4 August 2026

1QFY27 Results Update | Sector: Internet

FSN E-commerce Ventures

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	NYKAA IN
Equity Shares (m)	2864
M.Cap.(INRb)/(USDb)	980.9 / 10.3
52-Week Range (INR)	345 / 200
1, 6, 12 Rel. Per (%)	9/41/72
12M Avg Val (INR M)	1824

Financials & Valuations (INR b)

INR b	FY26	FY27E	FY28E
BPC GMV	149.5	196.9	251.2
Net Sales	100.2	134.3	174.0
Change (%)	26.1	34.0	29.6
EBITDA	7.5	12.6	17.6
EBITDA margin (%)	7.5	9.4	10.1
Adj. PAT	2.2	5.0	8.4
PAT margin (%)	2.1	3.7	4.8
RoE (%)	14.4	28.5	34.7
RoCE (%)	19.9	33.0	39.4
EPS	0.7	1.7	2.9
EV/ Sales	9.6	7.2	5.5
Price/ Earnings	471.9	192.3	114.4
Price/ Book	64.0	48.0	33.8

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	52.1	52.1	52.1
DII	24.1	25.4	23.6
FII	13.7	12.4	11.6
Others	10.1	10.2	12.6

FII includes depository receipts

CMP: INR343 TP: INR370 (+8%) Neutral

Premiumization picking up; Fashion now accelerating…

…but valuations remain full

- FSN E-commerce Ventures (NYKAA) reported a 1QFY27 net revenue of INR27.8b, up 29% YoY vs. our estimate of 27% YoY growth.
- BPC vertical's NSV grew 29% YoY to INR23.7b, supported by acceleration in both growth and profitability vs. our estimate of 28% YoY growth in 1QFY27. BPC vertical's EBITDA margin was 10.3% in 1QFY27 vs. our estimate of 9.7%.
- The Fashion vertical's NSV grew 54% YoY to INR4.5b vs. our estimate of 31% YoY growth in 1QFY27. The vertical reported a contribution margin of 11.4% vs. our estimate of 12.1% in 1QFY27. The EBITDA margin for the Fashion business stood at 0.1% vs. our estimates of 0.7%.
- Consolidated adj. PAT came in at INR797m (up 226% YoY) vs. our estimate of INR858m. For 1QFY27, NYKAA's revenue/EBITDA/adj. PAT grew 29.1%/ 67.8%/3.25x YoY. For 2QFY27, we expect its revenue/EBITDA/adj. PAT to grow 35.6%/87.3%/3.7x YoY.
- We value NYKAA on an SoTP basis to arrive at our TP of INR370. **Valuations remain a key deterrent, and we await a better risk-reward profile to turn constructive on the stock. Reiterate Neutral.**

Our view: Fashion margins should drive the next leg of earnings

- **Premiumization in beauty is playing out more intensely, visible in improving AOVs (up 5% YoY).** Management continues to focus on both penetration and premiumization, while **marquee launches such as Rare Beauty, SK-II, and K18 strengthen the premium portfolio**. As premiumization picks up further, we expect it to drive an improving NOV growth rate. We expect an NSV growth CAGR of 27.9% over FY26-30.
- **Nykaa Fashion is growing stronger. Fashion continues to surprise us, and we believe it is now accelerating**, with GMV/NSV growth of ~53%/~54% YoY and the business remaining EBITDA positive (~0.1% margin) for the second consecutive quarter. On a relatively benign base, we expect Fashion to grow at ~40% CAGR over FY26-30, led by NYKAA's flywheel as it continues to add premium brands and keeps acquiring discerning, profitable consumers.
- **Nykaa is on track to deliver ~5x consolidated EBITDA by FY30E, led by Fashion's EBITDA margin, which is likely to improve to 10.1% from ~0% currently**, as well as BPC margin, which is on an improving trajectory. Improving **ROCE (~26.8%)** and disciplined working capital continue to reflect financial discipline.
- **We continue to view Nykaa's deep moat in Beauty and Personal Care as difficult to displace**, supported by 10,000+ brands**,** 324 stores across 105 cities, strong owned brands, and deep brand partnerships. At the same time, we view **the company as building an assortment-intelligence-led Fashion vertical, with marquee partnerships** such as Nike, H&M Move, and Birkenstock strengthening its long-term positioning**.**

