




United Foodbrands

Estimate change	
TP change	
Rating change	

CMP: INR401 TP: INR425 (+6%) Neutral

Strong SSSG recovery; margin guidance appears aggressive

Bloomberg	UFBL IN
Equity Shares (m)	39
M.Cap.(INRb)/(USDb)	15.7 / 0.2
52-Week Range (INR)	405 / 171
1, 6, 12 Rel. Per (%)	29/130/24
12M Avg Val (INR M)	37

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	13.4	15.2	16.3
Sales Gr. (%)	8.6	13.7	7.1
EBITDA	2.1	2.6	2.8
Margins (%)	15.4	16.8	17.1
Adj. PAT	-0.5	-0.3	-0.3
Adj. EPS (INR)	-12.4	-7.9	-7.2
EPS Gr. (%)	N/M	N/M	N/M
BV/Sh. (INR)	79.4	71.5	64.3

Ratios

RoE (%)	-15.6	-11.0	-11.2
RoCE (%)	2.4	5.5	6.0

Valuation

P/E (x)	N/M	N/M	N/M
EV/EBITDA (x)	8.1	6.4	5.7
Pre-IND AS EV/EBITDA (x)	22.9	15.3	13.0

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	34.6	34.6	33.7
DII	16.7	16.8	21.5
FII	9.7	9.3	10.5
Others	39.0	39.3	34.3

FII includes depository receipts

- United Foodbrands (UFBL) reported consolidated revenue growth of 23% YoY to INR3.6b in 4QFY26 (beat), led by 14% SSSG (est. 8.4%, 8% in 3Q). Dine-in revenue registered 21% YoY growth (+43% volume), and delivery revenue rose 32% YoY. BBQ India's revenue rose 22% YoY to INR2.8b, driven by a 16.7% SSSG and 8% YoY store expansion. BBQ India added 8 stores to 207 stores in 4Q.
- BBQ International's revenue grew 27% YoY to INR336m with a 5.5% SSSG, while Premium CDR revenue increased 23% YoY to INR489m, supported by 40% YoY store additions and 7% SSSG.
- Gross margin contracted 410bp YoY to 62.8% due to lower realizations from new stores and value offerings. RoM Pre-Ind AS margin expanded 150bp YoY to 11.6% on operating leverage. RoM expanded 40% YoY.
- Consolidated GM contracted 300bp YoY to 65.5%, as India GM witnessed a 400bp dip to 62.8%, driven by lower realizations from new stores and value offering. RoM for India was at 11.6% (up 150bp YoY), supported by healthy topline growth. Consolidated EBITDA margin (Pre-Ind AS) contracted 100bp YoY to 5.5% due to higher investments in backend capabilities and digital infrastructure.
- Management expects 100-200bp GM recovery in FY27 despite rising cost inflation. Moreover, it has guided for a 9-10% EBITDA Pre-Ind AS margin vs. 5.4% in FY26 and 7.4% in FY27. Given the overall cost inflation and value offering by the company, we consider such margin guidance aggressive. We model EBITDA Pre Ind AS margin of 7% for FY27 and 7.5% for FY28. The growth achieved over the last 2 quarters came after a slight margin hit, and achieving both growth and margin expansion in this environment could be a challenge for the company. Given the volatile execution in the past, we reiterate our Neutral rating with a TP of INR425.

SSSG up 14%; operationally in-line performance

- **Strong revenue delivery:** Consolidated sales grew 23% YoY to INR3.6b (est. INR 3.4b) in 4QFY26. Same store sales rose 14.4% in 4QFY26 (est. 8.4), led by transaction growth. Dine-in channel (82% of sales) grew 21% YoY to INR3.0b. Delivery channel (18% of sales) rose 32% YoY to INR0.6b.
- **Digital KPIs:** Cumulative app downloads stood at 9.1m in 4QFY26 vs 7.4m in 4QFY25. Own digital asset contribution was at 60.9% vs. 33.6% in 4QFY25.
- **Store addition continues; plans to achieve 300 stores by FY27:** The company has added 13 stores, leading to a total store count of 262. Of this, BBQN has 207 stores, international BBQN has 13 stores, and Toscano and Salt has 42 stores. Total metro and tier-1 accounted for 207 stores and tier 2/3 accounted for 55 stores in 4QFY26. The company plans to achieve 300 stores by FY27.
- **Contraction in margins:** Consolidated GM contracted 300bp YoY to 65.5%. (est. 67%) . EBITDA rose 2% YoY to INR544m (est. INR568m). EBITDA margin contracted 310bp YoY to 15.1% (est. 16.6%). EBITDA (Pre-Ind AS) increased 5% YoY to INR199m in 4QFY26, and margin contracted 100bp YoY to 5.5%. RoM Pre-Ind As rose 23% YoY, and margin remained flat YoY at 12.6%.

