25 May 2026

4QFY26 Results Update | Sector: Footwear

Campus Activewear

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	CAMPUS IN
Equity Shares (m)	306
M.Cap.(INRb)/(USDb)	72.1 / 0.8
52-Week Range (INR)	304 / 215
1, 6, 12 Rel. Per (%)	-3/-7/-10
12M Avg Val (INR M)	122

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	17.7	20.1	22.6
EBITDA	2.9	3.4	4.1
Adj. PAT	1.5	1.7	2.2
EBITDA Margin (%)	16.5	16.8	18.0
Adj. EPS (INR)	4.9	5.7	7.2
EPS Gr. (%)	23.9	16.4	26.5
BV/Sh. (INR)	29.6	33.8	39.0
Ratios			
Net D:E	0.3	0.1	0.0
RoE (%)	18.1	18.0	19.8
RoCE (%)	16.4	16.5	17.8
Payout (%)	30.6	35.1	34.6
Valuations			
P/E (x)	48.0	41.2	32.6
EV/EBITDA (x)	25.5	21.7	17.6
EV/Sales (X)	4.2	3.6	3.2
Div. Yield (%)	0.6	0.9	1.1

Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	72.1	72.1	72.1
DII	11.6	11.7	11.1
FII	6.1	6.2	6.6
Others	10.2	10.0	10.1

FII includes depository receipts

CMP: INR233 TP: INR325 (+40%) Buy

Robust 4Q; price hikes to cushion margins against RM inflation

- Campus Activewear (CAMPUS) ended FY26 on a robust note, with ~12%/15% YoY revenue/EBITDA growth, led by ~10% YoY volume growth and ~50bp EBITDA margin expansion in 4Q.
- For FY26, CAMPUS delivered ~11% YoY revenue growth, with ~115bp YoY EBITDA margin expansion, resulting in ~20% reported EBITDA growth.
- The growth was driven by strong performance in D2C channels, aided by strong traction in the sneakers portfolio, which also led to margin expansion.
- The company has implemented calibrated price hikes across the portfolio, which should cushion the impact from RM inflation in the near term and drive margin expansion over the medium term (as RM prices ease).
- CAMPUS continues to strengthen its positioning through faster product launches, expansion of in-house sneaker capacities, and improved marketplace execution, supporting market share gains amid rising competitive intensity.
- We fine-tune our FY27-28 estimates and now model ~13%/18%/21% FY26-28E CAGR in revenue/reported EBITDA/PAT, with EBITDA margin expanding 155bp to ~18% by FY28.
- **Reiterate BUY rating with a revised TP of INR325**, based on 45x FY28E EPS.

Robust 4Q; Strong cost control, operating leverage drive higher margins

- 4Q revenue at INR4.6b grew 12% YoY (vs. our est. of 10% YoY).
  - Volume grew ~10% YoY to 6.8m pairs, while ASP rose ~1.5% YoY to INR668, adversely impacted by logistics cost changes in the online segment.
  - D2C online sustained strong growth momentum from 3Q, with 23% YoY growth. D2C offline grew ~13% YoY, while trade distribution grew ~5% YoY.
- Gross profit rose 12% YoY to INR2.3b (vs. our est. INR2.1b).
  - Gross Margin (GM) moderated ~25bp YoY to 51.5% (~50bp miss).
- Employee costs rose 21% YoY (in line), while other expenses grew 7% YoY (4% below our est.).
- As a result, EBITDA grew 15% YoY to INR825m (vs. our est. of INR792m), led by operating leverage.
  - EBITDA margin expanded ~50bp YoY to 18.1% (40bp beat).
- Reported PAT jumped ~26% YoY to INR441m (6% beat).

Robust growth and reported margin expansion in FY26

- Revenue grew ~11% YoY to INR17.7b, driven by 4% YoY growth in volume, while ASP rose ~7% YoY to INR683.
  - D2C offline led with ~17% YoY growth, followed by 11% YoY growth in D2C online (despite accounting change) and ~10% YoY in trade distribution.
- Gross profit grew ~14% YoY to INR9.4b, aided by ~105bp gross margin expansion to 52.9%.
- Reported EBITDA rose 20% YoY to INR2.9b, led by ~115bp margin expansion.

