Pearl Global Industries

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We hosted the management of Pearl Global Industries (PGIL)in our 'Nuvama Emerging Ideas Conference 2024: Bharat's Swarna Kaal'. PGIL is one of the leaders in design, manufacturing, and export of diverse apparel products for all seasons, with an annual capacity of 84mn pieces. Its manufacturing facilities are spread across five countries, thus making it a top contender to emerge as one of the top suppliers to global brands. It exports to various fashion brands and retailers across the globe. PGIL is a classic turnaround story with a focus on superior margin.

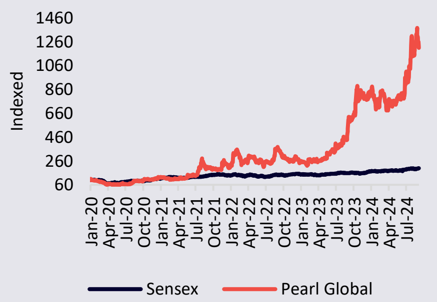
The improvement in operational metrics was led by: i) a higher wallet share from existing clients and better productivity, ii) average realisation of 7% CAGR over FY20–24 on the back of a superior product mix, and iii) margin expansion due to a change in the product mix and operating leverage.

We expect growth to be driven by: i) client additions and higher spends from existing customers; ii) incremental capex leading to steady volume growth; and iii) margin expansion on higher productivity. PGIL is a perfect candidate for a valuation re-rating given its execution capabilities, growth opportunities, and quality management. The stock is not rated.

CMP: INR1,248
Rating: Not Rated
Date: December 6, 2024

Bloomberg:	PGIL:IN
52-week range (INR):	525/ 1,195
M-cap (INR cr):	5,369
Promoter holding (%)	62.91

Relative Price Performance



Key takeaways

- MD Mr Pallab Banerjee joined the company in 2018 and has been working on turning around the business. He has three decades of experience in the industry, with 20 years at GAP.
- Around 99% of international apparel trade accrues from four supply chains: i) Southeast Asia, ii) South Asia, iii) Central America, and iv) Mediterranean. PGIL's presence in three supply chains is key to becoming a top supplier to global brands and leads to reduced transit times and diversification. For example, Europe is all about fast fashion and needs a shorter transit time while Asian countries cater to long-term fashion trends.
- PGIL is not focused on a single category or geography. It has a presence in seven categories, with varying margin and realisation. The ratio of woven to knit depends on market demand.
- It follows a pyramid-shaped customer strategy. It garners ~USD100mn each from its three Tier I clients, which offer a long-term visibility on orders. It aims to raise this count to more than five in coming years. Tier II clients are those who have the potential to emerge as top tier customers in a couple of years. The balance is Tier III clients who order on a seasonal basis every quarter.
- The management is targeting a revenue of INR6,000cr (USD800mn) by FY28, with an EBITDA margin of 10–12% and PAT to cash flow conversion at 75–80%. Growth accrues from both new customers and wallet share gains from existing customers.
- PGIL stated that it can grow through internal accruals and will opt for a fund raise only if a good inorganic opportunity arises. It is open to more acquisitions in the coming years.
- Tax rates are lower for the company as it garners a higher portion of revenue from overseas where the levies are lower. The management conservatively expects tax rates to be at 15–16%.
- It expects its operations in Bangladesh to continue without any disturbance. The management will wait for situation in the country to normalise and will keep on investing in the country post that.
- Of the H1FY25 revenue, 25%/75% was contributed by outsourcing/in-house production and partnerships. This ratio will depend on how fast demand accrues and how fast it is able to add new capacities.

Valuation and view

The textile sector faced a tumultuous phase in the last five years on COVID-related issues, higher inflation in the US, greater inventory with global retailers due to supply chain issues, and a surge in cotton prices and freight costs. With most of these events abating, we expect the sector to return to the growth track and see volume-driven revenue growth from here on. PGIL has been improving its productivity and is on a capex spree. Its manufacturing bases in Bangladesh, India, Vietnam, Indonesia and Guatemala make it one of the preferred suppliers for top retailers and brands. With all growth levers in place and multiple industry tailwinds, PGIL will be one of the foremost beneficiaries.

