14,157	-6.0	18,967	17,915	-5.5
EBITDA margin (%)	11.0	9.7	-120 bps	13.4	13.0	-40 bps	14.3	13.9	-30 bps
PAT	-6,323	-7,412	NA	-4,609	-5,282	NA	-3,338	-4,125	NA
EPS (Rs)	-5.2	-6.1	NA	-3.8	-4.3	NA	-2.7	-3.4	NA

Source: Company, Emkay Research

Exhibit 10: Valuation comparison across our coverage companies

Company	CMP (Rs)	Mcap (Rs bn)	Reco	Target price (Rs)	EPS (Rs)			PER (x)			EV/EBITDA (x)*		
					FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
Titan Company	5,000	4,439	ADD	5,600	74.4	88.2	105.7	67.2	56.7	47.3	41.4	35.6	30.3
Varun Beverages	438	1,482	BUY	550	10.3	11.0	13.9	42.7	39.9	31.5	24.5	22.6	19.1
Ethos	2,681	72	BUY	3,400	49.7	67.0	85.7	54.0	40.1	31.3	22.8	17.0	13.2
Page Industries	35,930	401	ADD	46,800	776.7	894.3	1,022.4	46.3	40.2	35.1	31.2	27.3	23.9
ABFRL	**39**	**48**	**ADD**	**60**	**-6.1**	**-4.3**	**-3.4**	**NA**	**NA**	**NA**	**6.3**	**4.0**	**3.2**
Jubilant FoodWorks	457	302	BUY	600	6.8	10.4	13.0	67.7	44.0	35.3	15.0	12.1	10.5
Devyani International	129	159	BUY	160	0.2	1.1	1.7	599.7	114.0	74.1	16.7	13.6	11.9
Westlife Foodworld	656	102	ADD	550	1.2	5.2	8.8	539.1	125.2	74.9	26.3	19.4	15.9
Sapphire Foods	210	68	BUY	260	-0.1	1.5	2.5	NA	142.0	84.7	12.9	10.1	8.5
Senco Gold	321	53	BUY	575	21.4	26.2	32.8	15.0	12.2	9.8	9.9	8.1	6.7
Metro Brands	825	225	BUY	1,250	18.0	21.5	25.2	45.9	38.4	32.7	21.8	18.8	16.3
ABLBL	77	94	BUY	140	2.3	3.2	4.0	33.0	24.4	19.1	6.5	5.8	5.1
Vishal Mega Mart	94	440	BUY	170	2.1	2.7	3.4	44.4	35.2	27.4	19.2	16.1	13.4
Lenskart	725	1,261	BUY	800	5.2	7.3	10.1	139.1	99.8	71.6	49.0	37.9	29.9
DMART	3,425	2,234	SELL	3,300	54.6	62.0	70.2	62.7	55.2	48.8	37.1	31.9	27.6

*Source: Company, Emkay Research; Note: *Post-IndAS-116 EBITDA; **FY27E is CY26 and likewise for Varun Beverages*

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

Aditya Birla Fashion & Retail: Consolidated Financials and Valuations

Profit & Loss

Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	**73,547**	**81,769**	**92,477**	**108,905**	**128,715**
Revenue growth (%)	14.2	11.2	13.1	17.8	18.2
EBITDA	**6,764**	**6,866**	**9,014**	**14,157**	**17,915**
EBITDA growth (%)	82.8	1.5	31.3	57.1	26.5
Depreciation & Amortization	11,664	13,395	14,867	16,349	17,881
EBIT	**(4,900)**	**(6,529)**	**(5,852)**	**(2,193)**	**34**
EBIT growth (%)	0	0	0	0	0
Other operating income	-	-	-	-	-
Other income	1,957	3,096	2,500	2,000	1,600
Financial expense	5,674	5,157	6,089	6,468	6,815
PBT	**(8,616)**	**(8,589)**	**(9,442)**	**(6,661)**	**(5,181)**
Extraordinary items	0	0	0	0	0
Taxes	(942)	(982)	(2,379)	(1,678)	(1,306)
Minority interest	800	540	0	0	0
Income from JV/Associates	(179)	(294)	(350)	(300)	(250)
Reported PAT	**(7,053)**	**(7,360)**	**(7,412)**	**(5,282)**	**(4,125)**
PAT growth (%)	0	0	0	0	0
Adjusted PAT	**(7,053)**	**(7,360)**	**(7,412)**	**(5,282)**	**(4,125)**
Diluted EPS (Rs)	**(5.8)**	**(6.0)**	**(6.1)**	**(4.3)**	**(3.4)**
Diluted EPS growth (%)	0	0	0	0	0
DPS (Rs)	**0**	**0**	**0**	**0**	**0**
Dividend payout (%)	**0**	**0**	**0**	**0**	**0**
EBITDA margin (%)	9.2	8.4	9.7	13.0	13.9
EBIT margin (%)	(6.7)	(8.0)	(6.3)	(2.0)	-
Effective tax rate (%)	10.9	11.4	25.2	25.2	25.2
NOPLAT (pre-IndAS)	**(4,364)**	**(5,782)**	**(4,378)**	**(1,640)**	**25**
Shares outstanding (mn)	1,220	1,221	1,221	1,221	1,221