Aditya Bansal - Research Analyst (Aditya.Bansal@MotilalOswal.com)
Research Analyst: Siddhesh Chaudhari (Siddhesh.Chaudhari@MotilalOswal.com) | **Avinash Karumanchi** (Avinash.Karumanchi@MotilalOswal.com)

- Adjusted pre-IND AS EBITDA grew 18% YoY to INR2.4b, with margin expanding ~70bp YoY to 13.5%. Lease rentals had a one-off cost of INR0.64b for long-term land acquisition pertaining to the Pantnagar facility.
- Reported PAT grew 24% YoY to INR1.5b, driven by robust EBITDA growth and higher other income (56% YoY).
- CAMPUS' net working capital (NWC) days inched up ~8 days YoY to 78, driven by higher inventory days (93 vs. 87 YoY) and lower payable days (46 vs. 52 YoY).
- Adjusted OCF (post interest and leases) moderated to INR770m (vs. INR1.9b YoY), due to working capital build-up of INR1.1b (vs. release of ~INR300m YoY).
- Capex was elevated at INR1.5b (vs. INR588m YoY), due to land acquisition for the Panatnagar facility expansion (INR0.64b), leading to FCF (post interest and leases) outflow of INR0.7b (vs. INR1.4b generation YoY).

Key takeaways from the management commentary

- **Demand trends** have remained resilient despite aggressive pricing actions, with 1QFY27 starting on a positive note. Management indicated some near-term resistance to price hikes; however, it expects strong product launches, premiumization, and potential market share gains (at the expense of smaller players) to support volume growth.
- **Price hikes:** Amid a sharp inflation in key RM prices (EVA/PU) and higher minimum wages, CAMPUS has implemented calibrated price hikes across its portfolio, which should cushion margins in the near term. Further, management indicated that RM cost pressures have started easing, while price hikes are sticky, which should provide tailwinds for further margin expansion.
- **Sneaker portfolio** continued to remain the key growth driver, delivering ~100% growth for the second consecutive year (~50% growth in 4Q). Faster product development cycles, integrated manufacturing, and improving product quality are strengthening premiumization and consumer acceptance. The company is investing in capacity expansion to meet the growing demand for sneakers.

Valuation and view

- CAMPUS is expanding beyond its core category of sports shoes into sneakers, women's, and kids' categories. Sharper segmentation, affordability-led positioning, and ongoing operational initiatives are supporting stronger execution and an improving product mix. Channel feedback on execution remains stronger vs. peers.
- We fine-tune our estimates and build in revenue CAGR of 13% over FY26-28, driven by ~8% ASP growth and 5% volume growth. Improving product mix, price hikes, and recent launches are likely to support stronger ASP growth, while the focus remains on volume growth, as the company has linked distributors' incentives to volume growth rather than value growth for FY27.
- We build in ~155bp EBITDA margin expansion over FY26-28E, with gross margin expansion contributing ~65bp, led by premiumization and mix improvements. The recent price hike is expected to cushion margins against near-term headwinds from raw material inflation. Accordingly, we model EBITDA/PAT CAGR of 18%/21% over FY26-28E.
- **Reiterate BUY rating with a revised TP of INR325** (earlier INR305)**, based on 45x FY28E EPS.**

Consolidated Quarterly Earnings **(INR m)**

Y/E March	FY25				FY26				FY25	FY26	FY26	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
Revenue	**3,392**	**3,333**	**5,148**	**4,057**	**3,433**	**3,866**	**5,886**	**4,556**	**15,930**	**17,741**	**4,466**	**2.0**
YoY Change (%)	-4.1	28.9	9.1	11.5	1.2	16.0	14.3	12.3	10.0	11.4		
Gross Profit	**1,797**	**1,745**	**2,617**	**2,098**	**1,875**	**2,062**	**3,097**	**2,345**	**8,257**	**9,378**	**2,321**	1.0
Gross margin	53.0	52.4	50.8	51.7	54.6	53.3	52.6	51.5	51.8	52.9	52.0	
Total Expenditure	2,874	2,951	4,326	3,343	2,940	3,367	4,784	3,732	13,494	14,822	3,674	1.6
EBITDA	**517**	**382**	**822**	**715**	**493**	**499**	**1,103**	**825**	**2,435**	**2,919**	**792**	**4.2**
EBITDA margins (%)	15.3	11.5	16.0	17.6	14.4	12.9	18.7	18.1	15.3	16.5	17.7	
Depreciation	162	176	189	228	201	219	224	239	755	883	237	0.7
Interest	37	45	43	64	49	62	73	59	188	243	77	-23.6
Other Income	23	34	37	53	61	52	55	61	147	228	62	-1.7
PBT	**341**	**196**	**626**	**476**	**304**	**270**	**861**	**588**	**1,639**	**2,022**	**539**	**9.0**
Tax	87	53	162	126	82	69	224	146	428	521	122	19.7
Rate (%)	25.6	27.0	25.8	26.4	26.9	25.5	26.0	24.9	26.1	25.8	22.7	
Reported PAT	**254**	**143**	**465**	**350**	**222**	**201**	**637**	**441**	**1,212**	**1,501**	**417**	**5.8**
Adj PAT	**254**	**143**	**465**	**350**	**222**	**201**	**637**	**441**	**1,212**	**1,501**	**417**	**5.8**
YoY Change (%)	-19	4,369	87	7	-13	40	37	26	35.5	23.9		