Key financials

Year to March	FY22	FY23	FY24
Revenue (INR cr)	2,714	3,158	3,436
Revenue growth (%)	82.0	16.4	8.8
EBITDA (INR cr)	**141**	**256**	**308**
EBITDA margin (%)	5.2	8.1	9.0
Net profit (INR cr)	**70**	**153**	**169**
P/E ratio (x)	NA	NA	14.9
RoACE (%)	9.1	17.3	19.9
RoAE (%)	12.2	22.5	21.7

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Pearl Global Industries

Financials

Income statement (INR cr)

Year to March	FY22	FY23	FY24
Income from operations	2,714	3,158	3,436
Direct costs	1,511	1,629	1,698
Employee costs	459	561	670
Other expenses	604	712	760
Total operating expenses	2,573	2,903	3,128
EBITDA	**141**	**256**	**308**
Depreciation and amortisation	48	51	64
EBIT	92	205	244
Interest expenses	47	65	83
Other income	33	23	32
Extraordinary items & share of profit from associates	7	13	-1
Profit before tax	86	176	192
Provision for tax	16	23	23
Core profit	70	153	169
Profit after tax	70	153	169
Reported net profit	70	153	169
Adjusted Net Profit	**70**	**153**	**169**
Equity shares outstanding (cr)	2.2	2.2	2.2
EPS (INR) basic	32.5	70.8	78.3
Diluted shares (Cr)	2.2	2.2	2.2
EPS (adj) fully diluted	32.5	70.8	78.3
Dividend per share	0.0	5.8	0.0
Dividend payout (%)	0%	8%	0%

Common size metrics- as % of net revenues

Year to March	FY22	FY23	FY24
Operating expenses	94.8	91.9	91.0
Depreciation	1.8	1.6	1.9
Interest expenditure	1.7	2.1	2.4
EBITDA margins (%)	5.2	8.1	9.0
Net profit margins	2.6	4.8	4.9

Growth metrics (%)

Year to March	FY22	FY23	FY24
Revenues	82.0	16.4	8.8
EBITDA	132.1	81.8	20.5
PBT	655.6	104.9	9.2
Net profit	300.6	118.2	10.6
EPS	300.6	118.2	10.6

Ratios

Year to March	FY22	FY23	FY24
ROE (%)	12.2	22.5	21.7
ROCE (%)	9.1	17.3	19.9
Debtors (days)	49	24	28
Current ratio	2.6	2.5	2.4
Debt/Equity	0.9	0.6	0.5
Inventory (days)	73	59	53
Payable (days)	59	45	52
Cash conversion cycle (days)	63	38	30
Debt/EBITDA	4.0	1.8	1.4
Adjusted debt/Equity	0.7	0.2	0.1

Valuation parameters

Year to March	FY22	FY23	FY24
Y-o-Y growth (%)	*300.6*	*118.2*	*10.6*
CEPS (INR)	54.8	94.3	108.0
Diluted P/E (x)	0.0	0.0	14.9
Price/BV(x)	0.0	0.0	3.1
EV/Sales (x)	0.4	0.2	0.3
EV/EBITDA (x)	6.9	2.0	3.6
Diluted shares O/S	2.2	2.2	2.2
Basic EPS	32.5	70.8	78.3
Basic PE (x)	0.0	0.0	14.9
Dividend yield (%)	0%	0%	0%

Balance sheet (INR cr)

As on 31st March	FY22	FY23	FY24
Equity share capital	22	22	22
Reserves & surplus	577	701	780
Shareholders funds	599	722	802
Secured loans	124	89	104
Unsecured loans	440	359	341
Borrowings	564	448	445
Net Debt	414	154	79
Minority interest	16	20	15
Other liabilities	131	132	181
Gross block	411	500	611
Depreciation	153	212	242
Net block	258	288	369
Capital work in progress	15	33	35
Total fixed assets	273	321	404
Other non-current assets	261	298	302
Inventories	540	513	503
Sundry debtors	367	209	265
Other current assets	191	144	144
Total current assets	1,247	1,161	1,279
Sundry creditors and others	468	456	536
Provisions	2	1	7
Total CL & provisions	471	458	542
Book value per share (INR)	285	344	378

