

Good Q4; Resilient outlook for FY27

About the stock: Marico Ltd. is one of the leading FMCG companies operates in beauty, haircare and wellness categories in domestic and international markets. The company's product portfolio has well-known brands such as Parachute, Saffola and Livon etc.

Q4FY26 performance: Marico's consolidated revenues grew by 22.1% YoY to Rs3,333cr. Standalone business revenues grew by ~17% driven by 9% volume growth. International business registered constant currency growth of 19% on back of strong performance by Bangladesh and Vietnam with 35% and 18% growth respectively. Higher input prices YoY (largely copra) led to 363bps YoY deep in the gross margins. EBIDTA margins witnessed 114bps YoY decline to 15.6%. EBIDTA grew by ~14% YoY to Rs521cr and adjusted PAT (after minority interest) grew by 14% YoY to Rs391cr.

Investment Rationale:

- **Revenues to grow in double digit; to cross Rs15000cr in FY27:** Marico's revenues grew by 26% in FY26 driven by 22% growth in India business (volume growth of 8%) and 20% constant currency growth in the international business. Management expects consolidated revenues to grow in double digits (to cross Rs15,000cr) in FY27 with Value-added hair oil (VAHO) expected to maintain double digit volume led growth, expected recovery in the volume growth of Parachute, steady growth momentum in the international business (barring MENA region) and strong scale up in the new businesses (likely to grow by 20-25% in FY27).
- **EBITDA to grow by high teens in FY27 with gross margins expected to improve by 300-400bps:** Management increased its EBIDTA growth guidance from mid-teens to high-teens for FY27. Correction in the copra prices will help in offsetting spike in crude-link derivatives prices. Further the company has undertaken required price hike of 6-7% in its VAHO portfolio to mitigate the input cost pressure. Overall Management expects gross margins to improve by 350-400bps in the current volatile input cost scenario. Further improvement in the margins of new business will also add to the overall profitability. Digital first brands EBIDTA margins are expected to reach double digit in FY27. Ad-spends are expected to increase by ~200bps and hence EBIDTA margins are expected to improve by 100-150bps in FY27 (EBIDTA to grow by high teens).
- **De-risking commodity driven portfolio to through scale of PPC & Digital first business:** Marico is consciously reducing its share of commodity-linked business in the portfolio to reduce stress profitability. The company expects share of commodity link businesses reduced from 73% in FY20 to reduce to 50% by FY30E. This will be done through scaling up of high margin businesses such as foods, premium personal care (PPC) and premium VAHO products. New businesses (Food and PPC) contribution should increase to ~33% of India business by FY30E from 23% in FY26 driven by consistent revenue growth of 20-25% in the medium term. Further the company is also focusing premiumising the international business portfolio. We expect the share of core products such as Parachute (India business) to reduce by ~300-400bps by FY28E.

Rating and Target Price: We expect Marico's revenues and PAT to grow at CAGR of ~13% and ~22% over FY26-28E. We recommend **Buy** with a **price target of Rs.945 (valuing at 47x FY28E EPS of Rs.20.1)**

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	FY26	3 year CAGR (FY23-26E)	FY27E	FY28E	2 year CAGR (FY26-28E)
Revenues	9764.0	9653.0	10831.0	13611.0	11.7	15139.6	17248.3	12.6
EBIDTA	1810.0	2026.0	2139.0	2334.0	8.8	2789.1	3411.2	20.9
EBIDTA Margins(%)	18.5	21.0	19.7	17.1		18.4	19.8	
Adjusted PAT	1322.0	1502.0	1629.0	1762.0	10.1	2118.7	2605.8	21.6
EPS (Rs.)	10.2	11.6	12.6	13.6		16.3	20.1	
PE (x)	78.8	69.3	63.9	59.3		49.4	40.2	
EV to EBIDTA (x)	57.2	51.3	48.1	44.1		37.1	30.3	
RoE (%)	37.0	39.4	41.7	43.2		47.2	49.2	
RoCE (%)	41.0	41.4	43.2	44.5		49.0	53.3	

