

Campus Activewear

BSE SENSEX
75,503

S&P CNX
23,409

CMP: INR233

TP: INR305 (+31%)

Buy



Bloomberg	CAMPUS IN
Equity Shares (m)	306
M.Cap.(INRb)/(USDb)	71.2 / 0.8
52-Week Range (INR)	304 / 210
1, 6, 12 Rel. Per (%)	-5/-8/-11
12M Avg Val (INR M)	135
Free float (%)	27.9

Financials & Valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	17.7	19.8	22.3
EBITDA	2.9	3.4	4.0
Adj. PAT	1.5	1.7	2.1
EBITDA Margin (%)	16.4	17.0	18.0
Adj. EPS (INR)	4.8	5.6	6.8
EPS Gr. (%)	21.9	15.8	21.2
BV/Sh. (INR)	28.5	33.1	38.9

Ratios

Net D:E	0.3	0.2	0.1
RoE (%)	18.1	18.1	18.8
RoCE (%)	15.9	15.4	15.8
Payout (%)	20.7	17.9	14.8

Valuations

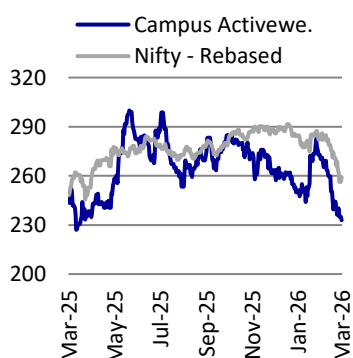
P/E (x)	48.7	42.1	34.7
EV/EBITDA (x)	25.8	21.9	18.2
EV/Sales (X)	4.2	3.7	3.3

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	72.1	72.1	73.8
DII	11.7	11.8	11.4
FII	6.2	6.0	5.4
Others	10.0	10.1	9.4

FII includes depository receipts

Stock Performance (1-year)



Beneficiary of multiple growth tailwinds

Following a weak 1QFY26, Campus Activewear's (Campus) growth accelerated to mid-teens in 2HCY26, led by increasing premiumization, an expanding retail presence, and the rationalization of the GST rate. Additionally, driven by backward integration and rising premiumization, the company's EBITDA margin expanded ~140bp YoY to ~16% in 9MFY26. We believe Campus remains a key beneficiary of premiumization, BIS implementation, and GST-driven tailwinds in the sports & athleisure (S&A) category. Furthermore, the company's recent expansion into apparel offers an additional growth lever. We model a CAGR of 12%/18%/20% in revenue/EBITDA/PAT over FY25-28E. We reiterate our BUY rating on the stock with a revised TP of INR305, premised on 45x P/E on Mar'28.

Innovation, premiumization, and category expansion to drive growth

- Campus has been steadily premiumizing its portfolio through the launch of innovative, fashion-forward products and gradually shifting towards sneakers and higher-value offerings.
- As a result, the company's ASP has increased from INR510 in FY20 to INR639 in FY25, with a further jump to INR688 in 9MFY26.
- We expect this trend to be sustained, driven by continued product innovation and mix improvement, and estimate ~7% CAGR in ASP over FY26-28E, taking ASP to ~INR783 by FY28E.
- The company manages the NPD development from concept to product launch cycle within 60-90 days, enabling a quick response to evolving fashion trends and consumer preferences. This rapid turnaround allows it to consistently introduce new and fashion-forward products, with 270+ new designs launched in FY25 (300+ in FY24 and 145+ in 9MFY26).
- Recently, the company has also introduced innovations such as the Air Capsule Pro along with multiple new sneaker and athleisure designs, further strengthening its portfolio and supporting growth in high-demand categories.
- In addition, Campus has forayed into adjacent categories such as athleisure apparel, introducing products such as polo T-shirts, round-neck T-shirts, jackets, joggers, and caps on a pilot basis. The foray into apparel is aimed at raising the brand's salience, increasing wallet share per customer, strengthening its positioning in the fast-growing athleisure segment over the long term, and improving the productivity of its EBO channel.

Distributor consolidation with expansion in retail reach to drive growth

- The company has historically relied on a large distributor network to penetrate deeper into Tier-II and Tier-III markets, which remain key demand centers for value sports footwear.
- Over the past few quarters, Campus has undertaken distributor consolidation, reducing the distributor count to 280+ in 9MFY26 (vs. 300+ in FY25) while reinforcing partnerships with more efficient channel partners.

- Despite the rationalization in the distributor base, the company has expanded its retail reach to 29k+ touchpoints (vs. ~26k in FY25), increasing product availability and market penetration across the country.
- This strategy is aimed at improving channel efficiency, enabling better inventory management, and ensuring stronger product availability at the retailer level.
- We model ~11% CAGR in trade distribution revenue over FY25-28E and expect the channel's contribution to remain broadly stable at ~52%.