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Valuations and changes to our estimates

- **We believe BPC should continue to deliver mid-to-high 20% NSV growth, supported by premiumization**, improving AOVs, owned brands, and healthy customer additions, while margins should gradually improve despite continued reinvestment. Fashion is also showing structural improvement, with stronger growth and sustained EBITDA breakeven. We now expect NYKAA to report a PAT margin of 3.7%/4.8% in FY27/28E. We raise our estimates by ~14.8%/17.8% for FY27/FY28, driven by stronger Fashion growth and better margin expectations across both Beauty and Fashion.
- For the BPC business, we assign a 50x EV/EBITDA multiple, reflecting its category leadership, deep competitive moat, and relatively superior margins versus horizontal platforms, implying a per-share value of INR286. We value the Fashion business using a DCF approach, implying a per-share value of INR87. Adjusting for net debt, we arrive at our **TP of INR370.**
- **However, valuations remain a key deterrent, and we await a better risk-reward profile to turn constructive**. **We reiterate our Neutral rating on the stock.**

BPC's NSV growth in line; beat on Fashion's NSV growth and miss on Fashion's margins

- NYKAA's consolidated GMV and NSV both grew 34%/33% YoY vs. our estimates of 28.8%/28.6%
- NYKAA reported 1QFY27 net revenue of INR27.8b (up 29% YoY vs. our estimate of 27%).
- BPC vertical's NSV/revenue grew 29%/27% YoY vs. our estimate of 28%/26% YoY growth in 1QFY27.
- Fashion vertical's NSV/revenue grew 54%/48% YoY vs. our estimate of 31%/31.4% YoY growth in 1QFY27.
- Average unique transacting customers (AUTC) for the BPC vertical grew 25% YoY to 20.8m.
- BPC vertical's EBITDA margin came in at 10.3% in 1QFY27 vs. our estimate of 9.7%.
- The Fashion vertical reported a contribution margin of 11.4% vs. our estimate of 12.1% in 1QFY27. The EBITDA margin for the Fashion business stood at 0.1% vs. our estimate of 0.7%.
- Consolidated adj. PAT came in at INR 797m (up 226% YoY) vs. our estimate of INR858m.

Key highlights from the management commentary

- **Beauty:** GMV grew ~28% YoY to ~INR 41.05b, with NSV up ~29% YoY to ~INR 23.71b; growth was aided by a successful Pink Summer Sale and continued network expansion in retail.
- EBITDA rose ~48% YoY to ~INR 2.44b, with margin expanding ~130 bps YoY to ~10.3%, driven by gross margin gains and operating leverage.
- Retail footprint expanded to 324 stores across 105 cities (11 stores/6 cities added in the quarter), with retail space up ~29% YoY to ~3.3 lakh sq. ft. and same-store sales growth in double digits; over 50% of stores are now in Tier-2 cities and beyond.

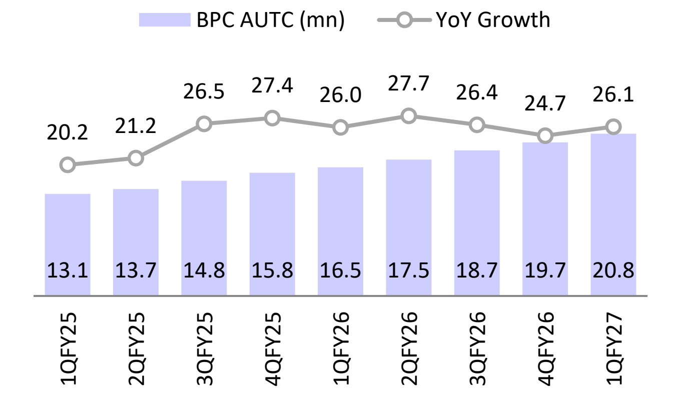
- **Fashion:** GMV grew ~53% YoY to ~INR 14.71b, with NSV up ~54% YoY to ~INR4.51b, a multi-quarter high driven by richer brand assortment, strong customer acquisition, and early Nike partnership traction.
- The segment turned EBITDA-positive (margin at ~0.1%, a ~627 bps YoY improvement), aided by a ~534 bps improvement in marketing/S&D efficiency (to ~22.9% of NSV) and a ~292 bps improvement in overhead costs (to ~11.3% of NSV).
- CAC has fallen ~30% over the last two years, with unique-visitor-to-order conversion improving ~70 bps YoY to ~4.0%.