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- In FY26, net sales grew 9%, while SSSG stood at 5%. EBITDA Pre-Ind As declined 20% YoY. EBITDA Post-Ind AS dipped 2% YoY.

Highlights from the management commentary

- The company delivered 14% SSSG in 4QFY26. Growth was driven by volume, with no price hikes undertaken during the quarter.
- Management aims to deliver high single-digit to double-digit SSSG during FY27.
- Management expects gross margins to recover by 100-200bp during FY27 through procurement efficiencies, scale benefits, and selective pricing actions.
- The company expects mature store margins to expand further to around 17-18% over the near term. New store drag is expected to remain ~1.5%. Therefore, RoM would be in the range of 15.5-16.5%. The company targets EBITDA pre-Ind AS margins of 9-10% during FY27.
- Management has planned capex of ~INR1,400m for FY27. The company will utilize ~INR1,200m on store additions and the remaining on maintenance.

Valuation and view

- We raise our EBITDA estimates by 12% for FY27 and 7% for FY28 on better delivery of revenue in 4QFY26.
- Management expects 100-200bp GM recovery in FY27 despite rising cost inflation. Moreover, it has guided for a 9-10% EBITDA Pre-Ind AS margin vs. 5.4% in FY26 and 7.4% in FY27. Given the overall cost inflation and value offering by the company, we consider such margin guidance aggressive. We model EBITDA Pre-Ind AS margin of 7% for FY27 and 7.5% for FY28. The growth achieved over the last two quarters came after a slight margin hit, and achieving both growth and margin expansion in this environment could be a challenge for the company. Given the volatile execution in the past, we reiterate our Neutral rating with a TP of INR425 (15x Mar'28E Pre-Ind AS EV/EBITDA).

Cons. Quarterly Performance

Y/E March	(INR m)											
	FY25				FY26				FY25	FY26	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
SSSG (%)	-7.4	-2.5	-2.0	-2.0	-3.4	-2.2	8.2	14.4	-3.8	4.7	8.4	
No. of stores	219	222	226	230	236	241	249	262	230	262	260	
Net Sales	3,057	3,057	3,289	2,928	2,970	3,048	3,766	3,604	12,330	13,387	3,427	5.2
YoY change (%)	-5.6	1.3	-0.6	-1.8	-2.8	-0.3	14.5	23.1	-1.7	8.6	17.0	
Gross Profit	2,081	2,081	2,244	2,006	2,010	2,019	2,499	2,361	8,412	8,889	2,296	2.8
Margin (%)	68.1	68.1	68.2	68.5	67.7	66.2	66.4	65.5	68.2	66.4	67.0	
EBITDA	509	456	615	533	460	377	682	544	2,113	2,064	568	-4.2
EBITDA growth %	8.8	2.7	-7.2	-2.6	-9.6	-17.2	10.9	2.1	-0.4	-2.3	6.5	
Margin (%)	16.6	14.9	18.7	18.2	15.5	12.4	18.1	15.1	17.1	15.4	16.6	
Depreciation	405	409	428	523	449	483	482	486	1,765	1,900	488	
Interest	186	189	195	209	200	207	227	226	779	860	232	
Other Income	27	43	55	34	19	81	17	31	158	148	33	
PBT	-55	-100	47	-165	-170	-232	-10	-138	-272	-549	-120	
Tax	-11	-28	-3	42	-3	-7	-67	13	-1	-64	-2	
Rate (%)	20.9	28.4	-6.5	-25.2	1.8	2.8	692.6	-9.6	0.5	11.6	2.0	
Adjusted PAT	-43	-71	51	-207	-167	-225	57	-151	-271	-485	-117	
YoY change (%)	N/M	N/M	N/M	N/M	N/M	N/M	13.4	N/M	N/M	N/M	N/M	

E: MOFSL Estimates

BBQ India

- Revenue up 22% YoY to INR2.8b. Same store sales grew by 16.7%.
- BBQ India added net 8 stores to 207 in 4QFY26.
- GP margin contracted 410bp YoY to 62.8%. GP up 14% YoY.
- RoM (Pre –Ind AS) margin expanded by 150bp YoY to 11.6%. RoM up 40% YoY led by operating leverage.

