8 November 2025

2QFY26 Results Update | Sector: Retail

Go Fashion (India)

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	GOCOLORS IN
Equity Shares (m)	54
M.Cap.(INRb)/(USDb)	33.8 / 0.4
52-Week Range (INR)	1252 / 624
1, 6, 12 Rel. Per (%)	-11/-32/-53
12M Avg Val (INR M)	86

Financials & Valuations Consol (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	8.9	10.2	11.5
EBITDA	2.7	3.2	3.6
Adj. PAT	0.9	1.2	1.4
EBITDA Margin (%)	30.6	31.2	31.0
Adj. EPS (INR)	16.6	21.8	25.9
EPS Gr. (%)	(4.0)	31.4	18.9
BV/Sh. (INR)	142.2	159.6	180.4
Ratios			
Net D:E	(0.5)	(0.6)	(0.6)
RoE (%)	11.0	12.8	13.6
RoCE (%)	17.7	20.1	21.6
Payout (%)	20.0	20.0	20.0
Valuations			
P/E (x)			
EV/EBITDA (x)	37.7	28.7	24.1
EV/Sales (X)	21.6	17.6	14.8
Div. Yield (%)	3.4	2.9	2.5

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	52.8	52.8	52.8
DII	35.0	34.6	32.8
FII	8.6	9.7	11.8
Others	3.6	3.0	2.6

FII Includes depository receipts

CMP: INR626 TP: INR750 (+20%) BUY

Weak SSSG dents 2Q performance, valuations attractive

- Go Fashion reported yet another muted quarter with revenue growth of 7%. A strong pickup in LFS (up 18% YoY) was offset by persistent weakness in same-store sales (-4%).
- Margin pressure persisted as pre-Ind AS EBITDA margin fell ~130bp YoY to 14.3%. EBITDA declined 1% YoY to INR320m due to negative operating leverage.
- Overall, FY26 had a weak start, with 1H revenue/EBITDA/PAT performance standing at +4%/flat/-10%. We bake in 6%/4%/4% growth in 2H.
- We cut our FY25-28 revenue/EBITDA estimates by ~4% to reflect weakness in SSSG and calibrated store expansion. We expect 11%/10%/14% CAGR in revenue/EBITDA/PAT over FY25-28E.
- Valuations remain reasonable at ~32x 1-year forward earnings, though a sustainable turnaround in SSSG is key to re-rating. **We maintain our BUY rating with a TP of INR750, based on 30x Dec'27E EPS.**

Weak SSSG leads to negative operating leverage; In line with estimates

- Revenue was up 7% YoY at INR2.2b (in line with estimate) as strong growth in LFS was offset by the underperformance in EBO stores (-3.6% SSSG).
- EBO revenue grew by a modest 4% YoY to INR1.b, impacted by a 3.6% decline in SSSG.
  - Go Colors added 9 net new stores in 2Q (14 additions and 5 closures), and 36 net new stores in 1HFY26.
  - Management has trimmed the net store addition outlook to 80-90 (from 120-130 gross with limited closures earlier).
  - Growth was impacted by SSSG decline of 3.6% in 2Q (down 2.4% in 1HFY26).
- LFS revenue recovered strongly with 18% YoY growth, led by ~80 new store additions during the quarter (~300 in 1HFY26). Ecommerce channel declined 4% YoY.
- Gross profit at INR1.4b was up 7% YoY and margins contracted ~45bp to 62.6%.
- Due to negative operating leverage, pre-IND AS EBITDA declined by 1% YoY, with margins at 14.3% (down 125bp YoY).
  - Reported EBITDA at INR0.7b was up 5% YoY, with margins at 29.7% (down 70bp).
- Higher other income drove PAT growth of 6% YoY to INR218m.
- Core working capital increased to 135 days, led by a jump in receivables (up by 12 days to 52 days), while inventory largely remained stable at 97 days.
- Cash flow from operations (adj. for leases) declined to INR272m (vs. INR551m in 1HFY25), impacted by muted profitability and higher working capital requirements. After incurring a capex of INR196m, FCFF stood at INR76m (vs. INR318m YoY).

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Highlights from the management commentary

- **Demand trends:** Demand is recovering, driven by strong festive sales in markets like Tamil Nadu and Maharashtra, though post-Diwali softness persists. West and North are improving and South is still lagging. Management is betting on refreshed designs and new launches to revive growth.
- **Expansion strategy:** FY26 store guidance is trimmed to 80-90 net store additions (vs. 120 gross) to safeguard margins during weak SSSG, with expansion to pick up only after demand stabilizes.
- **Essential-wear pilot** in two Chennai stores is getting good response with INR1,000 SPSF/month from the added space, exceeding internal benchmarks. These are extensions of existing stores, and the company plans to scale up the pilot to 18-20 locations to assess long-term potential.
- **Promoter pledges** rose due to the stock price correction but are set to reduce by more than 50% soon, with around 2.5m to 3.0m shares likely to be de-pledged in the next few months.

