

HOLD**TP: Rs 545 | ▲ 10%****BLUESTONE
JEWELLERY &
LIFESTYLE**

| Retail

| 29 December 2025

Long runway for growth, fair valuation leaves limited upside

- Second largest player in Indian lifestyle retail jewellery; gaining market share on an accelerated pace of store addition
- Structural improvement in return ratio profile over medium term due to the benefit of ageing store profile and cost rationalisation initiatives
- Initiate with a HOLD rating and TP of Rs 545 per share, as the strong growth prospects are well baked in current valuations

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Second largest player in Indian Lifestyle Retail Jewellery sector: Commands only 2% share of lifestyle jewellery market in 2024. Among top 3 lifestyle retail jewellers, Bluestone's revenue market share has grown from 17.7% in FY19 to 24.6% in FY25, due to the benefit of an accelerated pace of store addition.

Good headroom to grow store presence over long term: Bluestone operates 321 stores across 127 cities till date (vs 495 cities with population of more than 1 lakh in India, as per 2011 census). Going ahead, we believe Bluestone has scope to raise its store count to 1,300 stores over long term, by deepening penetration into existing cities and enter into new Tier 2/3/4 towns. The company plans to grow its store count at 18-20% CAGR over FY25-FY30.

Return ratio profile to improve over medium term with ageing store profile: We believe a typical new store could generate pre-tax ROCE of 15-18% over a span of 5-6 years of operations. Thus, Bluestone's pre-tax ROIC is projected to improve from -5.0% in FY25 to ~18% by FY30 with the rising average age of its store profile (from 2.3 years in FY25 to 4.6 years by FY30).

Margin profile to improve sharply over the next 3-4 years on various levers:

Bluestone EBITDA margin improved from -7.3% in FY23 to 6.0% in H1FY26. Going ahead, the management expects it to reach 13-15% range by FY30, due to nil payout to franchise partners (as the entire FOCO stores will likely be converted into COCO stores by FY28), rationalisation of brand spend (from 7.6% in H1FY26 to 6.5% by FY27), and operating leverage benefit.

Initiate with a HOLD rating and TP of Rs 545 per share: We initiate our coverage with a HOLD rating as we believe the company's strong growth prospects are well baked into the current valuations. We have valued the stock at a 40x P/E multiple on Dec'29 estimate and then discounted it back (at 15% rate) to Dec'27 to arrive at our target price of Rs.545 per share. Steep increase in volatility in gold prices and regulatory risks are key upside risks, whereas slower rollout and delay in the ramp-up of new stores in a profitable manner are key downside risks to our call.

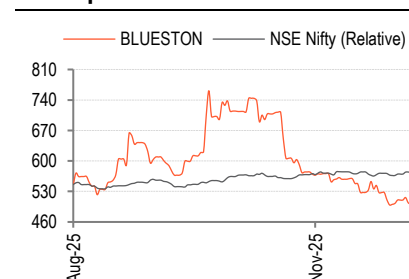
Ticker/Price	BLUESTON IN/Rs 493
Market cap	US\$ 831.9mn
Free float	84%
3M ADV	US\$ 8.5mn
52wk high/low	Rs 793/Rs 490
Promoter/FPI/DII	16%/35%/32%

Source: NSE | Price as of 26 Dec 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	17,700	23,644	32,572
EBITDA (Rs mn)	751	2,102	3,339
Adj. net profit (Rs mn)	(2,197)	(1,528)	(598)
Adj. EPS (Rs)	(7.4)	(10.1)	(3.9)
Consensus EPS (Rs)	(7.4)	(13.8)	(4.1)
Adj. ROAE (%)	(35.6)	(12.3)	(3.8)
Adj. P/E (x)	(66.6)	(48.9)	(124.9)
EV/EBITDA (x)	110.3	38.9	24.8
Adj. EPS growth (%)	45.3	36.3	(60.9)