BBQ International

- Revenue up 27% YoY to INR336m. Same store sales up 5.5%.
- BBQ International added one store during the quarter. Total store count was 13.
- GP margin contracted 450bp YoY to 70.5%. GP up 20% YoY.
- RoM (Pre –Ind AS) margin contracted 510bp YoY to 24.4%. RoM up 5% YoY.

Premium CDR

- Revenue up 23% YoY to INR489m. Same store sales up 7%.
- Premium CDR added 4 stores to 42 stores during the quarter.
- GP margin contracted 160bp YoY to 73%. GP up 21% YoY.
- RoM (Pre –Ind AS) margin contracted 550bp YoY to 9.4%. RoM contracted 22% YoY at INR46m.

Exhibit 1: BBQN's business segment performance – key metrics

BBQ Consolidated	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue (INR m)	3,057	3,057	3,289	2,928	2,970	3,048	3,766	3,604
YoY growth (%)	-6%	1%	-1%	-2%	-3%	0%	14%	23%
SSSG (%)	-7.4	-2.5	-2.0	-2.0	-3.4	-2.2	8.2	14.4
Stores	219	222	226	230	236	241	249	262
Store addition	2	3	4	4	6	5	8	13
YoY store addition (%)	3%	2%	5%	6%	8%	9%	10%	14%
Annualised revenue/ outlet (INR/mn)	55	56	60	53	54	54	54	54
GP (INR m)	2,081	2,081	2,244	2,006	2,010	2,019	2,499	2,361
GP margin (%)	68.1%	68.1%	68.2%	68.5%	67.7%	66.2%	66.4%	65.5%
ROM (pre -Ind AS) (INR m)	421	380	543	368	342	250	590	454
ROM (%)	13.8%	12.4%	16.5%	12.6%	11.5%	8.2%	15.7%	12.6%
YoY growth (%)	10%	12%	-2%	-14%	-19%	-34%	9%	23%
EBITDA (pre -Ind AS) (INR m)	212	166	339	190	136	33	361	199
EBITDA pre-Ind AS margin (%)	6.9%	5.4%	10.3%	6.5%	4.6%	1.1%	9.6%	5.5%
YoY growth (%)	43%	24%	-6%	-1%	-36%	-80%	6%	5%
EBITDA (INR m)	509	456	615	533	460	377	682	544
EBITDA margin (%)	8.8%	2.7%	-7.2%	-2.6%	-9.6%	-17.2%	10.9%	2.1%
YoY growth (%)	17%	15%	19%	18%	15%	12%	18%	15%
BBQ India	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue (INR m)	2,466	2,443	2,618	2,280	2,289	2,300	2,883	2,782
YoY growth (%)			-4%	-5%	-7%	-6%	10%	22%
SSSG (%)	-8.8	-3.0	-2.6	-2.9	-5.2	-4.3	8.3	16.7
Stores	186	187	190	191	193	195	199	207
Store addition	0	1	3	1	2	2	4	8
YoY store addition (%)	-2%	-1%	2%	3%	4%	4%	5%	8%
Annualised revenue/ outlet (INR/mn)	53	52	57	50	50	50	61	58
GP (INR m)	1,641	1,626	1,746	1,526	1,513	1,479	1,851	1,747
GP margin (%)	66.5%	66.6%	66.7%	66.9%	66.1%	64.3%	64.2%	62.8%
ROM (pre -Ind AS) (INR m)	293	269	389	231	220	140	422	323
ROM (%)	11.9%	11.0%	14.9%	10.1%	9.6%	6.1%	14.6%	11.6%
YoY growth (%)			-3.7%	-21.4%	-24.9%	-48.0%	8.5%	39.8%
BBQ International	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue	239	218	253	264	263	276	372	336
YoY growth (%)			8%	11%	10%	27%	47%	27%
SSSG (%)	-8.6	2	5.2	10.9	8.5	8.4	5.8	5.5
Stores	8	8	8	9	11	12	12	13
Store addition	0	0	0	1	2	1	0	1
Annualised revenue/ outlet (INR/mn)	119	109	126	132	105	105	123	122
GP (INR m)	178	159	188	198	191	200	277	237
GP margin (%)	74.5%	72.9%	74.3%	75.0%	72.6%	72.5%	74.5%	70.5%
ROM (pre -Ind AS) (INR m)	60	44	66	78	59	49	86	82
ROM (%)	25.1%	20.2%	26.1%	29.5%	22.4%	17.8%	23.1%	24.4%
YoY growth (%)			8%	28%	-3%	-2%	-3%	-5%
BBQ Premium CDR	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Revenue	363	406	432	397	431	473	517	489
YoY growth (%)			24%	11%	19%	17%	20%	23%
SSSG (%)	0.9	-1.6	-2.7	-5.5	1.6	5.3	9.4	7.0
Stores	25	27	28	30	32	34	38	42
Store addition	2	2	1	2	2	2	4	4
YoY store addition (%)	67%	23%	27%	30%	28%	26%	36%	40%
Annualised revenue/ outlet (INR/mn)	58	60	62	55	57	60	64	56
GP (INR m)	273	305	324	296	317	345	378	357
GP margin (%)	75.2%	75.1%	75.0%	74.6%	73.5%	72.9%	73.1%	73.0%
ROM (pre -Ind AS) (INR m)	68	66	87	59	62	62	78	46
ROM (%)	18.7%	16.3%	20.1%	14.9%	14.4%	13.1%	15.1%	9.4%
YoY growth (%)			0%	-20%	-9%	-6%	-10%	-22%