Valuation and view

- Go Fashion is poised to scale up its leadership in women's bottom wear through a strong D2C model and continued expansion into new cities, with ~14 stores added in 1HFY26 and a focus on Tier 2 and Tier 3 markets via additional EBOs.
- Management is tackling muted SSSG through fresh product launches in 2H. Strong festive-led volume recovery drives confidence in a sustainable rebound ahead.
- While pilot initiatives like essential wear and international expansion are gaining traction, management remains firmly focused on reviving core bottom-wear growth.
- We cut our FY25-28 revenue/EBITDA estimates by ~4% to reflect weakness in SSSG and calibrated store expansion. We expect a CAGR of 11%/10%/14% in revenue/EBITDA/PAT over FY25-28E.
- Valuations remain reasonable at ~32x 1-year forward earnings, though a sustainable turnaround in SSSG is key to re-rating. **We maintain our BUY rating with a TP of INR750, based on 30x Dec'27E EPS.**

Quarterly performance

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Var (%)
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE			2QE	Est
Revenue	**2,201**	**2,085**	**2,147**	**2,048**	**2,228**	**2,242**	**2,330**	**2,132**	**8,482**	**8,927**	**2,224**	**0.8**
YoY Change (%)	16	10	6	13	1	7	9	4	11	5	15	
Gross margins (%)	**61.8**	**63.1**	**64.1**	**64.3**	**63.0**	**62.6**	**62.9**	**65.1**	**63.3**	**63.4**	**63**	
Change in bps (YoY)	44	240	264	75	119	-46	-122	86	156	11		
Total Expenditure	1,480	1,450	1,449	1,424	1,541	1,575	1,601	1,482	5,802	6,195	1,561	0.9
EBITDA	**721**	**635**	**698**	**624**	**687**	**666**	**729**	**651**	**2,680**	**2,732**	**663**	**0.5**
Change YoY (%)	12	12	3	16	-5	5	4	4	11	2	5	
EBITDA margins (%)	**32.8**	**30.4**	**32.5**	**30.5**	**30.8**	**29.7**	**31.3**	**30.5**	**31.6**	**30.6**	**30**	
Change in bps (YoY)	-100	47	-91	82	-194	-71	-121	3	-19	-99		
Depreciation	295	311	317	314	323	328	329	320	1,237	1,300	333	-1.5
Interest	110	115	116	122	120	122	127	128	464	497	139	-12.7
Other Income	58	71	58	66	52	73	68	68	254	262	57	27.6
PBT before EO expense	**374**	**281**	**323**	**254**	**297**	**290**	**341**	**271**	**1,233**	**1,198**	**248**	**16.7**
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	**374**	**281**	**323**	**254**	**297**	**290**	**341**	**271**	**1,233**	**1,198**	**248**	**16.7**
Tax	88	76	79	55	74	72	86	68	298	300	63	15.1
Rate (%)	23.5	26.9	24.6	21.8	25.0	24.8	25.2	25.2	24.2	25.1	25.2	-1.4
Reported PAT	**287**	**205**	**243**	**199**	**223**	**218**	**255**	**203**	**935**	**898**	**186**	**17.3**
Adj PAT	**287**	**205**	**243**	**199**	**223**	**218**	**255**	**203**	**935**	**898**	**186**	**17.3**
YoY Change (%)	9	2	4	52	-22	6	5	2	13	-4		

(INR m)

Quarterly performance (INR m)

Consol P&L (INR m)	2QFY25	1QFY26	2QFY26	YoY%	QoQ%	2QFY26E	v/s Est (%)
Total Revenue	**2,085**	**2,228**	**2,242**	**7**	**1**	**2,224**	**1**
Raw Material cost	770	825	839	9	2	829	1
Gross Profit	**1,315**	**1,403**	**1,403**	**7**	**0**	**1,396**	**1**
Gross margin (%)	**63.1**	**63.0**	**62.6**	**-46bps**	**-38bps**	**62.8**	**-16bps**
Employee Costs	405	442	457	13	3	449	2
Other expenses	275	274	280	2	2	284	-1
Total Opex	**680**	**716**	**737**	**8**	**3**	**732**	**1**
EBITDA	**635**	**687**	**666**	**5**	**-3**	**663**	**0**
EBITDA margin (%)	30.4	30.8	29.7	-71bps	-111bps	29.8	-10bps
Depreciation and amortization	311	323	328	6	2	333	-2
EBIT	324	364	339	4	-7	330	2
EBIT margin (%)	15.5	16.4	15.1	-44bps	-125bps	14.9	25bps
Finance Costs	115	120	122	6	1	139	-13
Other income	71	52	73	3	40	57	28
Profit before Tax	**281**	**297**	**290**	**3**	**-2**	**248**	**17**
Tax	76	74	72	-5	-3	63	15
Tax rate (%)	26.9	25.0	24.8	-212bps	-20bps	25.2	-1bps
Profit after Tax	**205**	**223**	**218**	**6**	**-2**	**186**	**17**

Key Performance Indicators

Y/E March	FY25				FY26E			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Total Stores	734	755	775	776	803	812	835	856
Additions	23	31	30	20	31	14	23	21
Closures	(3)	(10)	(10)	(19)	(4)	(5)	-	-
Net Additions	**20**	**21**	**20**	**1**	**27**	**9**	**23**	**21**
EBO	1,527	1,479	1,589	1,415	1,573	1,540	1,652	1,490
LFS	563	511	460	512	490	601	544	500
Online	70	60	60	55	76	58	62	58
Others	42	35	39	63	87	43	77	77
Total	**2,203**	**2,085**	**2,147**	**2,046**	**2,226**	**2,242**	**2,335**	**2,124**
Gross Margins (%)	61.8	63.1	64.1	64.3	63.0	62.6	62.9	65.1
EBITDA Margins (%)	32.8	30.4	32.5	30.5	30.8	29.7	31.3	30.5
PAT Margins (%)	13.0	9.8	11.3	9.7	10.0	9.7	11.0	9.5

Source: MOFSL, Company

Exhibit 1: Key assumptions; trimmed store addition target from 100 to ~90 in near term