E: MOFSL Estimates

Exhibit 1: Valuation based on FY28E P/E

Particulars	**INR/Share**
EPS	7.2
Target PE (x)	45
Equity value/share (INR)	**325**
CMP (INR)	233
Upside/(Downside) (%)	40%

Source: MOFSL, Company

CONFERENCE CALL

Detailed takeaways from the management commentary

- **Demand trends** have remained resilient despite aggressive pricing actions, with 1QFY27 starting on a positive note. Management indicated some near-term resistance to price hikes; however, it expects strong product launches, premiumization, and potential market share gains (at the expense of smaller players) to support volume growth.
- **Price hikes:** Amid a sharp inflation in key RM prices (EVA/PU) and higher minimum wages, CAMPUS has implemented calibrated price hikes across its portfolio, which should cushion margins in the near term. Further, management indicated that RM cost pressures have started easing, while price hikes are sticky, which should provide tailwinds for further margin expansion.
- **Sneaker portfolio** continued to remain the key growth driver, delivering ~100% growth for the second consecutive year (~50% growth in 4Q). Faster product development cycles, integrated manufacturing, and improving product quality are strengthening premiumization and consumer acceptance. The company is investing in capacity expansion to meet the growing demand for sneakers.
- **ASP:** Premiumization and rising sneaker salience continue to support underlying ASP improvement, although reported ASP growth (1.5% in 4Q) remained muted due to marketplace freight accounting changes and GST-led shifts.
- **Product innovation** remained strong with ~250 new SKUs launched during FY26, supported by continuous benchmarking of consumer trends, regional preferences, and online demand shifts. Wider assortment and faster refresh cycles are improving relevance across channels and geographies.
- **In-house manufacturing** scale-up remains on track, with Pantnagar currently producing ~200k sneaker pairs/month and long-term phased capacity expansion targeted at ~800k pairs/month, including ~600k at Pantnagar, rest at Haridwar-II. Growth is expected to be increasingly serviced through owned facilities, supporting margins and quality control.
- **Marketing investments** will remain elevated, reflecting continued focus on brand building and market share gains rather than performance marketing. Advertising spends increased ~20% YoY in FY26, while operating cost excluding advertisement expenses were softer in 4Q due to favorable marketplace commission dynamics during key online events and stable retail store count.
- **Marketplace channels** continued to materially outperform, driven by stronger execution across platforms and own website. Increasing use of platform-led warehousing and fulfillment models is improving delivery efficiency and online scalability, while the Amazon partnership continues to strengthen.
- **Retail strategy** remained profitability-led during FY26, with closure of ~9–10 weaker stores and addition of ~13–14 stores improving store economics. With profitability stabilizing, the company plans to accelerate expansion in FY27 with ~60–80 store additions, largely through franchise-led formats (~60% FOFO mix).
- **Inventory** normalization is largely complete following the liquidation of BIS inventory, with current finished goods inventory aligned to targeted growth requirements.
- Elevated FY26 cash outflow was largely driven by the land acquisition for Pantnagar facility, which included ~INR654m long term lease-hold land.

