

CMP: ₹ 1122

Target: ₹ 1,420 (26%)

Target Period: 12 months

BUY

Strong Q3; Margin improvement to sustain

January 28, 2026

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.

Q3FY26 performance: TCPL's consolidated revenues grew by 15% YoY to Rs.5,112cr driven by 15% volume growth in India branded business. India beverage business reported 7% YoY growth and India food business reported 19% YoY growth while non-branded business revenues grew by 23% YoY in Q3FY26. International business reported 18% YoY growth. Consolidated gross margins improved by 170bps YoY to 42.8% and EBIDTA margins improved by 139bps YoY to 14.1%. EBIDTA grew by 27.6% YoY to Rs.720.7cr. Adjusted PAT grew by 35.2% YoY to Rs.442.4cr.

Investment Rationale:

- Tea business volume guidance retained at 4-5%; Revenue growth to be in mid-to-high single digits with stable margins:** Domestic branded tea sales revenue growth stood at 3% (largely driven by volume growth) in Q3FY26. Volume growth was aided by lower prices pass through to customers leading to improvement in volumes. Management has guided for mid-single digit volume growth and price mix growth of 1-2% aiding overall value growth of mid-to-high single for branded tea business. Gross margins of tea business were back to normative levels aided by 9% YoY correction in tea prices. Overall, the management expects a better crop condition in North India, which will further improve the branded tea business margins in the quarters ahead.
- Growth businesses to grow by 30% aided by strong performance in Sampann, RTD and new acquisitions:** Growth business reported strong revenue growth of 29% YoY in Q3FY26. Tata Sampann revenues grew by 45% YoY while RTD business revenues grew by 26% YoY during the quarter. Capital Foods recorded 10% YoY growth and Organic Foods reported 26% YoY growth in revenues. Further, Tata Sampann is expected to continue 30% growth aided by value added portfolio such as dry fruits and cold pressed oil reporting Rs.200-250cr ARR currently. RTD business is expected to report higher growth in upcoming quarters aided by summer season while Capital and organic foods will witness accelerated growth led by enhanced distribution initiatives. Hence, the management is confident of growth business to deliver 30% growth in the near term.
- EBIDTA margins to improve to 15% by Q4FY26:** Tea prices have witnessed 9% YoY correction in Q3FY26 and is expected to further drop with better North India crop. Domestic Tea business gross margins are back to normative levels aided by lower prices. International business margins are also expected to recover over the next 1-2 quarters post full pass through of prices. Further, the growth business is also expected to deliver strong growth which will further aid margin profile as new businesses are margin accretive. Capital foods and Organic India continue to report higher gross margins (48% in Q3FY26). Overall, the consolidated EBIDTA margins will sequentially improve to 15% in Q4FY26.

Rating and Target Price: We expect TCPL revenues/EBIDTA/Adjusted PAT to grow at CAGR of 12%/16%/23% over FY25-28E. We recommend **Buy** with a price target of **Rs1,420 (FY28E EPS of Rs25.7 valuing at 55x)**.

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	20143.8	22397.1	25046.2	12.4
EBIDTA	1856.9	2284.1	2479.4	15.6	2881.9	3335.6	3863.1	15.9
EBIDTA Margins(%)	13.5	15.0	14.1		14.3	14.9	15.4	
Adjusted PAT	1193.0	1457.4	1377.0	7.4	1729.2	2113.6	2547.2	22.8
EPS (Rs.)	12.1	14.7	13.9		17.5	21.4	25.7	
PE (x)	86.7	73.4	80.6		64.2	52.5	43.6	
EV to EBIDTA (x)	58.9	49.8	45.4		38.8	33.2	28.3	
RoE (%)	7.8	9.5	8.2		8.7	10.1	11.4	
RoCE (%)	8.0	8.5	7.9		8.9	10.4	12.2	

