

Varmora Granito Ltd.

Company Overview:

Incorporated in 2003, **Varmora Granito Ltd. (VGL)** manufactures ceramic and vitrified tiles, bathware, and adhesives, operating 8 in-house facilities in Morbi, Gujarat, alongside 304 contract manufacturers. In-house facilities contributed 81.7% of FY26 revenue. The company has an annual tile capacity of 43.8 mn sq. mt. (72.5% utilization in FY26) and sanitaryware capacity of 859 thousand pieces (66.6% utilization in FY26). The portfolio is anchored by Glazed Vitrified Tiles (GVT) and technical products, generating 74.0% of FY26 revenue while Polished Vitrified Tiles (PVT), bathware, and ceramics contributed 8.5%, 9.2%, and 5.4%, respectively. VGL distributes across India (78.9% of product sales in FY26) and exports to over 100 countries (21.1% product sales in FY26). Domestic distribution is driven by a B2C retail chain contributing 66.8% of domestic sales in FY26 via 305 Exclusive Brand Outlets (EBO) across 249 cities and 2,758 Multi-Brand Outlets (MBO), with institutional B2B sales making up the remaining 33.2%. Between FY24 and FY26, VGL launched over 2,900 new SKUs in tiles.

Key Highlights:

1. Established scale in Indian tile and bathware industry: VGL has an established presence in the tiles and bathware industry and operates 8 in-house manufacturing facilities in the Morbi cluster. Its tile manufacturing capacity stood at 43.8 mn sq. mt. in FY26 with production of 31.8 mn sq. mt., implying capacity utilization of ~72.5%. The company's integrated manufacturing presence supports its ability to manufacture a diversified portfolio of tiles, bathware and value-added products at scale.

2. Focus on premiumization with GVT & technical product dominance: VGL has systematically migrated its mix toward high-margin, value-added products. GVT and technical products contributed 74.0% of total revenue and 84.2% of total tile revenue in FY26.

3. Extensive omnichannel B2C retail reach and brand recall: The company distributes primarily via an asset-light, franchisee-driven B2C retail network, which accounted for 66.8% of domestic sales in FY26. This retail chain is anchored by 305 EBOs across 249 cities and 2,758 MBOs, complemented by an institutional B2B channel contributing 33.2% of domestic sales.

4. Integrated manufacturing cluster yielding strong operational control: Morbi-based manufacturing cluster enables a high degree of in-house production, with 81.7% of FY26 revenue derived from in-house manufactured products, up from 66.8% in FY24, reducing reliance on third-party contract manufacturing to 17.6% in FY26. The cluster also provides cost advantages through proximity to raw materials, natural gas infrastructure, ports and skilled manpower.

5. Continuous design innovation and global footprint across 100+ countries: Backed by dedicated product development, VGL introduced over 2,900 new tile SKUs between FY24 and FY26, including pioneering Integrated Stone Technology (IST) surfaces. Beyond its domestic network, the company has exported to over 100 countries since inception with export sales contributing 21.1% of product sales in FY26.

Valuation: Varmora Granito Ltd. is a Gujarat-based manufacturer and distributor of ceramic and vitrified tiles and bathware, operating 8 in-house facilities in Morbi with an annual tile capacity of 43.8 mn sq. mt. (72.5% utilization in FY26). The company delivered a Revenue/EBITDA/Adj PAT CAGR of 2.6%/23.1%/11.5%, respectively, during FY24–FY26, with EBITDA margin expanding ~345 bps over the period to 11.3% in FY26, driven by rising GVT penetration (84.2% of tile revenue). The company plans to utilize IPO proceeds to repay debt of Rs 245 cr which will deleverage the balance sheet and provide interest cost savings to support FY27 profits. Additionally, the company acquired a 50.0% stake in Assam-based Allembay Ceramics for Rs 25 cr (adding 6.4 mn sq. mtrs of annual GVT capacity) to expand into the Northeast, though its ramp-up, and Morbi cluster concentration remain key monitorables.

Issue Details	
Date of Opening	22nd September 2026
Date of Closing	24th September 2026
Price Band (Rs)	140 – 148
Issue Size (Rs cr)	708 @ upper price band
No. of shares	4,78,39,256 @ upper price band
Fresh Issue (Rs cr)	320
Face Value (Rs)	2
Post Issue Market Cap (Rs cr)	3,181 – 3,345
BRLMs	JM Financial Ltd, Goldman Sachs (India) Securities Pvt Ltd, and SBI Capital Markets Ltd
Registrar	KFin Technologies Ltd
Bid Lot	101 shares and in multiples thereof
QIB shares	50%
Retail shares	35%
NII shares	15%

Objects of Issue	
Particulars (Rs cr)	Estimated utilization from net proceeds
Repayment/pre-payment of certain outstanding borrowings and accrued interest thereon availed by the company	215.0
Repayment/pre-payment of certain outstanding borrowings and accrued interest thereon availed by wholly-owned subsidiaries	30.0
General corporate purposes*	-
Net proceeds from fresh issue*	-

*The amount utilized for general corporate purposes shall not exceed 25% of the Gross Proceeds.

Shareholding Pattern		
Pre-Issue	No. of Shares	%
Promoter & Promoter Group	10,63,11,980	52.0
Public & Others	9,80,78,223	48.0
Total	20,43,90,203	100.0

Post Issue @ Upper Price Band	No. of Shares	%
Promoter & Promoter Group	10,63,11,980	47.0
Public & Others	11,96,99,845	53.0
Total	22,60,11,825	100.0

Selling shareholders (OFS)	Classification	No. of shares
Katsura Investments	Investor	26,217,634
Total	-	2,62,17,634

Source: RHP, SBICAP Securities Research

Note: SBI Capital Markets Ltd. is the BRLM to the issue and hence as per compliance led restrictions, SBI Securities Ltd. cannot assign any rating to the issue. IPO note can be used to understand the business model and decode the key operational and financial metrics.