Cash flow statement

Year to March	FY22	FY23	FY24
EBIT	121	241	275
Add: Depreciation	48	51	64
Add: Deferred tax			
Gross cash flow	154	221	307
Less: Changes in W. C.	239	-158	-44
Operating cash flow	-85	378	351
Less: Capex	83	68	124
Free cash flow	**-168**	**310**	**228**

Baazar Style Retail

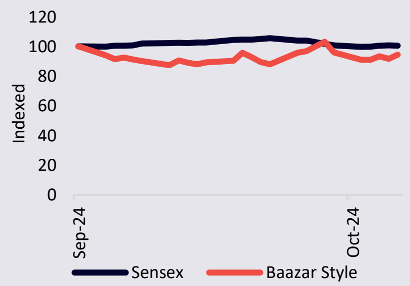
We hosted the management of Baazar Style Retail on December 3. STYLEBAA offers apparel and lifestyle products that cater to the neo middle class in Tier II and III cities. Positioned within the value fashion retail segment, it provides a one-stop, affordable, family-oriented shopping experience. It operates 184 stores (as of Sept-24) across nine states and more than 158 cities, with a strong footprint in North and East India. These stores are spread upto ~9,000 sq. ft., contributing to a total retail area of 17.7lk sq. ft.

In recent quarters, it has demonstrated 21% same-store sales growth (SSSG), led by higher throughput and strategic store rationalisation. These efforts have resulted in positive operating leverage and a return to profitability. The management aims to enhance sales by opening new stores using internal funds. Its focus is on better margin exclusive products. Its 10 private label brands contribute 48.5% to revenue. The stock is not rated.

CMP: INR347
Rating: Not Rated
Date: December 6, 2024

Bloomberg:	STYLEBAA:IN
52-week range (INR):	306/430
M-cap (INR cr):	2,469
Promoter holding (%)	45.56

Relative Price Performance



Key takeaways

- Key to its success has been its cluster-based store opening approach which allows it to gain better client insights. This results in accelerated sales growth, better brand visibility and cost optimisation, lower marketing expenses, and lesser inventory risk. A greater understanding of the geography aids in better site selection.
- Value-focused families with a monthly income of INR40,000 are its target customers.
- West Bengal, Odisha, Bihar and Assam are its core states. Jharkhand, Andhra Pradesh, Tripura, Uttar Pradesh, and Chhattisgarh are its focus states. Around 80% of new store openings have been in core states and the rest in focus states. The management wants to focus on these geographies in the medium term.
- It has closed 15/25 stores in the last three/12 years, a closure rate of 1.5–2%. The management feels lower store openings is one of its biggest strengths.
- STYLEBAA's focus on private labels has led to better control over size, fit, and quality. Contribution rose to 49% by H1FY25 from 25% in FY22. It expects contribution to rise ahead, resulting in a wider product range.
- Style Baazar offers products ranging from casuals, formals, as well as ethnic wear. Zudio doesn't offer festive apparel and focuses on casuals and fast fashion. In terms of product range, as there is a 35% overlap between Style Baazar and Zudio, both can co-exist in the same location. Zudio also doesn't offer a lot of options for those over 35 years.
- Inventory turnover in Assam, Odisha, and Bengal is robust as the management has a better understanding of demand patterns. It sees pockets of growth in Assam, Bihar, and Odisha, but was quick to add that growth will be higher in Bihar, Uttar Pradesh, and Jharkhand.
- Inventory in September stood at INR2,600/sq. ft. versus INR2,900/sq. ft. YoY. It attributed the higher inventory to its accelerated growth rate. It is targeting an annual inventory of 100–110 days with a greater contribution from mature stores and investment in technology.
- The company has a merchandising team of 60.
- Value retail is clocking 14% CAGR, with organised value retail contributing ~20%. The shift to organised from unorganised retail should be the main growth driver, with support from industry tailwinds. The management expects 25–30% revenue CAGR over the medium term. It will close FY25 with 210 stores from 200 stores at present.