Source: Company, ICICI Direct Research



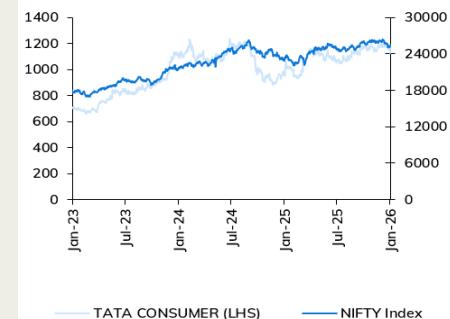
TATA CONSUMER PRODUCTS LIMITED

Particulars

Particular	Amount
Market Capitalisation (₹ crore)	1,11,022
Debt (FY25) -₹ crore	4,316
Cash (FY25) -₹ crore	2,818
EV (Rs crore)	1,12,520
52 week H/L (₹)	1221 / 934
Equity capital (₹ crore)	99.0
Face value (₹)	1.0

Shareholding pattern

	Mar-25	Jun-25	Sep-25	Dec-25
Promoters	33.8	33.8	33.8	33.8
FIIs	21.5	23.2	21.5	21.2
DIL	22.0	19.5	22.0	23.5
Others	22.7	23.5	22.7	21.5

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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Q3FY26 – Key performance highlights

- TCPL's consolidated revenues grew by 15% YoY to Rs.5,112cr in Q3FY26 led by mid-teens volume growth of 15% YoY in the India branded business.
- India beverages** reported 7% YoY growth in revenues to Rs.1,620cr. India packaged beverages reported 3% YoY growth in revenues to Rs.1,304cr. The segment reported 3% YoY growth in volumes during the quarter with tea prices being passed through to consumers. With favourable input cost environment, margins for the quarter witnessed recovery and returned to normative levels. RTD segment continued its strong growth trajectory with 26% YoY revenue growth to Rs.199cr. Tata Copper+ sustained its growth momentum reporting 31% YoY growth during the quarter. The RTD segment reported strong volume growth of 27% YoY in Q3FY26.
- India Foods (Ex-Capital and Organic Foods)** recorded 11% YoY Rs.1,301cr backed by mid-teens volume growth of 16% YoY. Salts reported 14% YoY growth in revenues with 15% growth in volumes led by targeted trade and consumer promotions in specific geographies. Tata Sampann recorded strong growth of 45% YoY driven by sustained strong performance across the new innovations and launches.
- Capital and Organic Foods** witnessed 15% YoY growth in revenues to Rs.354cr in Q3FY26. Capital foods exports were impacted by US tariffs. The businesses continued to be gross margin accretive to the consolidated business. The business reported a combined gross margin of 48% in Q3FY26.
- International business** reported 18% YoY growth in revenues (11% CC growth) to Rs.1,304cr. UK business revenues were flat impacted by lower volumes in everyday black which witnessed high pricing offset during the quarter. USA business delivered 31% YoY growth and Canada business revenues declined 6% YoY growth driven by Speciality segment. Lower gross margins flowed through to EBITDA margins which declined by 160bps YoY in Q3FY26.
- Non-Branded business** reported 23% YoY growth in revenues to Rs.547cr led by 34% YoY growth in soulful business. Plantation revenues reported 16% YoY decline. EBITDA margins declined by ~950bps YoY due to reversal of fair value benefits.
- Tata Starbucks** reported 7% YoY growth in revenues with sustained positive same stores sales growth for 2nd consecutive quarter. The company added 12 new stores during the quarter taking total store count to 504.
- Growth businesses** reported 29% YoY growth in revenues with its share in the portfolio at the guided range of 30% in Q3FY26. Growth was witnessed across categories such as Tata Sampann, RTD, Organic India and Vending business.
- Consolidated gross margins improved by 170bps YoY to 42.8%. India business gross margins reported 399bps YoY expansion led by reduction in tea prices (-9% YoY) while international business reported margin pressure led by elevated coffee prices.
- EBITDA Margins stood at 14.1% for Q3FY26 improving by 139bps YoY impacted by lower margins across international business. EBITDA grew 27.6% YoY to Rs.720.7cr.
- Strong operating performance coupled with lower interest cost led to 35.2% YoY growth in Adjusted PAT to Rs.442.4cr. Reported PAT grew by 36.4% YoY to Rs.384.5cr adjusted for exceptional items such as adjustments for changes in labour code and sale of assets.