Key Financials

Particulars (Rs cr)	FY24	FY25	FY26
Revenue from operations	1,435	1,446	1,512
EBITDA	113	152	171
EBITDA Margin (%)	7.9	10.5	11.3
PAT	44.9	30.8	55.1
PAT Margin (%)	3.1	2.1	3.6
EPS	2.2	1.5	2.7
Adj. PAT	44.9	30.8	55.9
Adj. PAT Margin (%)	3.1	2.1	3.7
Adj. EPS	2.2	1.5	2.7
Enterprise Value	3,340	3,415	3,268
P/E (x)*	67.3	98.3	54.1
EV/EBITDA*	29.5	22.5	19.1
EV/Sales*	2.3	2.4	2.2

**Note: Pre-issue P/E (x), EV/EBITDA (x) and EV/Sales (x) based on upper price band
Source: RHP, SBICAP Securities Research*

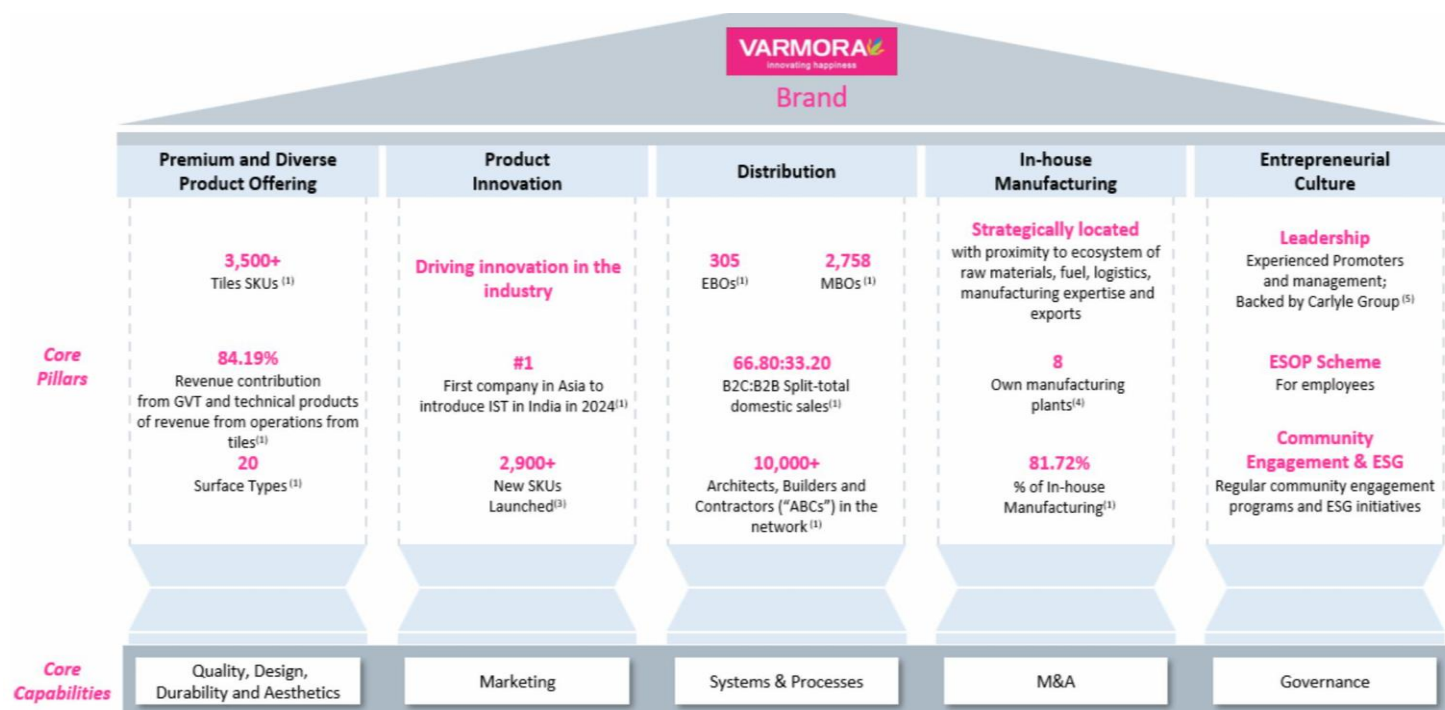
Risk Factors

- **High reliance on in-house facilities and geographic cluster risk in Morbi:** VGL derived 81.7% of its FY26 revenue from products manufactured across its 8 in-house facilities. All company-owned facilities and its 304 contract manufacturing partners are located in the Morbi cluster in Gujarat. Any regional disruption—such as Cyclone Biparjoy in FY24 which halted operations for ~3 weeks—can adversely impact production schedules, capacity utilization, and operating performance.
- **Product concentration risk in GVT segment:** The company relies heavily on glazed vitrified tiles (GVT) and technical surface solutions, which contributed 74.0% of revenue and 84.2% of total tile sales in FY26. Any slowdown in construction activity, shifts in consumer preferences, or demand contraction specifically targeting GVT products could materially affect revenues.
- **High energy and fuel cost sensitivity:** Ceramic tile manufacturing is energy-intensive with power and fuel representing 24.5%/21.1% of total income in FY25/FY26 respectively. The company relies primarily on natural gas, propane, and grid power. Geopolitical tensions in the Middle East in early CY26 disrupted fuel availability and pricing, and an inability to fully pass-through future energy spikes could severely compress profitability.
- **Regional concentration across key retail states:** While VGL has a pan-India footprint, 55.7% of its EBOs (170 of 305 EBOs) as of FY26 are concentrated across four states: Uttar Pradesh (60), Rajasthan (56), Haryana (31), and Gujarat (23). Any local economic slowdown, regulatory action, or competitive pressure in these Northern and Western markets could impact B2C sales volumes.

Growth Strategies

- Expand distribution reach by adding EBOs beyond 305 outlets and deepening the 2,758 MBO network, particularly in Tier-II/III markets.
- Drive premiumization through higher-margin GVT products and scale-up of value-added IST surfaces.
- Expand manufacturing footprint through JVs and strategic tie-ups including the 6.4 mn sq. mt. Assam facility.
- Leverage cross-selling across the 3,063-dealer network to scale bathware and tile adhesives.
- Strengthen brand & B2B presence through targeted marketing and deeper engagement with architects, builders and contractors.

