

Margin pressure sustains...

About the stock: Berger Paints is the second largest paint player in India.

- Berger derives ~80-85% of its topline from decorative paints while the rest comes from the industrial segment. It has ~13 manufacturing units in India with ~50,000 dealer network (FY22) across India
- Strong b/s with RoCE, RoE of 26%, 22%, respectively, (five-year average)

Q3FY23 Results: New product launches and network expansion drives volume growth, use of high cost inventory drags margin.

- Revenue increased 5.6% YoY to ₹ 2693.6 crore in Q3FY23 driven by 6.6% volume growth in the decorative paints segment
- Gross margin declined 198 bps YoY owing to adverse product mix and use of high cost inventory. Increased employee expenses and lower gross margin dragged EBITDA margin down by 239 bps YoY to 13%
- PAT down ~21% YoY to ₹ 201 crore tracking lower EBITDA margin and higher interest outgo

What should investors do? Berger's share price has given ~130% return over the past five years (from ~₹ 242 in February 2018 to ~₹ 558 levels in February 2023).

- We maintain our **HOLD** rating on the stock

Target Price and Valuation: We introduce FY25E estimates. We roll over our valuation on FY25E, value Berger at 48x P/E FY25E EPS and revise our target price to ₹ 600.

Key triggers for future price performance:

- Repainting represents ~80% of total decorative paint demand. Gradual reduction in repainting cycle would drive future paint demand
- Increased focus on the 'water proofing & building chemical' category will continue to drive revenue growth for Berger. Water proofing & building chemical industry is pegged at ₹ 6000 crore vs. ₹ 1.5 lakh crore in China
- New product launches and expansion of manufacturing capabilities

Alternate Stock Idea: We like Supreme Industries in our coverage.

- Supreme is market leader in the plastic piping segment with ~15% market share. Robust b/s with average RoE, RoCE of 24%, 27%, respectively
- BUY with a target price of ₹ 2600



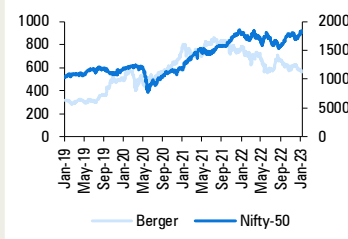
Particulars

| Particular | Amount |
|---------------------------------|----------|
| Market Capitalization (₹ Crore) | 54,198.5 |
| Total Debt (FY22) (₹ Crore) | 667.9 |
| Cash and Inv (FY22) (₹ Crore) | 400.2 |
| EV (₹ Crore) | 54,466.3 |
| 52 week H/L (₹) | 746/527 |
| Equity capital (₹ Crore) | 97.1 |
| Face value (₹) | 1.0 |

Shareholding pattern

| (in %) | Dec-21 | Mar-22 | Jun-22 | Sep-22 | Dec-22 |
|----------|--------|--------|--------|--------|--------|
| Promoter | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 |
| FII | 11.3 | 11.3 | 11.0 | 11.1 | 11.1 |
| DII | 3.6 | 3.4 | 3.6 | 3.2 | 2.9 |
| Others | 10.1 | 10.3 | 10.4 | 10.7 | 11.0 |

Price Chart



Recent event & key risks

- Key Risk:** (i) Strong growth in decorative paints, (ii) Higher advertisement expenses may restrict EBITDA margin expansion

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Key Financial Summary

| (₹ Crore) | FY19 | FY20 | FY21 | FY22 | 5 Year CAGR (17-22) | FY23E | FY24E | FY25E | 3 Year CAGR (22-25E) |
|-------------------|--------|--------|--------|--------|---------------------|---------|---------|---------|----------------------|
| Net Sales | 6061.9 | 6365.8 | 6817.6 | 8761.8 | 14% | 10535.3 | 11938.4 | 13194.8 | 15% |
| EBITDA | 881.6 | 1061.0 | 1188.0 | 1331.1 | 13% | 1471.8 | 1695.3 | 1913.3 | 13% |
| EBITDA Margin (%) | 14.5 | 16.7 | 17.4 | 15.2 | | 14.0 | 14.2 | 14.5 | |
| Net Profit | 497.5 | 656.1 | 719.7 | 833.0 | 12% | 912.5 | 1074.6 | 1223.0 | 14% |
| EPS (₹) | 5.1 | 6.8 | 7.4 | 8.6 | | 9.4 | 11.1 | 12.6 | |
| P/E (x) | 108.9 | 82.6 | 75.3 | 65.1 | | 59.4 | 50.4 | 44.3 | |
| Price/Book (x) | 21.9 | 20.4 | 16.0 | 13.8 | | 14.4 | 13.1 | 11.6 | |
| Mcap/Sales (x) | 8.9 | 8.5 | 7.9 | 6.2 | | 5.1 | 4.5 | 4.1 | |
| RoE (%) | 20.1 | 24.7 | 21.3 | 21.2 | | 24.3 | 26.0 | 26.2 | |
| RoCE (%) | 26.2 | 26.6 | 24.9 | 23.3 | | 26.9 | 29.2 | 30.1 | |