Source: Company, Bloomberg, BOBCAPS Research

Stock performance

Source: NSE

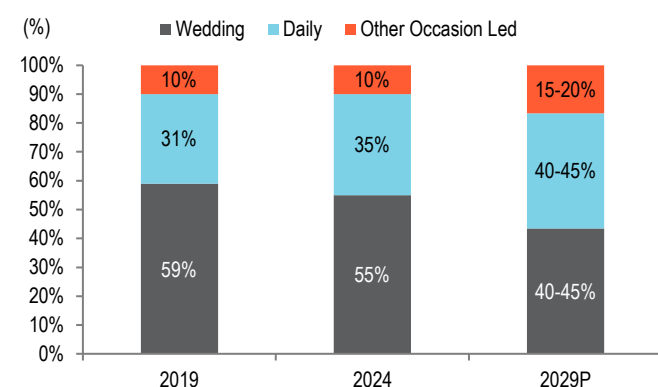


Industry overview

Indian Lifestyle Jewellery market to grow at 16-18% CAGR over CY24-29

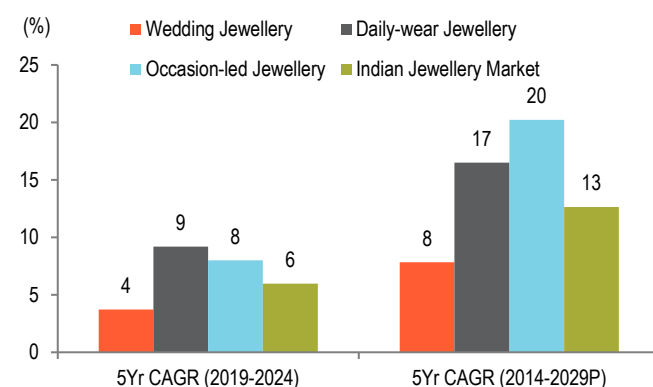
Indian retail jewellery market is projected to grow at 12-14% CAGR to Rs 11-12trn over CY2024-CY2029, to be driven by across segments (wedding: +6-9% CAGR, daily wear: +15-18%; other occasion-led: +18-21%). Bluestone mainly caters to lifestyle jewellery (i.e. daily wear and other occasion-led), which is expected to grow at a faster rate (16-18% CAGR) vs wedding jewellery (6-9% CAGR), due to increasing preference of young population for affordable, better design, light weight studded jewellery and rising working women participation.

Fig 1 – Lifestyle jewellery (i.e. daily and occasion-led) accounts for 45% of Indian retail jewellery market in 2024



Source: Bluestone DRHP, BOBCAPS Research

Fig 2 – Lifestyle jewellery (i.e. daily and occasion-led) is forecast to grow at 16-18% CAGR over 2024-2029



Source: Bluestone DRHP, BOBCAPS Research

Fig 3 – Key differences across the Jewellery segments in India

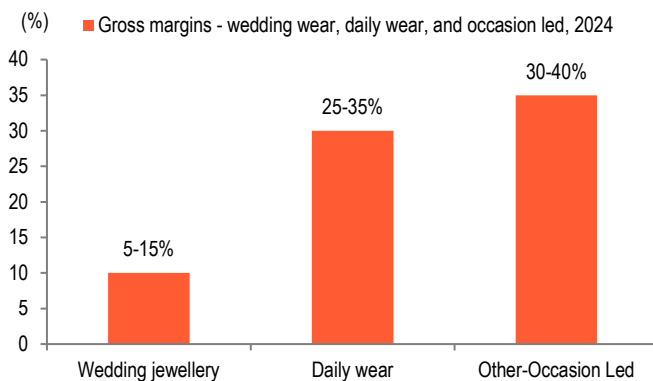
Category	Low High		
	Wedding	Daily Wear	Other Occasion Led
Typical Customer profile	22-50+ (Young to mid age shoppers, families etc)	22-40 (Young shoppers, working professionals etc)	22-60 (Families, young to mid age shoppers etc)
Repeat business	Low	Medium	High
ASP (Average Selling Price)	1-1.5 Lakh	25-35K	35-50K
Key product designs	Heavy intricate gold jewellery	Studded light weight designs	Unique studded designs
Gross margins	20-25%	35-40%	30-35%
Design approach	Less variability in design as these are usually 22K, 24K	Variability due to lightweight jewellery (Usually 14-18K)	High variations due to customer demands (Usually 18K-22K used)
Typical discovery mode	Led mostly by traditional stores	Led mostly by casual/digital browsing	Led mostly by casual/digital browsing
Preferred Store formats	B&M; Large format stores (2,500-3,000 sq. feet)	Omnichannel; Mid-large format store (1,000-1,500 sq. feet)	Omnichannel; Mid-large format store (1,000-1,500 sq. feet)

