CMP: ₹496 | Target: ₹ 690 (40%) | Target Period: 12 months | BUY

February 2, 2026

Mixed Q3; Revenue growth to come back to double digit in Q4

About the stock: Allied Blenders & Distillers (ABDL), incorporated in 1988, is third largest IMFL company in terms of sales volumes between FY14-22. It has 18 IMFL brands in the portfolio; 4 out of it are Millionaire brands. Premiumisation is core of the long-term growth strategy.

Q3FY26 performance: ABDL's Consolidated revenue growth moderated to 3% to Rs1,003cr affected by impact of retail license auction in Telangana and price increase in Maharashtra. P&A sales volume grew by 17% mitigating the impact of 10% volume decline in volumes in Mass premium segment. Gross margins reported 351bps YoY improvement to 46.3% due to benign input prices and benefits of backward integration. EBITDA margins improved by 154bps YoY to 13.5%. The operating profit along with higher other income and lower interest cost led to 15% YoY growth in adjusted PAT to Rs.66.1cr.

Investment Rationale

- **Q3FY26 performance muted; Double-digit growth to witness comeback in Q4FY26:** Management expects mass premium segment to grow by low single digit with recovery in sales in Telangana while P&A segment will maintain double digit volume growth trajectory in the coming quarters. Incrementally, the luxury portfolio is guided to double from ~Rs.40cr in Q3FY26 to ~Rs.80cr in Q4FY26. This will help, revenue growth to recover to 12-13% in Q4FY26 from low single digit of 3% in Q3FY26. Entry into CSD/new markets, expanding brandy/vodka portfolio, new launches in the P&A segment will aid ABDL's revenues to grow at CAGR of 14% over FY25-28E.
- **Margin guidance upgraded to 17-18% led by backward integration and premiumisation:** ABDL recently commissioned a PET bottle manufacturing plant in Telangana thereby strengthening its backward integration measure and reducing costs leading to significant improvement in margins Further, the company has announced addition of more 2 more bottling units which are expected to further aid the margin expansion through backward integration and cost saving. Further, the luxury portfolio which is margin accretive is expected to double in FY27 providing further lever for growth. Hence, growing scale of revenues will offset higher brand building investments while the higher gross margins through backward integration measures and UK FTA will help in expansion of EBITDA margin ahead. Overall, the management has increased its EBIDTA margins guidance to 17-18% for FY28 (from 15% earlier).
- **Additional capex to gain more on margins:** ABDL revised its capex plan to Rs700cr from Rs.525cr with addition of 2 more facilities. It acquired distillery cum bottling unit of Nicol, in Uttar Pradesh (UP) for Rs70cr (will to additional spend of Rs40cr for setting up bottling unit). Further the company is investing Rs54cr in bottling capacity expansion at Maharashtra. UP facility will help in saving franchisee cost of Rs27 per case, while Maharashtra bottling unit will help in reducing logistic cost. These facilities post commissioning will incrementally add to the margin guidance of 17-18%.

Rating and Target Price

We recommend Buy with a price target of Rs.690, valuing stock at 40x its FY28E EPS of Rs17.3 (valuing at 28% discount to target multiple of Radico Khaitan).

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25)	FY26E	FY27E	FY28E	3 year CAGR (FY25-28E)
Revenues	3146.6	3327.9	3519.9	5.8	3969.0	4594.6	5248.2	14.2
EBITDA	185.0	242.1	430.6	52.6	526.7	645.7	800.6	23.0
EBITDA Margins(%)	5.9	7.3	12.2		13.3	14.1	15.3	
Adjusted PAT	1.6	6.8	194.8	-	262.2	363.1	486.8	35.7
EPS (Rs.)	0.1	0.3	7.0		9.4	13.0	17.4	
PE (x)	-	-	71.2		52.9	38.2	28.5	
EV to EBITDA (x)	80.0	61.2	34.4		27.5	22.0	17.4	
RoE (%)	0.4	1.7	12.6		15.2	18.2	20.3	
RoCE (%)	9.2	13.1	18.3		17.5	21.7	25.7	