Source: Company, ICICI Direct Research

Key takeaways of recent quarter & conference call highlights

Q3FY23 Results: Higher raw material, operating costs drag margins

- On a high base, Berger reported revenue growth of ~5.6% YoY to ₹ 2693.6 led by improvement in demand traction from both industrial and decorative paints. Decorative paint volumes increased 6.6% YoY. The company has launched new products and expanded its distribution network in 9MFY23
- Subsidiaries' sales (~10% of revenue) came in at ~₹ 275 crore, down ~7% YoY. The overseas subsidiaries sales were impacted by disruptions in Europe and inflation headwinds in Nepal
- On a three-year basis, revenue grew at ~17% CAGR led by volume CAGR of ~16%
- Gross margins declined 198 bps YoY due to use of high cost inventory and adverse product mix. As a result, EBITDA margin declined 239 bps YoY to 13%. This was also due to higher employee expenses
- PAT declined ~21% to ₹ 201.2 crore on account of lower EBITDA and higher interest cost

Q3FY23 Earnings Conference Call highlights

- According to the management, the company's decorative paints business is seeing double digit volume growth since December 2022. The company has gained market share in Q3FY23
- The management expects double digit volume growth for the company in the medium to long term supported by new product launches and addition of new retail touch points
- Berger has added 8000 retail sales points and installed 4,300 colorbank machines in 9MFY23. The company aims to reach 10,000 retail sales points by FY24
- In Q3FY23, Berger launched two new products in the decorative paints segment
- Demand for industrial paints continues to remain robust led by strong demand from automotive sector
- On the profitability front, margins in Q3 were impacted mainly due to inferior product mix
- The company was unable to take advantage of falling raw material prices due to built-up high cost inventory. According to the management, benefit of lower raw material prices will be realised in Q4FY23 and Q1FY24
- The company has taken further price hikes in the industrial paints segment
- Berger's new manufacturing facility in Sandila, Uttar Pradesh will begin commercial production from February 2023. The installed capacity at this plant is 33,000 kl per month

Berger Paints - ESG Disclosure Score*

| Score | FY19 | FY20 | FY21 |
|--------------------------|-------------|-------------|-------------|
| Environmental | 15.6 | 19.0 | 20.2 |
| Social | 22.3 | 23.4 | 23.4 |
| Governance | 83.6 | 83.6 | 83.0 |
| Overall ESG Score | 40.6 | 42.0 | 42.2 |

Source: Bloomberg, ICICI Direct Research, *Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures

Exhibit 1: Peer comparison

| Company | Mcap ₹ cr | Revenue | | | | EBITDA margin | | | | PAT | | | | RoCE | | | | RoE | | | | PE | | | |
|---------------|--------------|---------|-------|-------|-------|---------------|------|-------|-------|------|------|-------|-------|------|------|-------|-------|------|------|-------|-------|------|------|-------|-------|
| | | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E |
| Asian Paints | 2,64,684 | 21713 | 29101 | 33662 | 39040 | 22 | 17 | 17 | 18 | 3207 | 3085 | 3962 | 4750 | 30 | 27 | 33 | 34 | 25 | 23 | 28 | 28 | 83 | 86 | 67 | 56 |
| Berger Paints | 54,199 | 6818 | 8762 | 10535 | 11938 | 17 | 15 | 14 | 14 | 720 | 833 | 913 | 1075 | 25 | 23 | 27 | 29 | 21 | 21 | 24 | 26 | 75 | 65 | 59 | 50 |
| Kansai Nero | 22,581 | 4771 | 5949 | 7267 | 8164 | 18 | 11 | 12 | 14 | 531 | 374 | 559 | 704 | 17 | 12 | 17 | 20 | 13 | 9 | 13 | 15 | 43 | 60 | 40 | 32 |
| Pidilite Ind | 1,18,978 | 7293 | 9921 | 11874 | 13474 | 23 | 19 | 17 | 20 | 1126 | 1207 | 1329 | 1797 | 23 | 22 | 23 | 27 | 20 | 18 | 19 | 23 | 106 | 99 | 90 | 66 |
| Sheela Foam | 12,039 | 2435 | 2982 | 3215 | 3644 | 15 | 11 | 11 | 13 | 238 | 217 | 248 | 321 | 24 | 18 | 20 | 23 | 20 | 16 | 16 | 19 | 51 | 55 | 49 | 37 |