(INR m)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
EBO	449	503	630	714	776	856	946	1,036
Net Adds		54	127	84	62	80	90	90
LFS	1,267	1,473	1,750	2,189	2,386	2,636	2,736	2,836
Net Adds		206	277	439	197	250	100	100
% SSSG	-37%	31%	36%	0%	1%	2%	3%	5%
Revenues	**2,507**	**4,013**	**6,653**	**7,628**	**8,482**	**8,927**	**10,204**	**11,504**
% YoY		60%	66%	15%	11%	5%	14%	13%
EBO	-35%	69%	68%	14%	8%	4%	15%	14%
LFS	-46%	47%	72%	19%	23%	5%	12%	9%
Gross Profit (incl job work)	1,467	2,411	4,036	4,709	5,368	5,660	6,413	7,219
% Margin	58.5%	60.1%	60.7%	61.7%	63.3%	63.4%	62.9%	62.8%
EBITDA	**463**	**1,190**	**2,123**	**2,424**	**2,680**	**2,732**	**3,184**	**3,561**
% YoY		157%	78%	14%	11%	2%	17%	12%
% Margin	18.5%	29.7%	31.9%	31.8%	31.6%	30.6%	31.2%	31.0%
Pre- IND AS EBITDA	**337**	**692**	**1,289**	**1,347**	**1,430**	**1,410**	**1,686**	**1,949**
% YoY		105%	86%	5%	6%	-1%	20%	16%
% Margin	13.4%	17.2%	19.4%	17.7%	16.9%	15.8%	16.5%	16.9%
PAT	**-35**	**356**	**828**	**828**	**935**	**898**	**1,179**	**1,402**
% YoY		-1107%	133%	0%	13%	-4%	31%	19%
% Margin	-1.4%	8.9%	12.4%	10.9%	11.0%	10.1%	11.6%	12.2%

Source: Company, MOFSL

Exhibit 2: Valuation based on Sep'27E P/E

Valuation	Dec'27E
EPS	24.9
PE multiple (x)	30
Target Price (INR)	**750**
CMP (INR)	626
Upside (%)	20%

Source: MOFSL, Company

Exhibit 3: Our estimate change summary

	FY26E	FY27E	FY28E
Revenue (INR m)			
Old	9,166	10,669	12,135
Actual/New	8,927	10,204	11,504
Change (%)	-3%	-4%	-5%
EBITDA (INR m)			
Old	2,816	3,367	3,701
Actual/New	2,732	3,184	3,561
Change (%)	-3%	-5%	-4%
EBITDA margin (%)			
Old	30.7%	31.6%	30.5%
Actual/New	30.6%	31.2%	31.0%
Change (bp)	-11	-35	46
Net Profit (INR m)			
Old	876	1,148	1,319
Actual/New	898	1,179	1,402
Change (%)	2%	3%	6%
EPS (INR)			
Old	16.20	21.23	24.39
Actual/New	16.60	21.80	25.92
Change (%)	2%	3%	6%

Source: MOFSL, Company

Exhibit 4: Post correction, GO Fashion trades ~34x 1-yr forward EPS

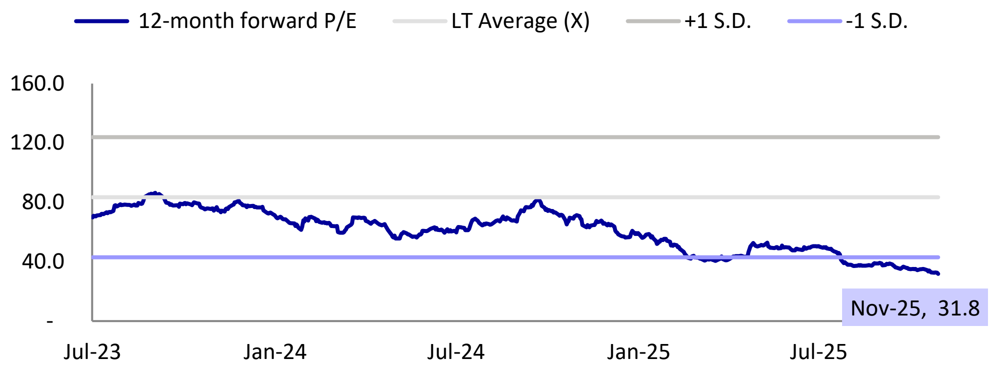
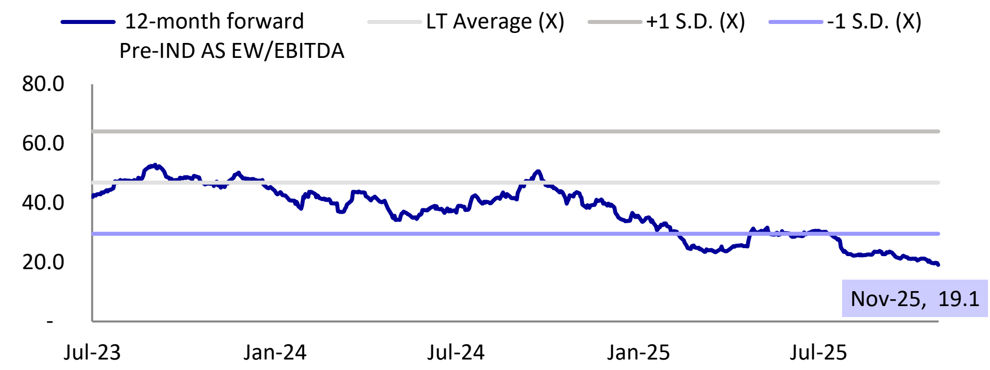