Strong online channel contribution driving scalable growth

- The online channel has emerged as a key growth driver for Campus, contributing ~37% of the revenue in FY25 (vs. ~8% in FY20). This channel has enabled the brand to reach younger and digitally savvy consumers, while also improving product visibility across geographies where physical retail penetration may be limited.
- The strong online presence has also helped the company launch new designs faster, test consumer preferences, and scale successful products quickly, particularly in fast-growing categories such as sneakers.
- While Campus experienced some disruption due to the shutdown of certain O2O/B2B online retail platforms, it has since recalibrated its strategy by focusing on direct marketplace sales and strengthening its omnichannel presence.
- We expect the e-commerce contribution to remain broadly stable at ~36% over FY25-28E, with the online channel likely to deliver ~12% CAGR over the same period, supported by continued growth in online footwear demand and the company's strong presence on leading marketplace platforms.

Premiumization and operating leverage to drive EBITDA margin expansion

- Campus' EBITDA margins moderated from ~17% in FY23 to ~15% in FY25 due to higher advertising spends, operating deleverage from lower volumes, and increased investments in brand building and distribution.
- Despite this, gross margins have remained resilient, improving from ~49% in FY23 to ~52% in FY25, supported by premiumization, backward integration initiatives, and a higher share of sneakers in the product mix.
- However, with improvement in demand trends, Campus' margins have started to inch up (up ~140bp YoY to 15.9% in 9MFY26).
- The recent spike in RM costs could weigh on gross margins in the near term; however, we believe the company has enough room to pass on the increase following the recent GST cuts.
- Going ahead, we expect EBITDA margins to improve further to management's guided range of ~17-19% by FY28, supported by scale benefits, premiumization, and benefits from backward integration. A potential increase in A&P spends (logo redesign, apparel) and the company's ability to pass on the rising RM cost inflation remain key monitorables.

Valuation and view

- Campus' innovative designs, color combinations, and attractive price points make it a market leader in the fast-growing S&A category.
- The GST rate cut acts as a structural demand catalyst, improving affordability and fueling growth. Driven by sneaker-focused capacity expansion and the recent foray into apparel, we believe Campus is well poised to sustain double-digit revenue growth.
- We trim our FY25-28E EBITDA by 1-2%, largely on account of higher A&P spends to promote the new brand identity and recent foray into apparel.

- We model a CAGR of 12%/18%/20% in revenue/EBITDA/PAT over FY25-28E, with the EBITDA margin improving to ~18% by FY28 (from 15.3%/15.9% in FY25/9MFY26).
- Reiterate **BUY with a revised TP of INR305** (vs. INR320), based on 45x FY28E EPS.

Exhibit 1: Valuation based on FY28E P/E

Valuation	INR/Share
EPS	6.8
Target PE (x)	45
Equity value/share (INR)	305
CMP (INR)	235
Upside/(Downside) (%)	30

Source: MOFSL, Company

Exhibit 2: Campus broadly trades in line on FY26 P/E with peers, such as Bata and Relaxo, despite its superior growth profile

Footwear comps	Enterprise Value (INR b)	MCap (INR b)	EV/Sales			EV/EBITDA			P/E			EBITDA CAGR (%) 2025-28E
			FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	
Metro	257	247	9.0	7.7	6.7	29.5	24.9	21.6	60.7	51.3	44.8	16.2
Campus	74	72	4.2	3.7	3.3	25.8	21.9	18.2	48.7	42.1	34.7	18.1
Bata	95	87	2.7	2.6	2.5	12.9	11.4	10.3	45.8	35.8	28.7	8.0
Relaxo	71	71	2.7	2.5	2.4	20.8	17.6	15.4	44.3	35.5	30.4	6.7
Average			4.7	4.1	3.7	22.2	18.9	16.4	49.9	41.2	34.7	

Source: MOFSL, Company

Exhibit 3: Changes to our estimates

	FY26E	FY27E	FY28E
Revenue (INR m)			
Old	17,651	19,645	21,865
Actual/New	17,651	19,831	22,280
Change (%)	0.0	0.9	1.9
Gross Profit (INR m)			
Old	9,355	10,510	11,807
Actual/New	9,355	10,609	12,031
Change (%)	0.0	0.9	1.9
Gross margin (%)			
Old	53.0%	53.5%	54.0%
Actual/New	53.0%	53.5%	54.0%
Change (bp)	0	0	0
EBITDA (INR m)			
Old	2,912	3,438	4,045
Actual/New	2,886	3,371	4,010
Change (%)	-0.9	-1.9	-0.9
EBITDA margin (%)			
Old	16.5%	17.5%	18.5%
Actual/New	16.4%	17.0%	18.0%
Change (bp)	-15	-50	-50
Net Profit (INR m)			
Old	1,480	1,795	2,173
Actual/New	1,477	1,710	2,072
Change (%)	-0.2	-4.8	-4.7
EPS (INR)			
Old	4.8	5.9	7.1
Actual/New	4.8	5.6	6.8
Change (%)	-0.2	-4.8	-4.7