Source: Bluestone DRHP, BOBCAPS Research

Lifestyle Jewellery enjoys superior gross margin on high studded share

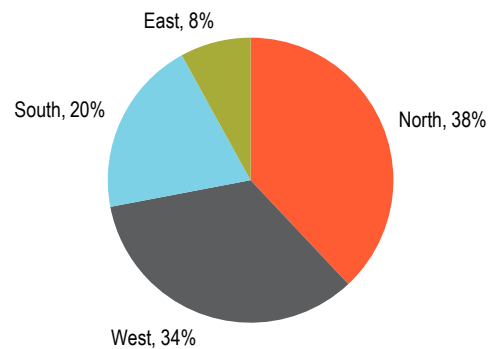
Lifestyle jewellery earns superior gross margin (at 25-40% rate) due to high studded share with enhanced focus on design; whereas gross margin in wedding jewellery is lower (at 5-15%) due to consumer preference for high quality gold with simple designs. The studded share for lifestyle jewellers (Caratlane, Bluestone) is observed to be quite high at 60%-80% vs less than 10% for traditional jewellers. North India forms the largest share of studded jewellery (with 38% share), followed by West (34%), South (20%) and East (8%). Tier 3 cities+ accounts for 30-40% of the studded jewellery demand in India and growing at the fastest rate on growing disposable income.

Fig 4 – Lifestyle jewellery enjoys superior gross margin on high studded share



Source: Bluestone DRHP, BOBCAPS Research

Fig 5 – Indian studded jewellery demand by region wise - CY2024



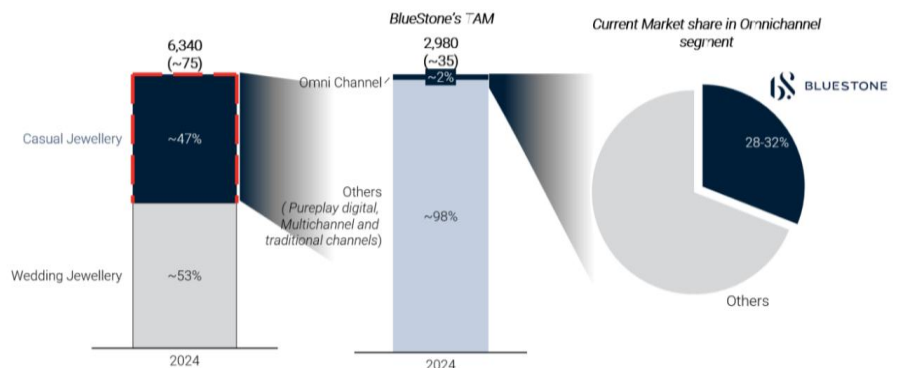
Source: Bluestone DRHP, BOBCAPS Research

Bluestone commands only 2% share of Lifestyle Jewellery market

Lifestyle jewellery players operate under four distribution models – omnichannel, multichannel, pureplay digital, and traditional retail store. Bluestone started its journey in 2011 under a pureplay digital format, but transitioned to omnichannel business model with the launch of first exclusive brand outlet in New Delhi in 2018. Bluestone enjoys only 2% share of casual jewellery market and 28-32% share of omnichannel casual jewellery market in 2024.

Fig 6 – Bluestone enjoys 28-32% share of omnichannel casual Jewellery market

% share, ₹ Billion (USD Billion), 2024



Note(s): 1. Conversion Rate: 1 USD = ₹ 85; 2. The casual segment includes daily and other occasion-led wear segment
Source(s): Redseer Research & Analysis

Source: Bluestone DRHP, BOBCAPS Research

Investment Rationale

Second largest player in Lifestyle Jewellery with pan-India presence

Bluestone is the second largest player in lifestyle retail jewellery in India, after Caratlane. It commands only 2% share of lifestyle jewellery market in 2024. Among top 3 lifestyle retail jewellers, Bluestone's revenue market share has grown from 17.7% in FY19 to 24.6% in FY25, due to the benefit of an accelerated pace of store addition. Going ahead, the company plans to ramp up store count at 18-20% CAGR over the next 4-5 years through COCO format and by FY28, convert all franchise stores into COCO format by FY28 (which would improve its margin profile in future).