Source: Company, MOFSL



Key takeaways from the management commentary

Demand environment and performance

- Consolidated same-store sales growth (SSSG) stood at 14.4% in 4QFY26.
- **Growth was driven by volume, with no price hikes undertaken during the quarter.**
- Consolidated dine-in transaction volumes rose ~43% YoY, while delivery business grew ~32% YoY.
- India dine-in volumes grew 47%, and international dine-in volumes rose 27%, while premium dine-in volumes increased 28%.
- Delivery revenue grew 32% YoY, entirely led by transaction growth.
- Management highlighted that the growth recovery is broad-based and structural rather than dependent on a single brand.
- Guest engagement, repeat visit frequency, and new customer acquisitions continued to improve during the quarter.
- The company reiterated that its transition into a multi-brand food services platform is now visibly reflecting in performance.

BBQ India

- Barbeque Nation India reported SSSG of 16.7% in 4QFY26.
- Dine-in transaction volumes grew ~47% YoY.
- The company witnessed strong traction in both new customer additions and repeat transactions.
- More than 60% of transactions were routed through the company's own digital platforms compared to 53% in 3QFY26.
- Monthly active users across the company's app and website crossed 1.2mn, growing 51% YoY.

International business

- International revenue grew 27.5% YoY during the quarter.
- Same-store sales growth for the international business stood at 5.5%, while volume growth was ~27%.
- Restaurant operating margins for the international portfolio remained healthy at 24.4%.
- Management guided RoM in the 23-24% range.
- The company added four international restaurants during FY26.
- The company has two stores in Bahrain and Dubai, which were affected by the ongoing war in West Asia.
- Management indicated that the focus will now shift from market entry to scaling operations in these geographies.

Premium dining segment (CDR)

- Premium segment revenue grew 23.3% YoY in 4QFY26.
- Same-store sales growth stood at 7%, while dine-in volume growth was ~27%.
- The company added 12 premium restaurants during FY26.

Store expansion

- The company ended FY26 with a total network of 262 restaurants.
- It added 14 new restaurants in 4QFY26 and 35 new restaurants during FY26.
- 11 restaurants are under construction and are expected to become operational during 1QFY27 and 2QFY27.

- The company plans to add 40 new restaurants during FY27. It includes 5 CDR stores.
- The company remains on track to cross 300 restaurants by FY27 and 400-425 stores by FY30.