Consolidated - Quarterly Earnings **(INR M)**

Y/E march	FY26				FY27E				FY26	FY27E	Estimate	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QFY27	(%/bp)
Revenue	**21,549**	**23,460**	**28,733**	**26,482**	**27,820**	**31,804**	**38,912**	**35,745**	**1,00,224**	**1,34,282**	**27,346**	**1.7**
YoY Change (%)	23.4	25.1	26.7	28.4	29.1	35.6	35.4	35.0	26.1	34.0	26.9	220bp
Inventory of traded goods	11,934	12,924	15,759	14,449	15,064	17,651	21,791	19,660	55,065	74,166	15,314	-1.6
Gross Profit	**9,615**	**10,535**	**12,974**	**12,033**	**12,756**	**14,153**	**17,121**	**16,085**	**45,157**	**60,115**	**12,032**	**6.0**
Margins (%)	44.6	44.9	45.2	45.4	45.9	44.5	44.0	45.0	45.1	44.8	44	190bp
Employee Benefit expenses	1,820	1,828	2,030	2,038	2,249	2,672	3,269	3,003	7,715	11,191	2,297	-2.1
Others	6,388	7,120	8,650	7,765	8,147	8,507	10,065	9,642	29,923	36,361	7,515	8.4
EBITDA	**1,407**	**1,588**	**2,294**	**2,230**	**2,360**	**2,974**	**3,787**	**3,441**	**7,519**	**12,563**	**2,220**	**6.3**
Margins (%)	6.5	6.8	8.0	8.4	8.5	9.4	9.7	9.6	7.5	9.4	8.1	40bp
Depreciation	761	790	809	842	895	900	800	1,424	3,203	4,018	700	27.8
Interest	302	315	292	263	267	300	300	313	1,171	1,180	300	-10.9
Other Income	93	80	63	92	93	100	100	100	328	393	100	-6.9
PBT before EO expense	**437**	**563**	**1,256**	**1,216**	**1,291**	**1,874**	**2,787**	**1,804**	**3,472**	**7,757**	**1,320**	**-2.2**
Tax	192	220	480	428	494	656	975	632	1,320	2,757	462	6.9
Rate (%)	44.0	39.1	38.2	35.2	38.3	35.0	35.0	35.0	38.0	35.5	35.0	330bp
Adj PAT	**245**	**343**	**776**	**788**	**797**	**1,218**	**1,812**	**1,173**	**2,152**	**5,000**	**858**	**-7.1**
Extra-Ord expense	0	0	101	0	0	0	0	0	101	0	0	
MI & Profit/Loss of Asso. Cos.	0	15	0	0	0	0	0	0	15	0	0	
Reported PAT	**245**	**329**	**675**	**788**	**797**	**1,218**	**1,812**	**1,173**	**2,037**	**5,000**	**858**	**-7.1**
YoY Change (%)	81%	152%	156%	315%	226%	271%	168%	49%	182%	145%	2.5	
Margins (%)	1.1	1.4	2.4	3.0	2.9	3.8	4.7	3.3	2.0	3.7	3.1	

