

BSE SENSEX 76,607 S&P CNX 23,323

CMP: INR5,028

TP: INR5,500 (+9%)

Buy



Stock Info

	TRENT IN
Bloomberg	TRENT IN
Equity Shares (m)	355
M.Cap.(INRb)/(USD\$b)	1787.4 / 21.4
52-Week Range (INR)	5090 / 1585
1, 6, 12 Rel. Per (%)	7/63/190
12M Avg Val (INR M)	2515
Free float (%)	63.0

Financials Snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
Sales	123.8	176.3	224.1
EBITDA	19.2	26.8	34.5
NP	10.4	17.5	22.3
EBITDA Margin (%)	15.5	15.2	15.4
Adj. EPS (INR)	29.2	49.4	62.7
EPS Gr. (%)	162.5	68.9	27.0
BV/Sh. (INR)	122.4	175.2	242.3

Ratios

Net D:E	0.0	0.3	0.2
RoE (%)	31.2	35.5	32.1
RoCE (%)	18.0	23.0	19.9
Payout (%)	7.7	0.0	0.0

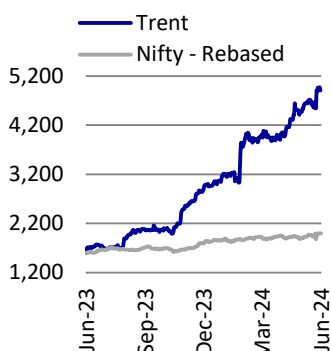
Valuations

P/E (x)	171.6	101.6	80.0
EV/EBITDA (x)	92.8	67.2	52.0
EV/Sales (x)	14.5	10.3	8.1
Div. Yield (%)	0.1	0.0	0.0

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	37.0	37.0	37.0
DII	13.9	14.8	16.1
FII	26.8	25.9	24.4
Others	22.3	22.3	22.4

Stock Performance (1-year)



Robust expansion continues with better profitability

Ready to launch Star Bazaar; prioritizing Westside, Zudio and Star

We attended Trent's AGM. Here are the key takeaways:

Stellar performance

Trent continues to post strong standalone/consolidated revenue growth of 55%/50% YoY to INR119b/INR124b in FY24, aided by 37% YoY store addition and 10% LFL growth. Despite a slight contraction of 20bp in standalone gross margin (due to high mix of Zudio), EBITDA margin (pre-Ind-AS) improved to 11.7% (up 300bp YoY), aided by lower ad spending and operating leverage. Standalone adj. PAT improved to INR10.3b (vs. INR5.5b in FY23). In addition, the Booker subsidiary and Star (JV) losses have declined, which boosted consolidated PAT to INR10.4b (vs. INR4b in FY23). On the standalone basis, Trent generated FCF of INR4b (vs. -INR275m in FY23).

The expansion momentum to continue

Trent added gross 30/203 Westside/Zudio stores in FY24, which is in line with its guidance provided in the last year's AGM. Westside has consolidated small stores into larger stores; hence, net store adds were 18. Total standalone store count stands at 811, including 22 Utsa stores, 10 Misbu stores and two Samoh stores. Going forward, **the company aims to maintain the pace of store additions at 30/200 Westside/Zudio stores**. Despite its robust expansion plan, we do not see any deterioration in Trent's store economics. The company may maintain a slow pace of store expansion in Utsa, Misbu and Samoh until they are able to crack the perfect model, pricing and other relevant factors for their brands, which are under incubation before going into expansion phase.

Ready to launch Star Bazaar

The management highlighted yet again that Star will be its third engine of growth (delivered 27% LFL in FY24). **The management targets to add 20-25 stores in FY25** by following the cluster strategy to expand and focus on its own brands, which offer 20-30% savings to consumers. In FY24, despite an improvement in gross margins (+150bp YoY), Star posted EBITDA of INR255m (vs. INR1.7b in FY23) and margins of ~1%, which could be due to the reclassification of lease liability and the cost of modification of stores. Trent has funded the losses mainly through the liquidation of certain financial assets and issue of equity. For the last two years, the company has been constantly optimizing the format. We believe Star Bazaar might need funds for its expansion for a year, but going forward it may fund its growth internally as the size of the grocery market is INR76t, which provides tailwinds for the sector.