Source: MOFSL, Company

Vertically integrated manufacturing enables faster design refreshes

- Campus continues to strengthen its manufacturing capabilities through backward integration, enabling greater control over product quality, cost efficiencies, and supply chain reliability. The company operates multiple in-house manufacturing facilities, allowing it to manage key stages of the production process and reduce dependence on third-party manufacturers.
- Recently, the company has planned to enhance its backward integration by investing INR2.3b to expand manufacturing, specifically targeting in-house production of shoe uppers and assembly, with a new facility in Pantnagar. Currently, the company operates with an annual capacity of 8.4m pairs of uppers and 30.7m pairs for assembly, with utilization levels of 80% and 75%, respectively. The proposed expansion will add 7.2m pairs annually for both uppers and assembly within 2.5 years from September 2025. This strategy aims to improve cost competitiveness, increase supply chain control, and boost capacity by 7.2m pairs by FY28. Over time, higher backward integration is expected to enhance margins, ensure consistent product quality, and improve responsiveness to changing design and demand trends.

Exhibit 4: Vertically integrated manufacturing ecosystem

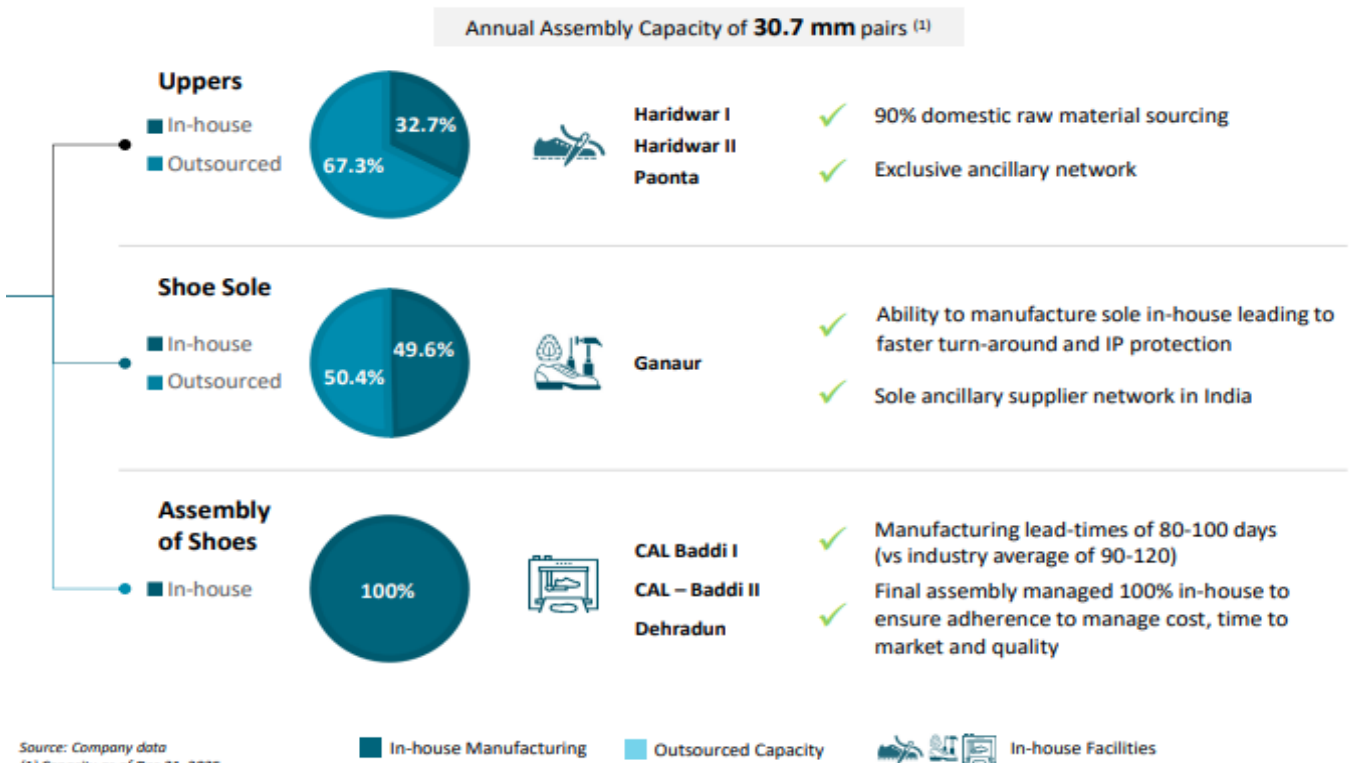


Exhibit 5: Key operational metrics for Campus

	FY22	FY23	FY24	FY25	9MFY26
Active Styles	2100+	2500+	3000+	3100+	-
New Design Launched	-	300+	300+	270+	145+
Distributors	425+	425+	300+	300+	280+
Retail Presence	20000+	20000+	23000+	26000+	29000+
States Presence	28	28	28	28	28
Cities Presence	650+	650+	650+	650+	700+
EBO's	107+	200+	250+	290+	298+
LFS	800+	1000+	1300+	2000+	2200+

