BOBCAPS
TRUST | INNOVATION | EXCELLENCE

RETAIL | Q4FY26 Preview | 10 April 2026

Acceleration in growth

Lavita Lasrado
Research Analyst
research@bobcaps.in

- **Q4FY26 shows that jewellery companies are in a sweet spot of strong demand and pricing power, with margins slightly compressed**
- **QSR further facing challenges, demand recovery delayed**
- **JFL to deliver a sharp slowdown in same-store sales in Q4, as demand recovery stalled due to operational disruptions**

Jewellery: Jewellery companies had a very strong Q4 on the top line, decent on profitability, and structurally positive outlook, supported by steady wedding demand and continued shift towards organised players, although elevated gold prices moderated volume growth and influenced consumer buying behaviour towards lighter and studded jewellery**.** Jewellery players like Titan, Kalyan Jewellers and Senco Gold reported robust revenue growth in the ~40–65% YoY range, driven by strong wedding demand and higher gold prices. Titan's jewellery segment alone is expected to deliver ~46–52% YoY growth. Kalyan delivered ~64% growth, indicating broad-based strength across the sector. Gold prices have risen by nearly 80% YoY vs ~ 65% growth in the previous quarter, which has significantly contributed to value-led growth. Hence, growth is mainly driven by higher gold prices rather than volume, with slight margin compression due to volatility, discounts, and mix changes.

QSR: QSR companies in 4QFY26 are showing early sequential recovery, with January demand improving and SSSG trends better than 3Q, despite some impact from Navratri and Ramadan timing. However, the ongoing US-Iran conflict has created operational headwinds, particularly due to disruptions in LPG supply and logistics, given that a majority of outlets (e.g., Domino's and KFC/Pizza Hut) rely heavily on commercial gas cylinders, unlike players such as McDonald's with lower dependence. While the companies have managed continuity through measures like alternative cooking methods and menu adjustments, supply risks persist. Gross margins are expected to stay stable, though recent discounting and value offerings by select brands may weigh on profitability, leading to varied restaurant margin performance. Jubilant FoodWorks posted a weak quarter with flattish SSSG, way below expectations of mid-single digit. Companies will continue facing operational disruptions and margin pressure in the coming quarters, despite decent revenue growth. Overall, we expect QSR to likely report ~13% sales growth and ~8% EBITDA growth in the quarter.

We expect most companies in our retail coverage to report an acceleration in growth. Titan and Bluestone are our preferred picks among retail coverage over long term, due to their strong positioning as a brand play.

Jewellery

Jewellery companies had a very strong Q4 on the top line, with decent profitability and structurally positive outlook — but with margin and volume quality as key watchpoints. Near-term demand will hinge on the festive and wedding calendar, along with early trends in advance purchases. With most players gearing up for key occasions, focus will be on footfalls, conversions and how the product mix evolves. At the same time, trends could vary across segments, with relatively better traction at the premium end and more affordability-led offerings at the mass end. Overall, the performance in this quarter is likely to depend more on product mix, pricing strategy and inventory management rather than just top-line growth. While wedding demand typically provides a steady base for the industry, sharp price movements can affect ticket sizes, purchase timing and product choices. In this backdrop, key monitorables include the trajectory of entry-level demand — whether consumers defer purchases or shift towards lower ticket-size options such as lightweight, studded or alternative jewellery.

Fig 1 – Q4FY26 Estimates- Jewellery

Companies	Q4FY26E (Rs mn)			Q4FY5 (Rs mn)			YoY (%)		
	Sales	EBITDA	PAT	Sales	EBITDA	PAT	Sales	EBITDA	PAT
Titan	213,336	24,028	15,328	138,970	15,370	8,710	53.5	56.3	76.0
Kalyan	101,012	6,809	4,064	61,815	3,994	1,876	63.4	70.5	116.6
P N Gadgil	35,533	2,147	1,441	15,870	929	608	123.9	131.1	137.2
Senco	20,090	1,382	825	13,777	1,270	624	45.8	8.8	32.2
Thangamayil	19,168	1,271	763	13,810	571	314	38.8	122.4	142.9
Bluestone	6,842	851	(294)	4,613	270	(513)	48.3	214.8	(42.7)
Sky gold	16,769	1,107	729	10,582	630	382	58.5	75.6	91.1

Source: Company, BOBCAPS Research

QSR

Value-led growth to continue; premiumisation gradual

Jubilant FoodWorks reported a weak Q4FY26 performance. This is because near-zero same-store sales growth, margin pressures from discounting and poor operating leverage, along with LPG-related operational disruptions, offset its otherwise decent revenue growth and led to results below expectations. Demand recovery will likely be sustained by value offerings and promotional strategies, which have supported volumes amid a price-sensitive consumer environment. While value-led consumption is likely to continue driving footfalls in the near term, gradual improvement in consumer sentiment may support a shift towards premium offerings and higher AOVs over the medium term.

Key monitorables - Commercial LPG price volatility remains a near-term risk, given its significance in operating costs. Additionally, demand recovery stays uneven across regions and brands, while geopolitical factors may continue impacting the sentiment in select markets.

Sector view

The sector is expected to witness gradual recovery, supported by improving demand trends, GST-led affordability and easing cost pressures. While long-term growth drivers remain intact, near-term recovery is likely to be uneven, warranting a selective approach within space.

Fig 2 – Q4 Estimates- QSR

Companies	Q4FY26E (Rs mn)			Q4FY5 (Rs mn)			YoY (%)		
	Sales	EBITDA	PAT	Sales	EBITDA	PAT	Sales	EBITDA	PAT
Jubilant Foodworks	24,253.5	4,769.7	877.7	21,031.8	3,103.5	501.2	15.3	53.7	75.1
Devyani International	14,784.2	2,371.5	(303.2)	12,125.9	1,995.6	(167.6)	21.9	18.8	80.9
Westlife FoodWorld	6,581.7	843.2	19.4	6,031.4	794.6	36.7	9.1	6.1	(47.2)
Sapphire Foods	7,994.6	1,269.5	51.4	7,113.4	1,062.3	59.0	12.4	19.5	(12.8)

Source: Company, BOBCAPS Research

NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited**
Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**
SEBI Research Analyst Registration No: **INH000000040 (Perpetual)**
SEBI Stock Broker Registration No: **INZ000159332**
SEBI Depository Participant Registration No: **IN-DP-728-2022**
SEBI Merchant Banker Registration No: **INM000009926**
Phone: +91-22-61389300
Name of the Compliance Officer: Mr. Sameer Khobrekar
Email ID: Compliance@bobcaps.in; Phone no.: +91-22-61389358
For any queries or grievances, you may contact the Grievance Officer.
Name of the Grievance Officer: Mr.Manoj Pawar
Email ID: head-customercare@bobcaps.in; Phone no: 0+91-22-69417333

Brand Name: **BOBCAPS**
Website: **https://www.bobcaps.in/**
CIN: **U65999MH1996GOI098009**

Logo: BOBCAPS TRUST | INNOVATION | EXCELLENCE

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.
Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this

document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company.

The research analyst(s) has not served as an officer, director or employee of the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd) ("**MSL**") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as **"MAYBANK**"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

Other jurisdictions:

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.