Exhibit 5: GO Fashion currently trades at 20x 1yr fwd Pre-IND AS EV/EBITDA,



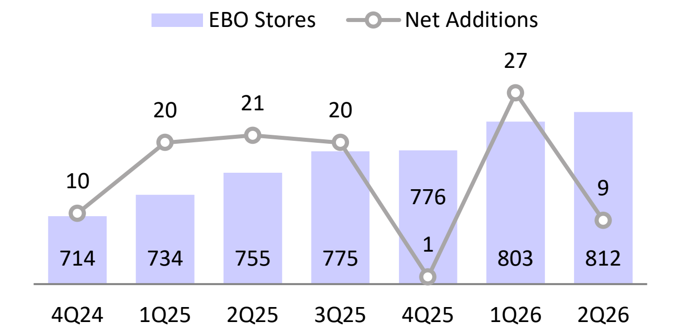
CONFERENCE CALL

Detailed takeaways from the management interaction

- **Demand:** Demand is improving, with strong festive-led traction in key markets like Tamil Nadu and Maharashtra, though sales dipped after Diwali. Management expects recovery over the next few quarters.
- **SSSG** has remained muted (-3.4% in 2Q) for 10 straight quarters, with recovery concentrated in West and North India, while South lags. To revive growth, management is refreshing the core bottom-wear portfolio with new designs and a restructuring into dedicated bottom-wear and topwear teams.
- **Volume recovery** is being led by a shift from core leggings/churidars to higher-growth trousers and value-added bottoms, while ASP is inching up 2-3% YoY due to mix changes. No price hikes were taken.
- **Product mix**: Core categories (leggings and Churidar) now form ~35% of revenue, down from 50-55% before Covid, as demand shifts toward high-growth trousers and pants, with value-added options like palazzos also gaining traction.
- **Expansion**: Go Fashion has cut its FY26 store addition target from 120 to 80-90 to protect margins amid muted SSSG, with expansion set to resume only after a demand recovery. The rollout will maintain a balanced metro/non-metro mix, leveraging the brand’s differentiated positioning to stay clear of direct competition with value retailers.
- **Essential-wear**: The pilot launched in two Chennai stores is delivering over INR1,000 SPSF/month from the added space and surpassing the internal benchmarks. These are extensions of existing bottom-wear stores, and the company aims to scale up the pilot to 18-20 locations in the coming months to validate the concept’s long-term potential.
- **GST impact:** Pricing is well-balanced, with 70-80% of revenue coming from products under INR1,000 and steady growth seen across both low (INR500-600) and mid-to-premium (INR1,500) price tiers. The full pass-through of GST reduction (12% to 5%) on select products is expected to further boost volumes, especially in higher-priced segments.
- **Rental costs** have stabilized, aided by the consolidation of stores last year and targeted renegotiations with landlords. Rent as a percentage of revenue is expected to stabilize as SSSG improves.
- **Target customers:** The company’s target demographic continues to be women aged 27-33 years. The new customer acquisition is tracking at ~20%, while the repeat purchases are stable at 40-45%.
- **I-T search:** An income tax search was conducted in Oct across the company’s offices and warehouses. The search was concluded with no disruption to store operations, no summons or queries received, and no major findings identified.
- **Pledges:** Promoter pledge increased recently due to a fall in stock price but is on track to reduce by more than 50% as around ~2.5-3m shares are expected to be de-pledged within the next few months.

