

CMP: ₹ 1192

Target: ₹ 1,420 (19%)

Target Period: 12 months

BUY

Good Q2; margins to better off in H2

November 4, 2025

About the stock: Tata Consumer Products (TCPL) was formed with a vision to synergise, simplify and scale the principal consumer products interests of the Tata Group under one roof. Under the vision it has transformed itself from commodities tea/coffee business to high margins food and beverage business. TCPL's product portfolio includes tea, coffee, salt, pulses, spices, dry fruits, water, ready-to-drink (RTD), ready-to-cook (RTC), and breakfast cereals, snacks, and mini meals.

Q2FY26 performance: TCPL's consolidated revenues grew by 18% YoY to Rs.4,965.9cr driven by 15% growth in the India beverage business and 19% growth in the India food business while non-branded business revenues grew by 26% in Q2FY26. Consolidated gross margins decreased by 152bps YoY to 42.1% and EBITDA margins decreased by 133bps YoY to 13.5%. EBITDA grew by 7.3% YoY to Rs.672cr. Reported PAT grew by 11% YoY to Rs.407cr.

Investment Rationale:

- **Branded tea volumes to grow by mid-single digit; branded tea gross margins recovered to 34-36%:** Domestic branded tea sales volume growth improved sequentially to 5% in Q2FY26 from just 1% in Q1FY26 due to correction in the tea prices reducing the pricing premium over regional/un-branded players. Management has guided for mid-single digit volume growth and price mix growth of 1-2% aiding overall value growth of high single for branded tea business. Correction in the raw tea prices by ~20% on YoY basis aided the branded tea gross margins recovering to 34-36% in Q2FY26. Management expects branded tea gross margins to remain at 34-36% in the near term.
- **Growth businesses to grow by 30% in near term:** Growth businesses (contributed 32% to consolidated revenues) grew by 27% YoY in Q2FY26. Tata Sampann revenues grew by 40% YoY while RTD business revenues grew by 25% YoY during the quarter. Capital Foods grew by 8% (affected by GST 2.0 transition) while Organic Foods grew by 30%. Tata Sampann will maintain the strong growth momentum with new categories such as dry-fruit portfolio (Rs.300cr), cold press oil (Rs.250cr) and vending business (Rs.80-90cr) scaling up well. RTD portfolio is expected to grow by 30% due to low penetration, while Capital foods and Organic Foods are expected to post strong growth on back of innovation and distribution expansion. Overall management is confident of growth business to deliver 30% growth in the near term.
- **EBIDTA margins to improve to 15% by Q4FY26:** North India tea prices are down by 18% and expected to further moderate on back of better tea crop. Domestic branded tea gross margins have recovered to 34-36%. International coffee prices have spike because of tariff related inflation. The company has undertaken required price hikes in key market. Improvement in the contribution of growth businesses will support the overall margins in the coming quarters. Capital foods and Organic India combined gross margins stood at 49% in H1FY26. Thus, consolidated gross margins to improve in H2FY26. Overall, the company expects EBITDA margins to reach 15% in Q4FY26 (from 13.5% in Q2FY26).

Rating and Target Price: We expect TCPL revenues/EBIDTA/Adjusted PAT to grow at CAGR of 12%/16%/24% over FY25-27E. We recommend **Buy** with a **price target of Rs1,420 (rolling it over to FY27-28E average EPS of Rs23.7 valuing at 60x).**

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25)	FY26E	FY27E	FY28E	3 year CAGR (FY25-28E)
Revenues	13783.6	15205.9	17618.3	13.1	19887.7	22170.8	24832.9	12.1
EBIDTA	1856.9	2284.1	2479.4	15.6	2864.3	3361.4	3875.5	16.1
EBIDTA Margins(%)	13.5	15.0	14.1		14.4	15.2	15.6	
Adjusted PAT	1193.0	1457.4	1377.0	7.4	1716.2	2132.6	2556.4	22.9
EPS (Rs.)	12.1	14.7	13.9		17.3	21.6	25.8	
PE (x)	92.1	77.9	85.7		68.7	55.3	46.1	
EV to EBITDA (x)	62.7	52.9	48.2		41.5	35.0	30.0	
RoE (%)	7.8	9.5	8.2		8.7	10.2	11.4	
RoCE (%)	8.0	8.5	7.9		8.8	10.5	12.2	