Source: MOFSL, Company

GST rate cuts to act as a demand tailwind for Campus

- The recent GST rationalization is expected to act as a structural tailwind for the footwear industry, particularly for value and mid-priced segments where players such as Campus operate. This GST change effectively expands the lower tax bracket (5%) till INR2,500, benefiting brands with a large share of products in this price segment. Lower taxation is expected to translate into more competitive pricing (vs. smaller unorganized players), improve affordability for consumers, and potentially revive demand in the mass- and mid-footwear market, thereby supporting volume growth for organized players.
- Campus generates the majority of its revenue from SKUs priced below INR2,500, making it a key beneficiary of the recent GST rate rationalization. As of FY25, Campus derived ~22% of revenue from SKUs priced below INR1,050 and ~29% from SKUs priced between INR1,050 and INR1,499. Additionally, ~49% of revenue is generated from SKUs priced above INR1,500, with a large portion still falling within the sub-INR2,500 price band. Given this pricing mix, Campus stands to benefit meaningfully from GST rate cuts in the affordable footwear segment, which could improve price competitiveness and support demand growth.

Exhibit 6: Campus' revenue mix shifting towards higher price points

Price	FY19	FY22	FY23	FY24	FY25	3QFY26
< INR1,050	47.6	35.6	28.1	26.9	22.2	20.7
INR1,050 - 1499	21.1	23.4	29.6	26.7	28.9	20.9
> INR1,500	31.3	41.0	42.3	47.3	48.8	58.4

Source: MOFSL, Company

BIS quality norms a tailwind for organized integrated players like Campus

- The implementation of quality control orders by the Bureau of Indian Standards (BIS) is expected to accelerate formalization in the Indian footwear industry. Under these norms, footwear manufacturers are required to comply with mandatory BIS certification and quality standards, which increases compliance requirements for smaller and unorganized players.
- For organized players such as Campus, these regulations act as a structural advantage, as the company already operates with established manufacturing processes, quality control systems, and compliance capabilities. All its facilities are BIS compliant. Over time, stricter enforcement of BIS standards could limit the participation of sub-scale, unorganized manufacturers, thereby helping organized brands gain market share and improve industry structure.

Recent apparel foray to add further growth triggers

Campus has recently forayed into the adjacent apparel category with the launch of its athleisure range. The apparel range is currently being sold online through marketplaces, brand websites, and EBOs. Management expects extension into the apparel category to improve the store-level productivity and add another growth driver for Campus over the medium term.

Exhibit 7: Price comparison of Campus' athleisure merchandise vs. peers

Products (INR)	MRP				Offer Price			
	Campus	Campus Sutra	Technosport	Puma	Campus	Campus Sutra	Technosport	Puma
Men's Track Jacket	1899	2499	829	3299	1614	1124	787	1419
Dry Fit Joggers	1199	1799	589	2999	999	809	503	998
Caps	599-699	-	-	899	599-699	-	-	309
Dry fit Polo T-shirt	599	999	319	1499	509	359	303	519

Source: MOFSL, Amazon, campusshoes.com

Exhibit 8: Men's track jacket product comparison

	<p>New Season</p>		
<p>PUMA No. 1 Logo Men's Track Jacket Black XL 2.5 ★★★★★ (3) ₹1,419 M.R.P: ₹2,999 (53% off) FREE delivery Wed, 18 Mar Add to cart</p>	<p>Campus Men Full Zip Dry Fit Track Jacket 5.0 ★★★★★ (24) Limited time deal ₹1,614 M.R.P: ₹1,899 (15% off) FREE delivery Fri, 27 Mar Add to cart</p>	<p>+10 other colors/patterns Sponsored TECHNOSPORT Men's Solid Polyester Techno Lite Jacket With SPF50+ And... 3.9 ★★★★★ (147) ₹787 M.R.P: ₹829 (5% off) FREE delivery Tue, 24 Mar Add to cart</p>	<p>+16 other colors/patterns Sponsored Campus Sutra Men's Solid Black Dri-Fit Zip Through Activewear Jacket... 3.6 ★★★★★ (3.4K) ₹1,124 M.R.P: ₹2,499 (55% off) FREE delivery Tue, 24 Mar Add to cart</p>

Exhibit 9: Campus and Puma's cap price comparison






				
NEW ARRIVAL	NEW ARRIVAL	NEW ARRIVAL	NEW ARRIVAL	Amazon's Choice
Brushed Cotton Twill Black Unisex Cap Rs. 699.00 FS	Polyester Solid Black Unisex Cap Rs. 599.00 FS	Polyester Solid Grey Unisex Cap Rs. 599.00 FS	Brushed Cotton Twill Red Unisex Cap Rs. 699.00 FS	PUMA Unisex-Adult Polyester Cap 4.0 ★★★★★ (701) 800+ bought in past month Limited time deal ₹309 M.R.P: ₹899 (66% off) FREE delivery Wed, 18 Mar on first order Add to cart