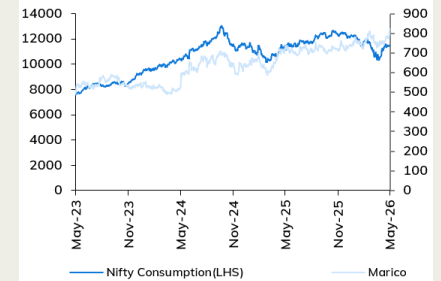
Source: Company, ICICI Direct Research

**Particulars**

Particular	Amount
Market Capitalisation (₹ crore)	1,04,749
Debt (FY26) - ₹ crore	557
Cash (FY26) - ₹ crore	2,487
EV (Rs crore)	1,02,819
52 week H/L (₹)	843/680
Equity capital (₹ crore)	129
Face value (₹)	1

Shareholding pattern

Particular	Jun-25	Sep-25	Dec-25	Mar-26
Promoters	59.0	58.9	58.9	58.9
FII	23.6	24.2	24.2	24.1
DII	12.6	11.9	12.2	12.2
Others	4.7	4.7	4.6	4.8

Price Chart**Key risks**

- Sustained slowdown in the urban consumption.
- Sustenance of inflationary pressure in the copra and vegetable oil prices.
- Increased competition in key categories.

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Q4FY26 – Key performance highlights

- Consolidated revenues grew 22.1% YoY to Rs.3,333cr driven 21% YoY growth in India business and 19% YoY growth (CC basis) in international business. Volume growth improved to 9% in Q4FY26 vs 7% during same period last year. The company reported high-single digit volume growth for 4th consecutive quarter.
- India business revenues witnessed 21% YoY growth to Rs.2505cr driven by 9% YoY growth in volumes. Revenues witnessed strong growth on the back of improved volumes and price revisions taken in core portfolio products such as Parachute (+30% price hike YoY).
- International business revenues witnessed 19% YoY (cc growth) driven by strong performance in Bangladesh which recorded 35% CC growth. Robust core business performance coupled with rapid scale-up of new business led to strong growth in the region. Vietnam sustained double-digit growth (+18% YoY) momentum led by HPC category while Hair care segment aided 8% YoY growth in South Africa. MENA revenues (4% of the international business) declined by 7% YoY impacted by geopolitical headwinds in the Gulf region.
- **Parachute** recorded 29% YoY growth in revenues driven largely by price hikes. Volumes declined by 1% YoY due to pricing actions (+30% YoY) taken on the back of higher input cost such as Copra (+57% YoY). Pricing growth moderated further as the company passed on selective actions to pass on easing copra prices to consumers. Copra prices continued to decline and are ~35% down from the peak levels and is expected to be rangebound in the near term. Gradual improvement in volumes is expected from Q1FY27 onwards. **Saffola** witnessed 8% YoY revenue growth driven by mid-single digit volume growth and low single digit pricing growth during the quarter. Saffola edible oil volume growth is expected to be in low-mid single digit in FY27. **Value-Added Hair Oils (VAHO)** recorded strong 26% YoY revenue growth. (20% volume growth and 6% pricing growth). The company expects volume-led double-digit growth to sustain ahead driven by focused innovation in the mid and premium segments, incremental demand from GST rate rationalisation and benefits from Project SETU.
- **Food** reported 16% YoY revenue growth in Q4FY26. Core portfolio such as Saffola foods registered double-digit growth while Saffola Oats continued to retain its leading market share. The portfolio is expected to grow to 15x of FY20 revenues in FY30. The company added “4700BC”, premium gourmet snacking brand and “Cosmix”, leading digital-first wellness brand to the portfolio thereby strengthening premiumisation across the portfolio.
- **Premium personal care and digital first** brands continued to grow on accelerated path. Serums, Male grooming and hair care reported Rs.350cr annual revenue rate (ARR) in FY26. Digital first business crossed Rs.1100cr+ ARR. The exit ARR in FY27 expected to be 2.5x of FY24 ARR and 5x of FY24 ARR in FY30.
- Gross Margins witnessed 363bps YoY decline to 44.9% due to continued inflation in copra prices on YoY basis. On sequential basis, gross margins continued to witness improvement (+140bps QoQ) as copra prices continued to decline and is down ~35% from the peak. Ad spends during the quarter grew by only 5% YoY. Ad spends as a proportion to sales stood at 9.6% in Q4FY26 vs 11.1% in Q4FY25. As a result of lower ad spends and cost saving measures, flow through of gross margins decline moderated. EBITDA margins declined by 114bps YoY to 15.6% in Q4FY26. EBITDA grew by 13.8% YoY to Rs.521cr.
- Adjusted PAT (after minority interest) grew by 14% YoY to 391cr in Q4FY26.