- **Capex during FY26** was elevated due to the Pantnagar acquisition, while FY27 capex is expected to normalize toward routine maintenance, IT infrastructure, and selective store additions. Incremental investments over the next few years will primarily support phased sneaker capacity expansion and assembly line additions.
- CAMPUS highlighted its strengthening pan-India positioning, with Maharashtra now emerging as the second-largest state in distribution channel and cities such as Pune and Bengaluru featuring in top five states in terms of online sales. Integrated manufacturing, strong distribution reach, and faster product development continue to strengthen the competitive positioning.

Exhibit 2: Quarterly performance

INRm	4QFY25	3QFY26	4QFY26	YoY%	QoQ%	4QFY26E	vs. est (%)	FY25	FY26	YoY%
Total Revenue	**4,057**	**5,886**	**4,556**	**12**	**-23**	**4,466**	**2**	**15,930**	**17,741**	**11**
Raw Material cost	1,959	2,789	2,212	13	-21	2,145	3	7,673	8,363	9
Gross Profit	**2,098**	**3,097**	**2,345**	**12**	**-24**	**2,321**	**1**	**8,257**	**9,378**	**14**
Gross margin (%)	***51.7%***	***52.6%***	***51.5%***	***-26***	***-116***	***52.0%***	***-52***	***51.8%***	***52.9%***	***103***
Employee Costs	305	368	370	21	1	336	10	1,190	1,402	18
SGA Expenses	1,079	1,626	1,150	7	-29	1,193	-4	4,632	5,058	9
EBITDA	**715**	**1,103**	**825**	**15**	**-25**	**792**	**4**	**2,435**	**2,919**	**20**
EBITDA margin (%)	***17.6%***	***18.7%***	***18.1%***	***49***	***-63***	***17.7%***	***37***	***15.3%***	***16.5%***	***116***
Depreciation and amortization	228	224	239	5	7	237	1	755	883	17
EBIT	487	879	586	20	-33	555	6	1,680	2,036	21
EBIT margin (%)	*12.0%*	*14.9%*	*12.9%*	*86*	*-207*	*12.4%*	*44*	*10.5%*	*11.5%*	*93*
Finance Costs	64	73	59	-8	-20	77	-24	188	243	29
Other Income	53	55	61	14	10	62	-2	147	228	55
Profit before Tax	**476**	**861**	**588**	**23**	**-32**	**539**	**9**	**1,639**	**2,022**	**23**
Tax	126	224	146	16	-35	122	20	428	521	22
Profit after Tax	**350**	**637**	**441**	**26**	**-31**	**417**	**6**	**1,212**	**1,501**	**24**
PAT margin (%)	*8.6%*	*10.8%*	*9.7%*	*105*	*-113*	*9.3%*	*35*	*7.6%*	*8.5%*	*85*

Source: MOFSL, Company

Exhibit 3: Key operating metrics

INR m	4QFY25	3QFY26	4QFY26	YoY%	QoQ%
Trade Distribution	2,240	2,908	2,356	5	-19
Direct to consumer (online)	1,396	2,372	1,722	23	-27
Direct to consumer (offline)	422	606	478	13	-21
Mix (%)					
Trade Distribution	*55.2%*	*49.4%*	*51.7%*	*-350*	*230*
Direct to consumer (online)	*34.4%*	*40.3%*	*37.8%*	*340*	*-250*
Direct to consumer (offline)	*10.4%*	*10.3%*	*10.5%*	*10*	*20*

	4QFY25	3QFY26	4QFY26	YoY%	QoQ%
ASP (INR/pair	658	711	668	2	-6
Volume (m pairs)	6	8	7	10	-18

Source: MOFSL, Company

Exhibit 4: Changes to our estimates

	FY26	FY27E	FY28E
Revenue (INR m)			
Old		19,831	22,280
Actual/New	17,741	20,099	22,581
Change (%)		1.4	1.4
Gross Profit (INR m)			
Old		10,609	12,031
Actual/New	9,378	10,652	12,081
Change (%)		*0.4*	*0.4*
Gross margin (%)			
Old		53.5%	54.0%
Actual/New	52.9%	53.0%	53.5%
Change (bp)		*-50*	*-50*
EBITDA (INR m)			
Old		3,371	4,010
Actual/New	2,919	3,367	4,065
Change (%)		*-0.1*	*1.4*
EBITDA margin (%)			
Old		17.0%	18.0%
Actual/New	16.5%	16.8%	18.0%
Change (bp)		*-25*	*0*
Net Profit (INR m)			
Old		1,710	2,072
Actual/New	1,501	1,747	2,210
Change (%)		*2.2*	*6.7*
EPS (INR)			
Old		5.6	6.8
Actual/New	4.9	5.7	7.2
Change (%)		*2.2*	*6.7*