Exhibit 10: Dry fit joggers product comparison



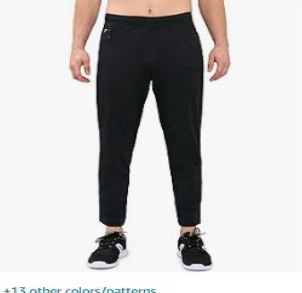





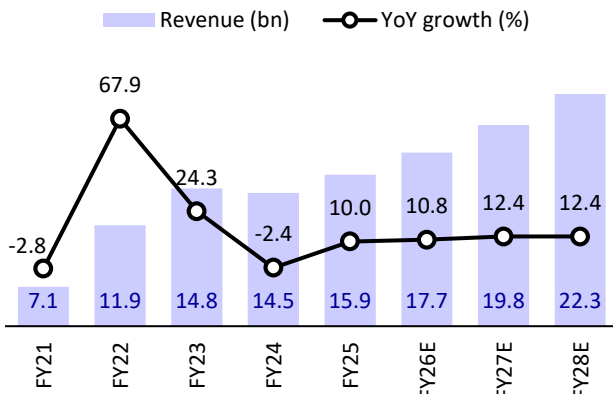
			
Campus Men Dry Fit Joggers ₹999 M.R.P: ₹1,199 (17% off) FREE delivery Add to cart	Campus Sutra Men's Mid Rise Regular Fit Trackpants 4.0 ★★★★★ (4) ₹809 M.R.P: ₹1,799 (55% off) FREE delivery Mon, 23 Mar Add to cart	TECHNOSPORT Men's Slim Fit Mid Rise Active Track Pant - (MPOR85-P) Pack of 1 4.0 ★★★★★ (241) Limited time deal ₹503 M.R.P: ₹589 (15% off) FREE delivery Add to cart	PUMA Men Mid Rise Regular Fit Polyester Track Pants (58673106_Blue_S) 3.5 ★★★★★ (25) Limited time deal ₹998 M.R.P: ₹2,999 (67% off) FREE delivery Wed, 18 Mar Add to cart

Exhibit 11: Dry Fit polo t-shirt product comparison

			
Campus Men Solid Round Neck Dry Fit T-Shirt ₹509 M.R.P: ₹599 (15% off) FREE delivery Only 5 left in stock. Add to cart	Campus Sutra Men Shirt 3.9 ★★★★★ (652) ₹359 M.R.P: ₹999 (64% off) FREE delivery Tue, 24 Mar on first order Add to cart	TECHNOSPORT Men's Slim Fit Polyester Activewear Sports T-Shirt with Moisture-Wicki... 4.2 ★★★★★ (830) 100+ bought in past month ₹303 M.R.P: ₹319 (5% off) FREE delivery Wed, 18 Mar on first order Add to cart	PUMA Men's Polyester Solid Slim Fit T-Shirt for Cricket and Gym Teams Cricke... 4.0 ★★★★★ (210) Limited time deal ₹519 M.R.P: ₹1,499 (65% off) FREE delivery Wed, 18 Mar Add to cart