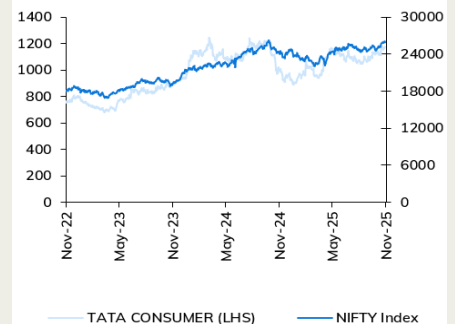
Source: Company, ICICI Direct Research

**Particulars**

Particular	Amount
Market Capitalisation (₹ crore)	1,17,948
Debt (FY25) - ₹ crore	4,316
Cash (FY25) - ₹ crore	2,818
EV (Rs crore)	1,19,447
52 week H/L (₹)	1203 / 884
Equity capital (₹ crore)	99.0
Face value (₹)	1.0

Shareholding pattern

	Dec-24	Mar-25	Jun-25	Sep-25
Promoters	33.8	33.8	33.8	33.8
FII	23.2	21.5	23.2	21.5
DII	19.5	22.0	19.5	22.0
Others	23.5	22.7	23.5	22.7

Price Chart**Key risks**

- Sustained inflation in the raw tea prices.
- Increase in competition from regional brands in tea and coffee segment.
- Slow scale-up in some of the recent acquisitions.

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Q2FY26 – Key performance highlights

- TCPL's consolidated revenues grew by 18% YoY to Rs.4,669cr in Q2FY26 led by double-digit volume growth of 14% YoY in the India branded business.
- **India beverages** reported 15% YoY growth in revenues to Rs.1,586cr led by strong performance in the packed beverages and RTD segment. Indian packaged beverages reported 12% YoY growth in revenues to Rs.1,261cr aided by coffee (+56% YoY). The segment reported 5% YoY growth in volumes during the quarter. Growth was broad based across categories. With favourable input cost environment, margins for the quarter witnessed recovery. RTD segment delivered a positive surprise with 25% YoY revenue growth to Rs.192cr despite higher and unseasonal monsoon and heightened competitive intensity. Tata Copper+ sustained its growth momentum reporting 36% YoY growth during the quarter. The company has re-entered the caffeine energy segment with Zip Zap during the quarter.
- **India Foods (Ex-Capital and Organic Foods)** recorded 10% YoY Rs.1,276cr backed by double digit volume growth of 11% YoY. Salts reported 16% YoY growth in revenues with 9% growth in volumes. Value-added salts continued its strong growth momentum with 23% YoY growth. Tata Sampann recorded strong growth of 40% YoY driven by new innovations and launches.
- **Capital and Organic Foods** witnessed 16% YoY growth in revenues to Rs.356cr in Q2FY26. Capital Food sales were impacted in September post the GST rate revamp especially in modern trade. The businesses continued to be gross margin accretive to the consolidated business. The business reported a combined gross margin of 48% in Q2FY26 and 49% in H1FY26.
- **International business** reported 15% YoY growth in revenues (9% CC growth) to Rs.1,170cr. UK business continued to operate on a high base with revenues declining 5% YoY. USA business delivered 21% YoY growth and Canada business reported 7% YoY growth driven by Speciality segment. Lower gross margins flowed through to EBITDA margins which declined by 400bps YoY in Q2FY26.
- **Non-Branded business** reported 26% YoY growth in revenues to Rs.590cr led by 34% YoY growth in soulful business. Plantations reported 17% YoY growth. EBITDA margins declined by ~1100bps YoY due to reversal of fair value benefits.
- **Tata Starbucks** reported 8% YoY growth in revenues with positive same stores sales growth. The company added 7 new stores during the quarter taking total store count to 492. New innovations and launches continues to aid further growth.
- **Growth businesses** reported 27% YoY growth in revenues with its share in the portfolio exceeding the guided range of 30%. As of Q2FY26, the contribution of growth businesses stood at 32%.
- Consolidated gross margins declined by 152bps YoY to 42.1% majorly impacted by lower margins in international business due to inflated coffee prices. Although, the decline in gross margins were curbed sequentially during the quarter with better revenue growth and easing tea prices sequentially.
- EBITDA Margins stood at 13.5% for Q2FY26 declining by 133bps YoY impacted by lower margins across International and Non-Branded business. India branded business witnessed 87bps YoY improvement in EBITDA margins on the back of strong performance. EBITDA grew 7.3% YoY to Rs.672cr.
- Adjusted PAT stood at Rs.447.2cr, growing by 26% YoY. Reported PAT grew by 11% YoY to Rs.406.6cr.