Varmora at Glance



1) As of and for FY26.

2) Varmora Granito is the first company in Asia to successfully implement SACMI's "V-NATURE BLOCK Technology & Machine" also called as IST in 2024.

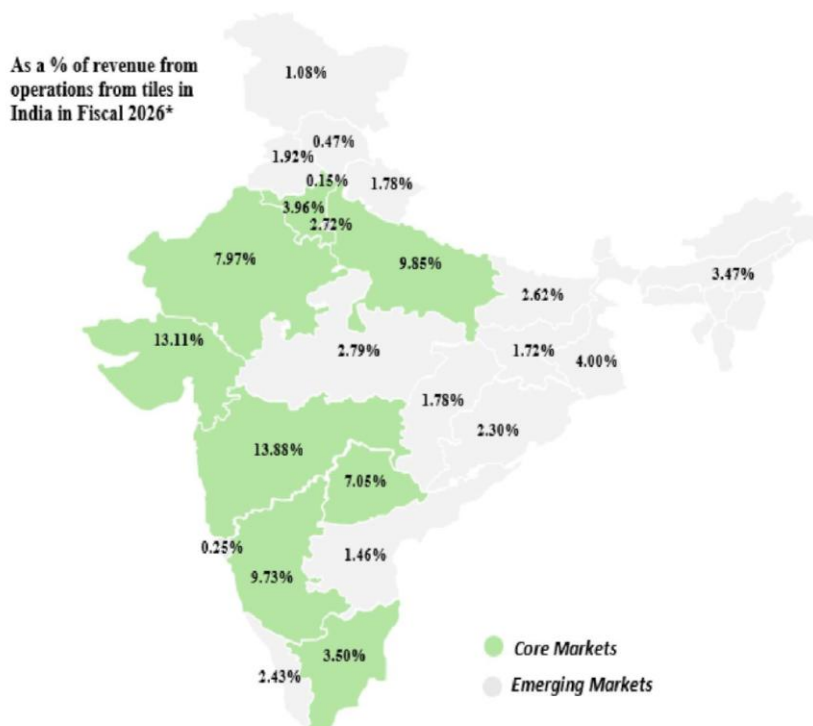
3) Between April 1, 2023 and March 31, 2026

4) As of the date of RHP

5) Through Katsura Investments (an affiliate of investment funds ultimately managed and advised by affiliated entities of the Carlyle Group Inc.)

Source: RHP, SBICAP Securities Research

Revenue by States (India – FY26)



Note: Map not to scale;

*Revenue from operations from tiles in India excludes direct sales amounting ₹1,035.54 million in Fiscal 2026.

Source: RHP, SBICAP Securities Research

Manufacturing Process

Manufacturing Process



Source: RHP, SBICAP Securities Research

Evolution OF the Company



(Years are in CY)

*Source: Technopak Report

Source: RHP, SBICAP Securities Research

Product Portfolio

Tiles



Bathware



Sanitary ware



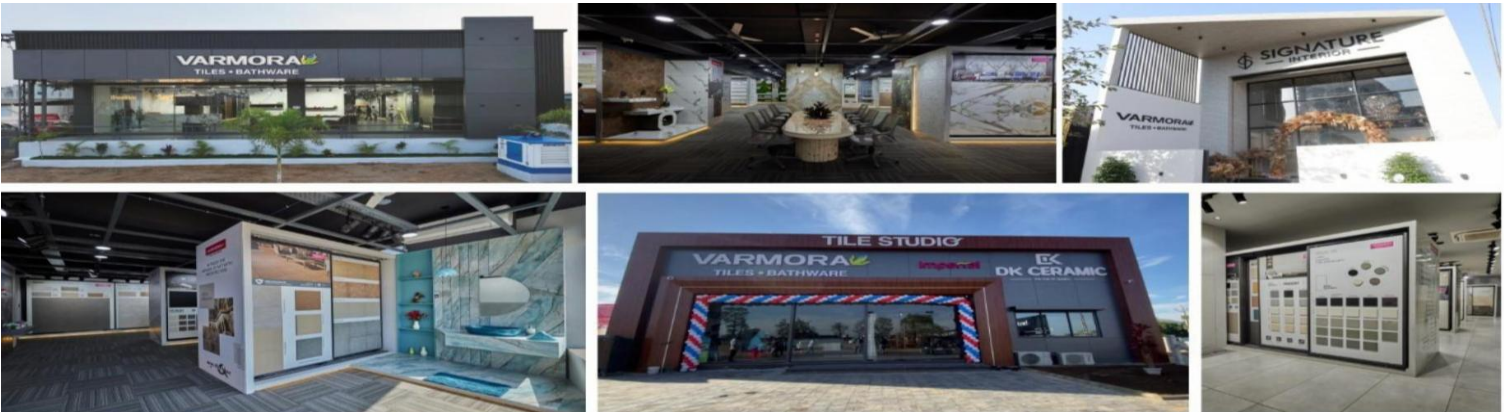
Source: RHP, SBICAP Securities Research

Manufacturing Facilities



Source: RHP, SBICAP Securities Research

Exclusive Brand Outlets (EBOs) and Multi Brand Outlets (MBOs)



Source: RHP, SBICAP Securities Research

Key KPIs

Particulars	FY24	FY25	FY26
Tiles Sales Volume (mn sq mt)	36.1	38.1	38.3
Total Dealer Network (i.e., EBOs and MBOs)	3,315	3,005	3,063
Number of Cities with EBOs	209	232	249
Revenue from Operations (Rs cr) ⁽¹⁾	1,435	1,446	1,512
Revenue from Tiles (Rs cr) ⁽²⁾	1,248	1,278	1,329
Revenue from GVT and technical products as a % of Revenue from Tiles (%) ⁽³⁾	75.4%	78.7%	84.2%
Revenue from In-House Manufacturing (Rs cr) ⁽⁴⁾	959	1,136	1,236
Revenue from In-House Manufacturing as a % of revenue (%) ⁽⁵⁾	66.8%	78.6%	81.7%

1. Revenue from operations, profit for the year and basic earnings per equity share is as per the Restated Consolidated Financial Information.