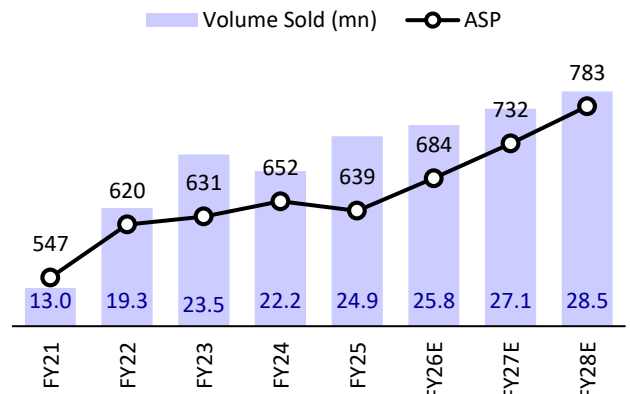
Story in charts

Exhibit 12: Expect 12% revenue CAGR over FY25-28



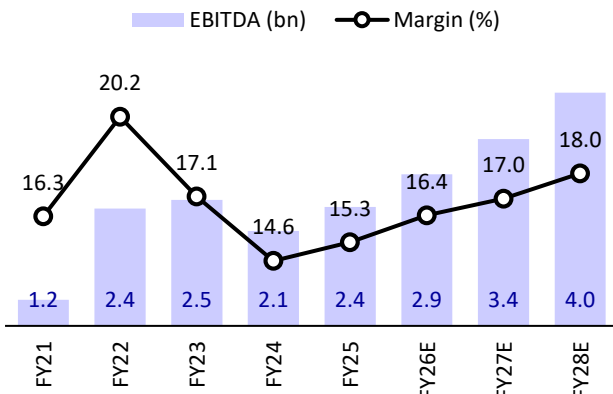
Source: MOFSL, Company

Exhibit 13: Expect ~5%/7% volume/ASP CAGR over FY25-28



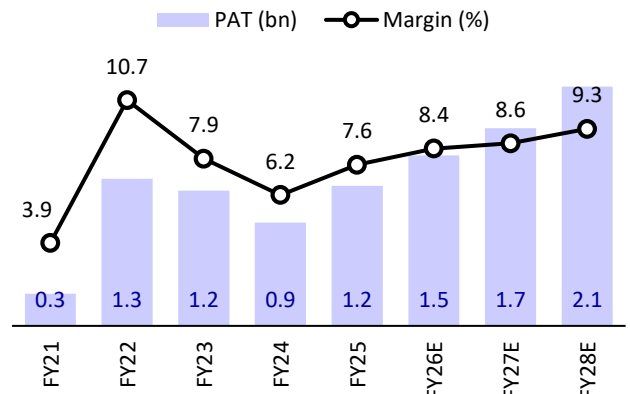
Source: MOFSL, Company

Exhibit 14: Expect 18% EBITDA CAGR over FY25-28, with 270bp margin expansion by FY28



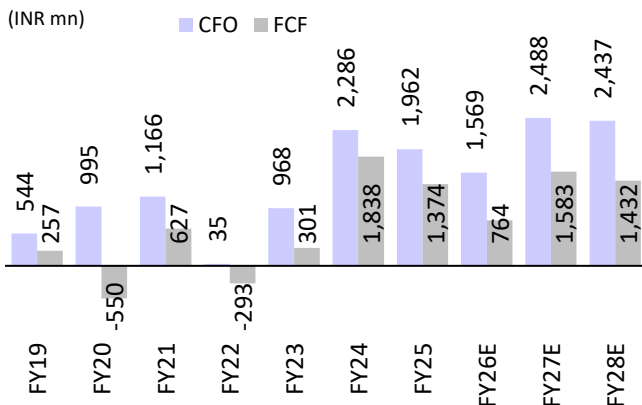
Source: MOFSL, Company

Exhibit 15: Expect 20% PAT CAGR over FY25-28



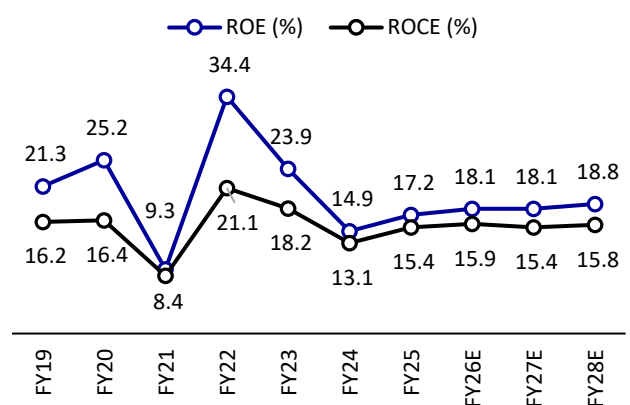
Source: MOFSL, Company

Exhibit 16: Robust cash flow generation (post-lease)...