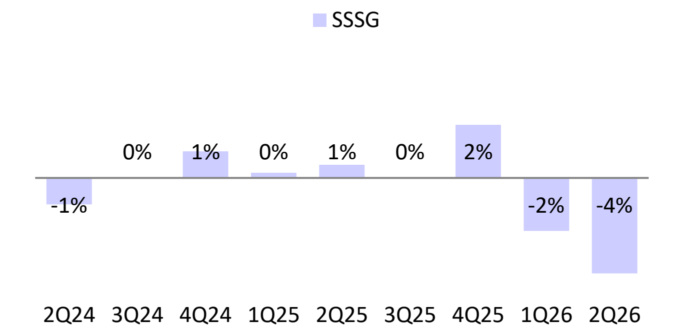
Story in charts

Exhibit 6: Net Adds stood at 9 stores during the quarter



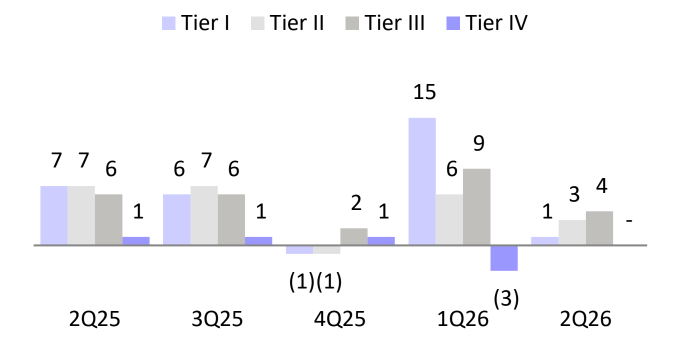
Source: MOFSL, Company

Exhibit 7: Muted SSSG in last 10 quarters



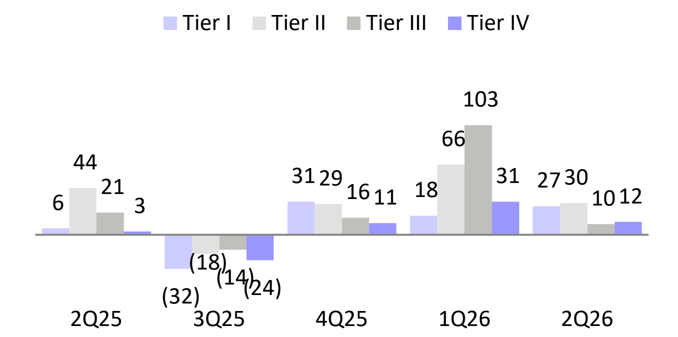
Source: MOFSL, Company

Exhibit 8: EBO store additions is moving to lower tier cities



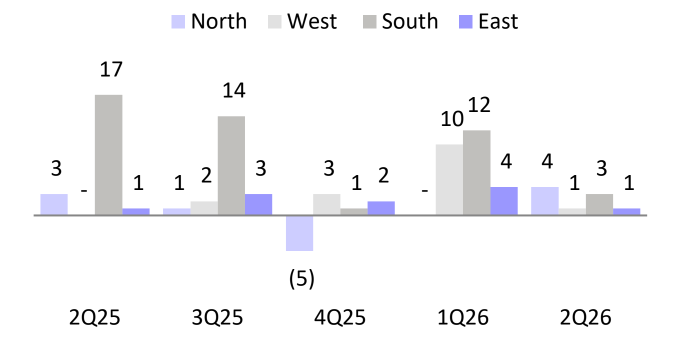
Source: MOFSL, Company

Exhibit 9: LFS additions continue



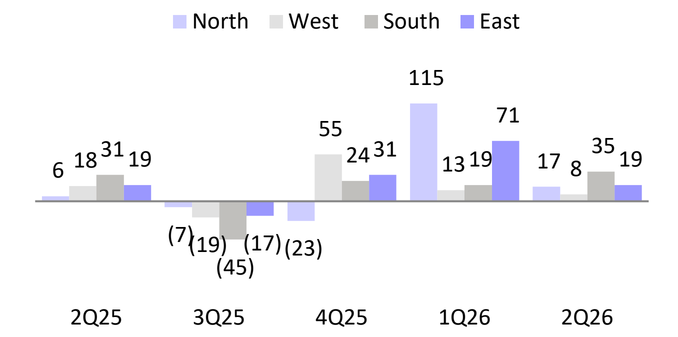
Source: MOFSL, Company

Exhibit 10: Store additions in North/South



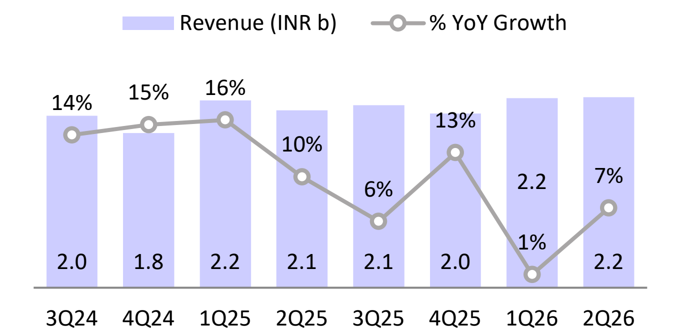
Source: MOFSL, Company