Source: Bloomberg, ICICI Direct Research

We believe, Berger Paints’ Q3FY23 volume growth at 6.6% was better than Asian Paints’ flattish volume in Q3. The company has witnessed strong demand traction from both decorative and industrial paints business. Berger Paints has also significantly expanded its network by adding 8000 retail sales points in 9MFY23. Going forward, the management has reiterated its double digit volume growth guidance in the medium to long term led by new product launches and dealer expansion in the new geographies. On the margin front, the exit EBITDA margin at 13% remains a concern for the company. It is much lower than the company’s pre-Covid margin range of 15-17.5%. According to the management, the benefit of lower raw material costs will start flowing from Q4FY23 onwards, which will drive overall gross margin up from ~35% in Q3FY23 to ~38% in coming quarters. However, we believe the guided gross margins is still lower than its pre-Covid gross margin range of ~40-41%.

We revise our earnings estimates downward by ~9% each for FY23E and FY24E factoring in lower EBITDA margins. We introduce our FY25E estimates and model revenue, PAT CAGR of 15% and 14%, respectively, over FY22-25E, respectively. We value Berger Paints at 48x FY25E earnings (~20% discount to Asian Paints) with a revised target price of ₹ 600/share and maintain our HOLD rating on the stock. With increased competitive intensity, we turn cautious on the paint sector for the medium term. We believe established paint players will have to sacrifice profitability in order to maintain market share, which will limit their bottomline growth.

Exhibit 2: Variance Analysis

| | Q3FY23 | Q3FY23E | Q3FY22 | YoY (%) | Q2FY23 | QoQ (%) | Comments |
|--------------------------|----------------|----------------|----------------|-----------------|----------------|----------------|--|
| Revenue | 2,693.6 | 2,749.1 | 2,550.8 | 5.6 | 2,670.9 | 0.8 | Revenue growth driven by 6.6% volume growth in decorative paints segment |
| Other Income | 10.9 | 15.8 | 15.5 | -29.6 | 12.6 | -13.5 | |
| Raw Material Exp | 1,759.1 | 1,726.5 | 1,615.3 | 8.9 | 1,728.1 | 1.8 | Gross margin declined by 198 bps YoY mainly due to use of high cost inventory |
| Employee Exp | 148.1 | 162.2 | 136.0 | 8.9 | 160.4 | -7.7 | |
| Other exp | 436.7 | 453.6 | 407.4 | 7.2 | 418.5 | 4.3 | |
| Total Exp | 2,343.9 | 2,342.3 | 2,158.7 | 8.6 | 2,307.0 | 1.6 | |
| EBITDA | 349.7 | 406.9 | 392.1 | -10.8 | 364.0 | -3.9 | |
| EBITDA Margin (%) | 13.0 | 14.8 | 15.4 | -239 bps | 13.6 | -65 bps | Lower gross margin and increased employee expenses resulted in fall in EBITDA margin |
| Depreciation | 64.4 | 58.6 | 56.1 | 14.8 | 62.5 | 3.0 | |
| Interest | 29.6 | 18.2 | 13.9 | 113.4 | 24.1 | 22.5 | |
| Exceptional items | | | | | | | |
| PBT | 266.6 | 345.9 | 337.7 | -21.0 | 289.9 | -8.0 | |
| Total Tax | 68.0 | 86.5 | 84.2 | -19.3 | 73.5 | -7.5 | |
| PAT | 201.2 | 262.5 | 253.0 | -20.5 | 219.5 | -8.4 | PAT was dragged by lower gross margin and sharp increase in interest cost |
| Key Metrics | | | | | | | |
| Volume growth (%) | 6.6 | 5.3 | 12.0 | | 11.0 | | Steady demand of both decorative and industrial paints drive overall volume growth in Q3 |
| Realisation growth (%) | -0.9 | 2.4 | 7.5 | | 8.1 | | Change in product mix has led to lower realization |