Cost and margins

- GM contracted ~300bp YoY to 65.5% due to:
 - Faster growth in BBQ India, which has relatively lower average realization compared to premium and international formats.
 - Value-led promotional campaigns aimed at improving throughput during weaker dayparts and weekdays.
 - Inflation in certain input costs, especially in the Middle East business due to the West Asia crisis.
- **Management expects gross margins to recover by 100-200bp during FY27 through procurement efficiencies, scale benefits, and selective pricing actions.**
- The company reiterated its medium-term gross margin aspiration of 67-68%.
- Management highlighted that on an MoM basis, gross margins bottomed out in February 2026 and expanded by ~100bp during March-April.
- Marketing expenses increased from 1.9% of revenue to 3% of revenue.
- Corporate expenses increased from 6.1% of revenue in 4QFY25 to 7.1% in 4QFY26. It was driven by investments in culinary teams, guest experience capabilities, marketing infrastructure, and digital systems.
- Management expects corporate costs to decline to ~6.5% of revenue in FY27 and eventually move towards 6% over the longer term through scale efficiencies.
- The company expects mature store margins to expand further to around 17-18% over the near term. New store drag is expected to remain ~1.5%. Therefore, RoM would be in the range of 15.5-16.5%.
- **The company targets EBITDA pre-Ind AS margins of 9-10% during FY27.**

Debt & Cash Flow

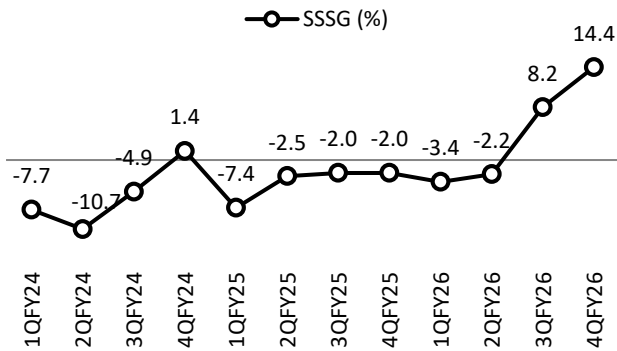
- Net debt at the end of 4QFY26 stood at ~INR1000m.
- Management plans to do ~INR1400m of capex during FY27.
 - INR750m will be used for ~30 restaurant additions in India.
 - INR300m will be for five international restaurant openings.
 - INR150m will spent on premium dining restaurant additions.
 - The remaining INR200m will be used for maintenance and renovations.
- Management expects operating cash flow generation to adequately fund planned expansion and does not foresee a material increase in debt levels.

Guidance

- Management aims to deliver high single-digit to double-digit SSSG during FY27.
- Growth is expected to remain volume-led rather than pricing-led.
- The company believes the customer acquisition engine built during 2HFY26 will continue to support growth in FY27.
- The company has no plans to carry out acquisitions in FY27.