Source: MOFSL, Company

Story in charts

Exhibit 5: Revenue grew 12% YoY; GM contracted ~25bp YoY

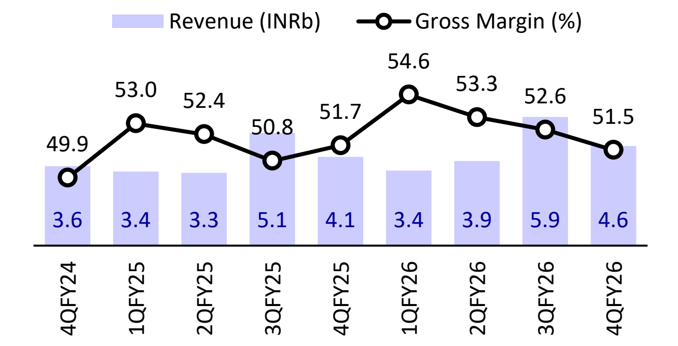


Exhibit 6: Volumes grew 10% YoY; ASP rose 2% YoY

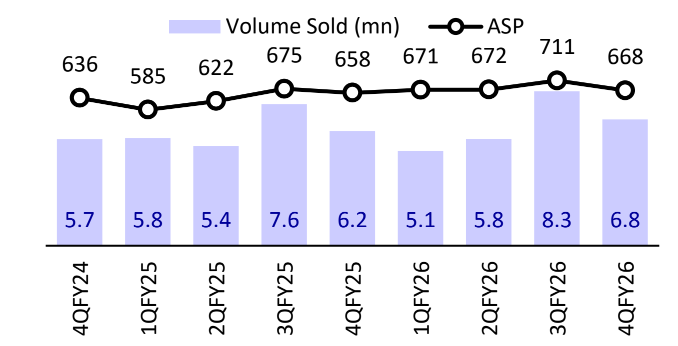


Exhibit 7: EBITDA rose 15% YoY; margin expanded 50bp YoY

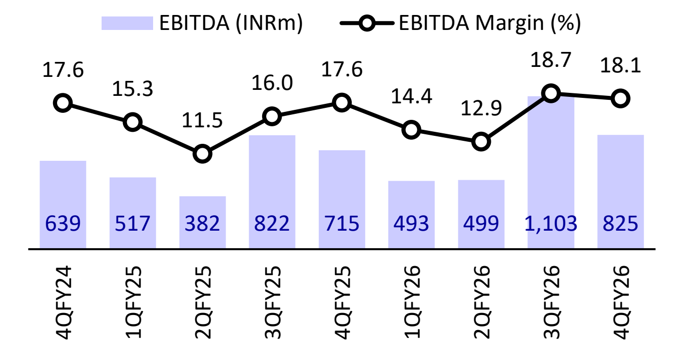


Exhibit 8: PAT rose 26% YoY, margin expanded 105bp YoY