Exhibit 11: LFS additions are heavier in South/East



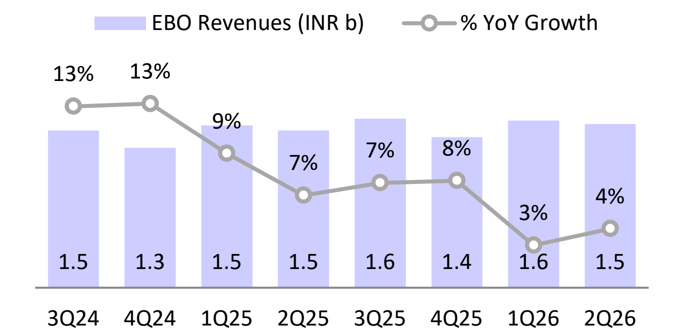
Source: MOFSL, Company

Exhibit 12: Revenue growth remained muted at 7% YoY



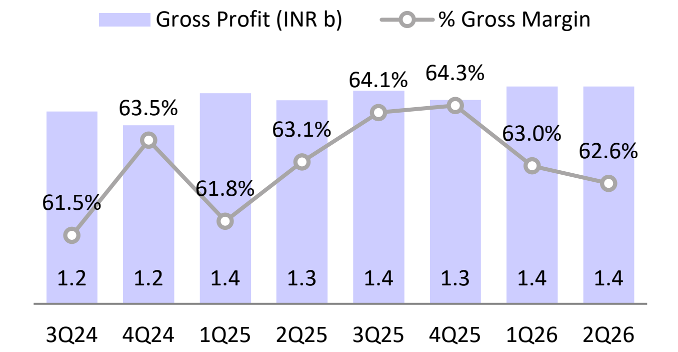
Source: MOFSL, Company

Exhibit 13: EBO revenue much weaker at 4%



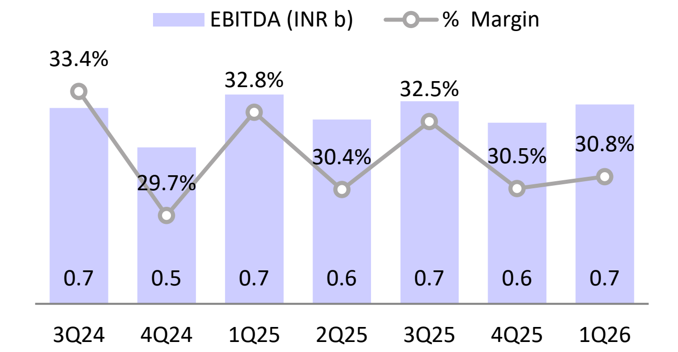
Source: MOFSL, Company

Exhibit 14: Gross margin declined by 46bp



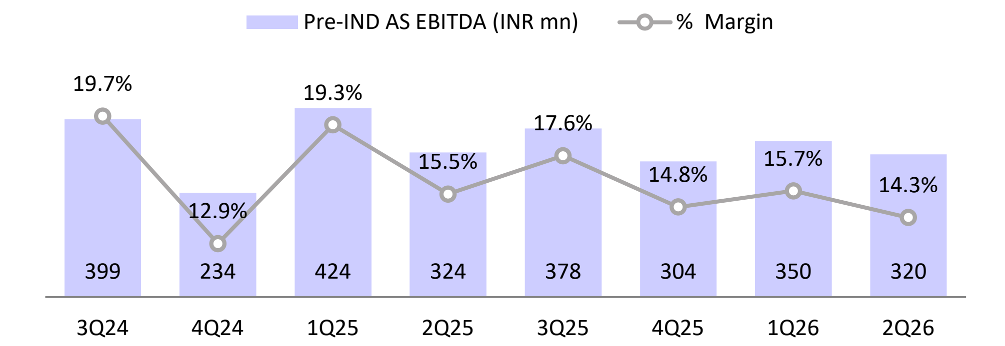
Source: MOFSL, Company

Exhibit 15: EBITDA margin declined 71bp YoY



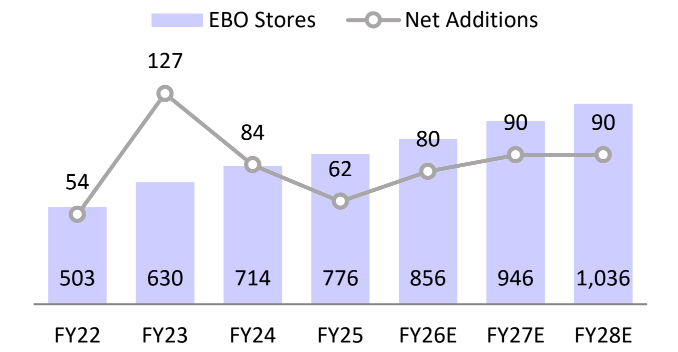
Source: MOFSL, Company

Exhibit 16: Pre-IND AS EBITDA margin declined by 130bp due to negative operating leverage