Valuation and View

- The discretionary category continues to see muted demand, but Trent has far outpaced the industry. It delivered industry-leading LFL growth of 10% and hence gained market share over other retailers in the apparel segment (especially in value format). Further, despite aggressive store addition, it has limited balance sheet risk or weakness in operations. Trent's industry-leading revenue growth is mainly driven by: 1) strong SSSG and productivity, 2) healthy footprint additions, and 3) Zudio's strong value proposition.
- Trent's successful store performance, healthy store economics, and aggressive growth strategy offer a huge runway for growth over the next three-to-five years. Star's improving store metrics further offer a further opportunity.
- We have raised our standalone revenue/EBITDA estimates by 4%/6% for FY25/FY26, factoring in higher store addition for Zudio.
- We estimate a CAGR of 36%/34% in standalone revenue/EBITDA over FY24-26, led by 23% store addition and healthy SSSG, which justify the premium valuation for the stock. We have ascribed 54x to standalone business, 2x EV/sales to Star Bazaar, and 15x EV/EBITDA to Zara to arrive at our TP of INR5,500. Adjusting Star's and Zara's values, the stock is trading at 82x FY26E EPS for the standalone business. Retain BUY.

Exhibit 1: Valuation based on FY26

Particulars	Financial metric	Multiple	EBITDA/Sales	Enterprise Value
Westside and Zudio	EBITDA	54	34.6	1,870
Star	Sales	2	19.4	39
Zara	EBITDA	15	3.3	49
Total Enterprise Value				1,958
Net Debt				2
Equity Value				1,955
Shares (m)				356
Target Price				5,500
CMP				5028
Upside				9%

Source: MOFSL, Company

Takeaways from AGM

Westside: Leading lifestyle concept

- The segment witnessed elevated footfalls throughout the year.
- It is present in 232 stores across the country catering to an audience demanding fresh fashion across men, women, kids, innerwear, beauty and personal care.
- During the year it opened 30 new stores. The company replaced several small stores or poorly located stores with bigger ones to offer customer a better experience across stores.
- The company targets to add 30 stores during FY25.

Zudio: Value Fashion concept

- Zudio can penetrate a much higher number of cities than Westside, as it is difficult to get 20k sqft store for Westside vs. 7-8k for Zudio.
- The segment continues to grow rapidly. Footfall and LFL growth recorded strong growth during the year.
- Zudio offers functional fashion at irresistible prices and is on the way to become the biggest lifestyle brand.
- Zudio opened 203 stores in FY24. The company undertook a store upgrade program and replaced few stores that failed to meet brand expectations.
- The company intends to add 200 new stores in FY25.

Star Bazaar: Food Business (operated by Trent Hypermarket)

- It is an integral part of the company's retail strategy and has been recognized as the third engine of growth.
- Over the last two years, the company has modified its strategy, resulting in strong customer numbers, loyalty and revenue growth.
- Star offers curated products of merchandize, along with a growing proportion of own-brands' products.
- Its exclusive retail brands, Fabsta, Klia and Skye, now have 660+ SKUs and continue to gain wallet share among customers.
- Star replaced the general merchandise completely with its own brand "Smartle" (offers 20-30% discount to leading equivalent brands).
- The segment recorded LFL growth of 27%, boosting the management's confidence in its renewed strategy and its ability to expand at faster pace.
- The expansion of the food business is quite different compared to apparel. The company needs to take a cluster-based approach.
- The company intends to add 20-25 stores during the year and expects to add a higher number of stores in the coming years.

Samoh: Premium occasion wear

- It opened three stores during the year.
- The company plans to continue to refine the collection based on customer feedback before launching the brand across India.
- As reiterated by the management several times, a lot of brands are in the incubation stage (including Samoh) and it will first work on perfecting the model, pricing and other factors before expanding those brands.

Other brands:

- **Zara and Massimo Dutti:** The company views this partnership as financial investment, as all the decisions wrt the use of the brand and sourcing of all the products in store lie with Inditex.
- The company's activity is limited to distribution of merchandise in India only.