Source: Company, ICICI Direct Research

Exhibit 3: Change in estimates

| (₹ crore) | FY23E | | | FY24E | | | FY25E | Comments |
|-------------------|---------|---------|---------|---------|---------|---------|------------|--|
| | Old | New | % Chg | Old | New | % Chg | Introduced | |
| Revenue | 10629.3 | 10535.3 | (0.9) | 11701.4 | 11938.4 | 2.0 | 13194.8 | We slightly cut our revenue estimate for FY23 factoring in weak Q3 performance. We build in volume, value CAGR of ~12%, 15%, respectively, for |
| EBITDA | 1589.1 | 1471.8 | (7.4) | 1837.1 | 1695.3 | (7.7) | 1913.3 | |
| EBITDA Margin (%) | 15.0 | 14.0 | -103bps | 15.7 | 14.2 | -150bps | 14.5 | We cut our EBITDA margin estimates for FY23E, FY24E considering, increasing competitive intensity and higher advertisement expenses, going forward |
| PAT | 999.6 | 912.5 | (8.7) | 1184.4 | 1074.6 | (9.3) | 1223.0 | |
| EPS (₹) | 10.3 | 9.4 | (8.7) | 12.2 | 11.1 | (9.3) | 12.6 | |

Source: ICICI Direct Research

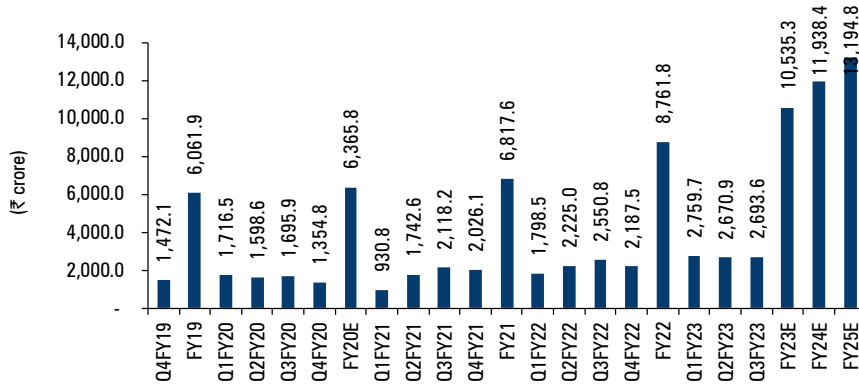
Exhibit 4: Assumptions

| | Current | | | | | FY25E | | Earlier | | Comments |
|--------------------|---------|-------|-------|-------|-------|-------|------------|---------|-------|--|
| | FY19E | FY20E | FY21E | FY22E | FY23E | FY24E | Introduced | FY23E | FY24E | |
| Volume Gr (%) | 16.3 | 5.6 | 15.3 | 19.7 | 14.5 | 11.3 | 10.2 | 15.1 | 11.3 | We model volume CAGR of ~12% over FY22-25E supported by capacity additions, new product launches and dealer expansion in new geographies |
| Realisation Gr (%) | 0.9 | (1.1) | (7.2) | 7.4 | 4.9 | 1.8 | 0.3 | 5.2 | (1.1) | |