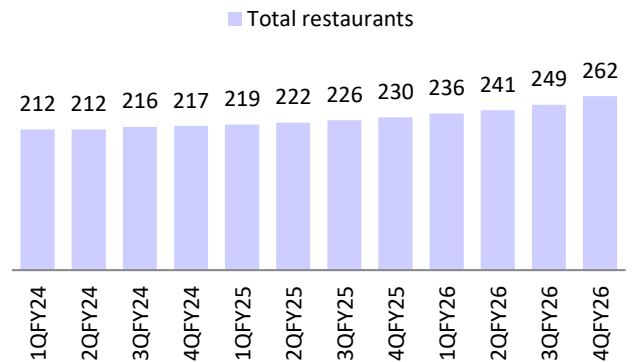
Key Exhibits

Exhibit 2: SSSG up 14.4% YoY in 4QFY26



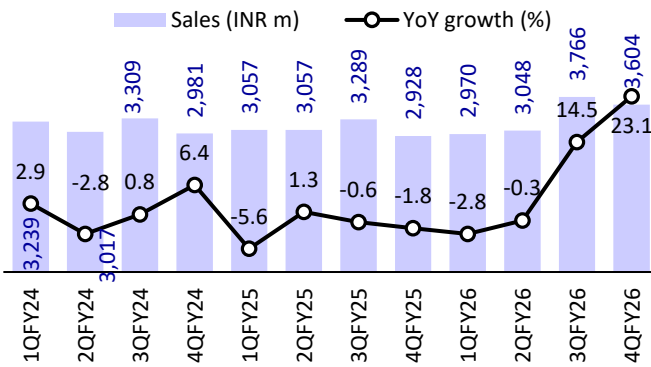
Source: Company, MOFSL

Exhibit 3: Added 13 net stores in 4QFY26



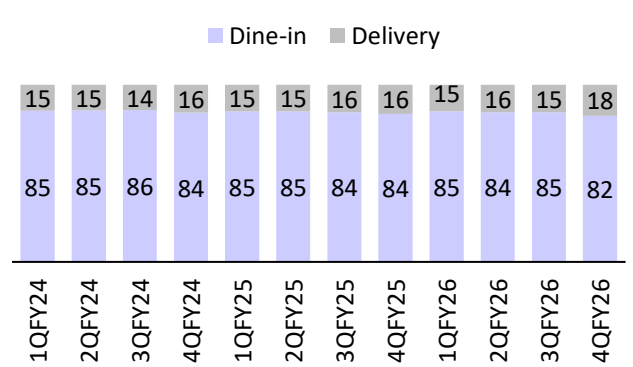
Source: Company, MOFSL

Exhibit 4: Net sales were up 23% YoY to INR3.6b in 4QFY26



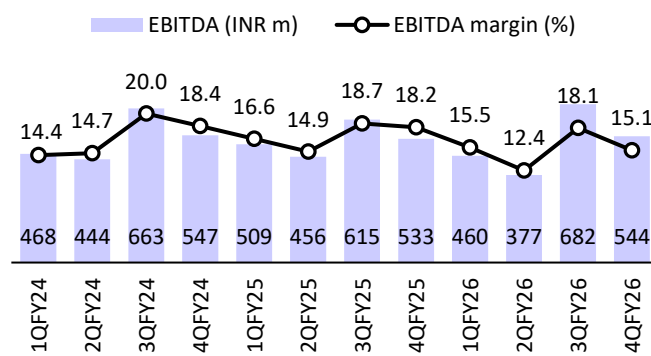
Source: Company, MOFSL

Exhibit 5: Dine-in contribution stood at 82% in 4QFY26



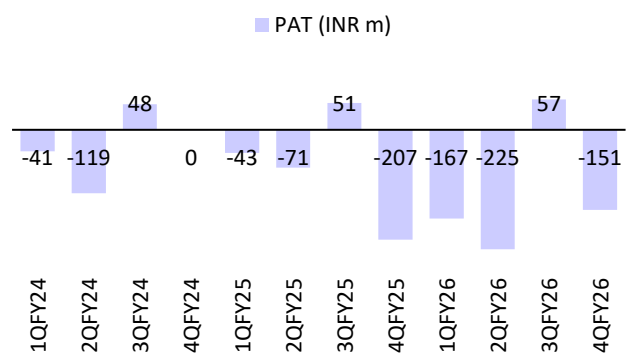
Source: Company, MOFSL

Exhibit 6: EBITDA margin contracted 310bp YoY to 15.1% in 4QFY26



Source: Company, MOFSL

Exhibit 7: Adjusted loss came in at INR151m in 4QFY26



Source: Company, MOFSL

Valuation and view

- We raise our EBITDA estimates by 12% for FY27 and 7% for FY28, driven by better delivery of revenue in 4QFY26.
- Management expects 100-200bp GM recovery in FY27 despite rising cost inflation. Moreover, it has guided for 9-10% EBITDA Pre-Ind AS margin vs. 5.4% in FY26 and 7.4% in FY27. Given the overall cost inflation and value offering by the company, we consider such margin guidance aggressive. We model EBITDA Pre-Ind AS margin of 7% for FY27 and 7.5% for FY28. The growth achieved over the last 2 quarters came after a slight margin hit, and achieving both growth and margin in this environment can be a challenge for the company. Given the volatile execution in the past, we reiterate our Neutral rating with a TP of INR425 (15x Mar'28E Pre-Ind AS EV/EBITDA).