Source: Company, ICICI Direct Research

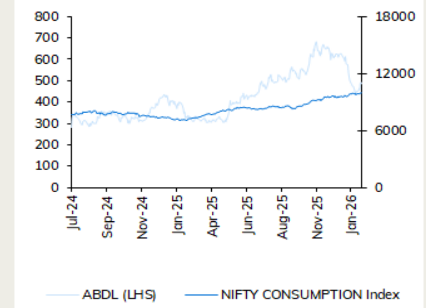
Particulars

Particular	Amount
Market Capitalisation (₹ crore)	13873.6
Debt (FY25) -₹ crore	1054.6
Cash (FY25) - ₹ crore	131.7
EV (₹ crore)	14796.5
52 week H/L (₹)	720/ 279
Equity capital (₹ crore)	55.9
Face value (₹)	2

Shareholding pattern

	Mar-25	Jun-25	Sep-25	Dec-25
Promoters	80.9	80.9	80.9	80.9
FII	2.7	2.8	3.0	3.4
DII	4.0	4.7	4.6	4.6
Others	12.3	11.5	11.6	11.1

Price Chart



Key risks

- Any delay in payment of dues of ~Rs400crore will put toll on the balance sheet.
- Any significant increase in the excise duty or changes in the liquor policy.
- Volatility in the key input prices.

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Q3FY26 – Key performance highlights

- Consolidated Net Revenues grew by 3% YoY to Rs.1003cr. P&A segment sustained its double-digit revenue growth trajectory with 15% YoY revenue growth mitigating the 12.6% decline in mass premium category revenues.
- Consolidated volumes grew by 1.3% YoY to 9mn cases. P&A segment volumes recorded 16.9% YoY growth to 4.4mn cases. Mass Premium segment volumes declined by 10% YoY at 4.6mn. Decline in Mass premium segment volumes were due to de-stocking at retailers end due to renewal of retail licensing in Telangana and pricing changes in Maharashtra. P&A segment salience in the portfolio further improved to 48.5% in Q3FY26 vs 42% in Q3FY25 while that of mass premium segment stood as 51.5% in Q3FY26 vs 58% in Q3FY25 as the company continued to grow its salience on margin accretive P&A segment.
- Robust volumes drove revenues of P&A segment which recorded 15% YoY growth to Rs.555cr while mass premium segment recorded 12.6% YoY decline to Rs.388cr. Realisation per case stood flat at Rs.1044. P&A segment contribution to overall revenues improved to 58.8% in Q3FY26 vs 52.1% in Q3FY25. Mass segment contribution stood at 47.9% in Q3FY26 vs 41.2% in Q3FY25.
- Gross margins stood at 46.3% in Q3FY26. It expanded by 351bps YoY driven by backward integration measures and stable ENA and commodity prices.
- Continued investment in A&P spends in core and luxury brands led to arrested higher flow through of gross margins to EBITDA. EBITDA margins expanded by 154bps YoY to 13.5%. Operating profit grew by 16.2% YoY to Rs.135.7cr
- Better operating profit coupled with lower interest cost (-5% YoY) led to 15% YoY growth in adjusted PAT to Rs.66.1cr in Q3FY26. Adjusted for labour code changes reported as exceptional items, Reported PAT grew by 10.9% YoY to Rs.63.7cr