Valuation and view

STYLEBAA has shown a tremendous improvement in store metrics, with a 24%/40%/4x growth in revenue/EBITDA/PAT in FY24. RoE expansion to over 20% in FY26E can trigger a valuation re-rating. The scope for expansion is large as India has more than 5,000 Tier IV towns. This, along with its healthy store economics, results in a payback period of 31-36 months including inventory. As peers such as VMART and Zudio have more than 500 stores each, we think that it can achieve healthy growth rates over a longer period. The stock is trading at 21x FY24 EV/EBITDA.

Key financials

Year to March	FY22	FY23	FY24
Revenue (INR cr)	551	788	973
Revenue growth (%)	29.1	43.0	23.5
EBITDA (INR cr)	**68**	**101**	**142**
EBITDA margin (%)	12.4	12.9	14.6
Net profit (INR cr)	-8	5	22
P/E ratio (x)	0.0	0.0	105.1
RoACE (%)	3.3	6.8	6.8
RoAE (%)	(6.9)	3.0	10.7

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Financials

Income statement (INR cr)

Year to March	FY22	FY23	FY24
Income from operations	551	788	973
Direct costs	376	534	647
Employee costs	46	68	85
Other expenses	61	84	99
Total operating expenses	483	686	831
EBITDA	**68**	**101**	**142**
Depreciation and amortisation	53	61	73
EBIT	15	40	69
Interest expenses	35	41	49
Other income	10	6	10
Profit before tax	-10	5	29
Provision for tax	-2	0	7
Core profit	-8	5	22
Minority Interest	0	0	0
Profit after tax	-8	5	22
Extraordinary items & share of profit from associates	0	0	0
Reported net profit	-8	5	22
Adjusted Net Profit	**-8**	**5**	**22**
Equity shares outstanding (cr)	3.3	3.5	7.0
EPS (INR) basic	(2.4)	1.5	3.1
Diluted shares (Cr)	3.3	3.5	7.0
EPS (adj) fully diluted	(2.4)	1.5	3.1
Dividend per share	0.0	5.8	0.0
Dividend payout (%)	0%	394%	0%

Common size metrics- as % of net revenues

Year to March	FY22	FY23	FY24
Operating expenses	87.6	87.1	85.4
Depreciation	9.6	7.8	7.6
Interest expenditure	6.4	5.3	5.1
EBITDA margins	12.4	12.9	14.6
Net profit margins	(1.5)	0.6	2.3

Growth metrics (%)

Year to March	FY22	FY23	FY24
Revenues	29.1	43.0	23.5
EBITDA	46.7	48.5	40.1
PBT	(50.8)	(153.8)	440.4
Net profit	(56.2)	(163.7)	330.1
EPS	(94.3)	(160.7)	115.0

Ratios

Year to March	FY22	FY23	FY24
ROE (%)	(6.9)	3.0	10.7
ROCE (%)	3.3	6.8	6.8
Debtors (days)	0	0	0
Current ratio	1.5	1.7	1.5
Debt/Equity	0.7	0.6	0.8
Inventory (days)	186	147	115
Payable (days)	119	77	77
Cash conversion cycle (days)	66	70	38
Debt/EBITDA	1.5	1.1	1.3
Adjusted debt/Equity	0.5	0.6	0.8

Valuation parameters

Year to March	FY22	FY23	FY24
Diluted EPS (INR)	(2.4)	1.5	3.1
CEPS (INR)	13.5	19.0	13.7
Diluted P/E (x)	0.0	0.0	105.1
Price/BV(x)	0.0	0.0	10.7
EV/Sales (x)	1.7	1.0	3.0
EV/EBITDA (x)	13.4	8.0	20.5
Diluted shares O/S	3.3	3.5	7.0
Basic EPS	(2.4)	1.5	3.1
Basic PE (x)	0.0	0.0	105.1