9MFY26 – Key performance highlights

- Consolidated revenues recorded 14.2% YoY growth in revenues to Rs.14,856.8cr in 9MFY26.
- India Beverages reported 10% and India Foods reported 17% YoY growth in revenues for 9MFY26. International business reported 14% YoY growth (8% CC terms). Non-branded business recorded 19% YoY growth in revenues in 9MFY26.
- Gross margins witnessed 150bps YoY decline to 41.7%.
- EBITDA margins were down by 83bps YoY to 13.5%. It was impacted by the contraction in international business margins. EBITDA grew by 7.6% YoY to Rs.1999.4cr
- Adjusted PAT witnessed 23.3% YoY growth to Rs.1262cr. Reported PAT reported 19.7% YoY growth to Rs.1122.8cr

Q3FY26 – Key conference call highlights

- Tea business volume guidance maintained at mid-single digits; Coffee prices remain volatile
 - India tea business reported 3% revenue and volume growth as the company continued to pass on the price revisions to the customers.
 - Tea prices have moderated to FY24 levels aiding significant recovery in the standalone gross margins of the company in Q3FY26 (+399bps YoY).
 - The management has highlighted that there was minimal uptick in prices in Q3FY26 of tea but January-March period is a lean season and the price trajectory will be further monitored through North India crop.
 - Overall, the management guidance remains unchanged with tea volumes growing by 4-5% and mid-to-high single digit revenue growth with margins expected to remain stable excluding the volatility factor of the commodity.
 - The management highlighted that coffee prices have witnessed early signs of moderation with recent geopolitical issues leading to uptick in prices.
 - The margin recovery in the international business (especially US) remains a lag as the full through of cost increases have not been passed through. The management expects a fresh pricing revision in US in January will help normalize the margins over the next quarter.
- EBITDA margin guidance at 15%+ over the medium term and 17%+ for long term; to be aided by scale benefits of double-digit top-line growth and premiumisation
 - The management has reiterated the double-digit revenue growth targets with margins to be in the range of 14-15% in Q4FY26.
 - The EBITDA margins are expected to be at 15%+ in the medium term and 17%+ over the long term aided by sustained double-digit top-line growth, premiumisation across beverages and foods, improving profitability of businesses such as Sampann and RTD and stabilisation of international business margins.
- Growth business witness 29% YoY growth; in-line with management guidance of 30%. To further accelerate through targeted GTM restructuring
 - The management has reiterated its 30% growth guidance for its growth businesses over the medium term. The strong growth was primarily volume-led growth aided by portfolio expansion,

- premiumisation and improved distribution focus under the revamped GTM restricting.
- However, the management also highlighted that quarterly performance may fluctuate based on execution and category wise growth momentum.
- Quarterly revenues crossed Rs.1000cr mark while continued diversification from tea and salt and focus on high growth and premium businesses continue to scale.
- Further, RTD business reported 26% YoY growth touching ~Rs.200cr revenues and is expected to perform stronger ahead in expectation of good summer season.
- The ongoing GTM restructuring is expected to further accelerate growth by providing dedicated category-level focus for growth brands that were earlier overshadowed by tea and salt in high core and growth markets.
- **Tata Sampann EBITDA margins cross double-digits; Targets mid-teens margins over the medium term**
 - Tata Sampann reported 45% YoY growth in Q3FY26 which was entirely volume led with strong traction across both existing categories such as pulses and new categories such as dry-fruits, cold-pressed oils.
 - Dry-fruits and cold pressed oils have each scaled to Rs.250-300cr annualized run-rate despite being launched only 18-24 months back.
 - The EBITDA margins of Tata Sampann have crossed double-digits. The management is targeting ~15% margins over the medium term, aided by premiumisation (roasted, flavoured and value-added SKUs).
 - The management reiterated that there was no one-offs in the quarter and has maintained 30% growth guidance in the brand ahead.
- **Tata Soulfull to be scaled through differentiated offerings; Brand witnesses close to double-digit market share**
 - Tata Soulfull has now reached double-digit market share across all categories. Growth is driven by portfolio diversification beyond cereals into museli, choco fills, breakfast snacks expanding the total addressable market.
 - The management is positive on scaling the brand further, despite the competitive intensity, supported by differentiated offerings and company's robust distribution network.
- **Capital foods – On recovery path; Exports remained impacted due to US tariffs**
 - ~20% of the Capital foods revenues are from exports which is primarily to the US. With levy of 50% tariffs, the exports have been impacted due to aggressive pricing dragging overall performance of the category.
 - The management highlighted that on domestic market front, the brand is witnessing early signs of recovery supported by improved execution, higher brand investments and increasing penetration beyond core western markets. The management has reiterated the 25-30% growth over the medium term