9MFY26 – Key performance highlights

- Consolidated Net Revenues grew by 12.2% YoY to Rs.2915.9cr led by strong performance in the P&A segment which reported 30% YoY growth in revenues led by 29% YoY growth in volumes as of 9MFY26.
- Consolidated volumes grew by 8.4% YoY to 26.5mn cases. P&A segment volumes recorded 29.2% YoY growth to 12.5mn cases. Mass Premium segment volumes declined by 5% YoY to 14mn. P&A segment salience in the portfolio further improved to 47.1% as of 9MFY26 vs 39.5% in 9MFY25 while that of mass premium segment stood as 52.9% as of 9MFY26 vs 60.6% in 9MFY25 as the company continued to grow its salience on margin accretive P&A segment.
- Robust volumes drove revenues of P&A segment which recorded 30% YoY growth to Rs.1573cr while mass premium segment recorded 5.5% YoY decline to Rs.1175cr. Realisation per case recorded 3.3% YoY growth majorly driven by the increasing salience of higher value products from the P&A segment. P&A segment contribution to overall revenues improved to 57.2% as of 9MFY26 vs 49.3% as of 9MFY25. Mass segment contribution stood at 42.8% as of 9MFY26 vs 50.7% as of 9MFY25.
- Gross margins stood at 44.7% as of 9MFY26. It expanded by 306bps YoY driven by better product mix, backward integration measures and favourable ENA and commodity prices.
- EBITDA margins stood at 12.8% improving by 146bps YoY. EBITDA recorded 26.7% YoY growth to Rs.372.7cr as of 9MFY26. Higher A&P spends in core and luxury brands coupled with higher interest cost impacted full flow through of gross margins to EBITDA.

- Strong operating performance, higher other income and lower interest cost aided 59% YoY growth in adjusted PAT to Rs.184.9cr.

Segment wise Performance

Exhibit 1: Q3FY26 segment volume mix

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	y-o-y (%)
Prestige & Above (P&A)	4.4	3.7	16.9	4.2	4.0
% volume contribution	*48.5*	*42.0*		*46.9*	
Mass premium volume	4.6	5.2	-10.0	4.8	-2.2
% volume contribution	51.5	58.0		53.1	
Total volume (mn. Cases)	**9.0**	**8.9**	**1.3**	**9.0**	**0.7**

Source: Company, ICICI Direct Research

Exhibit 2: Q3FY26 segmental revenue performance

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Prestige & Above (P&A)	555.0	482.0	15.1	533.0	4.1
% Value contrbution	55.3	49.3		53.6	
Mass premum	388.0	444.0	-12.6	403.0	-3.7
% Value contrbution	38.7	45.4		40.5	
Others	60.0	52.0	15.4	58.0	3.4
Total Value (Rs cr.)	**1003.0**	**978.0**	**2.6**	**994.0**	**0.9**

Source: Company, ICICI Direct Research

Q3FY26 Earnings call highlights

- **Q3FY26 was impacted by Telangana licensing and Maharashtra pricing policy; To return to double-digit growth in Q4; Margin guidance revised**
  - Q3FY26 demand remained subdued, driven largely by state-specific disruptions.
  - **Telangana:** There was temporary inventory de-stocking at retailers end due to renewal of retail licensing. This led to 6-8 weeks disruption, primarily impacting the mass premium category. P&A segment volumes were resilient during the quarter.
  - **Maharashtra:** Policy led prices changes due to introduction of Maharashtra Made Liquor (MML) impacted affordability in the state impacting volume and also consumer downtrading. The management expects the state has now hit the bottom base and also factored in the Q4FY26 impact as well.
  - **Double-digit growth to return in Q4FY26:** The management guided for return to mid double-digit revenue growth and early double-digit volume growth in Q4FY26 supported by normalisation in Telangana environment, sustained performance across other states and continued performance of premium and luxury brands.
  - **Margin guidance revised to 17-18% from 15%:** Increasing salience of premiumisation plus the backward integration measures will further enhance margin growth. The management reiterated that of total ~300bps expansion, 70bps has been realised while remaining ~230bps will come on the back of improving backward integration facilities. Overall, the margin guidance has been revised to 17-18% from 15% with strong performance in P&A segment, improving performance Mass premium segment and achieving scale through luxury portfolio.