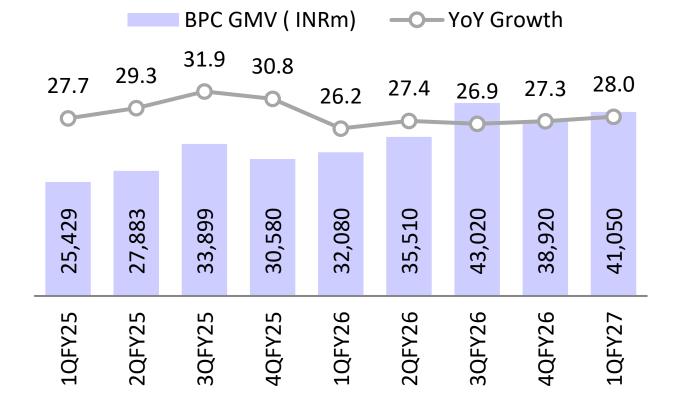
Story in charts

Exhibit 1: BPC's AUTC grew 26% YoY



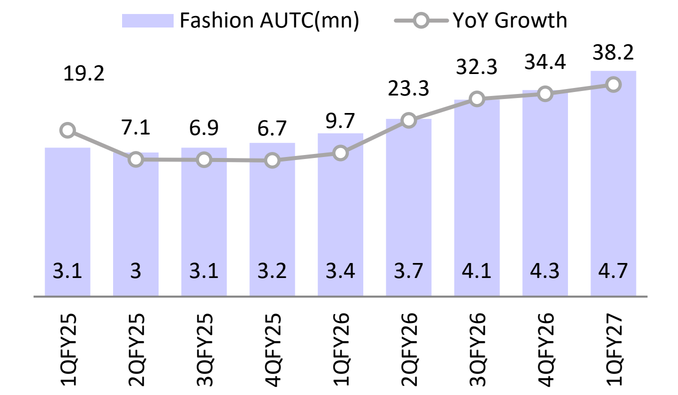
Source: MOFSL, Company

Exhibit 2: BPC's GMV grew 28% QoQ, supported by customer additions and continued premiumization