2. Revenue from tiles is calculated as the sum of revenue from sale of tiles

3. Revenue from GVT and technical products as a percentage of revenue from tiles is calculated as Revenue from GVT and technical products divided by revenue from operations generated from tiles. Technical products comprise advanced vitrified tile and surface solutions manufactured using combinations of specialized homogeneous body formulations, digital printing on surface engineered through chips, grits and feeder technology such as integrated stone technology ("IST") products, which began commercial operations in FY26.

4. Revenue from in-house manufacturing is calculated as the sum of revenue from sale of products manufactured in-house by our Company including Subsidiaries (excluding other operating revenue).

5. Revenue from in-house manufacturing (%) is calculated as the revenue from in-house manufacturing divided by revenue from operations.

Source: RHP, SBICAP Securities Research

Product Wise Revenue

Particulars	FY24		FY25		FY26	
	Rs cr	% Rev	Rs cr	% Rev	Rs cr	% Rev
GVT and technical products*	941	65.5%	1,006	69.6%	1,119	74.0%
PVT	182	12.7%	156	10.8%	129	8.5%
Ceramics	125	8.7%	116	8.0%	81	5.4%
Total - Tiles	1,248	87.0%	1,278	88.4%	1,329	87.9%
Bathware	143	10.0%	129	8.9%	139	9.2%
Adhesive	20	1.4%	21	1.5%	23	1.5%
Others**	23	1.6%	18	1.3%	22	1.5%
Revenue from operations	1,435	100.0%	1,446	100.0%	1,512	100.0%

*Technical products comprise advanced vitrified tile and surface solutions manufactured using combinations of specialized homogeneous body formulations, digital printing on surface engineered through chips, grits and feeder technology such as IST products, which began commercial operations in FY26.

**Others include sale of broken tile and samples, revenue from dealer display, insurance facilitation charges and export incentive income.

Source: RHP, SBICAP Securities Research

Geography Wise Revenue

Particulars	FY24		FY25		FY26	
	Rs cr	% Rev	Rs cr	% Rev	Rs cr	% Rev
Metro ⁽¹⁾	91	6.3%	92	6.4%	97	6.4%
Tier I ⁽²⁾	153	10.7%	179	12.4%	227	15.0%
Tier II ⁽²⁾	827	57.6%	852	58.9%	861	57.0%
Total domestic revenue	1,071	74.6%	1,124	77.7%	1,185	78.4%
Exports	341	23.8%	306	21.1%	317	21.0%
Others	23	1.6%	16	1.1%	10	0.7%
Revenue from operations	1,435	100.0%	1,446	100.0%	1,512	100.0%

1. Metro cities includes Delhi, Mumbai (Maharashtra), Chennai (Tamil Nadu) and Kolkata (West Bengal).

2. Tier I cities include Bengaluru (Karnataka), Pune (Maharashtra), Hyderabad (Telangana) and Ahmedabad (Gujarat), and all other cities are considered under Tier II.

Source: RHP, SBICAP Securities Research

Volume Sales From Tiles (In Mn sq mt)

Particulars	FY24		FY25		FY26	
	Sales volume	% Volume Sales	Sales volume	% Volume Sales	Sales volume	% Volume Sales
GVT and technical products*	23.9	66.2%	26.6	69.9%	29.4	76.7%
PVT	6.4	17.8%	5.8	15.1%	4.8	12.4%
Ceramic tiles	5.8	16.0%	5.7	15.0%	4.2	10.9%
Total	36.1	100.0%	38.1	100.0%	38.3	100.0%

*Technical products comprise advanced vitrified tile and surface solutions manufactured using combinations of specialized homogeneous body formulations, digital printing on surface engineered through chips, grits and feeder technology such as IST products, which began commercial operations in FY26.

Source: RHP, SBICAP Securities Research

Installed Capacity and Capacity Utilization

Particulars	Units	FY24	FY25	FY26
Varmora - Unit Nextile (year of establishment - 2017)				
Installed capacity (1)*	Mn sq mt	5.5	5.5	5.5
Actual production volumes*	Mn sq mt	3.1	3.4	3.5
Capacity utilization (2)*	(%)	56.7%	62.0%	62.9%
Varmora - Unit Solaris (year of establishment - 2009)				
Installed capacity (1)*	Mn sq mt	5.1	5.1	5.1
Actual production volumes*	Mn sq mt	4.6	5.4	3.1
Capacity utilization (2)*	(%)	89.4%	105.5%	61.4%
Varmora - Unit Tocco (year of establishment - 2011)				
Installed capacity (1)*	Mn sq mt	4.8	4.8	4.8
Actual production volumes*	Mn sq mt	3.5	3.9	3.0
Capacity utilization (2)*	(%)	72.9%	79.5%	62.4%
Varmora - Unit 2 (year of establishment - 2024)				
Installed capacity (1)*	Mn sq mt	-	4.0	4.0
Actual production volumes*	Mn sq mt	-	2.4	2.3
Capacity utilization (2)*	(%)	-	60.6%	58.6%
Varmora - Unit 3 (year of establishment - 2024)				
Installed capacity (1)*	Mn sq mt	2.1	13.8	13.8
Actual production volumes*	Mn sq mt	1.1	12.0	12.0
Capacity utilization (2)*	(%)	55.2%	87.3%	86.7%
Covertex Ceramica Private Limited (year of establishment - 2020)				
Installed capacity (1)*	Mn sq mt	6.0	6.0	6.0
Actual production volumes*	Mn sq mt	6.2	4.2	5.3
Capacity utilization (2)*	(%)	102.7%	69.2%	87.5%
Simola Tiles LLP (year of establishment - 2016)				
Installed capacity (1)*	Mn sq mt	4.6	4.6	4.6
Actual production volumes*	Mn sq mt	2.3	3.0	2.6
Capacity utilization (2)*	(%)	50.2%	65.4%	56.8%
Varmora - Unit Nokia(6) (year of establishment - 2008)				
Installed capacity (1)*	Mn sq mt	2.6	0.0	-
Actual production volumes*	Mn sq mt	1.2	0.0	-
Capacity utilization (2)*	(%)	46.6%	47.1%	-
Unit Varmora(7) (year of establishment - 2003)				
Installed capacity (1)*	Mn sq mt	8.1	-	-
Actual production volumes*	Mn sq mt	5.8	-	-
Capacity utilization (2)*	(%)	71.5%	-	-
Total tiles installed capacity (1)	Mn sq mt	38.7	43.8	43.8
Total actual tiles production volumes	Mn sq mt	27.8	34.3	31.8
Total tiles capacity utilization (2)	(%)	71.9%	78.2%	72.5%