H1FY26 – Key performance highlights

- Consolidated revenues recorded 13.8% YoY growth in revenues to Rs.9,744.8cr in H1FY26. Growth remained broad based across all categories.
- India Beverages reported 11% and India Foods reported 17% YoY growth in revenues for H1FY26. International business reported 12% YoY growth (7% CC terms). Non-branded business recorded 17% YoY growth in revenues in H1FY26.
- Gross margins witnessed 316bps YoY decline to 41.1%.
- EBITDA margins were down by 198bps YoY to 13.1%. It was impacted by the contraction in international business and non-branded business margins. EBITDA grew by 13.1% YoY to Rs.1278.7cr
- Adjusted PAT witnessed 18% YoY growth to Rs.820cr. Reported PAT reported 8% YoY growth to Rs.738.3cr

Q2FY26 – Key conference call highlights

- Tea business gross margins recovers to 34-36% aided by lower tea prices, Coffee margins expected to stay under pressure; Price hikes planned for coffee
 - Tea margins have normalised to the guided range of 34%-36%. The management has indicated that the margins are likely to stay in this range in the near term to create the balance between competitiveness and market share.
 - The management guided for mid to high single digit revenue growth in tea led by mid-single digit volume growth as the price cuts have been fully passed through.
 - The improvement in the gross margins of tea business was majorly due to the correction the tea prices. Tea prices have declined 20% YoY in Q2FY26.
 - North India tea prices have also reported decline in prices upto 18% YoY and with better tea flush, the management expects the prices to decline further.
 - Coffee prices remain volatile amidst the tariff issue. Brazil coffee became costlier due to US tariffs. The management expects normalization of the price over the next quarter.
 - US coffee margins are expected to stay under pressure. The management has already scheduled price hikes from January 2026 and also is expected to take another price hike in March 2026 if needed to restore profitability.
- Growth Business – Momentum to continue aided by innovation, better portfolio mix
 - Growth Portfolio (RTD, Sampann, Organic India, Capital Foods) are expected to maintain the 30% share growing at 30% trajectory in the near term. Portfolio has reported 27% YoY growth and forms 32% of the portfolio.
 - GST related transitory issues temporarily disrupted trade in the Capital foods, Organic India and Soulfull business. The business was impacted only for 15-20 days in October. The management informed that the business has now returned to normal.
 - Dry Fruits and cold-pressed oil drove the growth in Sampann. It is primarily a commoditized business; Hence, the growth was majorly volume led. Vending business which was started 1 year back has now scaled to Rs.85-Rs.90cr. Organic India witnessed sharp rebound as the company has fixed the supply channels in US and gains from pharma channel.

- The management is now planning for category expansion in Growth business into high-growth, value-accretive segments such as health foods, beverages, and convenience categories. Innovation-led launches driving premiumization, Distribution expansion across all trade channels (newer trade channels now contribute 37% to India Sales).
- With low penetration of RTD segment in India, the company is exploring to exploit such segments with target of gaining market share. Further, through innovation and distribution, Capital foods and Organic India are expected to scale ahead. Management is confident of 30% in the growth business to ahead.
- Double-Digit revenue growth to sustain; EBITDA margins to improve to 15-17% in Q4FY26
 - The management guided for sustained double-digit revenue growth with continued margin improvement in H2FY26.
 - The management is targeting 15% consolidated EBIDTA margins by Q4FY26, subject to coffee prices stabilising, declining tea prices and improving portfolio mix.
 - The management has informed that India business margins are stabilising around 15% and has further scope for margin expansion.
- International business margins to recover: Coffee price stabilisation remains key factor
 - In International business, UK revenues declined majorly due to higher base but has maintained the profitability. US witnessed strong growth in revenues but margins were impacted on the back of elevated input cost of coffee.
 - The management expects the international business margins to recover gradually from Q4FY26 as commodity inflation stabilises and price hikes are flown through. Q2FY26 is likely near the margin trough.
- Other Highlights
 - The management informed that some distributors expressed dissatisfaction over the company's decision to make them handle the entire TCPL portfolio and not be selective over products such as salt. The management clarified that this was part of the strategy to build an efficient distribution system and enhance scale benefits.
 - The management informed that the issues have now resolved and inventories are in normalized range with their internal automated replenishment system ensuring balanced stock among distributors.

Revision in earnings estimates

We have broadly maintained our earnings estimates for FY26 and FY27. Moderating tea prices and improved mix of growth businesses will improve the margins in H2FY26. We have introduced FY28 earnings estimates in this note.