Industry:

- The Indian retail industry ranks fifth in the world. The industry is projected to grow to INR375 lakh crore by the end of the decade.
- Food, apparel, beauty, footwear and home furnishing segments, in which Trent operates, account for 60% of the overall Indian retail market. This offers a huge opportunity for the company to grow over the next 25 years.

Other Highlights:

Employees: The company has close to 30,000 employees and will add more going forward. The company has created various new initiatives, which help it retain more employees.

- **USP:** The main USP for the company is its decision to be 100% own label. The decision to have strong label of own brand has helped it to outperform others. Own brands provide flexibility to change as fashion changes and adapt to the change.
- **RM Inflation:** The company does not see any substantial RM inflation. Also, next year, it does not expect much inflationary pressure on raw materials.
- **Gross margin:** The gross margin is quite stable, as per the management. Any slight blip in gross margin can come from the mix change.
- There is no intention of a demerger.
- The market in which Zudio operates is much larger than the market in which Westside operates. Growth in Westside will depend on the availability of stores as it requires larger stores.
- **International:** The company is opening a handful of stores abroad; however, there is no particular roadmap for the international expansion.
- **Challenges:** The biggest challenge, as per the management, is to remain relevant to customers. The industry dynamics and fashion trends keep changing and the company wishes to offer customers appropriate styles.
- **Ecommerce:** The channel accounts for 6% of Westside's sales. Zudio does not have ecom presence.
- **Advertisement:** The company spends less on advertising. It relies more on stores, collections and word of mouth for its branding.
- **Outlook:**
 - The company has recognized Star Bazaar as its third engine of growth.
 - The company remains focused on robust expansion. It targets to add 30/200/20-25 stores for Westside/Zudio/Star Bazaar in FY25.
 - A lot of brands are in the incubation stage and they will first work on perfecting the model, pricing and other factors before growing.
- **Margins:**

- The company saw a slight impact on gross margin largely because of a change in the mix (Zudio and Westside).
- Raw material prices appear to be stable and the management does not foresee any inflationary pressure in raw materials.

Risk and opportunity:

- Major risks are:
 - Real estate availability remains a risk, as future growth will depend on store additions.
 - The biggest challenge is to remain relevant to customers. The industry dynamics and fashion trends keep changing and the company wishes to offer customers appropriate styles.

Financials and valuations – Standalone

Standalone - Income Statement								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Total Income from Operations	25,317	31,777	20,475	38,807	77,152	1,19,266	1,71,804	2,19,569
Change (%)	22.5	25.5	-35.6	89.5	98.8	54.6	44.1	27.8
Raw Materials	12,324	16,037	10,296	19,009	42,156	65,407	96,210	1,23,507
Employees Cost	2,524	3,131	2,550	3,379	5,801	9,379	13,573	16,468
Other Expenses	4,924	4,950	5,591	10,084	18,003	25,210	35,220	45,012
Total Expenditure	22,951	26,145	18,437	32,472	65,959	99,996	1,45,003	1,84,987
% of Sales	90.7	82.3	90.0	83.7	85.5	83.8	84.4	84.3
EBITDA	2,366	5,632	2,038	6,335	11,193	19,269	26,801	34,582
Margin (%)	9.3	17.7	10.0	16.3	14.5	16.2	15.6	15.8
Depreciation	465	2,311	2,359	2,831	4,632	6,385	5,947	7,142
EBIT	1,902	3,321	-321	3,505	6,560	12,884	20,854	27,440
Int. and Finance Charges	368	2,383	2,380	2,933	3,572	3,094	2,373	3,450
Other Income	363	1,518	2,042	2,790	4,117	3,509	3,509	3,509
PBT bef. EO Exp.	1,897	2,456	-658	3,362	7,105	13,300	21,990	27,499
EO Items	-5	0	-63	-132	0	5,434	0	0
PBT after EO Exp.	1,892	2,456	-721	3,230	7,105	18,733	21,990	27,499
Total Tax	617	909	-211	734	1,559	4,375	5,497	6,922
Tax Rate (%)	32.6	37.0	29.3	22.7	21.9	23.4	25.0	25.2
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	1,276	1,546	-510	2,496	5,546	14,358	16,492	20,578
Adjusted PAT	1,279	1,546	-465	2,598	5,546	10,292	16,492	20,578
Change (%)	9.6	20.9	-130.1	-658.4	113.5	85.6	60.2	24.8
Margin (%)	5.1	4.9	-2.3	6.7	7.2	8.6	9.6	9.4