Fig 7 – Details of top 3 retail lifestyle Jewellers in India

Particulars	FY19	FY20	FY21	FY22	FY23	FY24	FY25
No. of stores							
Caratlane	54	92	118	137	222	272	323
Bluestone	5	16	36	77	155	192	275
ORRA	34	39	43	58	68	90	98
Revenue per store (Rs mn)							
Caratlane	95	85	68	98	121	125	141
Bluestone	391	243	94	82	66	73	76
ORRA	144	131	94	104	151	146	131
Revenue (Rs mn)							
Caratlane	4,164	6,212	7,157	12,556	21,688	30,809	41,930
Bluestone	1,956	2,550	2,446	4,614	7,707	12,658	17,700
ORRA	4,904	4,777	3,851	5,229	9,509	11,529	12,286
Revenue market share (%)							
Caratlane	37.8	45.9	53.2	56.1	55.7	56.0	58.3
Bluestone	17.7	18.8	18.2	20.6	19.8	23.0	24.6
ORRA	44.5	35.3	28.6	23.3	24.4	21.0	17.1
EBITDA Margin (%)							
Caratlane	(9.0)	(0.2)	5.1	6.1	8.9	8.2	8.3
Bluestone	(26.2)	(7.2)	(6.5)	(5.8)	(7.3)	4.2	4.2
ORRA	2.5	6.0	11.3	14.5	12.4	9.7	13.4

Source: Company, BOBCAPS Research

What is the opportunity size for Bluestone over long term?

Bluestone currently operates 321 stores across 127 cities till date (vs 495 cities with population of more than 1 lakh in India as per 2011 census). The company is present in most of the Tier 1 & 2 cities but has a low presence in Tier 3 & 4 cities. Going ahead, we believe Bluestone has scope to ramp up store count to 1,300 stores over long term, by deepening penetration into existing cities and enter into new Tier 2/3/4 towns.

Fig 8 – Bluestone stores potential over long term

Cities	Population	No. of Cities	Cities with Bluestone presence	Bluestone penetration rate (%)	No. of Bluestone stores	No. of Bluestone stores per city	Benchmark city	No. of stores in benchmark city	No. of potential stores for Bluestone
Tier 1	>30 lakh	10	10	100	138	14	Bengaluru	33	330
Tier 2	10-30 lakh	35	34	97	76	2	Thane	7	385
Tier 3	5-10 lakh	45	28	62	49	2	Bhubaneswar	4	180
Tier 4	1-5 lakh	405	55	14	58	1	Belgaum	1	405
Total		495	127	26	321	3			1,300

Source: Company, BOBCAPS Research

Return ratio to improve over medium term with ageing store profile

A typical lifestyle jewellery store of 2,000 sq.ft requires capex of Rs70mn (renovation cost: Rs10mn + inventory cost: Rs60mn). Generally, a new store could reach annual revenue run rate of Rs 100-120mn over 5-6 years period from the start date of operations. We believe a typical new store could generate pre-tax ROCE of 15-18% over a span of 5-6 years of operations. Thus, Bluestone's pre-tax ROIC is projected to improve from -5.0% in FY25 to ~18% by FY30 with the rising average age of its store profile (from 2.3 years in FY25 to 4.6 years by FY30).