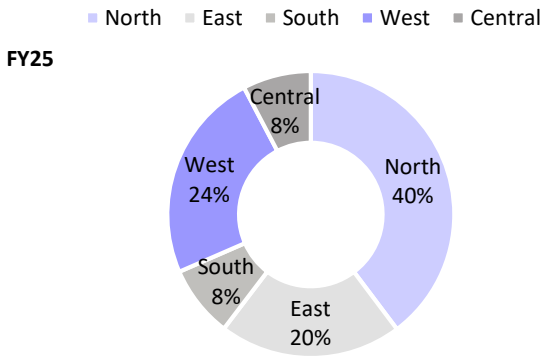
Source: MOFSL, Company

Exhibit 17: ...and return ratios



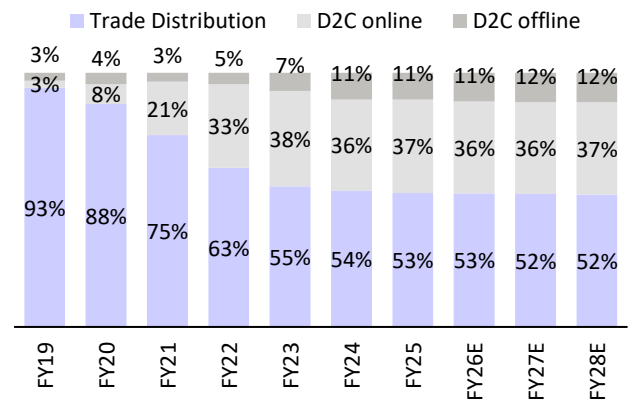
Source: MOFSL, Company

Exhibit 18: North remains the largest market for Campus



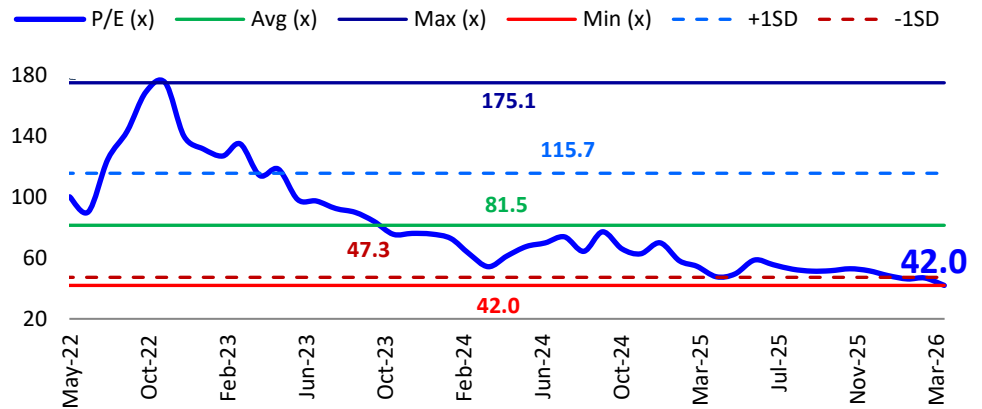
Source: MOFSL, Company

Exhibit 19: Channel mix to remain largely steady



Source: MOFSL, Company

Exhibit 20: Campus currently trades at ~42x one-year forward P/E



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenue from Operations	7,113	11,942	14,842	14,483	15,930	17,651	19,831	22,280
Change (%)	-3	68	24	-2	10	11	12	12
Raw Materials	3,744	5,973	7,520	6,955	7,673	8,296	9,221	10,249
GROSS PROFIT	3,369	5,968	7,323	7,528	8,257	9,355	10,609	12,031
Margin (%)	47.4	50.0	49.3	52.0	51.8	53.0	53.5	54.0
Employees Cost	552	679	802	1,015	1,190	1,368	1,507	1,649
Other Expenses	1,657	2,874	3,985	4,405	4,632	5,101	5,731	6,372
Total Expenditure	2,209	3,553	4,787	5,420	5,822	6,469	7,238	8,021
% of Sales	31.1	29.8	32.3	37.4	36.5	36.7	36.5	36.0
EBITDA	1,160	2,415	2,536	2,108	2,435	2,886	3,371	4,010
Margin (%)	16.3	20.2	17.1	14.6	15.3	16.35	17.00	18.00
Depreciation	327	532	710	721	755	881	1,050	1,225
EBIT	833	1,883	1,826	1,387	1,680	2,005	2,321	2,785
Margin (%)	11.7	15.8	12.3	9.6	10.5	11.4	11.7	12.5
Finance costs	172	196	287	232	188	261	284	295
Other Income	38	24	28	45	147	229	248	278
PBT bef. EO Exp.	699	1,711	1,567	1,200	1,639	1,973	2,285	2,769
Total Tax	431	634	396	306	428	497	575	697
Tax Rate (%)	61.6	37.0	25.0	25.0	26.1	25.2	25.2	25.2
Reported PAT	269	1,078	1,171	894	1,212	1,477	1,710	2,072
Adjusted PAT	279	1,273	1,171	894	1,212	1,477	1,710	2,072
Change (%)	-54.5	356.9	-8.0	-23.6	35.5	21.9	15.8	21.2
Margin (%)	3.9	10.7	7.9	6.2	7.6	8.4	8.6	9.3

Consolidated - Balance Sheet								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	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	7,208	8,612	10,378
Net Worth	3,126	4,276	5,521	6,517	7,565	8,735	10,139	11,905
Minority Interest	4							
Total Loans	1,772	2,890	3,350	1,778	2,323	3,223	3,757	4,220
Lease Liability	416	1,147	1,542	1,535	2,323	3,223	3,757	4,220
Capital Employed	4,902	7,166	8,871	8,294	9,888	11,959	13,896	16,124
Gross Block	3,318	4,460	5,695	6,167	7,614	9,419	11,074	12,829
Less: Accum. Deprn.	753	1,214	1,924	2,645	2,968	3,850	4,900	6,125
Net Fixed Assets	2,564	3,246	3,770	3,739	4,645	5,569	6,174	6,704
Right to use assets	491	1,208	1,501	1,437	2,141	2,924	3,408	3,851
Capital WIP	3	25	38	201	344	344	344	344
Total Investments								
Curr. Assets, Loans&Adv.	3,067	4,975	6,677	5,599	6,321	7,725	9,208	11,070
Inventory	2,025	3,543	4,490	3,963	3,798	4,773	4,800	5,335
Account Receivables	982	1,337	1,766	1,183	1,480	1,451	1,630	1,831
Cash and Bank Balance	12	3	240	248	245	703	1,980	3,106
Loans and Advances	48	92	181	206	798	798	798	798
Curr. Liability & Prov.	1,888	2,386	2,776	2,504	2,947	3,143	3,491	3,877
Account Payables	1,709	1,966	2,144	2,002	2,261	2,500	2,779	3,089
Other Current Liabilities	175	414	623	484	664	621	690	767
Provisions	5	6	10	18	22	22	22	22
Net Current Assets	1,179	2,590	3,901	3,095	3,374	4,582	5,717	7,193
Deferred Tax assets	401	218	309	382	416	416	416	416
Other Assets	758	1,112	891	1,078	1,452	1,391	1,589	1,811
Appl. of Funds	4,902	7,166	8,871	8,294	9,888	11,959	13,896	16,124