- **Branded and Segment-wise Highlights**
  - **Officer's choice continues to gain market share, margins improved:** The brand retained leadership in the mass premium whisky segment and remains India's largest exported whisky brands. Further, it delivered incremental market share gains as of 9MFY26 despite softness in Q2 and Q3FY26. Gross margins improved to ~45% aided by backward integration making it key contributor to overall cash flows. Officer's choice blue is witnessing packing refresh with international brand alignment and is expected to be out in the market by Q1/!2FY27.
  - **IconiQ White sustains robust momentum; crosses 7mn cases, to cross 10mn in FY26:** The brand remains primary growth engine reaching 7.7mn cases as of 9MFY26 surpassing FY25 full year volumes of 5mn. The management guided that the brand is on track to achieve 10mn cases in FY26 with a monthly run rate of 1mn cases. The brand has been approved for CSD channel and expanded by 9 international market, adding incremental margin accretive growth avenues.
  - **Sterling Reserve B7 (SRB7) witnesses brand refresh; Enhanced packaging for better appeal:** The brand has witnessed slightly sifter volumes in FY26. In Q1FY27, the company will be launching new refreshed packaging for the brand post which the brand positioning will improve along with brand visibility.
  - **Zoya Gin witnesses multi-fold growth since launch:** Zoya Gin has emerged as key success brand for the company, It has witnessed ~300% growth since its launch driven majorly by innovation in flavours (~30% contribution to brand sales) and strong off-premise consumption.
  - **ABD Maestro continues portfolio expansion; Growth to further accelerate ahead:** The ABD Maestro luxury portfolio expanded to 9 differentiated brands across gin, vodka, Indian Whisky, Scotch blends and Irish Whisky. The segment generated Rs.40cr revenues in Q3FY26 and management expects this to double in Q4FY26. Further, the revenues are expected to grow by 2x in FY27.
  - **CSD continues to be one of most stable channel and profitable channel for the industry; Expansion continues with additional approvals:** The management highlighted that CSD channel is one of the most profitable channels for the industry (10-12mn cases). Four new brands, Jolly Roger Rum, SRB7, Kyron and ICONiQ have been added to CSD channel post approval. Brand such as Kyron witness ~27% of sales from CSD channel which is significant.
- **Growth and Expansion Strategies**
  - ABDL has increased its presence in the international markets from 14 countries to 31 countries and further targets to expand across 35 international markets by Q4FY26.
  - The company is looking to add 2 new brands to the portfolio. 1 in the P&A Brandy and Vodka Segment. Further, in the Mass premium segment, ABDL has identified the Andhra Pradesh with a price point where the market case is 12mn for which the company has received approval for launch and expects addition another millionaire brand through this segment.
- **Capex and Integration initiatives (Phase I and Phase II)**
  - **Phase I:** Under Phase I, the company had announced capex of ~Rs.525cr for commissioning PET bottling facility, ENA distillery and ENA bottling projects. Out these, the company has completed

and commissioned the PET bottle manufacturing facility in Telangana.

- **Phase II:** The company has announced Phase II of its capex plan to further enhance backward integration measures. ABDL has announced acquisition of the automated bottling unit of NICOL and has mentioned outlay of Rs.110cr for the same out of which Rs.40cr will be for further upgradation of assets. This acquisition will eliminate the Rs.27/case franchisee cost which will further flow through as accretive for margins. Further, it has also announced the expansion of bottling unit in Minakshi Agro (subsidiary of ABDL) in Maharashtra and this will lead to further savings in logistics as it will be directly connected through pipeline to the ENA plant leading to enhanced profitability.
- Overall capex spread over Phase I and Phase II is ~Rs.700cr.

- **Other Updates**
  - Telangana dues have witnessed significant positive momentum and the company expects the dues to be cleared soon leading to improved cash position.

Revision in earnings estimates

We have increased our earnings estimates for FY26 by ~4% to account for better margins and have maintained our earnings for FY27 and FY28.