Exhibit 1: Changes in headline estimates

(₹ crore)	FY26E			FY27E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	19856.1	19887.7	0.2	22091.6	22170.8	0.4
EBIDTA	2857.2	2864.3	0.3	3343.0	3361.4	0.6
EBIDTA margin (%)	14.4	14.4		15.1	15.2	
PAT	1710.9	1716.2	0.3	2119.0	2132.6	0.6
EPS (Rs.)	17.3	17.3	0.3	21.4	21.6	0.6

Source: Company, ICICI Direct Research

Exhibit 2: Key operating assumptions

Particulars	FY24	FY25	FY26E	FY27E	FY28E	CAGR (FY25-28E)
India beverage business (a+b+c)	5416.0	6349.0	7155.4	7841.6	8743.7	11.3%
YoY (%)	7.2	17.2	12.7	9.6	11.5	
Packaged beverage (a)	4588.0	5139.0	5719.7	6094.6	6621.8	
YoY (%)	3.6	12.0	11.3	6.6	8.6	
Ready to Drink (RTD) (b)	828.0	835.0	951.9	1142.3	1347.9	
YoY (%)	33.3	0.8	14.0	20.0	18.0	
Organic India (c)	0.0	375.0	483.8	604.7	774.0	
YoY (%)	-	-	29.0	25.0	28.0	
India Foods (d + e)	4314.0	5194.0	6112.9	7324.5	8641.0	18.5%
YoY (%)	17.7	20.4	17.7	19.8	18.0	
India Foods - Foods & Sampann (d)	4230.0	4395.0	5186.1	6119.6	7098.7	
YoY (%)	15.4	3.9	18.0	18.0	16.0	
Capital Foods (e)	84.0	799.0	926.8	1204.9	1542.3	
YoY (%)	-	-	16.0	30.0	28.0	
International business	3925.0	4215.1	4480.4	4673.2	4906.8	5.2%
YoY (%)	9.4	7.4	6.3	4.3	5.0	
Non-branded & Others	1550.8	1909.9	2139.0	2331.6	2541.4	10.0%
YoY (%)	4.9	23.2	12.0	9.0	9.0	
Total Revenues	15205.8	17668.0	19887.7	22170.8	24832.9	12.0%
YoY (%)	10.3	16.2	12.6	11.5	12.0	

Source: Company, ICICI Direct Research

Exhibit 3: Q2FY26 consolidated result snapshot (₹ crore)

Particulars	Q2FY26	Q2FY25	Y-o-Y (%)	Q1FY26	Q-o-Q (%)
Total Revenue	4965.9	4214.5	17.8	4778.9	3.9
Raw material cost	2876.3	2376.9	21.0	2862.7	0.5
Employee cost	406.7	363.5	11.9	385.6	5.5
Advertising	0.0	0.0		0.0	
Other expenses	1011.1	847.7	19.3	923.6	9.5
Total operating cost	4294.1	3588.2	19.7	4172.0	2.9
Operating profit	671.8	626.3	7.3	606.9	10.7
Other income	38.0	46.0	-17.3	41.2	-7.7
Interest & other financial cost	33.2	98.7	-66.3	33.8	-1.6
Depreciation	98.3	94.3	4.2	93.9	4.6
Profit Before Tax	578.3	479.2	20.7	520.4	11.1
Tax	140.5	133.1	5.6	133.3	5.4
Minority Interest (MI)/ Profit from associates	9.5	7.9	20.2	-14.7	-164.4
Adjusted PAT after MI	447.2	354.0	26.3	372.5	20.1
Extra-ordinary items	-40.7	13.2	-	-40.7	-
Reported PAT	406.5	367.2	10.7	331.8	22.5
Adjusted EPS (Rs.)	4.4	3.5	26	3.9	13
Margins	Q2FY26	Q2FY25	bps	Q1FY26	bps
GPM (%)	42.1	43.6	-152	40.1	198
OPM (%)	13.5	14.9	-133	12.7	83
NPM (%)	8.8	8.2	60	8.1	71
Tax rate (%)	24.3	27.8	-347.1	25.6	-131

Source: Company, ICICI Direct Research

Exhibit 4: Revenue breakup (₹ crore)

Particulars	Revenue Value.	Growth
India beverages	1586.0	14.9%
India food	1276.0	9.8%
International	1170.0	15.0%
Non-branded	590.0	27.7%
Capital and Organic Foods	356.0	16.0%
Total Revenues	4965.9	