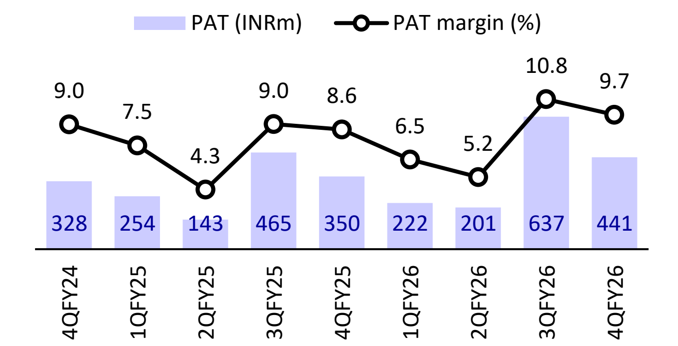


Exhibit 9: Expect 13% revenue CAGR over FY26-28

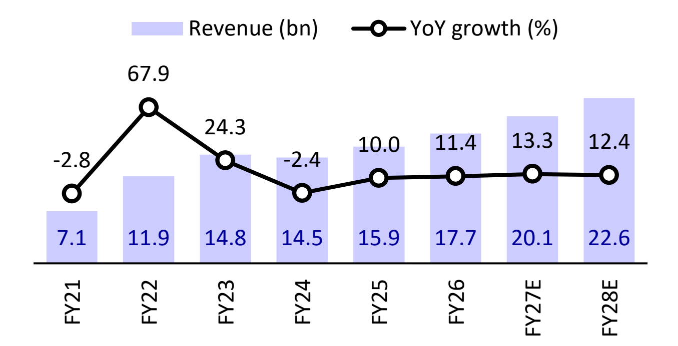


Exhibit 10: Expect 8%/5% ASP/volume CAGR over FY26-28

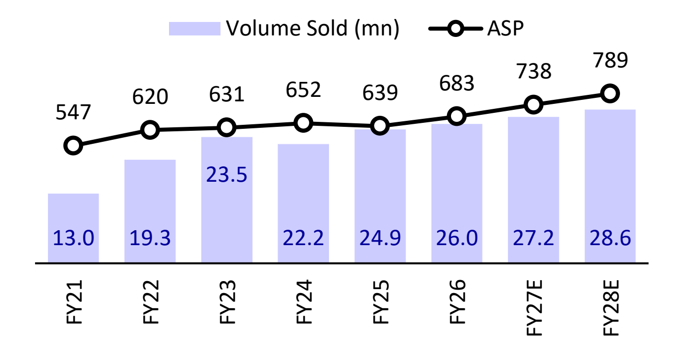
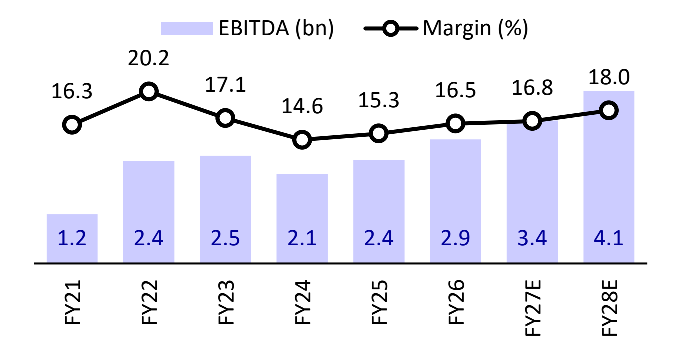
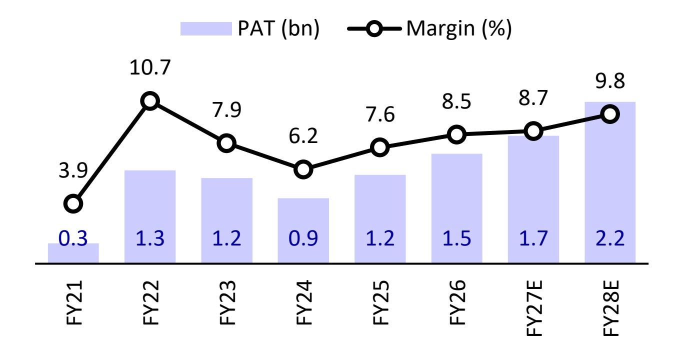


Exhibit 11: Expect 18% EBITDA CAGR over FY26-28, with 155bp margin expansion by FY28