Source: ICICI Direct Research

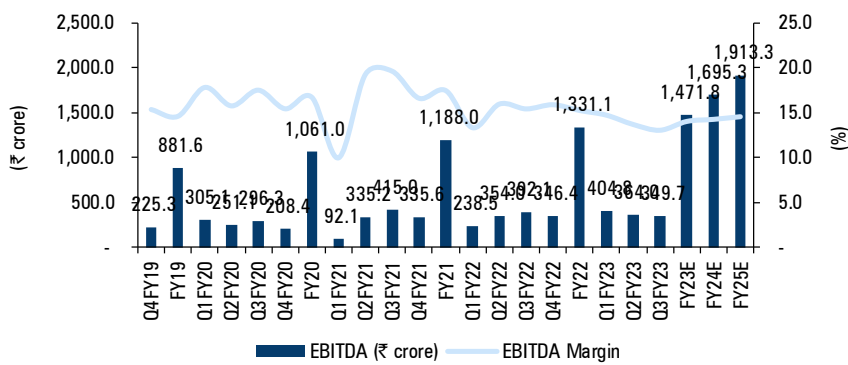
Financial story in charts

Exhibit 5: Revenue trend



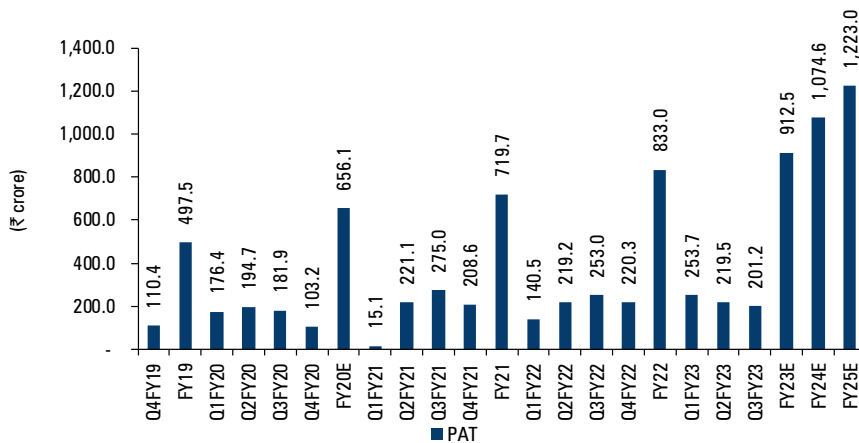
Source: Company, ICICI Direct Research

Exhibit 6: EBITDA & EBITDA margin movement



Source: Company, ICICI Direct Research

Exhibit 7: PAT movement



Source: Company, ICICI Direct Research

Financial Summary

| Exhibit 8: Profit and loss statement | | | | |
|--------------------------------------|----------------|-----------------|-----------------|-----------------|
| | ₹ crore | | | |
| (Year-end March) | FY22 | FY23E | FY24E | FY25E |
| Revenue | 8,761.8 | 10,535.3 | 11,938.4 | 13,194.8 |
| Growth (%) | 28.5 | 20.2 | 13.3 | 10.5 |
| Raw material expense | 4,665.3 | 5,773.3 | 6,446.7 | 7,032.9 |
| Cost of traded goods | 763.8 | 1,000.9 | 1,062.5 | 1,187.5 |
| Employee expenses | 543.1 | 603.7 | 680.5 | 738.9 |
| Other expenses | 1,458.5 | 1,685.6 | 2,053.4 | 2,322.3 |
| Total Operating Exp | 7,430.7 | 9,063.5 | 10,243.2 | 11,281.6 |
| EBITDA | 1,331.1 | 1,471.8 | 1,695.3 | 1,913.3 |
| Growth (%) | 12.0 | 10.6 | 15.2 | 12.9 |
| Depreciation | 226.5 | 247.6 | 262.6 | 316.7 |
| Interest | 50.7 | 76.0 | 68.7 | 65.0 |
| Other Income | 64.6 | 52.7 | 53.7 | 84.4 |
| PBT | 1,118.4 | 1,200.9 | 1,417.6 | 1,616.0 |
| Total Tax | 289.3 | 302.6 | 357.2 | 407.2 |
| PAT | 833.0 | 912.5 | 1,074.6 | 1,223.0 |
| Growth (%) | 15.7 | 9.6 | 17.8 | 13.8 |
| EPS (₹) | 8.6 | 9.4 | 11.1 | 12.6 |

Source: Company, ICICI Direct Research

| Exhibit 9: Cash flow statement | | | | |
|-------------------------------------|---------------|-----------------|---------------|---------------|
| | ₹ crore | | | |
| (Year-end March) | FY22 | FY23E | FY24E | FY25E |
| Profit after Tax | 833.0 | 912.5 | 1074.6 | 1223.0 |
| Add: Depreciation | 226.5 | 247.6 | 262.6 | 316.7 |
| (Inc)/dec in Current Assets | -744.4 | -28.8 | -523.6 | -443.0 |
| Inc/(dec) in CL and Provisions | 418.5 | 251.7 | 327.2 | 293.0 |
| Others | 50.7 | 76.0 | 68.7 | 65.0 |
| CF from operating activities | 784.3 | 1458.9 | 1209.6 | 1454.7 |
| (Inc)/dec in Investments | -1.2 | 0.0 | 0.0 | 0.0 |
| (Inc)/dec in Fixed Assets | -880.0 | -250.0 | -350.0 | -350.0 |
| Others | 19.6 | -20.0 | -120.0 | -120.0 |
| CF from investing activities | -861.6 | -270.0 | -470.0 | -470.0 |
| Issue/(Buy back) of Equity | 0.0 | 0.0 | 0.0 | 0.0 |
| Inc/(dec) in loan funds | 284.2 | -100.0 | -30.0 | -30.0 |
| Dividend paid & dividend tax | -361.3 | -699.3 | -699.3 | -699.3 |
| Others | 27.7 | -454.1 | -68.7 | -65.0 |
| CF from financing activities | -49.4 | -1,253.4 | -798.0 | -794.3 |
| Net Cash flow | -126.7 | -64.4 | -58.4 | 190.4 |
| Opening Cash | 439.6 | 313.0 | 248.5 | 190.1 |
| Closing Cash | 313.0 | 248.5 | 190.1 | 380.5 |