Source: Company, Emkay Research

Balance Sheet

Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Share capital	12,203	12,205	12,205	12,205	12,205
Reserves & Surplus	55,919	46,185	38,773	33,491	29,366
Net worth	**68,122**	**58,391**	**50,978**	**45,696**	**41,571**
Minority interests	11	4,238	4,588	4,888	5,138
Non current liab. & prov.	33,136	40,852	48,302	55,537	62,720
Total debt	**14,386**	**16,946**	**16,946**	**16,946**	**16,946**
Total liabilities & equity	**115,655**	**120,427**	**120,815**	**123,068**	**126,375**
Net tangible fixed assets	22,594	23,493	22,511	21,687	20,984
Net intangible assets	14,918	15,406	15,892	16,379	16,865
Net ROU assets	29,919	38,126	43,904	49,392	54,729
Capital WIP	1,810	879	879	879	879
Goodwill	26,707	26,707	26,707	26,707	26,707
Investments [JV/Associates]	1,585	1,789	1,789	1,789	1,789
Cash & equivalents	**23,673**	**15,455**	**7,825**	**3,737**	**409**
Current assets (ex-cash)	42,542	51,526	59,350	70,206	82,910
Current Liab. & Prov.	48,094	53,052	58,142	67,807	78,996
NWC (ex-cash)	**(5,553)**	**(1,526)**	**1,208**	**2,399**	**3,915**
Total assets	**115,655**	**120,427**	**120,815**	**123,068**	**126,375**
Net debt	(9,287)	1,491	9,121	13,209	16,537
Capital employed	115,655	120,427	120,815	123,068	126,375
Invested capital	**58,668**	**64,178**	**66,417**	**67,271**	**68,569**
BVPS (Rs)	55.8	47.8	41.8	37.4	34.1
Net Debt/Equity (x)	(0.1)	-	0.2	0.3	0.4
Net Debt/EBITDA (x)	(1.4)	0.2	1.0	0.9	0.9
Interest coverage (x)	(1.0)	(1.4)	(1.2)	(0.7)	(0.5)
RoCE (%)	**(3.4)**	**(4.2)**	**(4.4)**	**(0.3)**	**2.5**

Source: Company, Emkay Research

Cash flows

Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
PBT (ex-other income)	(10,574)	(11,685)	(11,942)	(8,661)	(6,781)
Others (non-cash items)	0	0	0	0	0
Taxes paid	5,128	(465)	1,970	1,003	529
Change in NWC	5,361	(4,027)	(2,734)	(1,191)	(1,516)
Operating cash flow	**17,253**	**2,375**	**8,250**	**13,969**	**16,928**
Capital expenditure	7,670	(4,728)	(4,000)	(4,500)	(5,000)
Acquisition of business	(508)	(204)	0	0	0
Interest & dividend income	1,957	3,096	2,500	2,000	1,600
Investing cash flow	**1,985**	**3,456**	**9,150**	**(2,500)**	**(3,400)**
Equity raised/(repaid)	42,253	24	0	0	0
Debt raised/(repaid)	(27,666)	2,560	0	0	0
Payment of lease liabilities	(21,777)	(14,188)	(12,280)	(13,558)	(14,955)
Interest paid	(2,701)	(1,627)	(2,100)	(2,000)	(1,900)
Dividend paid (incl tax)	0	0	0	0	0
Others	(6,240)	4,474	0	0	0
Financing cash flow	**(16,131)**	**(8,756)**	**(14,380)**	**(15,558)**	**(16,855)**
Net chg in Cash	3,107	(2,926)	3,020	(4,089)	(3,328)
OCF	17,253	2,375	8,250	13,969	16,928
Adj. OCF (w/o NWC chg.)	11,892	6,401	10,984	15,160	18,443
FCFF	24,923	(2,354)	4,250	9,469	11,928
FCFE	24,180	(884)	4,650	9,469	11,628
OCF/EBITDA (%)	255.1	34.6	91.5	98.7	94.5
FCFE/PAT (%)	(342.8)	12.0	(62.7)	(179.3)	(281.9)
FCFF/NOPLAT (%)	**(571.1)**	**40.7**	**(97.1)**	**(577.4)**	**46,807.7**