Exhibit 8: We raise our EBITDA estimates by 12% for FY27 and 7% for FY28

Particulars	New		Old		Change (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Sales	15,217	16,298	14,495	15,700	5.0%	3.8%
EBITDA	2,556	2,787	2,290	2,606	11.6%	6.9%
PAT	-308	-282	-513	-403	NA	NA

Source: Company, MOFSL

Financials and valuations

								(INR m)	
Income Statement									
Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
Net Sales	8,470	5,071	8,606	12,338	12,545	12,330	13,387	15,217	16,298
Change (%)	14.6	-40.1	69.7	43.4	1.7	-1.7	8.6	13.7	7.1
Material Consumed	2,922	1,782	3,047	4,152	4,184	3,919	4,498	5,082	5,313
Gross Profit	5,548	3,288	5,558	8,186	8,361	8,412	8,889	10,134	10,985
Gross Margin %	65.5	64.8	64.6	66.3	66.6	68.2	66.4	66.6	67.4
Operating expenses	3,906	2,825	4,221	5,880	6,239	6,299	6,825	7,578	8,198
EBITDA	1,642	464	1,337	2,306	2,122	2,113	2,064	2,556	2,787
Change (%)	12.6	-71.8	188.3	72.4	-8.0	-0.4	-2.3	23.9	9.0
Margin (%)	19.4	9.1	15.5	18.7	16.9	17.1	15.4	16.8	17.1
Depreciation	1,340	1,212	1,273	1,450	1,679	1,765	1,900	2,085	2,248
Int. and Fin. Ch.	756	849	653	717	759	779	860	960	1,001
Other Non-recurring Inc.	38	460	263	80	176	158	148	180	180
PBT	-415	-1,136	-326	219	-140	-272	-549	-308	-282
Change (%)	P/L	-	-	L/P	-164.0	-	-	-	-
Margin (%)	-4.9	-22.4	-3.8	1.8	-1.1	-2.2	-4.1	-2.0	-1.7
Tax	78	-197	-69	66	-28	-1	-64	0	0
Tax Rate (%)	-18.8	17.3	21.1	30.1	20.3	0.5	11.6	0.0	0.0
Adjusted PAT	-493	-940	-257	153	-112	-271	-485	-308	-282
Change (%)	-	-	-	L/P	-172.9	-	-	-	-
Margin (%)	-5.8	-18.5	-3.0	1.2	-0.9	-2.2	-3.6	-2.0	-1.7
Non-rec. (Exp)/Inc.	164	21	5	38	0	1	0	0	0
Minority interest	-5	-14	4	21	22	7	-27	0	0
Reported PAT	-324	-905	-256	170	-134	-278	-459	-308	-282

								(INR m)	
Balance Sheet									
Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
Share Capital	140	170	195	195	195	195	195	195	195
Reserves	-81	2,269	3,665	3,816	3,734	3,431	2,908	2,600	2,317
Net Worth	59	2,439	3,860	4,011	3,930	3,627	3,103	2,795	2,512
Loans	2,450	1,528	218	196	397	695	1,344	1,344	1,344
Lease Liabilities	4,816	4,498	5,887	6,649	6,459	6,880	7,508	7,563	8,003
Others	52	38	93	82	110	82	113	110	110
Capital Employed	7,377	8,503	10,057	10,939	10,896	11,284	12,069	11,813	11,970
Gross Block	11,910	12,049	14,411	16,749	18,098	20,510	22,866	24,732	26,600
Less: Accum. Depn.	4,507	5,456	6,410	7,356	9,035	10,800	12,258	14,785	17,033
Net Fixed Assets	7,404	6,593	8,000	9,393	9,460	9,710	10,608	9,948	9,567
RTU	4,015	3,617	4,878	5,556	5,334	5,685	6,170	5,013	4,850
Capital WIP	109	60	212	273	47	140	136	136	136
Goodwill	723	723	723	723	897	897	1,000	1,000	1,000
Curr. Assets, L&A	1,319	4,002	2,478	2,200	2,368	2,272	2,629	3,045	3,574
Inventory	149	202	358	421	387	471	437	459	491
Account Receivables	22	26	57	74	267	311	335	375	447
Cash and Bank Balance	147	2,455	853	426	360	171	277	598	992
Others	1,001	1,319	1,210	1,280	1,355	1,319	1,581	1,613	1,645
Curr. Liab. and Prov.	2,167	2,855	1,356	1,647	1,783	1,765	2,291	2,302	2,294
Other Current Liabilities	894	1,237	199	227	390	425	559	576	593
Creditors	1,125	1,468	988	1,235	1,181	1,105	1,392	1,376	1,340
Provisions	148	150	168	185	212	235	340	350	361
Net Curr. Assets	-848	1,147	1,122	553	586	507	339	743	1,281
Current tax liabilities	-11	-20	0	-4	-94	-92	-14	-14	-14
Appl. of Funds	7,377	8,503	10,057	10,939	10,896	11,283	12,069	11,813	11,970