Exhibit 3: Changes in headline estimates

(₹ crore)	FY26E			FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg	Old	New	% Chg
Net Revenues	4005.0	3969.0	-0.9	4531.0	4594.6	1.4	5139.9	5248.2	2.1
EBIDTA	511.1	526.7	3.0	642.2	645.7	0.6	797.0	800.6	0.4
EBIDTA Margins (%)	12.8	13.3	0.0	14.2	14.1	-12	15.5	15.3	-25
PAT	252.9	262.2	3.7	364.1	363.1	-0.3	483.0	486.8	0.8
EPS (Rs.)	9.0	9.4	3.7	13.0	13.0	-0.3	17.3	17.4	0.8

Source: Company, ICICI Direct Research

Exhibit 4: Key Operating Assumptions

Particulars	FY24	FY25	FY26E	FY27E	FY28E
Sales volume (mn cases)					
Prestige & Above (P&A)	11.8	13.3	16.7	19.9	23.3
Mass Premium	19.9	19.7	19.0	19.9	20.9
Total Sales volume	**31.7**	**32.9**	**35.7**	**39.9**	**44.3**
y-o-y%		3.8	8.5	11.6	11.1
Realisation (Rs. Per case)					
Prestige & Above (P&A)	1244.0	1247.0	1274.4	1293.6	1319.4
y-o-y%		0.2	2.2	1.5	2.0
Mass Premium	820.0	847.0	863.9	876.9	894.4
y-o-y%		3.3	2.0	1.5	2.0
Average realisation	**977.8**	**1008.1**	**1056.1**	**1085.1**	**1118.5**
y-o-y%		3.1	4.8	2.7	3.1
Sales value (Rs crore)					
Prestige & Above (P&A)	1469.0	1665.0	2113.8	2577.3	3079.8
y-o-y%		13.3	27.0	21.9	19.5
Mass Premium	1627.0	1669.0	1611.1	1748.8	1873.0
y-o-y%		2.6	-3.5	8.5	7.1
Others	231.9	200.2	244.1	268.5	295.4
y-o-y%		-13.6	21.9	10.0	10.0
Net Revenues	**3327.9**	**3519.9**	**3969.0**	**4594.6**	**5248.2**
y-o-y%		5.8	12.8	15.8	14.2

Source: Company, ICICI Direct Research

Exhibit 5: Q3FY26 consolidated result snapshot (Rs. crore)

Particular	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Net Sales	**1003.0**	**973.9**	**3.0**	**990.1**	**1.3**
Raw material cost	538.9	557.5	-3.3	550.1	-2.0
Employee cost	52.9	44.0	20.2	63.9	-17.2
Other expenses	275.4	255.6	7.7	250.6	9.9
Total operating expenses	867.3	857.2	1.2	864.6	0.3
Operating profit	**135.7**	**116.8**	**16.2**	**125.4**	**8.2**
Other income	1.2	3.3	-63.2	4.8	-
Interest expense	26.2	27.4	-4.5	29.8	-12.2
Depreciation	18.5	12.5	47.6	16.5	11.8
Profit before tax	**92.3**	**80.1**	**-**	**83.9**	**10.0**
Tax	26.2	22.6	-	21.0	25.0
Adjusted PAT (before MI)	**66.1**	**57.5**	**15.0**	**62.9**	**5.1**
Extraordinary item	-2.4	0.0		0.0	
Minority interest (MI)	0.0	0.0		0.0	
Reported PAT	**63.7**	**57.5**	10.9	**62.9**	**1.3**
EPS (Rs.)	2.4	2.1	-	2.2	5.1
Margins	**Q3FY26**	**Q3FY25**	**bps**	**Q2FY26**	**bps**
GPM (%)	46.3	42.8	351	44.4	182
OPM (%)	13.5	12.0	154	12.7	86
NPM (%)	6.6	5.9	69	6.4	24
Tax rate (%)	28.4	28.3	-	25.0	-