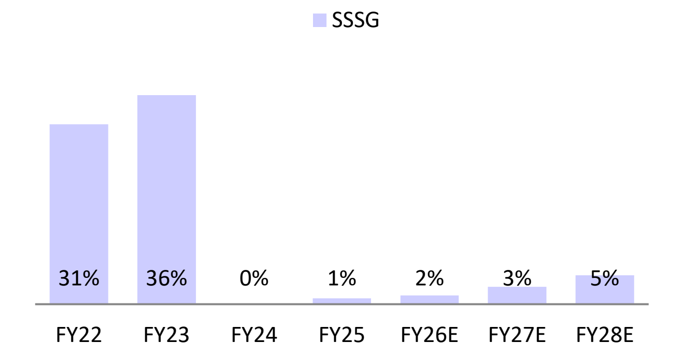
Source: Company, MOFSL

Exhibit 17: Net additions of ~260 stores in FY26-28E



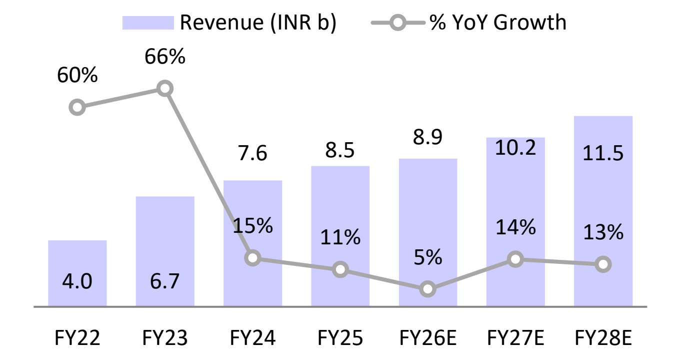
Source: MOFSL, Company

Exhibit 18: SSSG to remain muted in FY26E



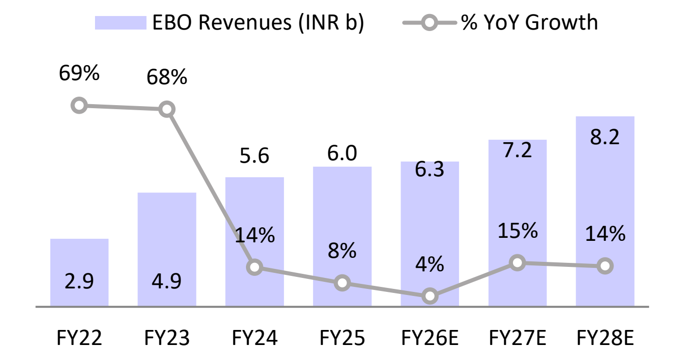
Source: MOFSL, Company

Exhibit 19: Expect revenue CAGR of ~11% over FY25-28E



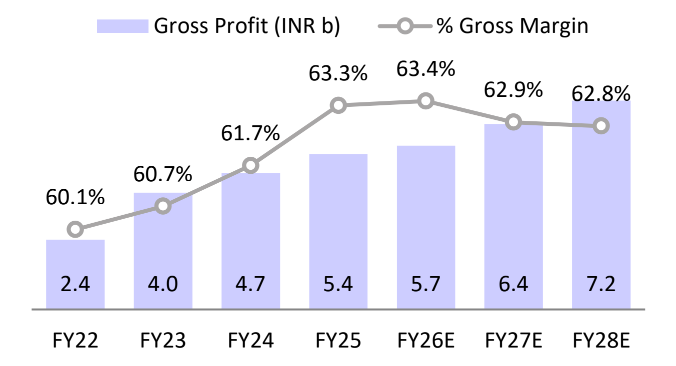
Source: MOFSL, Company

Exhibit 20: EBO also growing at 11% CAGR



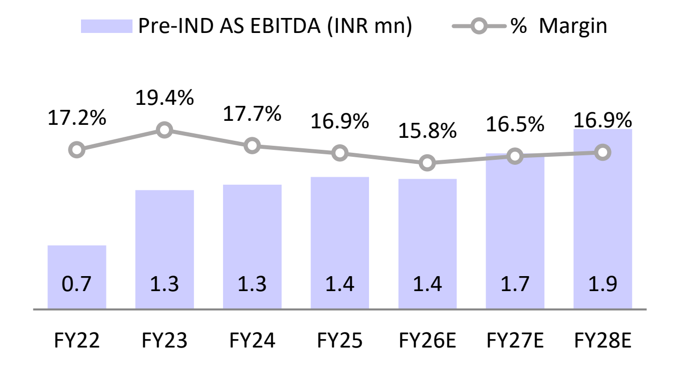
Source: MOFSL, Company

Exhibit 21: Gross Margins to remain elevated



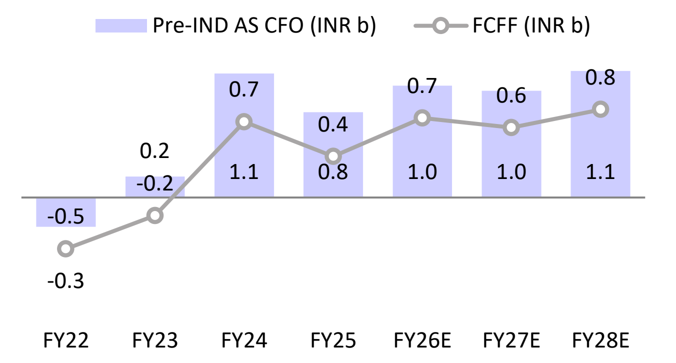
Source: MOFSL, Company

Exhibit 22: Operating margins to remain muted in near term



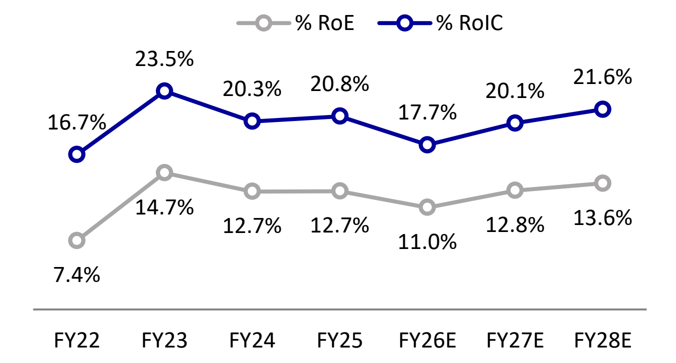
Source: MOFSL, Company

Exhibit 23: Steady cash flow generation



Source: MOFSL, Company

Exhibit 24: Return ratios to remain stable



Source: MOFSL, Company

Financials and Valuation

Consolidated - Income Statement

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	**4,013**	**6,653**	**7,628**	**8,482**	**8,927**	**10,204**	**11,504**
Change (%)	60.1	65.8	14.7	11.2	5.3	14.3	12.7
Raw Materials	1,355	2,215	2,550	2,664	2,821	3,281	3,710
Job Work	248	401	370	450	446	510	575
Gross Profit (Incl Job Work)	**2,411**	**4,036**	**4,709**	**5,368**	**5,660**	**6,413**	**7,219**
Margin (%)	60.1	60.7	61.7	63.3	63.4	62.9	62.8
Employees Cost	731	1,023	1,302	1,602	1,801	1,951	2,138
Other Expenses	490	891	982	1,086	1,126	1,279	1,520
Total Expenditure	**2,823**	**4,530**	**5,204**	**5,802**	**6,195**	**7,021**	**7,943**
% of Sales	70.3	68.1	68.2	68.4	69.4	68.8	69.0
EBITDA	**1,190**	**2,123**	**2,424**	**2,680**	**2,732**	**3,184**	**3,561**
Margin (%)	29.7	31.9	31.8	31.6	30.6	31.2	31.0
Depreciation	686	871	1,104	1,237	1,300	1,323	1,419
EBIT	**504**	**1,252**	**1,321**	**1,443**	**1,433**	**1,861**	**2,142**
Int. and Finance Charges	233	285	391	464	497	592	637
Other Income	208	119	173	254	262	307	369
PBT bef. EO Exp.	**479**	**1,087**	**1,102**	**1,233**	**1,198**	**1,576**	**1,874**
PBT after EO Exp.	**479**	**1,087**	**1,102**	**1,233**	**1,198**	**1,576**	**1,874**
Total Tax	123	259	274	298	300	397	472
Tax Rate (%)	25.6	23.8	24.9	24.2	25.1	25.2	25.2
Reported PAT	**356**	**828**	**828**	**935**	**898**	**1,179**	**1,402**
Adjusted PAT	**356**	**828**	**828**	**935**	**898**	**1,179**	**1,402**
Change (%)	-1,107.0	132.6	0.0	13.0	-4.0	31.4	18.9
Margin (%)	8.9	12.4	10.9	11.0	10.1	11.6	12.2