Fig 9 – Economics of a typical new lifestyle store with 2,000 sq.ft

Amount (Rs mn)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Remarks
Store renovation cost	10	10	10	10	10	10	
Inventory cost	60	69	79	91	105	121	Assuming 15% inflation in raw-material cost
Total capital employed	70	79	89	101	115	131	
Revenue	20.0	50.0	62.5	78.1	97.7	122.1	Assuming revenue of Rs20mn in Year 1, Rs50mn in Year 2, and then it would grow at 25% CAGR
Gross contribution (@ 30%)	6.0	15.0	18.8	23.4	29.3	36.6	Assuming contribution margin at 30% rate
Fixed cost	10.0	10.5	11.0	11.6	12.2	12.8	Assuming 5% inflation in fixed cost
EBITDA	-4.0	4.5	7.7	11.9	17.1	23.9	
D&A	0.2	0.2	0.2	0.2	0.2	0.2	
EBIT	-4.2	4.3	7.5	11.7	16.9	23.7	
Pre-tax ROCE (%)	-6.0%	5.4%	8.4%	11.5%	14.7%	18.1%	

Source: Company, BOBCAPS Research

Structural improvement in margin profile on various levers

The EBITDA margin gap between Bluestone and Caratlane has significantly narrowed down over FY19-H1FY26, due to sharp improvement in gross margin (on account of better product-mix, discontinuation of B2B sales, and benefit of rising scale of operations). Going ahead, Bluestone management expects EBITDA margin to reach low double-digit rate by FY26-end and 13-15% range by FY30, due to nil payout to franchise partners (as the entire FOCO stores are expected to be converted into COCO stores by FY28), rationalisation of brand spend (from 7.6% in H1FY26 to 6.5% by FY27 and maintain at the same level in future), and operating leverage benefit.

Fig 10 – EBITDA margin gap between Bluestone and Caratlane significantly narrowed down in FY25

Particulars	FY19	FY20	FY21	FY22	FY23	FY24	FY25	H1FY26
Revenue								
Caratlane	4.2	6.2	7.2	12.6	21.7	30.8	41.9	21.0
Bluestone	2.0	2.6	2.5	4.6	7.7	12.7	17.7	10.1
Gross margin (%)								
Caratlane	28.6	27.9	30.0	32.6	35.2	32.6	27.4	NA
Bluestone	15.5	19.5	29.9	32.3	31.9	40.4	37.9	36.4*
Employee costs as a % of revenue								
Caratlane	11.8	9.7	8.1	7.1	6.2	5.5	4.5	NA
Bluestone (ex-ESOPs)	17.6	10.4	9.0	8.5	9.3	8.6	8.5	8.2
Advertisement costs as a % of revenue								
Caratlane	12.2	7.8	4.9	7.8	7.9	7.3	7.3	NA
Bluestone	8.0	5.2	8.3	9.2	10.9	9.8	9.0	7.6
Other cost as a % of revenue								
Caratlane	13.5	10.5	11.9	11.6	12.2	11.5	7.3	NA
Bluestone	16.1	11.2	19.4	19.8	16.4	15.5	13.2	14.6
EBITDA margin (%)								
Caratlane	(9.0)	(0.2)	5.1	6.1	8.9	8.2	8.3	10.5
Bluestone (ex-ESOPs)	(26.2)	(7.2)	(6.7)	(5.2)	(4.7)	6.5	7.2	6.0*

Source: Company, BOBCAPS Research; *excludes the impact of MTM inventory gain for analysis purpose

Strong earnings growth with healthy balance sheet profile

Bluestone revenue is projected to grow at 31.0% CAGR over FY25-FY30 to be driven by store expansion (+18.0% CAGR) and rise in average revenue per store (from Rs 76mn in FY25 to Rs 115mn in FY30). EBITDA margin is projected to improve from 6.0% in H1FY26 to 14.1% in FY30, due to nil payout to franchise partners (as the entire FOCO stores are planned to be converted to COCO store by FY28), elimination of ESOP cost by FY30, and operating leverage benefit. PAT margin is projected to improve from -8.6% in H1FY26 to +4.5% in FY30. Net debt to EBITDA ratio is projected to improve from 2.6x in FY26E to 1.9x in FY30E.