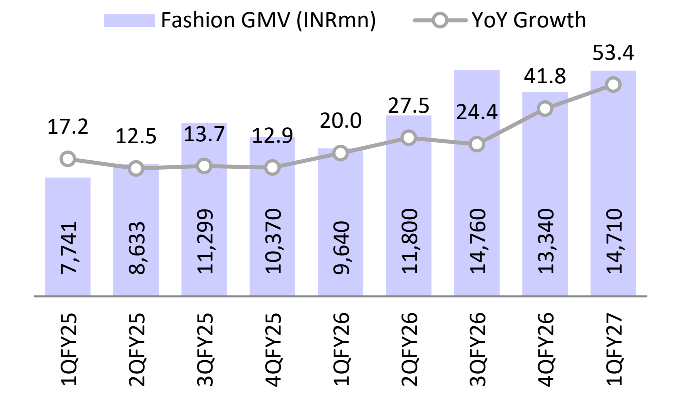
Source: MOFSL, Company

Exhibit 3: Fashion's AUTC grew 38% YoY



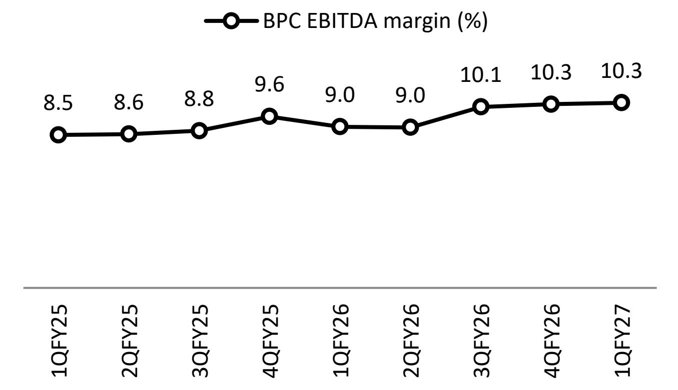
Source: MOFSL, Company

Exhibit 4: Fashion's GMV grew 53.4% YoY



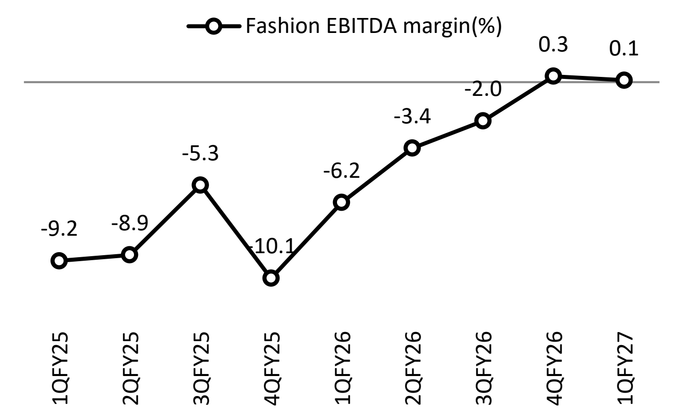
Source: MOFSL, Company

Exhibit 5: BPC's margin remained flat at 10.3%



Source: MOFSL, Company

Exhibit 6: Fashion's EBITDA margin remained flat



Source: MOFSL, Company

CONFERENCE CALL

Key highlights from the management commentary

Demand and growth outlook

- GMV rose ~34% YoY to ~INR 55.9b, translating to an annualized GMV of ~USD 2.4b, broadly ~3x the level seen three years ago.
- Gross profit increased ~33% YoY to ~INR 12.76b, with gross margin expanding ~123 bps YoY to ~45.9%, supported by a rising share of House of Nykaa brands and higher marketing income.
- **Beauty** GMV grew ~28% YoY to ~INR 41.05b, with NSV up ~29% YoY to ~INR 23.71b; growth was aided by a successful Pink Summer Sale and continued network expansion in retail.
- EBITDA rose ~48% YoY to ~INR 2.44b, with margin expanding ~130 bps YoY to ~10.3%, driven by gross margin gains and operating leverage.
- Retail footprint expanded to 324 stores across 105 cities (11 stores/6 cities added in the quarter), with retail space up ~29% YoY to ~3.3 lakh sq. ft. and same-store sales growth in double digits; over 50% of stores are now in Tier-2 cities and beyond.
- Platform visits grew ~22% YoY to ~500m, annual unique transacting customers (AUTC) rose ~25% YoY to ~20.8m, and AOV improved ~5% YoY to ~INR 2,102, reflecting continued penetration and premiumization.
- The Nykaa Luxe flagship at Vasant Kunj (Delhi) - the brand's largest store at 5,000+ sq. ft. (~4x average luxe store size), houses 100+ premium brands and 12+ shop-in-shops, alongside expansion into exclusive brand outlets with Charlotte Tilbury and Kiehl's.
- Nykaa Now (quick commerce) scaled from 3 to 13 cities within a year, with 1,000+ marquee brands; plans to reach 25+ cities by FY27-end. Management does not see this as EBITDA-dilutive so far, citing rising purchase frequency and stable AOVs offsetting higher per-order fulfillment costs.
- Rare Beauty (Selena Gomez's brand) launched in June 2026 and quickly became a top-5 premium brand on the platform; other notable launches included SK-II, Anua, and K18, taking the total brand count to 10,275 (~5,300 onboarded over the last three years).
- Marquee sale events performed strongly: the Pink Summer Sale drew 35m+ unique visitors and 100m+ visits, while the Nykaa Birthday Sale delivered ~40% YoY GMV growth with 20m+ unique visitors.
- **Fashion:** GMV grew ~53% YoY to ~INR 14.71b, with NSV up ~54% YoY to ~INR 4.51b, a multi-quarter high-driven by richer brand assortment, strong customer acquisition and early Nike partnership traction.
- The segment turned EBITDA-positive (margin at ~0.1%, a ~627 bps YoY improvement), aided by a ~534 bps improvement in marketing/S&D efficiency (to ~22.9% of NSV) and a ~292 bps improvement in overhead costs (to ~11.3% of NSV).
- CAC has fallen ~30% over the last two years, with unique-visitor-to-order conversion improving ~70 bps YoY to ~4.0%.
- The Nike D2C partnership (nike.in and the Nike app, fully operated by Nykaa Fashion) crossed 1.5m+ app installs within six months of launch, while Nike is now a top-3 brand on the Nykaa Fashion marketplace itself, a dual engagement

spanning both a standard marketplace listing and a deeper, fully-operated D2C channel.