- 1) The installed capacity is an average value that considers various sizes and surfaces. The actual capacity can exceed the specified installed capacity, sometimes reaching up to 120% of the original specification.
- 2) For tile manufacturing, the installed capacity and actual production volumes are in mn sq mt.
- 3) Varmora - Unit 2 commenced production on April 1, 2024 and therefore, the installed capacity and production volume details are not available for FY24.
- 4) Varmora - Unit 3 commenced production on February 7, 2024. The installed capacity for Fiscal 2024 has been derived considering 49 operational days beginning February 7, 2024 and per day capacity of 0.04 mn sq mt.
- 5) Simola Tiles LLP ceased to be a subsidiary of the Company with effect from September 5, 2026, however, installed capacity and capacity utilisation have been covered for the purpose of computation of the Company's consolidated manufacturing capacity and capacity utilisation during FY26, FY25 and FY24.
- 6) Varmora - Unit Nokia was dismantled on April 5, 2024, and therefore the installed capacity and actual production volume details are not available for FY26. The installed capacity for FY25 has been derived considering 4 operational days between April 1, 2024 and April 5, 2024, and per day capacity of 0.01 mn sq mt.
- 7) Unit Varmora was dismantled on March 31, 2024, and is no longer operational and therefore the installed capacity and actual production volume details are not available for FY25 and FY26. Further, while the Unit Varmora facility was dismantled on March 31, 2024, and is no longer operational, our Company owns the land and building where Unit Varmora was situated, as on the date of this Red Herring Prospectus.
- Source: RHP, SBICAP Securities Research

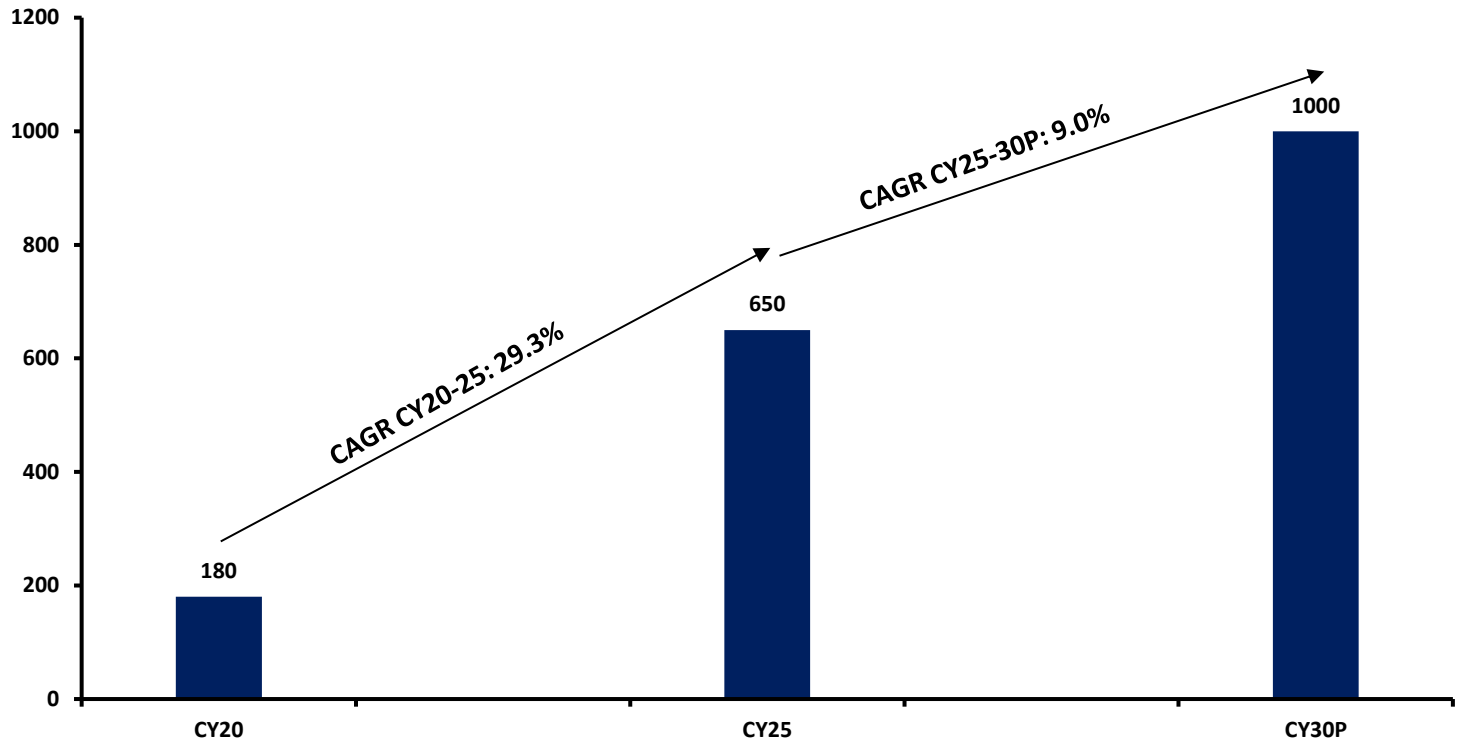
Top 10 EBOs & MBOs Revenue Contribution

Particulars	FY24		FY25		FY26	
	Rs cr	% Rev	Rs cr	% Rev	Rs cr	% Rev
Top 10 MBOs	96	6.7%	105	7.2%	120	7.9%
Top 10 EBOs	70	4.9%	84	5.8%	86	5.7%