Fig 11 – Key assumptions

Particulars	FY24	FY25	FY26E	FY27E	FY28E	FY29E	FY30E
Revenue analysis							
No. of stores	192	275	345	414	484	557	629
Growth (YoY)	23.9	43.2	25.5	20.0	17.0	15.0	13.0
Average revenue per store (Rs mn)	73	76	76	86	95	104	115
Growth (YoY)	9.8	3.9	0.6	12.5	11.1	9.3	10.2
Revenue (Rs mn)	12,658	17,700	23,644	32,572	42,837	54,287	68,174
Growth (YoY)	64.2	39.8	33.6	37.8	31.5	26.7	25.6
Margin analysis (%)							
Gross margin	40.4	37.9	38.1	36.0	36.0	36.0	36.0
Employee cost (ex ESOPs)	8.6	8.6	7.6	7.2	7.0	6.8	6.6
Advertisement spend	9.8	9.0	7.5	7.5	7.5	7.5	7.5
Others	20.1	19.0	18.5	13.8	10.4	8.2	8.0
EBITDA margin (ex ESOPs)	1.9	1.3	4.4	7.5	11.1	13.5	13.9
Inventory period (days)	286	341	310	288	256	224	224
Net debt/EBITDA (x)	14.4	11.7	2.6	3.3	2.6	1.9	1.9
Pre-tax ROIC (%)	(6.8)	(5.0)	0.4	3.9	9.1	14.8	17.8

Source: Company, BOBCAPS Research

Valuation Methodology

We believe Bluestone has a strong headroom to gain market share in Indian Retail Jewellery market due to aggressive store expansion plan (+18-20% CAGR over FY25-FY30). The company's pre-tax ROIC is also projected to improve to a healthy ~15% rate by FY29, due to the benefit of rising average age of store profile and operating leverage benefit. However, we initiate coverage with a HOLD rating as we believe the company's strong growth prospects are well baked into the current valuations. We have valued the stock at a 40x P/E multiple on Dec'29 estimate and then discounted it back (at 15% rate) to Dec'27 to arrive at our target price of Rs. 545 per share.

Fig 12 – Bluestone valuation table

Particulars	Amount
EPS as on Dec'29 estimates	18
P/E multiple (x)	40
Target Price	721
Discount rate (%)	15
Target price as on Dec'27 estimates	545

Source: BOBCAPS Research

Key Risks

Key upside/downside risks to our estimates:

- Steep increase in the volatility of gold prices and regulatory risks are key upside risks
- Slower roll out and delay in ramp-up of new stores in a profitable manner are key downside risks

Company Background

Bluestone was founded in 2011 as a digital-first jewellery platform focused on design-led, studded and daily-wear categories. The company began as an online-only offering but transitioned into an omnichannel model in 2018 with the opening of its EBO in New Delhi. The company currently operates 321 stores across Tier 1 to Tier 4+ markets. It operates a design-led model supported by in-house manufacturing and technology. The company's operation is run by a professional management team with experience across various domains.

Fig 13 – Management profile

Name	Designation	Qualification	Background
Gaurav Singh Kushwaha (Age 46 years)	Chairman, MD & CEO	B.Tech - IIT Delhi	He was previously associated with Tavant Technologies India Pvt Ltd, Amazon Development Centre-India Pvt Ltd and Chakpak Media Pvt Ltd.
Rumit Dugar	Chief Financial Officer	B.E. (Computer Science), Visveswaraiyah Technological University; MBA - S.P. Jain	Joined Bluestone in May'22 as the CFO with 16+ yrs experience in Tech Consulting, Fintech & Equities. Previously, he was associated with JP Morgan, Infosys, Alchemy Shares, Religare Capital Markets, IDFC Securities, Niyogin Fintech.
Sudeep Nagar	Chief Operating Officer	B.E. - Devi Ahilya Vishwavidyalaya; PGDM - IIM Ahmedabad	He is associated with Bluestone since Dec'12. Previously, he has worked with HCL Technologies, CSC India, and Lodha Group focusing areas like Java technology on domains like Supply Chain, Retail and Travel.
Vipin Sharma	Chief Merchandising Officer	B.E. - University of Rajasthan; PGDM - S.P. Jain	He has 25+ yrs experience in Luxury Goods & Jewellery. Previously, he has worked with Titan Watches PF, OysterBay, Clarity Gold Mint, Wincor-Nixdorf, World Gold Council, and Luxury Products Trendsetter.
Mikhail Raj	Chief Product Officer	B.Tech - IIT Delhi	He joined the company in Apr'24. Previously, he has worked with UrbanClap (Product Manager), ZestMoney (Director-AI), and Krutim SI Designs.
Gaurav Sachdeva	Chief Retail Officer	Bachelor's degree in Computer Applications - Ansal Institute (GGSIPU); PG Diploma - Academy for German Textile Retail Trade (Nagold) & Pearl Academy; INSEAD Leadership Programme	He joined Bluestone in Aug'24. Previously, he has worked at VF Corporation, Puma, and Hero Cycles Ltd., handling retail and regional operations across major Indian markets. At Bestseller Indira (11 years), he was responsible to scale retail operations including exclusive brand outlets and Shop-in-Shop formats.
Harshit Kulin Desai	Chief Manufacturing Officer	B.Tech & M.Tech - IIT Madras (Chemical Engineering)	He joined Bluestone in Jun'24 and has 14+ years of experience in Manufacturing & Operations. He has earlier worked with Galaxy Surfactants (Senior Associate) and ITC Limited (General Manager).