- International business margins to recover in near term with pricing flow through completes across the portfolio.
 - US business grew by 31% YoY supported by pricing and strong volume growth. Coffee bags where the company holds strong position is growing ~4x faster than K-cups.
 - UK business revenues were flat for the quarter with profitability improving materially. Market share remained at 19%.
 - Due to aggressive pricing actions, Canada reported muted revenues during the quarter. Market share was largely maintained by the company.
 - Overall, International business margins remain below normative levels and is expected to witness recovery over 1-2 quarters as pricing actions are fully captured in the portfolio.
- Other Highlights
 - The go-to-market restructuring is ~82% complete and is expected to be fully rolled out by early February. The management highlighted that this is key unlock for growth categories like Capital Foods, Sampann, and Soulfull.
 - The Innovation remains strong with 55 launches YTD and innovation-to-sales at 4.8% close to the management's target of 5%.

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 ahead.

Exhibit 1: Changes in headline estimates

(₹ crore)	FY26E			FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg	Old	New	% Chg
Net Revenues	19887.7	20143.8	1.3	22170.8	22397.1	1.0	24832.9	25046.2	0.9
EBIDTA	2864.3	2881.9	0.6	3361.4	3335.6	-0.8	3875.5	3863.1	-0.3
EBIDTA margin (%)	14.4	14.3		15.2	14.9		15.6	15.4	
PAT	1716.2	1729.2	0.8	2132.6	2113.6	-0.9	2556.4	2547.2	-0.4
EPS (Rs.)	17.3	17.5	0.8	21.6	21.4	-0.9	25.8	25.7	-0.4

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	5974.0	6612.0	7255.1	8098.7	10.7%
YoY (%)	7.2	10.3	10.7	9.7	11.6	
Packaged beverage (a)	4588.0	4764.0	5227.3	5569.9	6051.7	
YoY (%)	3.6	3.8	9.7	6.6	8.7	
Ready to Drink (RTD) (b)	828.0	835.0	916.4	1099.7	1297.6	
YoY (%)	33.3	0.8	9.7	20.0	18.0	
Organic India (C)	0.0	375.0	468.4	585.4	749.4	
YoY (%)	-	-	24.9	25.0	28.0	
India Foods (d + e)	4314.0	5569.0	6585.8	7788.5	9128.0	17.9%
YoY (%)	17.7	29.1	18.3	18.3	17.2	
India Foods - Foods & Sampann (d)	4230.0	4770.0	5721.2	6751.0	7831.2	
YoY (%)	15.4	12.8	19.9	18.0	16.0	
Capital Foods (e)	84.0	799.0	864.6	1037.5	1296.8	
YoY (%)	-	-	8.2	20.0	25.0	
International business	3925.0	4215.1	4802.7	5009.5	5260.0	7.7%
YoY (%)	9.4	7.4	13.9	4.3	5.0	
Non-branded & Others	1550.8	1860.2	2143.2	2344.0	2559.5	11.2%
YoY (%)	4.9	19.9	15.2	9.4	9.2	
Total Revenues	15205.8	17618.3	20143.8	22397.1	25046.2	12.4%
YoY (%)	10.3	15.9	14.3	11.2	11.8	