Consolidated - Balance Sheet

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	541	541	541	541	541	541	541
Total Reserves	3,844	4,664	5,499	6,434	7,152	8,095	9,217
Net Worth	**4,385**	**5,205**	**6,040**	**6,975**	**7,693**	**8,636**	**9,758**
Lease Liabilities	2,498	3,395	4,691	5,070	5,525	6,059	6,524
Deferred Tax Liabilities	29	50	50	39	39	39	39
Capital Employed	**6,912**	**8,651**	**10,781**	**12,084**	**13,256**	**14,734**	**16,321**
Gross Block	3,258	4,431	5,934	6,517	6,879	7,563	8,199
Less: Accum. Deprn.	347	494	667	917	1,009	1,246	1,516
Net Fixed Assets	**2,912**	**3,937**	**5,266**	**5,600**	**5,870**	**6,317**	**6,683**
Other Non-Current	125	381	135	20	-	-	-
Capital WIP	87	74	109	115	115	115	115
Total Investments	**124**	**194**	**234**	**402**	**731**	**731**	**731**
Curr. Assets, Loans&Adv.	**4,150**	**4,510**	**5,425**	**6,358**	**7,249**	**8,381**	**9,707**
Inventory	1,659	2,303	2,163	2,376	2,446	2,740	2,994
Account Receivables	602	722	793	1,057	1,027	1,118	1,261
Cash and Bank Balance	1,629	1,204	2,155	2,617	3,409	4,104	4,979
Loans and Advances	260	281	313	307	367	419	473
Curr. Liability & Prov.	**600**	**613**	**613**	**720**	**709**	**811**	**914**
Account Payables	177	303	368	316	416	475	536
Other Current Liabilities	423	310	245	404	294	335	378
Net Current Assets	**3,550**	**3,897**	**4,811**	**5,638**	**6,540**	**7,571**	**8,793**
Deferred Tax assets	114	168	226	309	0	0	0
Appl. of Funds	**6,912**	**8,650**	**10,782**	**12,083**	**13,256**	**14,734**	**16,321**

Financials and Valuation

Ratios							
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Basic (INR)							
EPS	**6.6**	**15.3**	**15.3**	**17.3**	**16.6**	**21.8**	**25.9**
Cash EPS	13.2	21.5	24.5	27.5	27.8	31.7	35.7
BV/Share	55.5	65.9	76.5	88.3	142.2	159.6	180.4
DPS	-	-	-	-	3.3	4.4	5.2
Payout (%)	-	-	-	-	20.0	20.0	20.0
Valuation (x)							
P/E	167.5	77.5	68.3	46.2	37.7	28.7	24.1
Cash P/E	83.6	55.2	42.7	29.0	22.5	19.8	17.5
P/BV	19.9	18.0	13.7	9.0	4.4	3.9	3.5
EV/Sales	14.5	9.5	7.1	4.8	3.4	2.9	2.5
EV/EBITDA	48.7	29.7	22.4	15.1	21.6	17.6	14.8
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.5	0.7	0.8
FCF per share	2.4	12.7	32.4	29.4	37.6	39.2	44.3
Return Ratios (%)							
RoE	9.9	17.3	14.7	14.4	11.0	12.8	13.6
RoCE	14.5	21.8	19.9	19.8	17.7	20.1	21.6
RoIC	8.2	15.6	12.8	12.7	12.0	14.8	15.8
Working Capital Ratios							
Fixed Asset Turnover (x)	1.2	1.5	1.3	1.3	1.3	1.3	1.4
Asset Turnover (x)	0.6	0.8	0.7	0.7	0.7	0.7	0.7
Inventory (Days)	447	380	310	326	316	305	295
Debtor (Days)	55	40	38	46	42	40	40
Creditor (Days)	48	50	53	43	54	53	53
Leverage Ratio (x)							
Current Ratio	6.9	7.4	8.8	8.8	10.2	10.3	10.6
Interest Cover Ratio	2.2	4.4	3.4	3.1	2.9	3.1	3.4
Net Debt/Equity	-0.4	-0.3	-0.4	-0.4	-0.5	-0.6	-0.6

Consolidated - Cash Flow Statement							(INR m)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
OP/(Loss) before Tax	479	1,087	1,102	1,233	1,198	1,576	1,874
Depreciation	686	871	1,104	1,237	1,300	1,323	1,419
Interest & Finance Charges	-97	-411	-473	-428	0	0	0
Direct Taxes Paid	-110	-324	-366	-356	-300	-397	-472
(Inc)/Dec in WC	-847	-833	87	-411	-110	-336	-347
Others	220	647	733	713	235	285	268
CF from Operations	**330**	**1,037**	**2,187**	**1,988**	**2,322**	**2,451**	**2,742**
(Inc)/Dec in FA	-198	-349	-434	**-396**	-290	-330	-345
Free Cash Flow	**132**	**688**	**1,753**	**1,592**	**2,032**	**2,121**	**2,397**
(Pur)/Sale of Investments	-29	-45	-602	128	0	0	0
Others	-357	119	-253	-488	262	307	369
CF from Investments	**-584**	**-276**	**-1,289**	**-756**	**-28**	**-23**	**24**
Issue of Shares	1,187	0	0	0	0	0	0
Lease Liabilities	0	0	0	0	0	0	0
Others	0	2	0	-2	-180	-236	-280
CF from Fin. Activity	**642**	**-841**	**-1,078**	**-1,227**	**-1,502**	**-1,733**	**-1,893**
Inc/Dec of Cash	**388**	**-79**	**-179**	**4**	**792**	**695**	**874**
Opening Balance	468	1,320	1,549	1,024	2,159	3,409	4,104
Other Bank balances	464	308	-346	1,130	458	0	0
Closing Balance	**1,320**	**1,549**	**1,024**	**2,159**	**3,409**	**4,104**	**4,978**

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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, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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