Source: MOFSL, Company

Exhibit 12: Expect 21% PAT CAGR over FY26-28



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Revenue from Operations	**7,113**	**11,942**	**14,842**	**14,483**	**15,930**	**17,741**	**20,099**	**22,581**
Change (%)	**-3**	**68**	**24**	**-2**	**10**	**11**	**13**	**12**
Raw Materials	3,744	5,973	7,520	6,955	7,673	8,363	9,446	10,500
GROSS PROFIT	3,369	5,968	7,323	7,528	8,257	9,378	10,652	12,081
Margin (%)	47	50	49	52	52	52.9	53.0	53.5
Employees Cost	552	679	802	1,015	1,190	1,402	1,558	1,694
Other Expenses	1,657	2,874	3,985	4,405	4,632	5,058	5,728	6,323
Total Expenditure	**2,209**	**3,553**	**4,787**	**5,420**	**5,822**	**6,459**	**7,286**	**8,016**
% of Sales	31.1	29.8	32.3	37.4	36.5	36.4	36.3	35.5
EBITDA	**1,160**	**2,415**	**2,536**	**2,108**	**2,435**	**2,919**	**3,367**	**4,065**
Margin (%)	16.3	20.2	17.1	14.6	15.3	16.5	16.75	18.00
Depreciation	327	532	710	721	755	883	1,021	1,127
EBIT	**833**	**1,883**	**1,826**	**1,387**	**1,680**	**2,036**	**2,346**	**2,938**
Margin (%)	11.7	15.8	12.3	9.6	10.5	11.5	11.7	13.0
Finance costs	172	196	287	232	188	243	263	267
Other Income	38	24	28	45	147	228	251	282
PBT bef. EO Exp.	**699**	**1,711**	**1,567**	**1,200**	**1,639**	**2,022**	**2,335**	**2,953**
Total Tax	431	634	396	306	428	521	588	743
Tax Rate (%)	61.6	37.0	25.0	25.0	25.0	25.8	25.2	25.2
Reported PAT	**269**	**1,078**	**1,171**	**894**	**1,212**	**1,501**	**1,747**	**2,210**
Adjusted PAT	**279**	**1,273**	**1,171**	**894**	**1,212**	**1,501**	**1,747**	**2,210**
Change (%)	-54.5	356.9	-8.0	-23.6	35.5	23.9	16.4	26.5
Margin (%)	3.9	10.7	7.9	6.2	7.6	8.5	8.7	9.8

Consolidated - Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	1,519	1,522	1,523	1,526	1,527	1,527	1,527	1,527
Total Reserves	1,608	2,754	3,998	4,990	6,038	7,535	8,822	10,420
Net Worth	**3,126**	**4,276**	**5,521**	**6,517**	**7,565**	**9,062**	**10,349**	**11,947**
Minority Interest	4				0	0	0	0
Total Loans	1,772	2,890	3,350	1,778	2,323	2,362	2,634	2,855
Lease Liability	416	1,147	1,542	1,535	2,323	1,999	2,271	2,493
Capital Employed	**4,902**	**7,166**	**8,871**	**8,294**	**9,888**	**11,423**	**12,983**	**14,802**
Gross Block	3,318	4,460	5,695	6,384	7,614	9,125	10,130	11,135
Less: Accum. Deprn.	753	1,214	1,924	2,645	2,968	3,851	4,872	5,999
Net Fixed Assets	**2,564**	**3,246**	**3,770**	**3,739**	**4,645**	**5,274**	**5,259**	**5,136**
Right to use assets	491	1,208	1,501	1,437	2,141	2,421	2,673	2,879
Capital WIP	3	25	38	201	344	113	113	113
Total Investments					**0**	**0**	**0**	**0**
Curr. Assets, Loans&Adv.	**3,067**	**4,975**	**6,677**	**5,599**	**6,321**	**6,245**	**8,186**	**10,473**
Inventory	2,025	3,543	4,490	3,963	3,798	4,495	4,723	5,178
Account Receivables	982	1,337	1,766	1,183	1,480	1,528	1,652	1,856
Cash and Bank Balance	12	3	240	248	245	40	1,628	3,256
Loans and Advances	48	92	181	206	798	183	183	183
Curr. Liability & Prov.	**1,888**	**2,386**	**2,776**	**2,504**	**2,947**	**3,000**	**3,400**	**3,776**
Account Payables	1,709	1,966	2,144	2,002	2,261	2,247	2,588	2,877
Other Current Liabilities	175	414	623	484	664	726	785	872
Provisions	5	6	10	18	22	27	27	27
Net Current Assets	**1,179**	**2,590**	**3,901**	**3,095**	**3,374**	**3,245**	**4,786**	**6,697**
Deferred Tax assets	401	218	309	382	416	429	429	429
Other Assets	758	1,112	891	1,078	1,452	2,476	2,511	2,541
Appl. of Funds	**4,902**	**7,166**	**8,871**	**8,294**	**9,888**	**11,424**	**12,984**	**14,803**