Source: Company, ICICI Direct Research

Exhibit 3: Q3FY26 consolidated result snapshot (₹ crore)

Particulars	Q3FY26	Q3FY25	Y-o-Y (%)	Q2FY26 Q-o-Q (%)	
Total Revenue	5112.0	4443.6	15.0	4965.9	2.9
Raw material cost	2925.2	2618.4	11.7	2876.3	1.7
Employee cost	434.5	378.0	15.0	406.7	6.8
Advertising	0.0	0.0		0.0	
Other expenses	1031.6	882.4	16.9	1011.1	2.0
Total operating cost	4391.3	3878.8	13.2	4294.1	2.3
Operating profit	720.7	564.7	27.6	671.8	7.3
Other income	33.0	51.6	-36.0	38.0	-13.2
Interest & other financial cost	31.6	57.9	-45.4	33.2	-4.8
Depreciation	104.3	95.3	9.4	98.3	6.1
Profit Before Tax	617.8	463.1	33.4	578.3	6.8
Tax	157.1	118.1	33.1	140.5	11.8
Adjusted PAT before share of profit from associates/JV	460.6	345.0	33.5	437.8	5.2
Minority Interest (MI)/ Profit from associates	-18.3	-17.8	2.5	9.5	-293.1
Adjusted PAT after MI	442.4	327.2	35.2	447.2	-1.1
Extra-ordinary items	-57.8	-45.3	-	-40.7	-
Reported PAT	384.5	281.9	36.4	406.5	-5.4
Adjusted EPS (Rs.)	4.7	3.5	34	4.4	5
Margins	Q3FY26	Q3FY25	bps	Q2FY26	bps
GPM (%)	42.8	41.1	170	42.1	70
OPM (%)	14.1	12.7	139	13.5	57
NPM (%)	9.0	7.8	125	8.8	20
Tax rate (%)	25.4	25.5	-6.3	24.3	113

Source: Company, ICICI Direct Research

Exhibit 4: Revenue breakup (₹ crore)

Particulars	Revenue	Value.	Growth
India beverages	1620.0		6.6%
India food	1418.0		20.7%
International	1303.9		17.8%
Non-branded	546.1		22.6%
Capital and Organic Foods	236.1		10.0%
Total Revenues	5112.0		

Source: Company, ICICI Direct Research

Exhibit 5: Q3FY26 segmental revenues (₹ crore)

Particular	Q3FY26	Q3FY25	Y-o-Y (%)	Q2FY26	Q-o-Q (%)
India Business	3203.1	2834.0	13.0	3122.2	2.6
International Business	1399.7	1192.0	17.4	1287.7	8.7
Total branded business	4602.8	4026.0	14.3	4409.9	4.4
Non-branded business	546.7	446.0	22.6	590.2	-7.4
Total	5112.0	4443.0	15.1	4965.9	2.9

Source: Company, ICICI Direct Research

Exhibit 6: Q3FY26 segmental PBIT (₹ crore)

Particular	Q3FY26	Q3FY25	Y-o-Y (%)	Q2FY26	Q-o-Q (%)
India Business	400.2	210.0	90.6	241.6	65.6
International Business	172.2	167.0	3.1	157.3	9.5
Total branded business	572.5	377.0	51.8	398.9	43.5
Non-branded business	65.5	93.0	-29.6	112.0	-41.5
Total PBIT	638.0	470.0	35.7	510.9	24.9