Source: Company, Emkay Research

Valuations and key Ratios

Y/E March	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	(6.8)	(6.5)	(6.4)	(9.0)	(11.6)
P/CE(x)	(14.2)	(15.0)	(16.4)	(107.4)	43.7
P/B (x)	0.7	0.8	0.9	1.0	1.1
EV/Sales (x)	0.5	0.6	0.6	0.5	0.4
EV/EBITDA (x)	5.7	7.2	6.3	4.0	3.2
EV/EBIT(x)	(7.8)	(7.5)	(9.7)	(25.9)	1,669.6
EV/IC (x)	0.7	0.8	0.9	0.8	0.8
FCFF yield (%)	64.8	(4.8)	7.5	16.6	21.0
FCFE yield (%)	50.6	(1.9)	9.7	19.8	24.3
Dividend yield (%)	0	0	0	0	0
DuPont-RoE split					
Net profit margin (%)	(9.6)	(9.0)	(8.0)	(4.9)	(3.2)
Total asset turnover (x)	0.8	1.0	1.2	1.4	1.8
Assets/Equity (x)	1.6	1.3	1.5	1.6	1.7
RoE (%)	**(13.0)**	**(11.6)**	**(13.6)**	**(10.9)**	**(9.5)**
DuPont-RoIC					
NOPLAT margin (%)	(5.9)	(7.1)	(4.7)	(1.5)	-
IC turnover (x)	1.1	1.3	1.4	1.6	1.9
RoIC (%)	**(6.5)**	**(9.4)**	**(6.7)**	**(2.5)**	**-**
Operating metrics					
Core NWC days	(27.6)	(6.8)	4.8	8.0	11.1
Total NWC days	**(27.6)**	**(6.8)**	**4.8**	**8.0**	**11.1**
Fixed asset turnover	0.9	1.0	1.1	1.2	1.4
Opex-to-revenue (%)	47.6	49.2	47.6	45.9	45.7

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

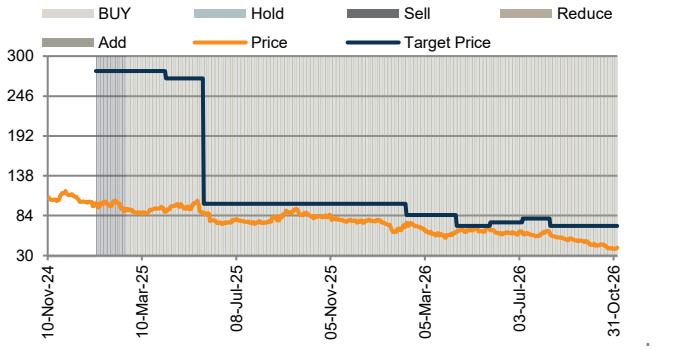
Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
07-Oct-26	45	70	Add	Devanshu Bansal
11-Aug-26	59	70	Add	Devanshu Bansal
07-Jul-26	60	80	Add	Devanshu Bansal
27-May-26	64	75	Add	Devanshu Bansal
14-Apr-26	62	70	Add	Devanshu Bansal
09-Feb-26	74	85	Add	Devanshu Bansal
10-Jan-26	75	100	Add	Devanshu Bansal
06-Nov-25	78	100	Add	Devanshu Bansal
27-May-25	88	100	Add	Devanshu Bansal
09-Apr-25	90	270	Add	Devanshu Bansal
04-Apr-25	94	280	Add	Devanshu Bansal
18-Feb-25	91	280	Add	Devanshu Bansal
10-Jan-25	100	280	Sell	Devanshu Bansal
09-Nov-24	108	280	Sell	Devanshu Bansal

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com.

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("SEBI") bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any Stock Exchange nor its activities were suspended by any Stock Exchange with whom it is registered in last five years. However, SEBI and Stock Exchanges had conducted their routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to its existing clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit www.emkayglobal.com to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL . All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its affiliates. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

This report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Disclaimer for U.S. persons only: Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

RESTRICTIONS ON DISTRIBUTION

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. Except otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associated persons1 may have served as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate may have Financial Interests2 in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

[1] An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

[2] Financial Interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

1. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of November 09, 2026
2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report

Disclosure of previous investment recommendation produced:

3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of November 09, 2026
5. EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the November 09, 2026
6. EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
7. EGFSL, its affiliates and Research Analyst or his/her associate may have received compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
8. EGFSL, its affiliates and/or and Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

Emkay Global Financial Services Ltd.
CIN - L67120MH1995PLC084899
7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India
Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions

OTHER DISCLAIMERS AND DISCLOSURES:

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) -:

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. . Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit www.emkayglobal.com to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.

CHIRAG UTTAM JAIN

Digitally signed by CHIRAG UTTAM JAIN
Date: 2026.11.09 00:09:24 +05'30'

File Downloaded for Team White Marque Solutions (team.emkay@whitemarquesolutions