Source: Company, ICICI Direct Research

| Exhibit 10: Balance Sheet | | | | |
|-------------------------------|----------------|----------------|----------------|----------------|
| | ₹ crore | | | |
| (Year-end March) | FY22 | FY23E | FY24E | FY25E |
| Liabilities | | | | |
| Equity Capital | 97.1 | 97.1 | 97.1 | 97.1 |
| Reserve and Surplus | 3,829.9 | 3,665.0 | 4,040.3 | 4,564.1 |
| Total Shareholders funds | 3,927.0 | 3,762.1 | 4,137.5 | 4,661.2 |
| Total Debt | 667.9 | 567.9 | 537.9 | 507.9 |
| Other non current liabilities | 412.6 | 412.6 | 412.6 | 412.6 |
| Total Liabilities | 5,007.5 | 4,742.7 | 5,088.0 | 5,581.8 |
| Assets | | | | |
| Gross Block | 2,933.3 | 3,183.3 | 3,533.3 | 3,883.3 |
| Less: Acc Depreciation | 1,022.0 | 1,269.6 | 1,532.2 | 1,848.9 |
| Total Fixed Assets | 2,516.8 | 2,519.2 | 2,606.5 | 2,639.9 |
| Investments | 147.1 | 147.1 | 147.1 | 147.1 |
| Inventory | 2,315.8 | 2,107.1 | 2,387.7 | 2,639.0 |
| Debtors | 1,053.7 | 1,212.3 | 1,406.4 | 1,554.5 |
| Loans and Advances | 0.0 | 0.0 | 0.0 | 0.0 |
| Other CA | 287.7 | 366.7 | 415.5 | 459.3 |
| Cash | 313.0 | 248.5 | 190.1 | 380.5 |
| Total Current Assets | 3,970.2 | 3,934.5 | 4,399.7 | 5,033.2 |
| Creditors | 1,802.9 | 2,020.5 | 2,289.6 | 2,530.5 |
| Provisions | 51.6 | 73.1 | 82.9 | 91.6 |
| Other CL | 350.6 | 363.2 | 411.6 | 454.9 |
| Total Current Liabilities | 2,205.1 | 2,456.8 | 2,784.0 | 3,077.0 |
| Net current assets | 1,765.0 | 1,477.7 | 1,615.7 | 1,956.1 |
| Other non current assets | 578.7 | 598.7 | 718.7 | 838.7 |
| Total Assets | 5,007.5 | 4,742.7 | 5,088.0 | 5,581.8 |

Source: Company, ICICI Direct Research

| Exhibit 11: Key ratios | | | | |
|-----------------------------|------|-------|-------|-------|
| (Year-end March) | FY22 | FY23E | FY24E | FY25E |
| Per share data (₹) | | | | |
| EPS | 8.6 | 9.4 | 11.1 | 12.6 |
| Cash EPS | 10.9 | 11.9 | 13.8 | 15.9 |
| BV | 40.4 | 38.7 | 42.6 | 48.0 |
| DPS | 3.7 | 7.2 | 7.2 | 7.2 |
| Operating Ratios (%) | | | | |
| EBITDA Margin | 15.2 | 14.0 | 14.2 | 14.5 |
| PAT Margin | 9.5 | 8.7 | 9.0 | 9.3 |
| Asset Turnover | 3.0 | 3.3 | 3.4 | 3.4 |
| Inventory Days | 96.5 | 73.0 | 73.0 | 73.0 |
| Debtor Days | 43.9 | 42.0 | 43.0 | 43.0 |
| Creditor Days | 75.1 | 70.0 | 70.0 | 70.0 |
| Return Ratios (%) | | | | |
| RoE | 21.2 | 24.3 | 26.0 | 26.2 |
| RoCE | 23.3 | 26.9 | 29.2 | 30.1 |
| RoIC | 28.6 | 33.5 | 35.9 | 37.9 |
| Valuation Ratios (x) | | | | |
| P/E | 65.1 | 59.4 | 50.4 | 44.3 |
| EV / EBITDA | 40.9 | 37.0 | 32.0 | 28.2 |
| EV / Net Sales | 6.2 | 5.2 | 4.5 | 4.1 |
| Market Cap / Sales | 6.2 | 5.1 | 4.5 | 4.1 |
| Price to Book Value | 13.8 | 14.4 | 13.1 | 11.6 |
| Solvency Ratios | | | | |
| Debt / Equity | 0.2 | 0.2 | 0.1 | 0.1 |
| Current Ratio | 2.0 | 1.8 | 1.8 | 1.8 |
| Quick Ratio | 0.7 | 0.8 | 0.8 | 0.8 |