Balance sheet (INR cr)

As on 31st March	FY22	FY23	FY24
Equity share capital	33	35	35
Reserves & surplus	110	159	180
Shareholders funds	144	194	215
Secured loans	17	18	29
Unsecured loans	85	97	149
Borrowings	102	115	178
Net Debt	77	110	163
Minority interest	0	0	0
Other liabilities	282	346	442
Sources of funds	**527**	**654**	**835**
Gross block	105	135	190
Depreciation	0	0	0
Net block	105	135	190
Capital work in progress	3	2	7
Total fixed assets	108	136	197
Other non-current assets	308	366	466
Investments			
Inventories	280	317	433
Sundry debtors	0	0	0
Cash and equivalents	24	5	15
Other current assets	34	43	55
Total current assets	339	365	503
Sundry creditors and others	227	213	329
Provisions	0	0	1
Total CL & provisions	227	213	330
Net current assets	112	153	173
Uses of funds	**527**	**654**	**835**
Book value per share (INR)	43	55	31

Cash flow statement (INR crs)

Year to March	FY22	FY23	FY24
EBIT	-10	5	29
Add: Depreciation	53	61	73
Add: Others	28	39	43
Gross cash flow	71	106	146
Less: Changes in W. C.	55	73	34
Operating cash flow	16	33	112
Less: Capex	27	43	85
Free cash flow	**-11**	**-11**	**27**

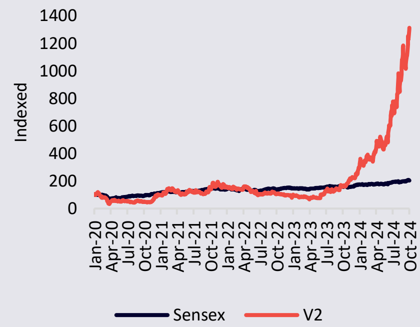
V2 Retail

We hosted the management of V2 Retail (VREL) in our 'Nuvama Emerging Ideas Conference 2024: Bharat's Swarna Kaal'. The company offers apparel and lifestyle products that cater to the neo middle class in Tier II and III cities. Operating on the principle of 'value and variety' (V2), it sells apparel at affordable prices (ASP: INR280). It operates 139 stores in more than 89 cities across 17 states, with a total retail area of 14.8lk sq. ft. It has a strong presence in North and East India. In the last few quarters, it posted strong SSSG, on greater throughput and rationalisation of its store profile, which resulted in a positive operating leverage and a return to profitability. It plans to improve throughput and open stores aggressively through internal accruals. The stock is a strong candidate for a valuation re-rating given the size of the opportunity, better store economics, and aggressive growth plans. We reaffirm 'BUY' with a revised TP of INR1,800, based on 18x FY26E EV/EBITDA.

CMP: INR1,389
Rating: BUY
Target Price: INR1,800
Date: December 6, 2024

Bloomberg:	VISH:IN
52-week range (INR):	124/936
M-cap (INR cr):	3,239
Promoter holding (%)	54.30