Source: Company, ICICI Direct Research

Exhibit 6: Way Forward

Value Accretive Profitable Growth

FY25 → FY28

	Initiative	Where were we? FY24	Where are we now? FY25	Where are we now? 9MFY26	Way forward
Topline growth with Portfolio Build - up	Revenue growth (YoY)	5.6%	6.2%	12.4%	Revenue growth in mid-teens
	P&A Salience (Volume)	37.3%	40.4%	47.3%	Overall growth in mid-teens (value) with P&A salience increasing to 50%
	Super-Premium to Luxury Portfolio	No presence	Built 9 brand portfolio with unique flavour price points through 'Build, Buy & Partner' Model		Continued range expansion in select categories
Backward Integration/ Operational synergies	ENA	33% captive 60 Mn pa liters	66% captive project initiated		100% captive with growth
	Malt	-	100% Captive; ~4 Mn litres pa		100% captive Single Malt whisky capability
	PET	-	~70-75% Captive; over 600 Mn bottles pa Commissioned in Sept-25		~70-75% captive
Margin Enhancement	Gross Margin %	37%	42.1%	44.7%	> 45%
	EBITDA %	7.5%	12.7%	13.2%	~17%
ROCE (pre-tax)	Prudent Capital Allocation	16.5%	16.9%	18.5% H1 FY26	23% - 25%

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Note: ROCE calculated on EBIT (TTM) and closing Capital Employed basis.

Source: Company, ICICI Direct Research

Financial summary

Exhibit 7: Profit and loss statement (Rs. crore)

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Total Operating Income	**3327.9**	**3519.9**	**3969.0**	**4594.6**	**5248.2**
Growth (%)	*5.8*	*5.8*	*12.8*	*15.8*	*14.2*
Raw Material Expenses	2097.9	2038.8	2190.9	2538.5	2860.2
Gross Profit	1229.9	1481.0	1778.1	2056.1	2387.9
Gross Profit Margins (%)	37.0	42.1	44.8	44.8	45.5
Employee Expenses	175.6	168.9	219.5	250.2	275.3
Other Expenditure	812.2	881.6	1031.9	1160.1	1312.0
Total Operating Expenditure	**3085.7**	**3089.3**	**3442.4**	**3948.9**	**4447.6**
EBITDA	**242.1**	**430.6**	**526.7**	**645.7**	**800.6**
Growth (%)	30.9	77.8	22.3	22.6	24.0
Interest	172.8	125.1	112.1	87.2	67.5
Depreciation	57.9	60.6	73.3	85.1	89.7
Other Income	6.3	20.9	16.5	22.0	20.6
PBT	17.8	265.7	357.7	495.4	664.1
Less Tax	11.0	70.9	95.5	132.3	177.3
Adjusted PAT	**6.8**	**194.8**	**262.2**	**363.1**	**486.8**
Growth (%)	-	-	34.6	38.5	34.0
Exceptional item - gain / (loss)	-5	0	0	0	0
Reported PAT	**1.8**	**194.8**	**262.2**	**363.1**	**486.8**
Growth (%)	13.4	-	34.6	38.5	34.0
EPS (Adjusted)	**0.2**	**7.0**	**9.4**	**13.0**	**17.4**

Source: Company, ICICI Direct Research

Exhibit 8: Cash flow statement (Rs. crore)

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Profit/(Loss) after taxation	0.6	174.0	245.7	341.1	466.1
Add: Depreciation & Amort.	57.9	60.6	73.3	85.1	89.7
Add:Other income	6.3	20.9	16.5	22.0	20.6
Net Increase in Current Assets	-66.6	-676.8	182.8	-201.8	-348.1
less: 'Net Increase in Current Liabilities	-115.0	294.8	-272.3	-167.8	-177.2
CF from Operating activities	**113.0**	**-716.1**	**790.6**	**414.3**	**405.5**
Investments & Bank bal	-22.5	4.3	-56.3	-100.0	-150.0
(Purchase)/Sale of Fixed Asset	-130.2	-146.1	-387.7	-30.2	-91.4
Intangible assets	2.0	-58.9	0.0	0.0	0.0
Others	11.2	-21.4	-6.3	-7.0	-7.7
CF from Investing activities	**-139.5**	**-222.1**	**-450.4**	**-137.2**	**-249.1**
(inc)/Dec in Loan	32.2	57.9	-240.3	-233.6	-81.9
Change in equity & reserves	-6.0	1041.8	0.0	0.0	0.0
Dividend paid	0.0	-100.7	-83.9	-83.9	-83.9
CF from Financing activities	**26.2**	**999.0**	**(324.2)**	**(317.5)**	**(165.8)**
Net Cash Flow	-0.3	60.8	16.0	-40.4	-9.4
Cash and Cash Equivalent	27.5	27.3	88.1	104.1	63.7
Cash	**27.3**	**88.1**	**104.1**	**63.7**	**54.3**
Free Cash Flow	**-17.2**	**-862.2**	**402.9**	**384.1**	**314.1**