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
Basic (INR)									
EPS	-17.6	-27.7	-6.6	3.9	-2.9	-6.9	-12.4	-7.9	-7.2
BV/Share	2.1	71.9	99.2	102.9	100.6	92.8	79.4	71.5	64.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout %	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Valuation (x)

P/E	N/M	N/M	N/M	101.7	N/M	N/M	N/M	N/M	N/M
EV/Sales	2.2	3.4	2.4	1.8	1.8	1.3	1.2	1.1	1.0
EV/EBITDA	11.2	37.0	15.6	9.5	10.4	7.6	8.1	6.4	5.7
P/BV	189.3	5.6	4.0	3.9	4.0	4.3	5.0	5.6	6.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Return Ratios (%)

RoE	-833.5	-38.5	-6.7	3.8	-2.8	-7.5	-15.6	-11.0	-11.2
RoCE	5.6	-3.0	2.8	6.2	4.5	4.5	2.4	5.5	6.0
RoIC	5.2	-9.4	0.7	6.2	3.4	3.2	1.3	4.1	4.9

Working Capital Ratios

Debtor (Days)	1	2	2	2	8	9	9	9	10
Inventory (Days)	6	15	15	12	11	14	12	11	11
Creditor (Days)	48	106	42	37	34	33	38	33	30
Asset Turnover (x)	1.1	0.6	0.9	1.1	1.2	1.1	1.1	1.3	1.4

Leverage Ratio

Debt/Equity (x)	41.4	0.6	0.1	0.0	0.1	0.2	0.4	0.5	0.5
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Cash Flow Statement

(INR m)

Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
OP/(loss) before Tax	-251	-1,115	-321	257	-140	-272	-683	-308	-282
Int./Div. Received	-149	-412	-137	28	7	4	-51	-180	-180
Depreciation & Amort.	1,340	1,212	1,273	1,450	1,679	1,765	1,900	2,085	2,248
Interest Paid	-659	-739	-500	-559	-597	-655	-721	-960	-1,001
Direct Taxes Paid	78	-12	31	57	-29	32	72	0	0
Inc/(Dec) in WC	-291	-244	686	-38	-35	187	-414	83	145
CF from Operations	1,811	679	598	2,276	2,206	1,934	2,230	2,474	2,642
Inc/(Dec) in FA	-840	-143	-932	-1,459	-874	-810	-1,286	-866	-868
Free Cash Flow	971	536	-334	817	1,331	1,123	943	1,607	1,775
Others	-678	71	30	-59	-185	-89	7	180	180
Pur of Investments	0	0	0	0	0	0	0	0	0
CF from Invest.	-1,518	-72	-902	-1,518	-1,059	-899	-1,280	-686	-688
Issue of Shares	1	1,495	1,844	15	22	2	2	0	0
Incr in Debt	876	73	-1,310	-22	177	297	649	0	0
Dividend Paid	-34	0	0	0	0	0	0	0	0
Others	-1,109	133	-1,832	-1,179	-1,410	-1,525	-1,514	-1,489	-1,561
CF from Fin. Activity	-265	1,700	-1,298	-1,186	-1,211	-1,226	-863	-1,489	-1,561
Bank balance						2	21	20.74	0
Incr/Decr of Cash	27	2,308	-1,602	-428	-65	-191	87	298	394
Add: Opening Balance	120	147	2,455	853	426	361	171	279	598
Closing Balance	147	2,455	853	426	361	171	279	598	991

E: MOFSL Estimates

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Investment Rating	Expected return (over 12-month)
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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