- The AI-powered "Virtual Closet" feature (launched May 2026) generated 200K+ virtual avatars and delivered ~2x higher conversion within its first month.
- **House of Nykaa:** Annualized GMV of ~INR 37.6b (+39% YoY), with annualized NSV crossing ~INR 22b+ (+36% YoY) across 13 consumer brands (7 beauty, 6 fashion), and a cumulative customer base of 18m+ (+35% YoY).
- Beauty brands within the portfolio posted 1Q NSV of ~INR 508m (+40% YoY), distributed across Nykaa Online (33%), Nykaa Stores (10%), Nykaa B2B (19%), exports (1%) and other third-party channels (37%) — indicating a fairly diversified go-to-market beyond the core Nykaa platform.
- Flagship brands continue to scale: Dot & Key at ~INR 13b annualized NSV (~25% of sales from new launches), Kay Beauty at ~INR 3b (~40% from new launches, incl. the well-received Cashmere Lip Blur), and Nykaa Cosmetics at ~INR 2.7b (~22% from new launches, incl. the all-new Lip Grip).
- Nykaa announced the acquisition of a 51% stake in Aminu, a premium dermocosmetic skincare brand, for a consideration of ~INR 320m; Aminu posted ~INR 190m of FY26 net revenue (~8x growth over three years) and brings 30+ proprietary formulations and a strong salon/clinic distribution base. The remaining 49% will be acquired over the coming years, with the deal expected to close in Q2FY27 subject to regulatory approvals; founders Prachi Bhandari and Aman Mohunta will continue to run the business. House of Nykaa GMV grew ~50% YoY to ~INR31.8b in FY26, serving 17m+ consumers and expanding offline distribution to 15,000 doors.
- Superstore (B2B distribution) NSV grew ~28% YoY, though GMV growth was more moderate at ~17% YoY (to ~INR 3.36b) due to a GST-led MRP impact, which management expects to normalize from Q3 onward.
- Management reiterated long-term guidance of 3–3.5x revenue growth over a 4–5 year period, with festive demand expected to skew toward Q3 FY27 this year given the shift in festival dates.
- EBITDA margin improved ~332 bps YoY, driven by a ~232 bps gain in S&D efficiency (on better field-force/BDE productivity) and a ~174 bps gain in overheads (scale-led), partly offset by a ~10 bps rise in fulfillment costs linked to the new labor code's impact on warehouse off-roll employees.

On Margins

- EBITDA grew ~68% YoY to ~INR 2.36b, with margin expanding ~196 bps YoY to ~8.5%; contribution margin also improved ~123 bps YoY to ~21.2%.
- PAT surged ~226% YoY to ~INR 800m, taking PAT margin to ~2.9%; PBT margin improved ~261 bps YoY to ~4.6%.
- Fulfillment costs rose ~42 bps YoY (to ~9.9% of revenue) on continued infra investment, while marketing/S&D expense improved ~42 bps YoY (to ~14.8%) and employee/overhead costs improved ~72 bps YoY (to ~12.7%) — reflecting broad-based operating leverage.
- ROCE improved sharply to ~26.8% (annualized) versus ~21.2% in FY26, aided by fixed asset turnover improving to ~10.7x (vs ~9.9x in FY26) and working capital days rising slightly to ~29 (vs ~28 in FY26), still well below FY24 levels of ~42 days.

Valuation and view

- **We believe BPC should continue to deliver mid-to-high 20% NSV growth, supported by premiumization**, improving AOVs, owned brands, and healthy customer additions, while margins should gradually improve despite continued reinvestment. Fashion is also showing structural improvement, with stronger growth and sustained EBITDA breakeven. We now expect NYKAA to report a PAT margin of 3.7%/4.8% in FY27/28E. We raise our estimates by ~14.8%/17.8% for FY27/FY28, driven by stronger Fashion growth and better margin expectations across both Beauty and Fashion.
- For the BPC business, we assign a 50x EV/EBITDA multiple, reflecting its category leadership, deep competitive moat, and relatively superior margins versus horizontal platforms, implying a per-share value of INR286. We value the Fashion business using a DCF approach, implying a per-share value of INR87. Adjusting for net debt, we arrive at our **TP of INR370.**
- **However, valuations remain a key deterrent, and we await a better risk-reward profile to turn constructive**. **We reiterate our Neutral rating on the stock.**

Exhibit 7: Summary of our revised estimates

	Revised estimates		Earlier estimates		Change (%/bp)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue (INR m)	1,34,282	1,74,030	1,29,924	1,66,414	3.4%	4.6%
EBITDA (INR m)	12,563	17,554	11,502	15,712	9.2%	11.7%
EBITDA Margin	9.4	10.1	8.9	9.4	50bp	65bp
Adj. PAT	5,000	8,406	4,357	7,134	14.8%	17.8%
Adj. PAT Margin	3.7	4.8	3.4	4.3	37bp	54bp
Adj. EPS	1.75	2.94	1.52	2.49	14.8%	17.8%