Exhibit 1: Q4FY26 consolidated result overview (₹ crore)

Particulars	Q4FY26	Q4FY25	y-o-y (%)	Q3FY26	q-o-q (%)
Net sales	3333.0	2730.0	22.1	3537.0	-5.8
Raw Material Consumed	1835.0	1404.0	30.7	1997.0	-8.1
Employee Expenses	237.0	208.0	13.9	235.0	0.9
Ad & Sales promotion expenses	320.0	305.0	4.9	336.0	-4.8
Other Expenses	420.0	355.0	18.3	371.0	13.2
Total Expenditure	2812.0	2272.0	23.8	2939.0	-4.3
Operating profit	521.0	458.0	13.8	598.0	-12.9
Other income	60.0	47.0	27.7	39.0	53.8
Interest expenses	17.0	12.0	41.7	14.0	21.4
Depreciation	60.0	52.0	15.4	50.0	20.0
PBT	504.0	441.0	14.3	573.0	-12.0
Tax	96.0	96.0	0.0	108.4	-11.4
PAT (before MI)	408.0	345.0	18.3	464.6	-12.2
Minority Interest (MI)	17.0	2.0	-	13.0	
Adjusted PAT (After MI)	391.0	343.0	14.0	451.6	-13.4
Extraordinary items	0.0	0.0	-	4.6	-
Reported PAT	391.0	343.0	14.0	447.0	-12.5
Adjusted EPS	3.0	2.7	13.3	3.5	-14.0
Margins	Q4FY26	Q4FY25	bps	Q3FY26	bps
GPM (%)	44.9	48.6	-363	43.5	140
OPM (%)	15.6	16.8	-114	16.9	-128
NPM (%)	12.2	12.6	-40	13.1	-89
Tax rate (%)	19.0	21.8	-272	18.9	13

Source: Company, ICICI Direct Research

FY26 – Key performance highlights

- Consolidated revenues reported 26% YoY growth to Rs.13,611cr. India business grew by 27.6% YoY to Rs.10348cr while international business grew by 20% YoY to Rs.3263cr in FY26. Volume growth during the year stood at 8%.
- Gross Margins witnessed 579bps YoY decline due to elevated input cost environment while EBITDA margins witnessed 260bps YoY decline to 17.1%. EBITDA reported 9.1% YoY growth to Rs.2334cr.
- Adjusted Profit (after minority interest) grew by 8.4% YoY to Rs.1766.6cr while after adjusting to exceptional items, Reported PAT recorded 8.2% YoY growth to Rs.1762cr.
- The Board of Directors recommended a final dividend of Rs.4/equity share.

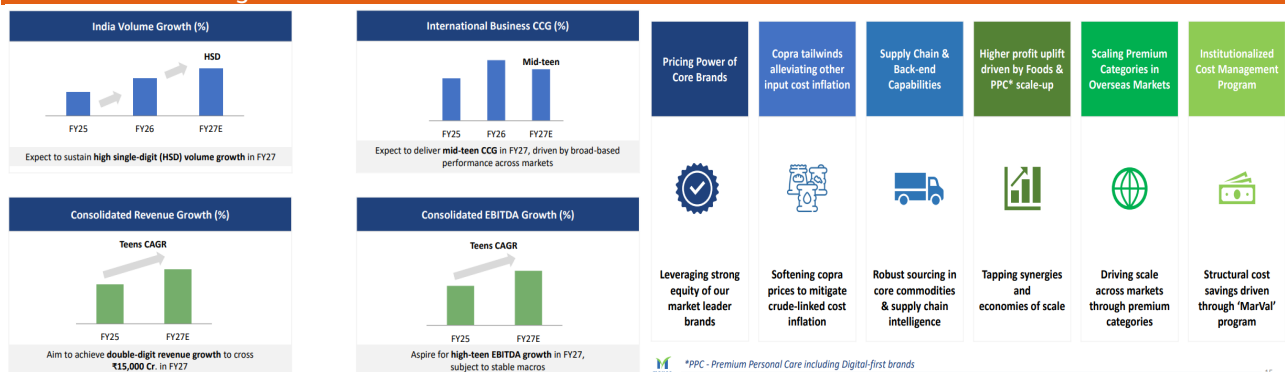
FY27 and Medium-Term outlook and drivers

- Marico aims Rs.15000cr revenue and mid-teens EBITDA growth driven by steady performance of core brands and scale up of new businesses in FY27**
 - Resilient execution and strong supply chain capabilities are expected to support steady near-term performance, with core brands continuing to grow on the back of market share gains and pricing power. Strong supply chain capabilities enables it to compete with small and regional players in the volatile input cost environment.
 - VAHO sustained strong momentum with 20%+ volume growth in Q4FY26 (~6% pricing), and management expects the shift from unbranded to branded, aided by improved affordability, to further scale the segment. Mid and premium portfolios also remained robust, delivering near double-digit volume growth on a 2-year

CAGR basis, with distribution expansion and innovation likely to support continued traction.