Standalone - Balance Sheet								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Equity Share Capital	332	355	355	356	356	356	356	356
Total Reserves	16,636	24,627	24,803	26,845	30,444	44,116	60,609	81,187
Net Worth	16,968	24,983	25,159	27,200	30,799	44,472	60,964	81,542
Total Loans	3,942	24,468	28,612	45,893	43,186	17,383	31,054	41,581
Lease Liability		21,471	25,612	40,835	38,206	12,398	26,068	36,596
Deferred Tax Liabilities	-72	-1,070	-1,080	-1,225	-1,540	-553	-553	-553
Capital Employed	20,838	48,382	52,690	71,868	72,445	61,302	91,465	1,22,570
Net Fixed Assets	6,271	26,175	29,232	45,083	43,659	24,002	37,228	44,980
Right to use assets		19,041	22,265	37,336	34,346	12,021	22,125	28,650
Capital WIP	850	231	340	448	415	1,614	1,614	1,614
Total Investments	9,410	16,068	17,292	17,239	16,483	19,022	19,019	19,022
Curr. Assets, Loans&Adv.	9,001	10,399	9,126	14,126	21,114	29,390	51,950	79,881
Inventory	4,894	5,865	3,946	8,225	13,369	15,648	23,535	30,078
Account Receivables	141	133	206	163	314	786	941	1,203
Cash and Bank Balance	509	441	669	744	789	2,862	13,926	32,958
Loans and Advances	3,457	3,960	4,306	4,994	6,642	10,094	13,548	15,642
Curr. Liability & Prov.	4,696	4,492	3,301	5,028	9,226	12,726	18,346	22,926
Account Payables	2,289	2,565	2,196	3,142	6,437	7,523	11,767	15,039
Other Current Liabilities	2,221	1,710	938	1,572	2,121	3,480	4,856	6,165
Provisions	186	218	167	314	669	1,723	1,723	1,723
Net Current Assets	4,306	5,907	5,826	9,098	11,888	16,664	33,604	56,955
Appl. of Funds	20,838	48,381	52,690	71,868	72,445	61,302	91,465	1,22,571

Financials and valuations – Standalone

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Basic (INR)								
EPS	3.8	4.3	-1.3	7.3	15.6	29.0	46.4	57.9
Cash EPS	5.2	11.6	5.7	16.3	30.6	50.2	67.5	83.4
BV/Share	51.1	75.2	75.7	81.9	92.7	133.8	183.5	245.4
DPS	1.3	1.0	0.0	1.7	2.2	3.2	0.0	0.0
Payout (%)	40.8	23.0	0.0	24.2	14.1	7.9	0.0	0.0
Valuation (x)								
P/E	1,303.2	1,153.0	-3,831.4	686.2	321.5	173.2	108.1	86.6
Cash P/E	955.9	432.0	880.2	307.0	163.7	99.9	74.3	60.1
P/BV	98.2	66.7	66.2	61.3	54.1	37.5	27.3	20.4
EV/Sales	66.0	56.9	88.4	47.1	23.7	15.1	10.5	8.2
EV/EBITDA	705.8	320.8	888.4	288.5	163.1	93.3	67.2	51.8
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0
FCF per share	-4.7	7.4	8.7	-1.4	12.6	27.2	27.9	53.4
Return Ratios (%)								
RoE	7.7	7.4	-1.9	9.9	19.1	27.3	31.3	28.9
RoCE	7.4	8.7	2.4	7.7	11.3	18.5	23.8	21.5
RoIC	13.3	10.0	-0.7	6.2	9.5	21.1	32.6	32.6
Working Capital Ratios								
Fixed Asset Turnover (x)	3.0	3.2	2.1	3.5	5.7	NA	NA	NA
Asset Turnover (x)	1.2	0.7	0.4	0.5	1.1	1.9	1.9	1.8
Inventory (Days)	71	67	70	77	63	48	50	50
Debtor (Days)	2	2	4	2	1	2	2	2
Creditor (Days)	33	29	39	30	30	23	25	25
Leverage Ratio (x)								
Current Ratio	1.9	2.3	2.8	2.8	2.3	2.3	2.8	3.5
Interest Cover Ratio	5.2	1.4	-0.1	1.2	1.8	4.2	8.8	8.0
Net Debt/Equity	-0.4	0.3	0.4	1.0	0.8	-0.1	0.0	-0.1