Source: MOFSL

Exhibit 8: SoTP-based TP at INR370

Segment	Methodology	Methodology description	Valuation toward NYKAA (INR b)	Contribution (INR per share)
BPC	Multiples	❖ 50x FY28E EV/EBITDA	817	286
Fashion	DCF	❖ Estimate 30.4% GOV CAGR and expect margin to reach 10%+ over FY27-37E. Our WACC/terminal growth estimate stands at ~11.0%/5.5%, respectively.	249	87
Less : Net debt			4	1
Total (Rounded)				370

Source: MOFSL

Financials and valuations

Revenue Model							(INR M)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
AUTC (Mn)	8.4	10.5	12.4	15.8	19.7	23.1	28.8
Order Frequency	3.2	3.4	3.5	3.4	3.3	3.6	3.7
Orders/ Year	27	36	44	55	66	84	106
AOV	1,857	1,857	1,985	2,021	2,068	2,145	2,181
BPC GOV	**51,816**	**71,736**	**90,550**	**1,17,750**	**1,49,530**	**1,96,907**	**2,51,179**
BPC Revenue (NSV)	**34,485**	**47,091**	**58,100**	**72,510**	**91,392**	**1,21,514**	**1,55,441**
Fashion Revenue	3,254	4,347	5,680	6,750	8,322	12,038	17,066
Others	0	0	74	240	507	730	1,523
Revenue	**37,739**	**51,438**	**63,856**	**79,498**	**1,00,224**	**1,34,282**	**1,74,030**

Income statement							(INR M)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Sales	**37,739**	**51,438**	**63,856**	**79,498**	**1,00,224**	**1,34,282**	**1,74,030**
Change (%)	NA	36.3	24.1	24.5	26.1	34.0	29.6
Inventory of traded goods	21,300	28,657	36,464	44,727	55,065	74,166	97,850
Gross Profit	**16,439**	**22,781**	**27,392**	**34,771**	**45,158**	**60,115**	**76,180**
% of Net Sales	43.6	44.3	42.9	43.7	45.1	44.8	43.8
Employee Expenses	3,265	4,917	5,649	6,661	7,715	11,191	14,619
Other Expenses	11,542	15,304	18,281	23,371	29,923	36,361	44,007
EBITDA	**1,632**	**2,560**	**3,462**	**4,740**	**7,520**	**12,563**	**17,554**
% of Net Sales	4.3	5.0	5.4	6.0	7.5	9.4	10.1
Depreciation	964	1,733	2,242	2,664	3,203	4,018	4,456
EBIT	**668**	**827**	**1,220**	**2,076**	**4,317**	**8,544**	**13,098**
% of Net Sales	1.8	1.6	1.9	2.6	4.3	6.4	7.5
Other Income (net)	-195	-444	-529	-800	-844	-787	-900
PBT	**473**	**384**	**691**	**1,275**	**3,473**	**7,757**	**12,198**
Tax	60	136	253	538	1,320	2,757	3,792
Rate (%)	12.7	35.4	36.6	42.1	38.0	35.5	31.1
Adjusted PAT	**412**	**248**	**438**	**738**	**2,153**	**5,000**	**8,406**
Extraordinary gains/loss	0	0	0	0	101	0	0
Minority Interest	0	39	40	16	15	0	0
Reported PAT	**412**	**209**	**398**	**721**	**2,038**	**5,000**	**8,406**
Change (%)	NA	-49%	91%	81%	182%	145%	68%