- Saffola edible oils delivered stable performance and are expected to maintain momentum in FY27 with a sharper focus on profitability. Growth in cold-pressed oils is being accelerated to improve realizations, while Saffola Gold and Total reported teens growth, reinforcing the premiumisation strategy. The company will be comfortable with low-to-mid-single in the Saffola edible oil portfolio.
- Execution in the foods, PPC segment, including digital-first brands, remains strong. The acquisition of 4700BC, Candid and Cosmix in FY26 strengthens Marico's "house of brands" strategy, which is expected to drive portfolio synergies, supporting both revenue growth and margin expansion.
- The management has guided India volumes to grow in high-single digits in FY27.
- Internationally, Bangladesh is expected to sustain double-digit growth driven by diversification and premiumisation. Overall, the company guides for mid-teen constant currency growth in FY27 for international business
- Driven by steady core performance, faster scale-up of PPC and digital brands, and consistent international growth, Marico expects to deliver double-digit revenue growth in FY27, with revenues scaling to Rs.15,000 crore.
- On margins, easing copra prices are expected to alleviate crude linked derivatives providing relief in input costs. This along with premiumisation and favourable mix, are expected to drive gross margin expansion of 350–400 bps YoY in FY27. Brand building investments are expected to ramp up with 200bps expansion in Ad spends. As a result, EBITDA margins are expected to expand by ~150 bps, translating into mid-teen EBITDA growth.

Exhibit 2: Near term growth outlook

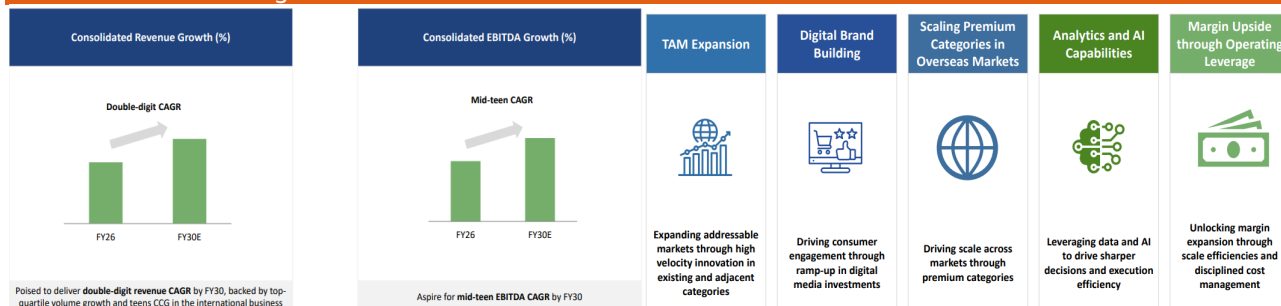


Source: Company, ICICI Direct Research

- **Marico sets Rs.20000cr+ topline vision and mid-teens EBITDA 4-year CAGR; To be driven by premiumisation, TAM expansion and diversified international business over the medium term**
 - Over the medium term, core brands are expected to deliver steady growth driven by healthy volumes, improved penetration and market share gains, while new businesses such as PPC and acquired brands continue to scale up faster. To support this, Marico is expanding its addressable market through Project SETU by strengthening GT distribution and improving partner execution, while also increasing presence in urban channels like chemists and specialty outlets alongside consistent rural expansion collectively enhancing reach, penetration and market opportunity.