Standalone - Cash Flow Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
OP/(Loss) before Tax	1,896	2,454	-658	3,362	7,105	13,300	21,990	27,499
Depreciation	465	2,311	2,359	2,831	4,639	6,392	5,947	7,142
Interest & Finance Charges	180	2,058	2,084	2,725	3,411	2,913	2,373	3,450
Direct Taxes Paid	-781	-807	-1	-782	-1,869	-2,942	-5,497	-6,922
(Inc)/Dec in WC	-1,356	-1,112	1,131	-4,020	-2,707	-2,725	-5,876	-4,318
CF from Operations	404	4,905	4,915	4,116	10,579	16,938	18,937	26,851
Others	-122	-1,220	-782	-2,624	-3,951	-3,455	-3,509	-3,509
CF from Operating incl EO	282	3,685	4,133	1,492	6,628	13,484	15,428	23,342
(Inc)/Dec in FA	-1,859	-1,050	-1,031	-1,979	-2,144	-3,819	-5,500	-4,369
Free Cash Flow	-1,577	2,635	3,102	-487	4,485	9,665	9,928	18,973
(Pur)/Sale of Investments	2,234	-5,870	1,195	2,317	57	-926	0	0
Others	-833	-650	-557	-397	657	-241	3,509	3,509
CF from Investments	-457	-7,570	-393	-59	-1,430	-4,985	-1,991	-860
Issue of Shares	0	9,498	0	0	0	0	0	0
Inc/(Dec) in Debt	1,061	-2,725	0	1,969	-1,202	-2,566	0	0
Interest Paid	-220	-2,437	-2,376	-2,350	-3,557	-3,076	-2,373	-3,450
Dividend Paid	-459	-520	-355	-426	-394	-783	0	0
Others	0	0	-780	-552	0	0	0	0
CF from Fin. Activity	382	3,816	-3,512	-1,359	-5,153	-6,425	-2,373	-3,450
Inc/Dec of Cash	206	-69	229	74	45	2,074	11,064	19,032
Opening Balance	303	509	441	669	744	789	2,862	13,926
Closing Balance	509	441	669	744	789	2,862	13,926	32,958