Source: RHP, SBICAP Securities Research

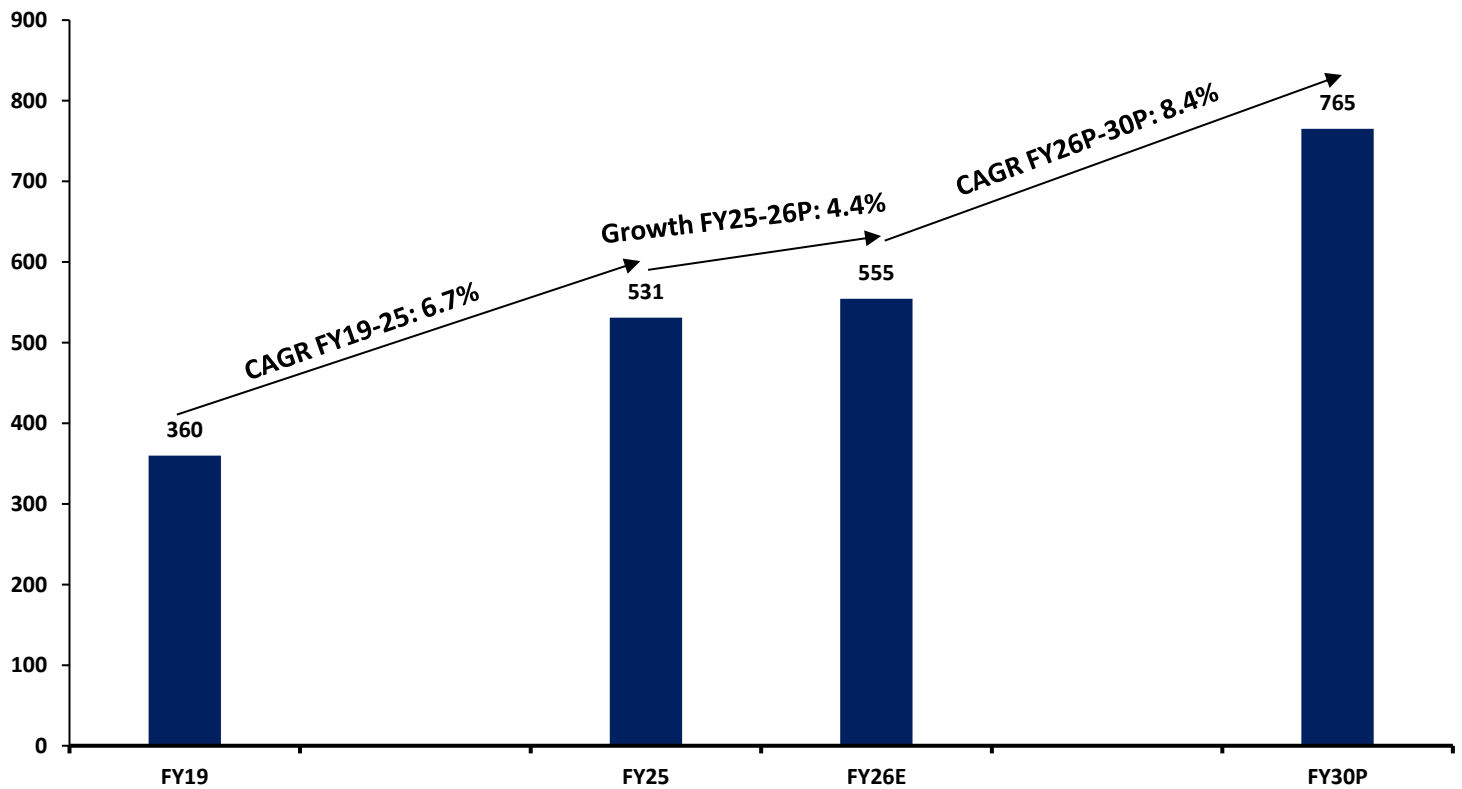
Industry Overview

Indian Real Estate Market Size (USD bn)