- The company is accelerating scale-up of Foods and Premium Personal Care (including digital-first brands), which contributed ~23% of India revenues in FY26 and are expected to rise to ~27% in FY27 and ~33% by FY30. Growth is driven by aggressive TAM expansion, including initiatives like scaling Plix across both foods and personal care thereby increasing its reach. These segments are also driving profitability aided by increased premiumisation in the portfolio, with profit contribution at ~5x of FY20 levels in FY26, expected to reach ~10x by FY30. Digital-first brands are also scaling profitably, targeting double-digit EBITDA margins by FY27 and improving to teens by FY30, with premiumisation, operating leverage and scale synergies supporting both growth and margins.
- Further, International business is becoming more diversified, with Bangladesh contribution reducing from ~50% in FY20 to ~45% in FY26 and expected to decline further to ~35% by FY30, improving geographic resilience. The premium portfolio is also scaling, with contribution rising from ~20% in FY20 to ~30% in FY26 and expected to reach ~40% by FY30. Expansion into high-growth premium categories and newer markets, including the Skiniteq acquisition in Vietnam, along with innovation across skincare, haircare and baby care, is expected to drive teen growth in international business over the medium term.
- Overall, supported by these initiatives, Marico expects to deliver double-digit revenue CAGR led by volume growth and premiumisation, with international business growing in the teens. The company is targeting revenues of Rs.20,000+ crore by FY30, with EBITDA expected to grow at a mid-teen CAGR over FY26-30E, supported by operating leverage, improving mix and continued investments in brands and capabilities.

Exhibit 3: Medium term growth outlook



Source: Company, ICICI Direct Research

Earnings call highlights

- **Demand trends continue to be stable; Gradual improvement in quarters ahead**
 - Overall demand trends continued to remain stable driven by GST rate rationalisation leading to improved affordability, enhanced purchasing power with rangebound inflation during the year and supportive fiscal policy leading to incremental discretionary spends.
 - The management continues to monitor key developments across the global and domestic landscape such as 1) onset and progression of monsoon, 2) trajectory of crude sensitive raw materials and 3) developments in Middle east.
 - Healthy signs of revival were witnessed in rural areas during the year. Policy stimulus by the government and GST rate rationalisation in September 2025 have further helped demand trends to improve.

- **Margin resilience to sustain ahead with disciplined cost management initiatives; Calibrated pricing actions to help mitigate inflation in input cost.**
 - The company has been able to navigate through the ongoing geopolitical condition through strategic position of raw materials, packaging materials. It expects to not have material disruption due to the West Asia war due to strengthened supply chain capabilities.
 - The management has highlighted that sustained inflation in crude-linked derivatives remains a risk and shall take calibrated price actions to mitigate the same.
 - Further, cost pressures from the crude-linked derivatives are expected to be partially offset by consistent decline in copra price decline. Prices have declined ~35% from the peak.
- **Upward revision of EBIDTA growth guidance to be supported by declining copra prices, premiumisation in portfolio and synergies from house of brands**
 - The management highlighted that the upward revision in margins is being supported by visible improvement in gross margins driven by lower copra prices, improved profitability in PPC and digital first business and competitive advantage from strong supply chain abilities.
 - Premiumisation of key brands, higher contribution from higher margin products and synergies from development of house of brands is expected to aid acceleration in revenue growth thereby driving operating leverage and leading to margin expansion ahead.
- **Pricing actions to be in-line with input cost volatility**
 - The company has taken ~10% price cut in Parachute small packs (non-price point packs) during the quarter as copra prices continued to decline. The company aims to further pass on value to customers in a calibrated approach.
 - In VAHO, which is largely crude-linked derivatives, the company has taken ~6% price hikes during the quarter.
 - Overall, to mitigate the impact of input cost inflation, prices hikes will continue in a calibrated manner.

Revision in earnings estimates

We have reduced our earnings estimates for FY27E by 5% to factor in higher advertisement spends than earlier expected while we have broadly maintained our estimates for FY28E. There is a possibility of upward revision in earnings estimates for FY27 if commodity prices witness substantial decline from current levels.

Exhibit 4: Change in Headline Estimates

(₹ crore)	FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	14327.5	15139.6	5.7	16276.0	17248.3	6.0
EBITDA	2948.7	2789.1	-5.4	3398.2	3411.2	0.4
EBITDA margin (%)	20.6	18.4	-216	20.4	19.8	-62
PAT	2221.0	2118.7	-4.6	2584.1	2605.8	0.8
EPS (Rs.)	17.1	16.3	-4.6	19.9	20.1	0.8