Financials and valuations – Consolidated

Consolidated - Income Statement								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Total Income from Operations	26,302	34,860	25,930	44,980	82,420	1,23,751	1,76,290	2,24,054
Change (%)	21.9	32.5	-25.6	73.5	83.2	50.1	42.5	27.1
Raw Materials	13,114	18,818	15,340	24,815	47,197	69,589	1,00,392	1,27,689
Employees Cost	2,868	3,585	3,019	3,990	6,552	10,366	14,560	17,455
Rent and lease expenses	3,165	1,935	0	0	0	0	0	0
Advertising & Sales Promotion	0	0	0	0	0	0	0	0
Other Expenses	4,878	5,083	5,852	10,437	17,934	24,575	34,584	44,376
Total Expenditure	24,025	29,420	24,211	39,241	71,684	1,04,530	1,49,536	1,89,520
% of Sales	91.3	84.4	93.4	87.2	87.0	84.5	84.8	84.6
EBITDA	2,277	5,440	1,719	5,739	10,737	19,221	26,753	34,534
Margin (%)	8.7	15.6	6.6	12.8	13.0	15.5	15.2	15.4
Depreciation	517	2,472	2,573	3,108	4,937	6,711	6,204	7,507
EBIT	1,761	2,967	-854	2,631	5,800	12,510	20,549	27,027
Int. and Finance Charges	368	2,458	2,487	3,047	3,692	3,191	2,512	3,789
Other Income	408	1,445	2,016	1,752	2,609	2,893	3,761	4,889
PBT bef. EO Exp.	1,801	1,954	-1,325	1,335	4,717	12,212	21,797	28,127
EO Items	0	0	-10	-274	-30	5,761	0	0
PBT after EO Exp.	1,802	1,954	-1,335	1,061	4,687	17,973	21,797	28,127
Total Tax	736	590	-237	766	1,584	4,434	5,486	7,080
Tax Rate (%)	40.9	30.2	17.8	72.2	33.8	24.7	25.2	25.2
MI/(Profit)/Loss from Assoc.	95	304	714	-51	-835	-1,236	-1,236	-1,236
Reported PAT	970	1,060	-1,811	346	3,937	14,775	17,547	22,283
Adjusted PAT	970	1,060	-1,803	422	3,957	10,387	17,547	22,283
Change (%)	11.6	9.2	-270.1	-123.4	837.0	162.5	68.9	27.0
Margin (%)	3.7	3.0	-7.0	0.9	4.8	8.4	10.0	9.9

Consolidated - Balance Sheet								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Equity Share Capital	332	355	355	355	356	356	356	356
Total Reserves	16,133	23,525	22,775	23,285	25,599	40,322	57,868	80,151
Net Worth	16,465	23,880	23,130	23,640	25,955	40,677	58,224	80,507
Minority Interest	-29	803	445	459	675	349	349	349
Total Loans	3,942	25,260	26,686	47,338	44,722	17,583	41,534	59,497
Lease Liabilities		23,188	26,637	42,280	39,662	12,544	36,495	54,459
Deferred Tax Liabilities	255	-1,104	-746	-1,264	-1,561	-544	-544	-544
Capital Employed	20,632	48,839	49,515	70,174	69,791	58,065	99,562	1,39,808
Gross Block	9,117	32,192	37,078	55,887	57,819	34,256	63,707	86,040
Less: Accum. Deprn.	2,757	5,078	6,749	9,397	13,093	10,298	16,502	24,010
Net Fixed Assets	6,360	27,114	30,329	46,491	44,726	23,958	47,205	62,030
Right to use assets		19,856	23,185	38,642	35,502	12,021	31,556	44,159
Goodwill on Consolidation	261	272	272	272	272	272	272	272
Capital WIP	872	231	340	448	1,017	2,238	2,238	2,238
Total Investments	8,828	15,148	15,550	13,541	11,370	14,429	15,665	16,901
Curr. Assets, Loans&Adv.	9,265	11,197	10,000	15,245	21,869	30,176	55,253	84,673
Inventory	4,970	6,078	4,284	8,678	13,612	15,827	28,712	36,695
Account Receivables	165	171	208	179	344	817	966	1,228
Cash and Bank Balance	542	614	815	864	863	2,976	10,172	28,861
Loans and Advances	3,587	4,334	4,694	5,525	7,051	10,556	15,403	17,889
Curr. Liability & Prov.	4,955	5,123	6,976	5,823	9,464	13,009	21,070	26,304
Account Payables	2,450	2,976	2,746	3,780	6,652	7,739	14,490	18,415
Other Current Liabilities	2,293	1,893	4,026	1,734	2,098	3,482	4,793	6,101
Provisions	212	254	204	309	713	1,788	1,788	1,788
Net Current Assets	4,311	6,074	3,024	9,422	12,406	17,167	34,183	58,368
Appl. of Funds	20,632	48,839	49,515	70,174	69,791	58,064	99,563	1,39,809