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	0.9	4.2	3.8	2.9	4.0	4.8	5.6	6.8
Cash EPS	2.0	5.9	6.1	5.3	6.4	7.7	9.0	10.8
BV/Share	10.3	14.1	18.0	21.3	24.7	28.5	33.1	38.9
DPS	-	-	-	-	1.00	1.00	1.00	1.00
Payout (%)	-	-	-	-	25	21	18	15
Valuation (x)								
P/E	258.3	56.5	61.5	80.5	59.4	48.7	42.1	34.7
Cash P/E	117.8	39.6	38.3	44.6	36.6	30.5	26.1	21.8
P/BV	22.8	16.7	13.0	11.0	9.5	8.2	7.1	6.0
EV/Sales	10.3	6.2	5.1	5.1	4.6	4.2	3.7	3.3
EV/EBITDA	63.0	30.8	29.6	34.9	30.4	25.8	21.9	18.2
Dividend Yield (%)	-	-	-	-	0.43	0.43	0.43	0.43
FCF per share	2.3	-0.5	2.0	7.2	5.8	3.7	6.8	6.6
Return Ratios (%)								
RoE	9.3	34.4	23.9	14.9	17.2	18.1	18.1	18.8
RoCE	8.4	21.1	18.2	13.1	15.4	15.9	15.4	15.8
RoIC	8.4	20.8	18.2	13.2	14.6	14.9	15.5	17.2
Working Capital Ratios								
Fixed Asset Turnover (x)	2.1	2.7	2.6	2.3	2.1	1.9	1.8	1.7
Asset Turnover (x)	1.5	1.7	1.7	1.7	1.6	1.5	1.4	1.4
Inventory (Days)	182	170	195	222	185	210	190	190
Debtor (Days)	62	35	38	37	31	30	30	30
Creditor (Days)	143	112	100	109	101	110	110	110
WC (Days)	101	93	133	150	114	130	110	110
Leverage Ratio (x)								
Current Ratio	1.6	2.1	2.4	2.2	2.1	2.5	2.6	2.9
Interest Cover Ratio	4.9	9.6	6.4	6.0	8.9	7.7	8.2	9.4
Net Debt/Equity	0.6	0.7	0.6	0.2	0.3	0.3	0.2	0.1

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	699	1,711	1,566	1,200	1,639	1,973	2,285	2,769
Depreciation	327	532	710	721	755	881	1,050	1,225
Interest & Finance Charges	172	196	287	232	188	261	284	295
Others	87	65	180	282	(36)	-	-	-
Direct Taxes Paid	(252)	(436)	(525)	(350)	(498)	(497)	(575)	(697)
(Inc)/Dec in WC	210	(1,890)	(954)	560	304	(689)	(56)	(572)
CF from Operations	1,243	178	1,265	2,645	2,352	1,930	2,988	3,020
Others	-	-	-	-	-	-	-	-
CF from Operating incl EO	1,243	178	1,265	2,645	2,352	1,930	2,988	3,020
(Inc)/Dec in FA	(539)	(328)	(667)	(447)	(588)	(805)	(905)	(1,005)
Free Cash Flow	704	(149)	598	2,198	1,764	1,125	2,083	2,015
(Pur)/Sale of Investments	449	(16)	(33)	(356)	(1,057)	-	-	-
Others	11	2	3	58	100	-	-	-
CF from Investments	(79)	(341)	(697)	(745)	(1,546)	(805)	(905)	(1,005)
Issue of Shares	-	32	38	98	23	-	-	-
Inc/(Dec) in Debt	(1,077)	387	65	(1,565)	(243)	-	-	-
Interest Paid	(140)	(121)	(137)	(99)	(23)	-	-	-
Lease installment	(77)	(143)	(297)	(359)	(390)	(360)	(500)	(583)
Dividend payments	-	-	-	-	(214)	(306)	(306)	(306)
CF from Fin. Activity	(1,294)	155	(331)	(1,925)	(847)	(666)	(806)	(889)
Inc/Dec of Cash	(130)	(9)	236	(25)	(41)	458	1,277	1,126
Opening Balance	153	12	3	240	248	245	703	1,980
Closing Balance	23	3	240	248	208	703	1,980	3,106

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

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
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 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.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>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

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. INH00000412) 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

- 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
- 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
- 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.
- 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.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- 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.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- 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, enlistment as RA with Exchange 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
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@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, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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.