Source: Company, ICICI Direct Research

Exhibit 5: Q2FY26 segmental revenues (₹ crore)

Particular	Q2FY26	Q2FY25	Y-o-Y (%)	Q1FY26	Q-o-Q (%)
India Business	3122.2	2655.2	17.6	3125.7	-0.1
International Business	1287.7	1116.0	15.4	1145.2	12.4
Total branded business	4409.9	3771.2	16.9	4270.9	3.3
Non-branded business	590.2	462.3	27.7	535.8	10.2
Total	4965.9	4214.5	17.8	4778.9	3.9

Source: Company, ICICI Direct Research

Exhibit 6: Q2FY26 segmental PBIT (₹ crore)

Particular	Q2FY26	Q2FY25	Y-o-Y (%)	Q1FY26	Q-o-Q (%)
India Business	241.6	243.2	-0.7	290.3	-16.8
International Business	157.3	167.1	-5.9	154.6	1.8
Total branded business	398.9	410.4	-2.8	444.8	-10.3
Non-branded business	112.0	106.1	5.5	64.5	73.5
Total PBIT	510.9	516.5	-1.1	509.4	0.3

Source: Company, ICICI Direct Research

Financial summary

Exhibit 7: Profit and loss statement

₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Total Operating Income	15205.9	17618.3	19887.7	22170.8	24832.9
Growth (%)	10.3	15.9	12.9	11.5	12.0
Raw Material Expenses	8563.9	10069.3	11306.2	12460.0	13906.4
Gross Profit	6641.9	7549.0	8581.6	9710.8	10926.5
Gross Profit Margins (%)	43.7	42.8	43.2	43.8	44.0
Employee Expenses	1258.6	1430.1	1630.3	1793.3	1972.7
Advertisement expenses	988.4	1233.3	1392.1	1596.3	1788.0
Other Expenditure	2110.9	2406.3	2694.8	2959.8	3290.4
Total Operating Expenditure	12921.8	15139.0	17023.4	18809.4	20957.4
EBITDA	2284.1	2479.4	2864.3	3361.4	3875.5
Growth (%)	23.0	8.5	15.5	17.4	15.3
Interest	129.8	290.2	209.9	142.6	79.6
Depreciation	377.2	380.7	389.7	415.2	436.5
Other Income	245.6	193.3	199.4	223.3	226.5
PBT	2022.8	2001.7	2464.1	3026.8	3585.9
Less Tax	479.8	531.5	697.9	844.2	989.5
Adjusted PAT	1543.0	1470.2	1766.2	2182.6	2596.4
Growth (%)	26.5	-4.7	20.1	23.6	19.0
Minority Interest/Profit or loss from Associates	-85.6	-93.2	-50.0	-50.0	-40.0
Adjusted PAT (after MI & share of profit from associates)	1457.4	1377.0	1716.2	2132.6	2556.4
Exceptional item - gain / (loss)	-242.0	-89.9	-162.8	-162.8	-162.8
Reported PAT	1215.4	1287.1	1553.4	1969.8	2393.6
Growth (%)	-8.0	5.9	20.7	26.8	21.5
EPS (Adjusted)	14.7	13.9	17.3	21.6	25.8

Source: Company, ICICI Direct Research

Exhibit 8: Cash flow statement

₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Profit/(Loss) after taxation	1297.4	1276.9	1566.8	1959.4	2369.8
Add: Depreciation & Amortization	377.2	380.7	389.7	415.2	436.5
Add: Other income	245.6	193.3	199.4	223.3	226.5
Net Increase in Current Assets	67.9	-1624.2	-555.4	-803.8	-920.5
less: 'Net Increase in Current Liabilities	-427.8	-759.0	-394.5	-481.9	-559.4
CF from Operating activities	2415.8	985.7	1995.0	2276.0	2671.8
Investments & Bank bal	1685.1	238.0	-125.9	-168.2	-18.5
(Purchase)/Sale of Fixed Assets	-766.2	-489.0	-333.2	-250.0	-250.0
Intangible assets & goodwill	-5793.6	-2028.9	0.0	0.0	0.0
Others	0	0	0	0	0
CF from Investing activities	-4874.6	-2279.9	-459.1	-418.2	-268.5
(inc)/Dec in Loan	3482.5	-1155.0	-1000.0	-1200.0	-1200.0
Change in equity & reserves	-494.6	3325.1	-171.1	-169.9	-158.6
Dividend paid	-738.4	-841.1	-791.6	-791.6	-791.6
Deferred tax liability & others	990.4	371.4	20.5	22.5	24.8
CF from Financing activities	3239.8	1700.4	-1942.2	-2138.9	-2125.4
Net Cash Flow	780.9	406.2	-406.3	-281.1	277.9
Cash and Cash Equivalent	1538.8	2319.8	2725.9	2319.6	2038.6
Cash	2319.8	2725.9	2319.6	2038.6	2316.4
Free Cash Flow	1649.6	496.7	1661.8	2026.0	2421.8