Balance Sheet							(INR M)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Share capital	474	2,852	2,856	2,859	2,863	2,863	2,863
Reserves	12,925	10,928	9,766	10,154	11,517	16,517	24,922
Net Worth	**13,455**	**13,922**	**12,810**	**13,427**	**15,021**	**20,021**	**28,427**
Loans	2,052	2,137	1,593	3,218	3,152	5,557	5,602
Capital Employed	**15,508**	**16,059**	**14,403**	**16,644**	**18,173**	**25,579**	**34,029**
Net Block	**3,718**	**5,433**	**4,966**	**6,016**	**7,614**	**8,367**	**8,761**
Intangibles	1,262	1,844	1,952	2,668	2,465	2,122	1,780
Other LT assets	2,210	3,167	4,158	4,341	4,145	4,145	4,145
Curr. Assets	**19,271**	**19,056**	**22,929**	**26,771**	**31,889**	**39,436**	**50,740**
Inventories	8,756	10,051	11,920	14,175	16,422	22,002	29,561
Debtors	945	1,635	2,416	2,466	2,894	3,679	4,768
Cash & Bank Balance	2,670	1,487	2,399	2,172	3,200	4,356	5,099
Investments	4,879	2,645	1,833	2,693	3,123	3,131	3,768
Other Current Assets	2,020	3,237	4,361	5,265	6,251	6,269	7,544
Current Liab. & Prov	**10,953**	**13,441**	**19,603**	**23,151**	**27,941**	**28,493**	**31,398**
Net Current Assets	**8,318**	**5,615**	**3,327**	**3,620**	**3,948**	**10,944**	**19,342**
Application of Funds	**15,507**	**16,059**	**14,403**	**16,644**	**18,173**	**25,578**	**34,028**

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS	**0.1**	**0.1**	**0.1**	**0.3**	**0.7**	**1.7**	**2.9**
Cash EPS	0.5	0.7	0.9	1.2	1.8	3.2	4.5
Book Value	4.8	4.9	4.5	4.7	5.2	7.0	9.9
DPS	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
Valuation (x)							
P/E	2,302.1	4,604.3	2,409.3	1,333.0	471.9	192.3	114.4
Cash P/E	689.8	495.2	363.4	284.1	183.5	106.6	74.8
EV/EBITDA	581.4	375.8	276.9	203.1	127.9	76.6	54.8
EV/Sales	25.1	18.7	15.0	12.1	9.6	7.2	5.5
Price/Book Value	70.6	69.1	74.9	71.6	64.0	48.0	33.8
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profitability Ratios (%)							
RoE	3.1	1.8	3.3	5.6	14.4	28.5	34.7
RoCE	3.6	3.7	6.4	10.0	19.9	33.0	39.4
Turnover Ratios							
Debtors (Days)	9	12	14	11	11	10	10
Fixed Asset Turnover (x)	7.6	7.1	9.2	9.2	9.9	12.8	16.5

Cash Flow Statement **(INR M)**

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
CF from Operations	1,109	1,888	2,516	4,455	6,594	9,806	13,762
Cash for Working Capital	-4,649	-3,290	-2,513	211	-151	-3,902	-7,655
Net Operating CF	**-3,540**	**-1,402**	**3**	**4,666**	**6,443**	**5,903**	**6,107**
Net Purchase of FA	-940	-2,082	-1,107	-1,272	-1,539	-1,233	-1,254
Free Cash Flow	**-4,480**	**-3,484**	**-1,105**	**3,394**	**4,904**	**4,671**	**4,852**
Net Purchase of Invest.	-5,088	3,477	1,006	-782	-51	393	310
Net Cash from Invest.	**-6,028**	**1,396**	**-101**	**-2,054**	**-1,589**	**-840**	**-944**
Proc. from equity issues	8,727	288	172	-2,499	352	0	0
Proceeds from LTB/STB	1,456	1,263	2,200	2,768	-2,079	0	0
Others	-913	-1,503	-1,930	-2,390	-2,604	-3,908	-4,419
Dividend Payments	0	0	0	0	0	0	0
Cash Flow from Fin.	**9,270**	**49**	**443**	**-2,120**	**-4,331**	**-3,908**	**-4,419**
Net Cash Flow	**-298**	**42**	**344**	**492**	**523**	**1,155**	**743**
Opening Cash Bal.	**669**	**372**	**414**	**758**	**1,249**	**1,772**	**2,927**
Forex differences	0	0	0	0	0	0	0
Add: Net Cash	-298	42	344	492	523	1,155	743
Closing Cash Bal.	**371**	**414**	**758**	**1,249**	**1,772**	**2,927**	**3,671**

NOTES

Explanation of Investment Rating	
Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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