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	**0.9**	**4.2**	**3.8**	**2.9**	**4.0**	**4.9**	**5.7**	**7.2**
Cash EPS	2.0	5.9	6.1	5.3	6.4	7.8	9.0	10.9
BV/Share	10.3	14.1	18.0	21.3	24.7	29.6	33.8	39.0
DPS	-	-	-	-	1.00	1.50	2.00	2.50
Payout (%)	-	-	-	-	25	31	35	35
Valuation (x)								
P/E	302.3	66.2	71.9	94.2	68.2	48.0	41.2	32.6
Cash P/E	137.9	46.4	44.8	52.1	42.0	30.2	26.0	21.6
P/BV	26.7	19.6	15.3	12.9	10.9	7.9	7.0	6.0
EV/Sales	12.0	7.2	5.9	5.9	5.3	4.2	3.6	3.2
EV/EBITDA	73.5	35.8	34.4	40.7	34.8	25.5	21.7	17.6
Dividend Yield (%)	-	-	-	-	0.37	0.64	0.85	1.06
FCF per share	2.3	-0.5	1.9	6.2	2.6	1.5	8.3	9.1
Return Ratios (%)								
RoE	8.9	29.8	21.2	13.7	16.0	18.1	18.0	19.8
RoCE	8.4	21.1	18.2	13.1	15.4	16.4	16.5	17.8
RoIC	8.4	20.8	18.2	13.2	14.6	14.7	15.6	19.4
Working Capital Ratios								
Fixed Asset Turnover (x)	2.1	2.7	2.6	2.3	2.1	1.9	2.0	2.0
Asset Turnover (x)	1.5	1.7	1.7	1.7	1.6	1.6	1.5	1.5
Inventory (Days)	182	170	195	222	185	181	183	180
Debtor (Days)	62	35	38	37	31	31	30	30
Creditor (Days)	143	112	100	109	101	98	100	100
WC (Days)	101	93	133	150	114	114	113	110
Leverage Ratio (x)								
Current Ratio	1.6	2.1	2.4	2.2	2.1	2.1	2.4	2.8
Interest Cover Ratio	4.9	9.6	6.4	6.0	8.9	8.4	8.9	11.0
Net Debt/Equity	0.6	0.7	0.6	0.2	0.3	0.3	0.1	0.0

Consolidated - Cash Flow Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	699	1,711	1,566	1,200	1,639	2,022	2,335	2,953
Depreciation	327	532	710	721	755	883	1,021	1,127
Interest & Finance Charges	172	196	287	232	188	242	263	267
Others	87	65	180	282	(36)	(113)	-	-
Direct Taxes Paid	(252)	(436)	(525)	(350)	(498)	(558)	(588)	(743)
(Inc)/Dec in WC	210	(1,890)	(954)	560	304	(1,128)	13	(313)
CF from Operations	**1,243**	**178**	**1,265**	**2,645**	**2,352**	**1,348**	**3,043**	**3,290**
Others	-	-	-	-	-	-	-	-
CF from Operating incl EO	**1,243**	**178**	**1,265**	**2,645**	**2,352**	**1,348**	**3,043**	**3,290**
(Inc)/Dec in FA	(539)	(341)	(697)	(745)	(1,546)	(890)	(505)	(505)
Free Cash Flow	**704**	**(163)**	**568**	**1,900**	**806**	**458**	**2,538**	**2,785**
(Pur)/Sale of Investments	449	-	-	-	-	229	-	-
Others	-	-	-	-	-	114	-	-
CF from Investments	**(90)**	**(341)**	**(697)**	**(745)**	**(1,546)**	**(547)**	**(505)**	**(505)**
Issue of Shares	-	32	38	98	23	27	-	-
Inc/(Dec) in Debt	(1,077)	387	65	(1,565)	(243)	363	-	-
Interest Paid	(140)	(121)	(137)	(99)	(23)	(63)	(91)	(91)
Lease instalment	(77)	(143)	(297)	(359)	(390)	(1,170)	(400)	(454)
Dividends	-	-	-	-	(214)	(92)	(459)	(613)
CF from Fin. Activity	**(1,294)**	**155**	**(331)**	**(1,925)**	**(847)**	**(935)**	**(950)**	**(1,157)**
Inc/Dec of Cash	**(141)**	**(9)**	**236**	**(25)**	**(41)**	**(135)**	**1,588**	**1,628**
Opening Balance	153	12	3	240	248	174	40	1,628
Closing Balance	**12**	**3**	**240**	**248**	**208**	**40**	**1,628**	**3,256**

N O T E S

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
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore.This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

.

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
   MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
   Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
   MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
   MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
   MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company

- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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 . AMFI: ARN .: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.