Source: Company, ICICI Direct Research

Exhibit 5: Key Operating Assumptions

Particulars	FY24	FY25	FY26	FY27E	FY28E	CAGR % (FY25-28E)
Core Portfolio (Parachute, Saffola edible oil, VAHO)	5323.5	5764.0	7408.1	7994.8	8821.4	15.2
YoY%		8.3	28.5	7.9	10.3	
Foods business	721.5	977.0	1102.5	1318.9	1648.6	19.1
YoY%		35.4	12.8	19.6	25.0	
Premium personal care	700.0	837.5	1119.8	1381.5	1726.9	27.3
YoY%		19.6	33.7	23.4	25.0	
International business & Others	2908.0	3252.8	3980.6	4444.3	5051.3	15.8
YoY%		11.9	22.4	11.6	13.7	
Revenues	9653.0	10831.0	13611.0	15139.6	17248.3	16.8
YoY%		12.2	25.7	11.2	13.9	

Source: Company, ICICI Direct Research

Financial Summary

Exhibit 6: Profit and loss statement						₹ crore
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
Total Operating Income	9653.0	10831.0	13611.0	15139.6	17248.3	
Growth (%)	-1.1	12.2	25.7	11.2	13.9	
Raw Material Expenses	4748.0	5388.0	7559.0	7895.3	8926.0	
Gross Profit	4905.0	5443.0	6052.0	7244.3	8322.3	
Gross Profit Margins (%)	50.8	50.3	44.5	47.9	48.3	
Employee Expenses	743.0	831.0	910.0	1010.1	1131.3	
Advertisement expenses	952.0	1128.0	1300.0	1741.1	1854.2	
Other Expenditure	1184.0	1345.0	1508.0	1704.0	1925.6	
Total Operating Expenditure	7627.0	8692.0	11277.0	12350.5	13837.1	
EBITDA	2026.0	2139.0	2334.0	2789.1	3411.2	
Growth (%)	11.9	5.6	9.1	19.5	22.3	
Other income	142.0	208.0	204.0	227.2	273.6	
Depreciation	158.0	178.0	202.0	235.6	243.8	
Interest expenses	73.0	53.0	53.0	45.1	42.9	
PBT	1937.0	2116.0	2283.0	2735.6	3398.1	
Less Tax	435.0	458.0	465.4	560.8	730.6	
Adjusted PAT	1502.0	1658.0	1817.6	2174.8	2667.5	
Growth (%)	13.6	10.4	9.6	19.6	22.7	
Minority Interest/Profit or loss from Associates	0.0	29.0	51.0	56.1	61.7	
Adjusted PAT (after MI & share of profit from associates)	1502.0	1629.0	1766.6	2118.7	2605.8	
Exceptional item - gain / (loss)	0.0	0.0	-4.6	0.0	0.0	
Reported PAT	1502.0	1629.0	1762.0	2118.7	2605.8	
Growth (%)	13.6	8.5	8.2	20.2	23.0	
EPS (Adjusted)	11.6	12.6	13.6	16.3	20.1	

Source: Company, ICICI Direct Research

Exhibit 8: Balance sheet						₹ crore
(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E	
Equity Capital	129.1	129.1	130.0	129.1	129.1	
Reserve and Surplus	3703.0	3846.0	4080.0	4641.1	5689.3	
Total Shareholders funds	3832.1	3975.1	4210.0	4770.1	5818.3	
Non-controlling interest	337.0	291.0	284.0	284.0	284.0	
Total Debt	528.0	554.0	557.0	505.0	505.0	
Deferred Tax Liability	279.0	248.0	374.0	374.0	374.0	
Other Non Current Liabilities	464.0	1499.0	2532.0	1750.0	1750.0	
Total Liabilities	5440.1	6567.1	7957.0	7683.1	8731.3	
Gross Block - Fixed Assets	1554.0	1680.0	2026.0	2151.0	2276.0	
Accumulated Depreciation	630.0	725.0	927.0	1162.6	1406.4	
Net Block	924.0	955.0	1099.0	988.4	869.6	
Capital WIP	44.0	40.0	85.0	85.0	85.0	
Fixed Assets	968.0	995.0	1184.0	1073.4	954.6	
Goodwill	863.0	857.0	1036.0	1036.0	1036.0	
Other intangible assets	937.0	946.0	1498.0	1498.0	1498.0	
Investments	602.0	1590.0	2083.0	1650.0	1650.0	
Inventory	1336.0	1235.0	1611.0	1582.8	1803.3	
Debtors	1069.0	1271.0	1304.0	1451.7	1653.9	
Other Current Assets	519.0	566.0	697.0	801.6	921.8	
Loans & Advances	115.0	38.0	44.0	57.2	74.4	
Cash	229.0	321.0	404.0	118.6	98.0	
Bank balance / Current invest.	715.0	456.0	89.0	350.0	1200.0	
Total Current Assets	3983.0	3887.0	4149.0	4362.0	5751.4	
Creditors	1581.0	1306.0	1634.0	1552.5	1749.0	
Provisions	8.0	16.0	10.0	11.0	12.1	
Other Current Liabilities	392.0	443.0	474.0	497.7	522.6	
Total Current Liabilities	1981.0	1765.0	2118.0	2061.2	2283.6	
Net Current Assets	2002.0	2122.0	2031.0	2300.7	3467.7	
Deferred tax assets	68.1	57.1	125.1	125.1	125.1	
Application of Funds	5440.1	6567.1	7957.0	7683.2	8731.4	