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	20143.8	22397.1	25046.2
<i>Growth (%)</i>	10.3	15.9	14.3	11.2	11.8
Raw Material Expenses	8563.9	10069.3	11552.5	12732.8	14151.1
Gross Profit	6641.9	7549.0	8591.3	9664.4	10895.1
Gross Profit Margins (%)	43.7	42.8	42.7	43.2	43.5
Employee Expenses	1258.6	1430.1	1630.3	1793.3	1972.7
Advertisement expenses	988.4	1233.3	1410.1	1590.2	1803.3
Other Expenditure	2110.9	2406.3	2669.1	2945.2	3256.0
Total Operating Expenditure	12921.8	15139.0	17261.9	19061.5	21183.1
EBITDA	2284.1	2479.4	2881.9	3335.6	3863.1
Growth (%)	23.0	8.5	16.2	15.7	15.8
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	2481.7	3001.0	3573.5
Less Tax	479.8	531.5	702.4	837.5	986.3
Adjusted PAT	1543.0	1470.2	1779.2	2163.6	2587.2
Growth (%)	26.5	-4.7	21.0	21.6	19.6
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	1729.2	2113.6	2547.2
Exceptional item - gain / (loss)	-242.0	-89.9	-162.8	-162.8	-162.8
Reported PAT	1215.4	1287.1	1566.4	1950.8	2384.4
Growth (%)	-8.0	5.9	21.7	24.5	22.2
EPS (Adjusted)	14.7	13.9	17.5	21.4	25.7

Exhibit 8: Cash flow statement

₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Profit/(Loss) after taxation	1297.4	1276.9	1579.8	1940.3	2360.7
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	-617.2	-796.6	-917.3
Less: 'Net Increase in Current Liabilities	-427.8	-759.0	-444.3	-476.1	-556.9
CF from Operating activities	2415.8	985.7	1996.1	2258.3	2663.2
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	-405.2	-298.8	269.3
Cash and Cash Equivalent	1538.8	2319.8	2725.9	2320.7	2022.0
Cash	2319.8	2725.9	2320.7	2022.0	2291.3
Free Cash Flow	1649.6	496.7	1662.9	2008.3	2413.2

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	20677.0	21836.1	23429.0
Total Shareholders funds	16056.8	20001.1	20775.9	21935.1	23527.9
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	27935.7	27960.4	28422.2
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	3863.2	4295.3	4803.4
Debtors	896.8	869.8	993.4	1104.5	1235.2
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	2320.7	2022.0	2291.3
Bank balance / Current investments	373.3	91.9	200.0	350.0	350.0
Total Current Assets	7841.5	9590.5	9910.5	10558.3	11745.0
Creditors	2707.2	3508.4	3918.4	4356.7	4872.0
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	4296.0	4772.1	5329.0
Net Current Assets	4748.7	5738.7	5614.5	5786.2	6416.0
Application of Funds	24928.2	28098.7	27935.7	27960.3	28422.2

Exhibit 10: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Per share data (₹)					
Adjusted EPS	14.7	13.9	17.5	21.4	25.7
Cash EPS	20.2	18.7	21.9	26.1	30.6
BV per share	168.5	202.1	210.0	221.7	237.8
Operating Ratios (%)					
Gross Profit Margins	43.7	42.8	42.7	43.2	43.5
OPM	15.0	14.1	14.3	14.9	15.4
Adjusted PAT Margins	9.6	7.8	8.6	9.4	10.2
Asset Turnover (x)	1.4	1.5	1.7	1.8	2.0
Return Ratios (%)					
RoE	9.5	8.2	8.7	10.1	11.4
RoCE	8.5	7.9	8.9	10.4	12.2
RoCE (excluding goodwill)	16.1	14.6	12.0	14.1	16.2
Valuation Ratios (x)					
P/E	73.4	80.6	64.2	52.5	43.6
EV / EBITDA	49.8	45.4	38.8	33.2	28.3
EV / Net Sales	7.5	6.4	5.6	4.9	4.4
Market Cap / Sales	7.3	6.3	5.5	5.0	4.4
Price to Book Value	6.7	5.6	5.3	5.1	4.7
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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Reduce: -15% to -5%;

Sell: <-15%



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