Source: Company, ICICI Direct Research

Exhibit 9: Balance sheet

₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Equity Capital	95.3	99.0	99.0	99.0	99.0
Reserve and Surplus	15961.5	19902.1	20664.0	21842.2	23444.2
Total Shareholders funds	16056.8	20001.1	20762.9	21941.2	23543.1
Minority Interest	1379.3	1389.2	1430.9	1473.8	1518.0
Total Debt	5471.2	4316.1	3316.1	2116.1	916.1
Deferred Tax Liability	1795.2	2187.38	2187.38	2187.38	2187.38
Long-Term Provisions	225.7	204.9	225.4	247.9	272.7
Total Liabilities	24928.2	28098.7	27922.7	27966.4	28437.4
Gross Block - Fixed Assets	4333.7	4410.3	4760.3	5010.3	5260.3
Accumulated Depreciation	1850.6	1836.1	2225.9	2641.1	3077.6
Net Block	2483.1	2574.1	2534.4	2369.1	2182.6
Capital WIP	189.6	206.8	190.0	190.0	190.0
Fixed Assets	2672.7	2780.9	2724.4	2559.1	2372.6
Goodwill & Other intangible assets	16660.1	18689.0	18689.0	18689.0	18689.0
Investments	846.7	890.0	907.8	926.0	944.5
Inventory	2769.4	3599.9	3814.1	4251.9	4762.5
Debtors	896.8	869.8	980.8	1093.4	1224.6
Other Current Assets	944.2	1586.8	1745.5	1920.0	2112.0
Loans & Advances	538.1	716.1	787.7	866.5	953.2
Cash	2319.8	2725.9	2319.6	2038.6	2316.4
Bank balance / Current investments	373.3	91.9	200.0	350.0	350.0
Total Current Assets	7841.5	9590.5	9847.7	10520.4	11718.7
Creditors	2707.2	3508.4	3868.6	4312.7	4830.5
Provisions	163.0	150.2	165.2	181.7	199.9
Other Current Liabilities	222.6	193.2	212.5	233.7	257.1
Total Current Liabilities	3092.7	3851.8	4246.2	4728.1	5287.5
Net Current Assets	4748.7	5738.7	5601.5	5792.3	6431.2
Application of Funds	24928.2	28098.7	27922.7	27966.4	28437.4

Source: Company, ICICI Direct Research

Exhibit 10: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Per share data (I)					
Adjusted EPS	14.7	13.9	17.3	21.6	25.8
Cash EPS	20.2	18.7	21.8	26.3	30.7
BV per share	168.5	202.1	209.8	221.7	237.9
Operating Ratios (%)					
Gross Profit Margins	43.7	42.8	43.2	43.8	44.0
OPM	15.0	14.1	14.4	15.2	15.6
Adjusted PAT Margins	9.6	7.8	8.6	9.6	10.3
Asset Turnover (x)	1.4	1.5	1.6	1.8	2.0
Return Ratios (%)					
RoE	9.5	8.2	8.7	10.2	11.4
RoCE	8.5	7.9	8.8	10.5	12.2
RoCE (excluding goodwill)	16.1	14.6	12.0	14.2	16.3
Valuation Ratios (x)					
P/E	77.9	85.7	68.7	55.3	46.1
EV / EBITDA	52.9	48.2	41.5	35.0	30.0
EV / Net Sales	7.9	6.8	6.0	5.3	4.7
Market Cap / Sales	7.8	6.7	5.9	5.3	4.7
Price to Book Value	7.1	5.9	5.7	5.4	5.0
Solvency Ratios					
Debt / EBITDA	2.4	1.7	1.2	0.6	0.2
Debt / Equity	0.3	0.2	0.2	0.1	0.0
Inventory days	66	75	70	70	70
Debtor days	22	18	18	18	18
Creditor days	65	73	71	71	71
WC Days	23	20	17	17	17

Source: Company, ICICI Direct Research

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Sell: <-15%



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