Source: Company, ICICI Direct Research

Exhibit 12: ICICI Direct universe (Consumer Discretionary)

| Sector / Company | CMP (₹) | TP(₹) | Rating | M Cap | | EPS (₹) | | | | P/E (x) | | | | EV/EBITDA (x) | | | | RoCE (%) | | | | RoE (%) | | | |
|------------------------------|---------|-------|--------|----------|------|---------|-------|-------|-------|---------|-------|-------|------|---------------|-------|-------|------|----------|-------|-------|------|---------|-------|-------|--|
| | | | | (₹ Cr) | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | FY21 | FY22 | FY23E | FY24E | |
| Asian Paints (ASIPAI) | 2,760 | 3,180 | Hold | 2,64,684 | 33.4 | 32.2 | 41.3 | 49.5 | 82.5 | 85.8 | 66.8 | 55.7 | 53.6 | 54.5 | 44.6 | 37.2 | 29.6 | 27.1 | 32.6 | 33.7 | 25.0 | 23.0 | 27.5 | 27.7 | |
| Berger Paints (BERPAI) | 558 | 610 | Hold | 54,199 | 7.4 | 8.6 | 9.4 | 11.1 | 75.3 | 65.1 | 59.4 | 50.4 | 45.4 | 40.9 | 37.0 | 32.0 | 24.9 | 23.3 | 26.9 | 29.2 | 21.3 | 21.2 | 24.3 | 26.0 | |
| Kansai Nerolac (KANNER) | 419 | 515 | Hold | 22,581 | 9.8 | 6.9 | 10.4 | 13.1 | 42.6 | 60.3 | 40.4 | 32.1 | 26.8 | 34.8 | 24.7 | 19.8 | 17.2 | 12.1 | 17.3 | 20.0 | 13.2 | 9.2 | 13.4 | 15.2 | |
| Pidilite Industries (PIDIND) | 2,343 | 2,535 | Hold | 1,18,978 | 22.2 | 23.8 | 26.2 | 35.4 | 105.7 | 98.6 | 89.5 | 66.2 | 70.4 | 64.2 | 58.3 | 44.5 | 23.3 | 21.7 | 22.5 | 27.3 | 19.6 | 18.4 | 18.8 | 22.6 | |
| Sheela Foam (SHEFOA) | 1,234 | 1,659 | Buy | 12,039 | 24.4 | 22.3 | 25.4 | 32.9 | 50.6 | 55.4 | 48.6 | 37.5 | 33.3 | 38.9 | 33.5 | 25.6 | 24.3 | 18.0 | 19.8 | 23.5 | 20.1 | 15.6 | 16.2 | 18.8 | |
| Bajaj Electricals (BAJELE) | 1,157 | 1,275 | Hold | 13,288 | 16.5 | 10.8 | 19.5 | 31.1 | 70.1 | 106.8 | 59.4 | 37.2 | 44.6 | 52.7 | 36.3 | 26.2 | 15.1 | 13.5 | 20.2 | 24.6 | 10.7 | 7.8 | 13.5 | 18.2 | |
| Crompton Greaves(CROGR) | 304 | 415 | Hold | 19,055 | 9.8 | 9.2 | 8.9 | 11.1 | 30.9 | 32.9 | 34.1 | 27.4 | 25.0 | 24.9 | 22.2 | 18.4 | 34.4 | 16.2 | 16.6 | 20.5 | 31.9 | 24.0 | 21.7 | 23.4 | |
| Havells India (HAVIND) | 1,193 | 1,420 | Buy | 74,718 | 16.7 | 19.1 | 18.2 | 26.1 | 71.6 | 62.5 | 65.5 | 45.6 | 46.9 | 41.3 | 43.5 | 31.0 | 24.9 | 23.7 | 23.6 | 30.2 | 20.1 | 20.0 | 19.9 | 25.3 | |