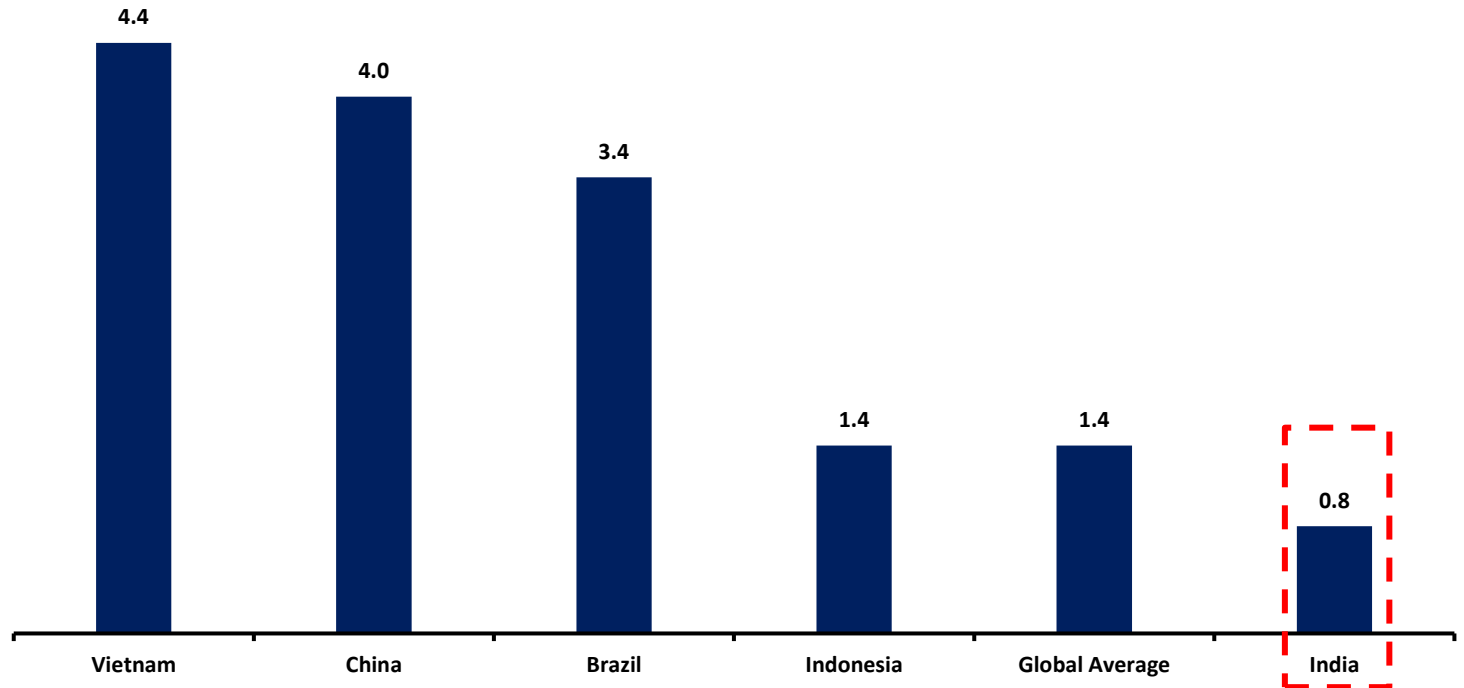


Source: RHP, SBICAP Securities Research

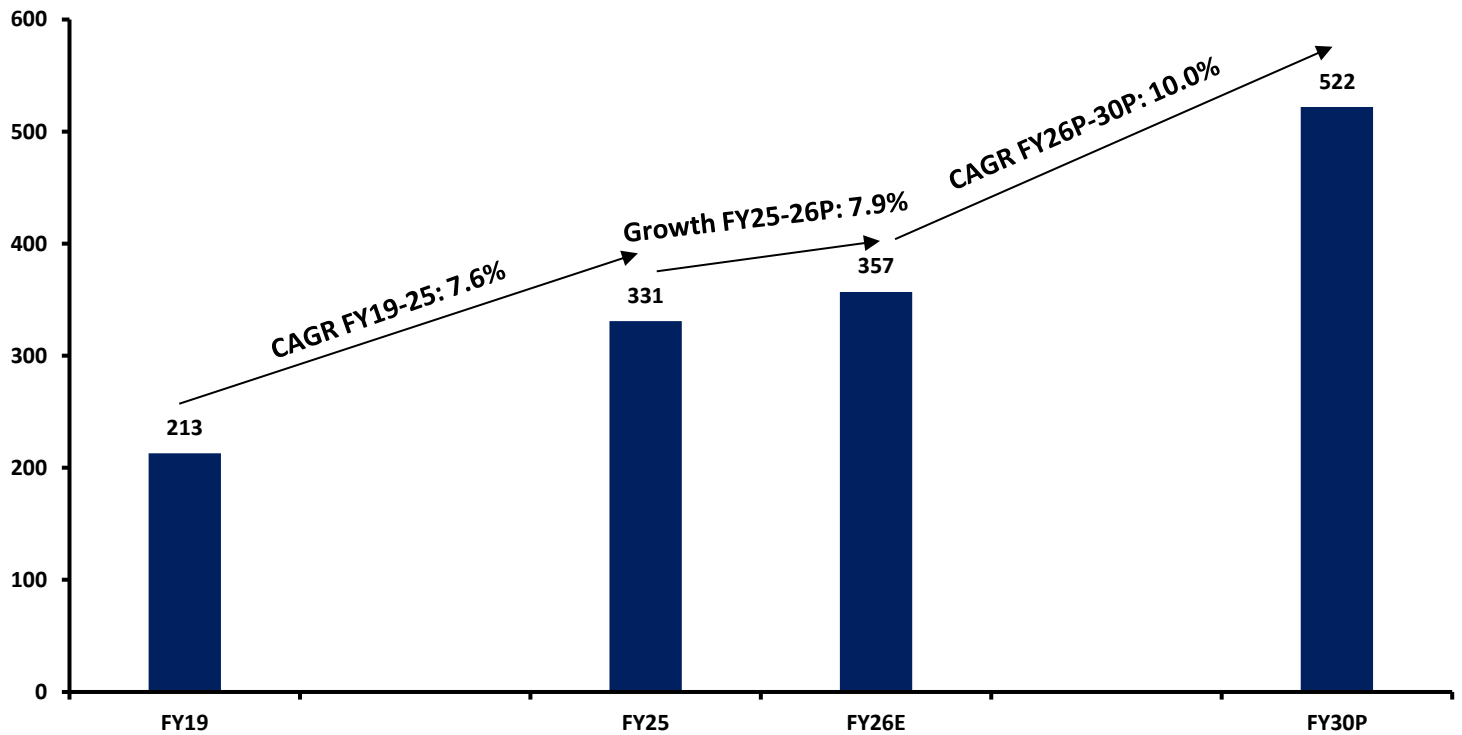
Indian Tiles Market Size by Value (in Rs Bn)



Source: RHP, SBICAP Securities Research

Per Capita Consumption of Tiles in India vs Other Key Economies (Sq. mt.) (CY23)

Source: RHP, SBICAP Securities Research

Indian Sanitary and Bathware Market Size (in Rs bn)