Relative Price Performance



Key takeaways

- Its H1FY25 performance was better than the management's expectation. It expects good traction in Q3 based on robust footfalls in the festive and wedding season and high double-digit SSSG in H2FY25.
- New customers account for 50–55%, which indicates market share gains.
- Full price sell-through stood at 92% and old inventory at 6%.
- Around 30–35% of products are developed in-house, which yield 20–25% higher throughput and a better margin as VREL has better control over the design and quality. However, the company passes on these benefits to its customers.
- Expect contribution from in-house products to increase and will continue to pass on margin benefits to customers. In-house developed products yield better margins as V2 has better control over design and quality; also procurement cost for vendors is lower as the company helps in securing bulk orders. VREL places bulk orders from multiple vendors at once and has control over the quality of fabric and final output.
- As VREL has the lowest markup in the industry, it offers clients a better value proposition.
- It targets value focused customers, which account for 80% of India's population.
- The management expects to end FY25 with 170 stores. It plans to open 65–70 stores in FY26. It aims to maintain 50% sales CAGR over the next three years, with 80% stores in the same geography (cluster-based store openings), 10% pre-Ind AS EBITDA margin, and a medium to long term revenue per sq. ft. of INR18,000. It expects market share gains ahead.
- As 85% of costs is fixed, a higher throughput led to a massive operating leverage. The payback period for a store is around three years.
- Each store offers ~3,200 SKUs, with 750-800 SKUs added every week.
- The management feels it is lagging in western wear for women and expects to mitigate the situation by FY26.
- VREL will not be expanding its manufacturing capacity going forward. Contribution stands at 16% at present and should decrease to 10% in FY26.
- The company employs 60 personnel in product development team and incurs INR10cr/month on product development.

Valuation and view

It has the potential to clock 50% sales CAGR over the next three-to-four years which can result in margin expansion and improved store metrics. VREL plans to maintain RoE at over 20%. Drivers such as new store expansion and higher revenue/sq. ft. can result in a healthy revenue and EBITDA growth. As peers such as V-Mart Retail and Zudio have over 500 stores each, VREL can achieve healthy growth rates over the longer period. The management sees a long-term opportunity in operating 3,000-4,000 value retail stores in India. **With aggressive and profitable growth, we reaffirm 'BUY' with a revised TP of INR1,800, based on 18x FY26 EV/EBITDA, which is at a discount to its peers. The stock should continue to re-rate in upcoming quarters.**

Key financials

Year to March	FY23	FY24	FY25E	FY26E
Revenue (INR cr)	839	1,165	1,749	2,618
Revenue growth (%)	33.3	38.8	50.2	49.7
EBITDA (INR cr)	**84**	**148**	**241**	**389**
EBITDA margin (%)	10.0	12.7	13.8	14.9
Net profit (INR cr)	-13	28	61	121
EV/EBITDA ratio (x)	8.8	33.5	21.5	14.0
P/E ratio (x)	0.0	161.1	74.0	37.0
RoACE (%)	2.7	7.8	11.3	14.5
RoAE (%)	(5.1)	10.7	19.8	30.6

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Financials

Income statement (INR cr)

Year to March	FY23	FY24	FY25E	FY26E	FY27E
Income from operations	839	1,165	1,749	2,618	3,488
Direct costs	586	819	1,268	1,898	2,546
Employee costs	89	105	133	177	224
Other expenses	81	93	107	154	184
Total operating expenses	755	1,017	1,508	2,229	2,954
EBITDA	**84**	**148**	**241**	**389**	**534**
Depreciation and amortisation	67	77	106	151	185
EBIT	17	71	135	239	349
Interest expenses	41	47	64	88	103
Other income	7	7	9	11	13
Profit before tax	-17	31	81	162	259
Provision for tax	-4	4	20	41	65
Core profit	-13	28	61	121	194
Minority Interest	0	0	0	0	0
Profit after tax	-13	28	61	121	194
Extraordinary items & share of profit from associates	0	0	0	0	0
Reported net profit	-13	28	61	121	194
Adjusted Net Profit	**-13**	**28**	**61**	**121**	**194**
Equity shares outstanding (cr)	3.4	3.5	3.5	3.5	3.5
EPS (INR) basic	(3.7)	8.0	17.5	35.0	56.1
Diluted shares (Cr)	3.4	3.5	3.5	3.5	3.5
EPS (adj) fully diluted	(3.7)	8.0	17.5	35.0	56.1
Dividend per share	5.8	0.0	0.0	0.0	0.0
Dividend payout (%)	-154%	0%	0%	0%	0%