Source: Company, BOBCAPS Research

Fig 14 – The Bluestone Journey

Year	Event
2011	Bluestone was founded in Bengaluru, marking its entry as one of India's earliest digital-first jewellery brands with a focus on online discovery and modern design.
2012	The company strengthened its backend by setting up a manufacturing facility in Mumbai, enabling tighter control over quality, design turnaround time and supply chain responsiveness.
2014	Bluestone rapidly expanded its online retail capability, scaling digital operations to cover more than 12,600 PIN codes, significantly widening national reach and brand visibility.
2015	Continued investment in in-house manufacturing with the establishment of an additional production unit in Mumbai, supporting increasing demand and design diversification.
2018	Transitioned from a pure-play online model to a full omnichannel format, launching its first Exclusive Brand Outlet (EBO) in New Delhi.
2021	Opening of its 50th store and improving brand presence in key cities.
2022	Commissioned a new manufacturing facility in Jaipur and simultaneously inaugurated its 100th store.
2023	Reached the 150-store milestone, deepening penetration across metros and emerging markets while strengthening its studded and lifestyle jewellery portfolio.
2024	Crossed 0.5 million customers since inception and surpassed Rs 10 bn in annual revenue.
2025	Expanded to 311 stores across 26 states/UTs and crossed Rs 17 bn in revenue.

Source: Company, BOBCAPS Research

Financials

Income Statement

Y/E 31 Mar (Rs mn)	FY26E	FY27E	FY28E	FY29E	FY30E
Total revenue	23,644	32,572	42,837	54,287	68,174
EBITDA	2,102	3,339	5,346	7,611	9,576
Depreciation	2,022	2,403	2,791	3,033	3,240
EBIT	81	936	2,555	4,577	6,336
Net interest inc./(exp.)	(2,100)	(2,093)	(2,504)	(2,632)	(2,908)
Other inc./(exp.)	548	621	621	621	621
Exceptional items	0	0	0	0	0
EBT	(1,471)	(536)	672	2,566	4,048
Income taxes	0	0	159	630	1,003
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	(57)	(62)	(62)	(62)	(62)
Reported net profit	(1,528)	(598)	451	1,874	2,983
Adjustments	0	0	0	0	0
Adjusted net profit	(1,528)	(598)	451	1,874	2,983

Balance Sheet

Y/E 31 Mar (Rs mn)	FY26E	FY27E	FY28E	FY29E	FY30E
Accounts payables	2,201	3,031	3,987	5,053	6,345
Other current liabilities	6,156	6,156	6,156	6,156	6,156
Provisions	38	52	69	87	110
Debt funds	3,322	6,322	6,322	3,322	4,322
Other liabilities	7,736	7,736	7,736	7,736	7,736
Equity capital	15	15	15	15	15
Reserves & surplus	15,869	15,271	15,722	17,595	20,579
Shareholders' fund	15,918	15,320	15,771	17,644	20,628
Total liab. and equities	35,371	38,619	40,041	39,999	45,297
Cash and cash eq.	972	250	1,256	1,955	807
Accounts receivables	75	103	136	172	216
Inventories	20,054	25,692	30,037	33,310	41,832
Other current assets	3,124	3,124	3,124	3,124	3,124
Investments	0	0	0	86	86
Net fixed assets	3,020	3,219	3,259	3,209	3,089
CWIP	(6)	(6)	(6)	(6)	(6)
Intangible assets	738	738	738	738	738
Deferred tax assets, net	117	117	117	117	117
Other assets	3,639	3,639	3,639	3,639	3,639
Total assets	31,733	36,878	42,301	46,344	53,642