Financials and valuations – Consolidated

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Basic (INR)								
EPS	2.9	3.0	-5.1	1.2	11.1	29.2	49.4	62.7
Cash EPS	4.5	10.6	2.3	10.6	26.8	51.5	71.5	89.6
BV/Share	49.5	71.9	69.6	71.1	78.1	122.4	175.2	242.3
DPS	1.3	1.0	0.0	1.7	2.2	3.2	0.0	0.0
Payout (%)	53.7	33.5	0.0	174.6	19.9	7.7	0.0	0.0
Valuation (x)								
P/E	1,717.6	1,682.0	-988.8	4,216.0	450.6	171.6	101.6	80.0
Cash P/E	1,120.8	471.8	2,164.3	472.1	187.4	97.5	70.2	55.9
P/BV	101.2	69.8	72.1	70.5	64.2	41.0	28.6	20.7
EV/Sales	63.5	51.8	69.8	40.6	22.2	14.5	10.3	8.1
EV/EBITDA	729.4	329.5	1,043.1	316.0	169.1	92.8	67.2	52.0
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0
FCF per share	-5.2	6.8	8.0	-4.3	10.4	26.9	16.7	49.5
Return Ratios (%)								
RoE	6.0	5.3	-7.7	1.8	16.0	31.2	35.5	32.1
RoCE	6.4	8.9	1.9	2.0	7.9	18.0	23.0	19.9
RoIC	10.5	9.6	-2.1	1.7	6.9	19.8	28.0	24.8
Working Capital Ratios								
Fixed Asset Turnover (x)	2.9	1.1	0.7	0.8	1.4	3.6	2.8	2.6
Asset Turnover (x)	1.3	0.7	0.5	0.6	1.2	2.1	1.8	1.6
Inventory (Days)	69	64	60	70	60	47	59	60
Debtor (Days)	2	2	3	1	2	2	2	2
Creditor (Days)	34	31	39	31	29	23	30	30
Leverage Ratio (x)								
Current Ratio	1.9	2.2	1.4	2.6	2.3	2.3	2.6	3.2
Interest Cover Ratio	4.8	1.2	-0.3	0.9	1.6	3.9	8.2	7.1
Net Debt/Equity	-0.4	0.7	0.9	1.7	1.3	0.0	0.3	0.2

Consolidated - Cash Flow Statement

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	(INR m) FY25E	(INR m) FY26E
OP/(Loss) before Tax	1,685	1,650	-2,038	1,387	5,551	13,448	21,797	28,127
Depreciation	517	2,472	2,573	3,108	4,937	6,711	6,204	7,507
Interest & Finance Charges	165	2,126	2,197	2,814	3,524	2,988	2,512	3,789
Direct Taxes Paid	-791	-835	-11	-816	-1,910	-2,989	-5,486	-7,080
(Inc)/Dec in WC	-1,352	-1,033	1,063	-4,293	-2,932	-2,715	-9,820	-5,496
CF from Operations	223	4,381	3,783	2,199	9,170	17,443	15,208	26,847
Others	-14	-828	-45	-1,615	-3,222	-3,953	-3,761	-4,889
CF from Operating incl EO	210	3,553	3,738	585	5,949	13,490	11,447	21,958
(Inc)/Dec in FA	-1,953	-1,142	-910	-2,101	-2,235	-3,937	-5,500	-4,369
Free Cash Flow	-1,743	2,411	2,828	-1,516	3,714	9,552	5,948	17,589
(Pur)/Sale of Investments	2,253	-6,574	1,400	2,084	65	-1,299	0	0
Others	-670	-382	-308	562	1,135	154	3,761	4,889
CF from Investments	-370	-8,098	181	544	-1,036	-5,082	-1,739	520
Issue of Shares	0	9,349	-3	2,504	463	357	0	0
Inc/(Dec) in Debt	1,061	-1,773	0	0	0	0	0	0
Interest Paid	-227	-2,511	-2,489	-2,463	-3,587	-3,094	-2,512	-3,789
Dividend Paid	-459	-398	-355	-427	-393	-783	0	0
Others	0	-50	-872	-694	-1,397	-2,775	0	0
CF from Fin. Activity	375	4,617	-3,719	-1,080	-4,914	-6,295	-2,512	-3,789
Inc/Dec of Cash	214	72	201	49	-1	2,113	7,196	18,689
Opening Balance	328	542	614	815	864	863	2,976	10,172
Closing Balance	542	614	815	864	863	2,976	10,172	28,861

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NOTES

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