Source: RHP, SBICAP Securities Research

Peer Comparison – FY26

Particulars (Rs cr)	Varmora Granito	Kajaria Ceramics	Somany Ceramics	Asian Granito India	Orient Bell
CMP (Rs)	148	1,222	568	50	386
Mkt Cap.	3,345	19,201	2,328	1,477	570
Enterprise Value	3,268	18,576	2,432	1,823	570
Revenue from Operations	1,512	4,830	2,790	1,858	691
EBITDA	171	869	258	94	40
EBITDA Margin (%)	11.3	18.0	9.2	5.1	5.8
Net Profit	56	519	83	19	13
Net Profit Margin (%)	3.7	10.7	3.0	1.0	1.9
RoE (%)	5.0	16.9	9.9	1.2	4.0
RoCE (%)	7.8	22.0	14.4	2.9	5.9
P/E (x)	59.9	37.0	28.0	77.7	43.8
EV/EBITDA (x)	19.1	21.4	9.4	19.4	14.2
EV/Sales (x)	2.2	3.8	0.9	1.0	0.8

Key KPIs (FY26)

Particulars (Rs cr)	Varmora Granito	Kajaria Ceramics	Somany Ceramics	Asian Granito India	Orient Bell
Tiles sales volume (Mn Sq. Mt.)	38.3	118.5	72.1	NA	24.7
Total dealer network (i.e., EBOs and MBOs)	3,063	1,800+	3,100	2,700+	2,000+
Revenue from Operations (Rs cr)	1,512	4,830	2,790	1,858	691
Revenue from tiles (Rs cr)	1,329	4,280	2,322	NA	691
Revenue from tiles (%)	87.9	88.6	83.2	-	100.0
Revenue from GVT and technical products % of tiles revenue	84.2	NA	NA	NA	42.0
Revenue from in-house manufacturing (Rs cr)	1,236	3,225	1,506	NA	NA
Revenue from in-house manufacturing (%)	81.7	66.8	54.0	NA	NA

Source: Bloomberg, RHP, SSL Research

For Varmora Granito Ltd., RoE, RoCE, Market Cap, P/E(x), EV/EBITDA (x), EV/Sales (x) are calculated on post-issue equity share capital based on the upper price band. CMP for peer companies is live price as of 17th Sep, 2026.

Financial Snapshot

INCOME STATEMENT			
Particulars (Rs cr)	FY24	FY25	FY26
Revenue from Operations	1,435	1,446	1,512
<i>YoY growth (%)</i>	-	0.7%	4.6%
COGS (incl Stock Adj)	669	546	641
Gross Profit	767	900	871
Gross margin (%)	53.4%	62.2%	57.6%
Employee Cost	98	109	112
Other Operating Expenses	556	639	588
EBITDA	113.2	151.6	171.5
EBITDA margins (%)	7.9%	10.5%	11.3%
Other Income	37	47	50
Interest Exp.	29	42	39
Depreciation	62	119	106
PBT	60	36	76
Exceptional item	-	-	(1)
Tax	18	7	22
Share of profit of associates and JVs	3	1	1
PAT	45	31	55
PAT margin (%)	3.1%	2.1%	3.6%
EPS (Rs)	2.2	1.5	2.7
Adj. PAT	45	31	56
Adj. PAT margin (%)	3.1%	2.1%	3.7%
Adj. EPS	2.2	1.5	2.7

BALANCE SHEET			
Particulars (Rs cr)	FY24	FY25	FY26
Assets			
Net Block	688	646	561
Right of use assets	16	15	16
Capital WIP	3	10	27
Intangible Assets	16	12	7
Goodwill	33	33	33
Other Non current Assets	53	45	68
Current Assets			
Inventories	190	286	248
Trade receivables	333	382	383
Cash and Bank Balances	98	115	115
Short-term loans and advances	9	10	12
Other Current Assets	37	36	39
Total Current Assets	668	829	797
Current Liabilities & Provisions			
Trade payables	193	210	221
Other current liabilities	80	60	68
Short-term provisions	0	0	0
Total Current Liabilities	274	270	289
Net Current Assets	394	559	508
Total Assets	1,202	1,319	1,221
Liabilities			
Share Capital	40	40	40
Reserves and Surplus	648	692	766
Total Shareholders Funds	688	732	806
Minority Interest	16	11	4
Total Debt	413	505	358
Long Term Provisions	4	5	6
Lease Liabilities	16	16	19
Other Long Term Liabilities	44	35	16
Net Deferred Tax Liability	22	15	12
Total Liabilities	1,202	1,319	1,221

Particulars (Rs cr)	FY24	FY25	FY26
Cash flow from Operating Activities	88	63	234
Cash flow from Investing Activities	(337)	(120)	(46)
Cash flow from Financing Activities	115	47	(188)
Capex	(348)	(112)	(34)
Free Cash Flow	(260)	(48)	200

RATIOS			
Particulars	FY24	FY25	FY26
Profitability			
Return on Capital Employed	8.1%	6.4%	9.9%
Return on Equity	6.5%	4.2%	6.9%
Margin Analysis			
Gross Margin	53.4%	62.2%	57.6%
EBITDA Margin	7.9%	10.5%	11.3%
Net Profit Margin	3.1%	2.1%	3.7%
Short-Term Liquidity			
Current Ratio (x)	1.6	1.5	1.7
Quick Ratio (x)	1.1	1.0	1.2
Avg. Days Sales Outstanding	85	96	92
Avg. Days Inventory Outstanding	48	72	60
Avg. Days Payables	49	53	53
Fixed asset turnover (x)	2.0	2.2	2.6
Debt-service coverage (x)	0.2	0.1	0.3
Long-Term Solvency			
Total Debt / Equity (x)	0.6	0.7	0.4
Interest Coverage Ratio (x)	3.1	1.9	2.9
Valuation Ratios*			
EV/EBITDA (x)	29.5	22.5	19.1
P/E (x)	67.3	98.3	54.1
P/B (x)	4.4	4.1	3.8
EV/Sales (x)	2.3	2.4	2.2
Market Cap/Sales (x)	2.1	2.1	2.0

*Valuation ratios are based on pre-issue capital at the upper price band

Source: RHP, SBICAP Securities Research

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