Cash Flows

Y/E 31 Mar (Rs mn)	FY26E	FY27E	FY28E	FY29E	FY30E
Cash flow from operations	(614)	(862)	2,402	5,377	1,942
Capital expenditures	(2,381)	(2,603)	(2,830)	(2,983)	(3,120)
Change in investments	0	0	0	0	0
Other investing cash flows	(57)	(62)	(62)	(62)	(62)
Cash flow from investing	(2,438)	(2,664)	(2,892)	(3,045)	(3,182)
Equities issued/Others	(145)	0	0	0	0
Debt raised/repaid	(4,727)	4,897	4,000	1,000	3,000
Interest expenses	(2,100)	(2,093)	(2,504)	(2,632)	(2,908)
Dividends paid	0	0	0	0	0
Other financing cash flows	8,619	0	0	0	0
Cash flow from financing	1,647	2,805	1,496	(1,632)	92
Chg in cash & cash eq.	(1,405)	(722)	1,006	699	(1,148)
Closing cash & cash eq.	972	250	1,256	1,955	807

Per Share

Y/E 31 Mar (Rs)	FY26E	FY27E	FY28E	FY29E	FY30E
Reported EPS	(10.1)	(3.9)	3.0	12.4	19.7
Adjusted EPS	(10.1)	(3.9)	3.0	12.4	19.7
Dividend per share	0.0	0.0	0.0	0.0	0.0
Book value per share	105.9	101.9	104.9	117.3	137.0

Valuations Ratios

Y/E 31 Mar (x)	FY26E	FY27E	FY28E	FY29E	FY30E
EV/Sales	3.5	2.5	2.0	1.6	1.3
EV/EBITDA	38.9	24.8	16.3	11.7	9.5
Adjusted P/E	(48.9)	(124.9)	165.6	39.8	25.0
P/BV	4.7	4.8	4.7	4.2	3.6

DuPont Analysis

Y/E 31 Mar (%)	FY26E	FY27E	FY28E	FY29E	FY30E
Tax burden (Net profit/PBT)	103.9	111.5	67.1	73.0	73.7
Interest burden (PBT/EBIT)	(1820.5)	(57.3)	26.3	56.1	63.9
EBIT margin (EBIT/Revenue)	0.3	2.9	6.0	8.4	9.3
Asset turnover (Rev./Avg TA)	74.5	88.3	101.3	117.1	127.1
Leverage (Avg TA/Avg Equity)	2.0	2.4	2.7	2.6	2.6
Adjusted ROAE	(9.6)	(3.9)	2.9	10.6	14.5

Ratio Analysis

Y/E 31 Mar	FY26E	FY27E	FY28E	FY29E	FY30E
YoY growth (%)					
Revenue	33.6	37.8	31.5	26.7	25.6
EBITDA	179.9	58.8	60.1	42.4	25.8
Adjusted EPS	36.3	(60.9)	(175.4)	315.7	59.2

Profitability & Return ratios (%)

EBITDA margin	8.9	10.3	12.5	14.0	14.0
EBIT margin	0.3	2.9	6.0	8.4	9.3
Adjusted profit margin	(6.5)	(1.8)	1.1	3.5	4.4
Adjusted ROAE	(12.3)	(3.8)	2.9	11.2	15.6
ROCE	3.3	7.2	14.4	24.8	27.9

Working capital days (days)

Receivables	1	1	1	1	1
Inventory	310	288	256	224	224
Payables	34	34	34	34	34

Ratios (x)

Gross asset turnover	5.9	6.5	7.1	7.8	8.5
Current ratio	2.4	2.1	2.3	3.0	3.0
Net interest coverage ratio	0.0	0.4	1.0	1.7	2.2
Adjusted debt/equity	0.3	0.7	0.9	0.8	0.9

Source: Company, BOBCAPS Research | Note: TA = Total Assets

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