Source: Company, ICICI Direct Research

Exhibit 7: Cash flow statement						₹ crore
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
Profit/(Loss) after taxation	1360.0	1450.0	1613.6	1947.6	2393.9	
Add: Depreciation & Amortization	158.0	178.0	202.0	235.6	243.8	
Add: Other income	142.0	208.0	204.0	227.2	273.6	
Minority Interest		29.0	51.0	56.1	61.7	
Exceptional items		0.0	-4.6	0.0	0.0	
Net Increase in Current Assets	-404.0	-71.0	-546.0	-237.3	-560.0	
less: 'Net Increase in Current Liabili	-223.0	-216.0	353.0	-56.8	222.4	
CF from Operating activities	1033.0	1520.0	1771.0	2060.2	2512.0	
Investments & Bank bal	328.0	-729.0	-126.0	172.0	-850.0	
(Purchase)/Sale of Fixed Assets	-236.0	-205.0	-391.0	-125.0	-125.0	
Intangible assets& goodwill	-378.0	-3.0	-731.0	0.0	0.0	
Others	0.0	0.0	0.0	0.0	0.0	
CF from Investing activities	-286.0	-937.0	-1248.0	47.0	-975.0	
(inc)/Dec in Debt	-80.0	26.0	3.0	-52.0	0.0	
Change in equity & reserves	-243.0	-582.7	-1007.9	-0.9	0.0	
Dividend paid	-1226.0	-903.4	-519.2	-1557.6	-1557.6	
Deferred tax liability & others	823.0	969.0	1084.0	-782.0	0.0	
CF from Financing activities	-726.0	-491.0	-440.1	-2392.6	-1557.6	
Net Cash Flow	21.0	92.0	83.0	-285.3	-20.6	
Cash and Cash Equivalent	208.0	229.0	321.0	404.0	118.6	
Cash	229.0	321.0	404.0	118.6	98.0	
Free Cash Flow	797.0	1315.0	1380.0	1935.2	2387.0	

Source: Company, ICICI Direct Research

Exhibit 9: Key ratios					
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E
Per share data (₹)					
Adjusted EPS	11.6	12.6	13.6	16.3	20.1
Cash EPS	12.9	14.0	15.1	18.2	22.1
BV per share	29.7	30.8	32.4	36.7	44.8
Operating Ratios (%)					
GPM	50.8	50.3	44.5	47.9	48.3
OPM	21.0	19.7	17.1	18.4	19.8
PBDIT	22.5	21.7	18.6	19.9	21.4
PAT margins	15.6	15.3	13.4	14.4	15.5
Fixed Asset turnover (x)	6.2	6.4	6.7	7.0	7.6
Return Ratios (%)					
RoE	39.4	41.7	43.2	47.2	49.2
RoCE	41.4	43.2	44.5	49.0	53.3
Valuation Ratios (x)					
P/E	69.3	63.9	59.3	49.4	40.2
EV / EBITDA	51.3	48.1	44.1	37.1	30.3
EV / Net Sales	10.8	9.5	7.6	6.8	6.0
Market Cap / Sales	10.8	9.6	7.7	6.9	6.1
Price to Book Value	27.2	26.2	24.9	22.0	18.0
Solvency Ratios (x)					
Debt / EBITDA	0.3	0.3	0.2	0.2	0.1
Debt / Equity	0.1	0.1	0.1	0.1	0.1
Inventory days	48.4	43.3	38.2	38.2	38.2
Debtor days	39.4	39.4	34.5	35.0	35.0
Creditor days	57.3	48.6	39.4	39.4	39.4
WC Days	30.5	34.1	33.3	33.7	33.7

Source: Company, ICICI Direct Research

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