Common size metrics- as % of net revenues

Year to March	FY23	FY24	FY25E	FY26E	FY27E
Operating expenses	90.0	87.3	86.2	85.1	84.7
Depreciation	8.0	6.6	6.0	5.7	5.3
Interest expenditure	4.8	4.1	3.6	3.4	3.0
EBITDA margins	10.0	12.7	13.8	14.9	15.3
Net profit margins	(1.5)	2.4	3.5	4.6	5.6

Growth metrics (%)

Year to March	FY23	FY24	FY25E	FY26E	FY27E
Revenues	33.3	38.8	50.2	49.7	33.2
EBITDA	184.3	76.0	62.8	61.7	37.2
PBT	(66.1)	(285.1)	157.7	100.1	60.1
Net profit	(72.6)	(317.0)	117.5	100.3	60.2
EPS	(72.6)	(315.7)	117.5	100.3	60.2

Ratios

Year to March	FY23	FY24	FY25E	FY26E	FY27E
ROE (%)	(5.1)	10.7	19.8	30.6	35.0
ROCE (%)	2.7	7.8	11.3	14.5	16.1
Debtors (days)	0	0	0	0	0
Current ratio	2.1	1.8	1.7	1.6	1.7
Debt/Equity	0.2	0.3	0.4	0.4	0.3
Inventory (days)	121	115	100	100	100
Payable (days)	47	47	47	47	47
Cash conversion cycle (days)	75	68	53	53	53
Debt/EBITDA	0.6	0.6	0.6	0.5	0.4
Adjusted debt/Equity	0.2	0.3	0.4	0.4	0.2

Valuation parameters

Year to March	FY23	FY24	FY25E	FY26E	FY27E
Diluted EPS (INR)	(3.7)	8.0	17.5	35.0	56.1
CEPS (INR)	15.8	30.2	48.0	78.6	109.6
Diluted P/E (x)	0.0	161.1	74.0	37.0	23.1
Price/BV(x)	0.0	16.3	13.3	9.8	6.9
EV/Sales (x)	0.9	4.2	3.0	2.1	1.6
EV/EBITDA (x)	8.8	33.5	21.5	14.0	10.3
Diluted shares O/S	3.4	3.5	3.5	3.5	3.5
Basic EPS	(3.7)	8.0	17.5	35.0	56.1
Basic PE (x)	0.0	161.1	74.0	37.0	23.1

Balance sheet (INR crs)

As on 31st March	FY23	FY24	FY25E	FY26E	FY27E
Equity share capital	34	35	35	35	35
Reserves & surplus	213	240	301	423	617
Shareholders funds	247	275	336	457	652
Secured loans	7	17	67	97	97
Unsecured loans	46	74	74	94	94
Borrowings	54	91	141	191	191
Net Debt	49	81	127	185	128
Minority interest	0	0	0	0	0
Other liabilities	335	395	569	792	930
Sources of funds	**636**	**761**	**1,045**	**1,441**	**1,773**
Gross block	99	116	264	379	477
Depreciation	0	0	41	72	110
Net block	99	116	223	307	367
Capital work in progress	0	0	0	0	0
Total fixed assets	99	116	223	308	367
Other non-current assets	369	424	596	818	954
Investments					
Inventories	279	419	479	717	956
Sundry debtors	0	0	0	0	0
Cash and equivalents	5	10	13	6	63
Other current assets	43	58	58	58	58
Total current assets	327	486	550	781	1,076
Sundry creditors and others	156	263	319	470	607
Provisions	2	3	5	15	17
Total CL & provisions	159	267	324	485	624
Net current assets	168	220	226	295	452
Uses of funds	**636**	**761**	**1,045**	**1,421**	**1,773**
Book value per share (INR)	72	79	97	132	188

Cash flow statement

Year to March	FY23	FY24	FY25E	FY26E	FY27E
EBIT	-17	71	135	239	349
Add: Depreciation	67	77	106	151	185
Add: Others	45	59	60	84	99
Gross cash flow	95	207	301	473	633
Less: Changes in W. C.	8	74	43	147	185
Operating cash flow	86	133	258	326	448
Less: Capex	13	41	127	115	98
Free cash flow	**73**	**91**	**131**	**211**	**350**

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