Source: Company, ICICI Direct Research

Exhibit 9: Balance sheet (Rs. crore)

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Equity Capital	48.8	55.9	55.9	55.9	55.9
Reserve and Surplus	358.1	1486.9	1665.2	1944.4	2347.3
Non-Controlling Interest	0.0	20.1	20.1	20.1	20.1
Total Shareholders funds	406.9	1562.9	1741.2	2020.4	2423.3
Total Debt	834.7	905.2	650.0	400.0	300.0
Other Non Current Liabilities	182.0	149.3	164.3	180.7	198.8
Total Liabilities	**1423.7**	**2617.5**	**2555.5**	**2601.1**	**2922.0**
Gross Block - Fixed Assets	953.3	1064.5	1379.5	1457.5	1532.5
Accumulated Depreciation	507.5	558.8	632.1	717.2	806.9
Net Block	445.8	505.7	747.4	740.3	725.6
Capital WIP	15.9	19.4	78.0	15.0	15.0
Right of use assets	122.7	118.8	124.8	131.0	137.5
Fixed Assets	584.3	643.9	950.1	886.2	878.1
Goodwill & Other intangible as	66.1	125.0	125.0	125.0	125.0
Other non-Current Assets	97.4	144.7	159.2	175.1	192.6
Inventory	418.8	573.3	543.7	604.2	690.2
Debtors	1243.7	1746.8	1576.7	1699.4	1941.1
Other Current Assets	128.3	145.2	159.7	175.7	193.3
Loans & Advances	21.7	24.0	26.4	29.1	32.0
Cash	27.3	88.1	104.1	63.7	54.3
Bank balance	48.0	43.7	100.0	200.0	350.0
Total Current Assets	1887.9	2621.1	2510.6	2772.1	3260.8
Creditors	702.4	606.9	848.2	981.9	1121.5
Provisions	36.0	34.9	38.4	42.3	46.5
Other Current Liabilities	473.6	275.3	302.8	333.1	366.4
Total Current Liabilities	1212.0	917.1	1189.4	1357.3	1534.5
Net Current Assets	675.9	1703.9	1321.2	1414.8	1726.4
Application of Funds	**1423.7**	**2617.5**	**2555.5**	**2601.1**	**2922.0**

Source: Company, ICICI Direct Research

Exhibit 10: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Per share data (|)					
Adjusted EPS	0.3	7.0	9.4	13.0	17.4
Cash EPS	2.6	9.1	12.0	16.0	20.6
BV per share	16.7	63.2	70.5	81.9	98.4
Operating Ratios (%)					
Gross Profit Margins	37.0	42.1	44.8	44.8	45.5
OPM	7.3	12.2	13.3	14.1	15.3
PAT Margins	0.2	5.5	6.6	7.9	9.3
Asset Turnover (x)	3.5	3.3	2.9	3.2	3.4
Return Ratios (%)					
RoE	1.7	12.6	15.2	18.2	20.3
RoCE	13.1	18.3	17.5	21.7	25.7
Valuation Ratios (x)					
P/E	-	71.2	52.9	38.2	28.5
EV / EBITDA	61.2	34.4	27.5	22.0	17.4
EV / Net Sales	4.5	4.2	3.6	3.1	2.7
Market Cap / Sales	4.2	3.9	3.5	3.0	2.6
Price to Book Value	29.8	7.8	7.0	6.1	5.0
Solvency Ratios					
Debt / EBITDA	3.4	2.0	1.2	0.6	0.4
Debt / Equity	2.1	0.6	0.4	0.2	0.1
Inventory days	136	181	145	135	135
Debtor days	77	63	78	78	78
Creditor days	46	59	50	48	48
WC Days	168	185	173	165	165

Source: Company, ICICI Direct Research

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