| Polycab India (POLI) | 2,957 | 3,380 | Buy | 44,190 | 59.3 | 61.4 | 80.7 | 90.1 | 49.9 | 48.2 | 36.6 | 32.8 | 39.0 | 34.1 | 23.6 | 21.2 | 20.6 | 20.2 | 25.8 | 24.3 | 17.9 | 15.6 | 19.2 | 18.4 | |
| Symphony (SYMLIM) | 954 | 1,215 | Hold | 6,674 | 15.3 | 17.3 | 26.1 | 34.8 | 62.4 | 55.2 | 36.5 | 27.4 | 46.7 | 40.3 | 28.1 | 21.2 | 15.2 | 15.9 | 24.5 | 29.0 | 14.9 | 14.4 | 23.6 | 27.4 | |
| V-Guard Ind (VGUARD) | 246 | 310 | Buy | 10,536 | 4.7 | 5.3 | 5.4 | 7.9 | 52.2 | 46.1 | 45.9 | 31.3 | 32.9 | 31.0 | 29.5 | 19.2 | 23.9 | 21.2 | 23.7 | 25.4 | 16.7 | 16.2 | 17.8 | 22.9 | |
| Voltas Ltd (VOLTAS) | 813 | 1,005 | Hold | 26,889 | 16.0 | 15.3 | 16.1 | 23.3 | 50.8 | 53.1 | 50.5 | 34.9 | 41.2 | 38.5 | 37.4 | 26.6 | 15.0 | 14.0 | 16.5 | 20.3 | 10.6 | 9.2 | 10.9 | 14.2 | |
| Amber Enterprises (AMBEN) | 1,900 | 2,150 | Hold | 6,402 | 24.7 | 33.0 | 44.1 | 69.4 | 76.9 | 57.5 | 43.1 | 27.4 | 28.8 | 24.5 | 18.6 | 13.9 | 7.7 | 6.8 | 9.8 | 13.0 | 5.2 | 6.4 | 8.4 | 11.6 | |
| Dixon Technologies (DIXTEC) | 2,755 | 3,055 | Hold | 16,351 | 27.3 | 32.1 | 40.4 | 68.1 | 101.0 | 85.9 | 68.1 | 40.4 | 57.0 | 43.5 | 34.1 | 23.0 | 23.5 | 17.7 | 22.0 | 27.9 | 21.7 | 19.1 | 24.6 | 31.7 | |
| Supreme Indus (SUPIND) | 2,635 | 2,880 | Buy | 33,472 | 77.0 | 76.2 | 63.9 | 84.6 | 34.2 | 34.6 | 41.3 | 31.1 | 25.5 | 26.5 | 29.0 | 21.5 | 33.1 | 25.9 | 22.5 | 28.0 | 30.9 | 25.2 | 20.7 | 24.5 | |
| Astral Ltd (ASTPOL) | 2,057 | 2,275 | Buy | 41,322 | 20.3 | 24.4 | 22.1 | 32.7 | 101.2 | 84.3 | 93.1 | 62.9 | 63.5 | 54.0 | 53.2 | 40.6 | 27.5 | 26.6 | 23.3 | 27.7 | 21.5 | 21.0 | 17.3 | 22.0 | |
| EPL (ESSPRO) | 153 | 175 | Hold | 4,835 | 7.7 | 7.0 | 8.6 | 10.6 | 19.7 | 21.9 | 17.8 | 14.5 | 8.3 | 9.2 | 7.7 | 6.5 | 16.2 | 12.6 | 15.9 | 18.5 | 14.8 | 12.1 | 14.7 | 17.1 | |
| Time Techno (TIMTEC) | 82 | 125 | BUY | 1,854 | 4.8 | 8.5 | 9.8 | 13.2 | 17.2 | 9.6 | 8.3 | 6.2 | 6.3 | 5.1 | 4.5 | 3.7 | 8.7 | 11.3 | 12.5 | 14.7 | 5.7 | 9.3 | 10.4 | 12.6 | |
| Moldtek Packaging (MOLPLA) | 1,079 | 1,045 | Hold | 3,588 | 17.2 | 20.4 | 26.7 | 34.4 | 62.8 | 53.0 | 40.5 | 31.4 | 38.9 | 30.0 | 24.0 | 19.0 | 20.1 | 18.6 | 27.6 | 27.9 | 18.7 | 13.9 | 24.3 | 24.3 | |

Source: Bloomberg, ICICI Direct Research

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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