

Tata Consumer Products

Estimate change 

TP change 

Rating change 

CMP: INR1,110

TP: INR1,350 (+22%)

Buy

International beverage and non-branded business drive profitability

Operating performance in line

- Tata Consumer Products (TATACONS) reported a strong operating performance in 4QFY24. EBIT growth of 20% YoY was led by a healthy performance in the international branded beverage segment (EBIT up 29% YoY), and non-branded business (up 3.6x YoY). However, the EBIT of the India branded business grew by only 3% YoY.
- We broadly maintain our FY25/FY26 EPS estimates. **Reiterate BUY with an SoTP-based TP of INR1,350.**

Broad-based revenue growth; Capital Foods integrated in 4Q

- TATACONS reported an in-line revenue of INR39.3b, up 8.5% YoY in 4QFY24. EBITDA margin improved 190bp YoY to 16.0% (est. of 15.4%), fueled by a higher gross margin (up 430bp YoY) of 46.1% (vs. 41.8% in 4QFY23). EBITDA rose 23% YoY to INR6.3b (in line). Margin expansion was led by pricing interventions in most of its international markets.
- The Indian branded business grew 10% YoY to INR24.8b, led by revenue growth of 3%/20% YoY in Indian branded beverage business/Indian food business to INR13.2b/INR11.6b. EBIT increased 3% YoY to INR3.2b during the quarter.
- Volumes in India beverage business were flat on YoY basis, while volumes in the foods business grew 4% YoY (excluding Capital Foods) in 4QFY24. The salt segment's revenue increased 5% YoY, led by ~3% YoY volume growth. The Tata Sampann portfolio grew 42% YoY.
- NourishCo's revenue grew ~13% YoY to ~INR2b in 4Q, and was primarily hurt by the delayed onset of summer. Tata Starbucks' revenue grew 7% YoY in 4QFY24.
- International branded beverage revenue grew 7% YoY to INR10.5b with EBIT growth of 29% YoY to INR1.6b, mainly driven by moderating input costs and pricing. Non-branded business revenue increased 7% YoY to INR4b, while EBIT jumped 3.6x YoY to INR919m due to higher coffee prices.
- Adjusted PAT stood at INR3.8b (in line), up 38% YoY in 4QFY24.
- For FY24, the company's revenue/EBITDA/Adj. PAT grew 10%/23%/29% to INR152b/INR22.8b/INR14b.

Highlights from the management commentary

- **Guidance:** The management aims to increase the contribution of growth business from 18% in FY24 to 30% of its Indian business, with a 30% revenue CAGR. It targets 30% YoY growth in NourishCo in FY25. The short-term tea business volume growth is expected at 2-4%, while mid-single-digit growth is anticipated in the medium to long term. Margin improvement is expected in the international beverage business going forward.

Bloomberg	TATACONS IN
Equity Shares (m)	922
M.Cap.(INRb)/(USDb)	1057.8 / 12.7
52-Week Range (INR)	1270 / 700
1, 6, 12 Rel. Per (%)	-3/10/25
12M Avg Val (INR M)	1592
Free float (%)	66.5

Financials & valuations (INR b)

Y/E MARCH	2024	2025E	2026E
Sales	152.1	178.3	194.2
EBITDA	22.8	28.5	31.3
Adj. PAT	14.0	17.7	19.7
EBITDA Margin (%)	15.0	16.0	16.1
Cons. Adj. EPS (INR)	14.6	17.9	19.9
EPS Gr. (%)	28.7	22.1	11.0
BV/Sh. (INR)	168.5	223.7	238.1

Ratios

Net D:E	0.0	-0.1	-0.1
RoE (%)	8.6	9.7	9.2
RoCE (%)	10.7	11.5	11.4
Payout (%)	53.8	36.3	32.7

Valuations

P/E (x)	75.8	62.1	55.9
EV/EBITDA (x)	44.9	35.5	31.9
Div. Yield (%)	0.6	0.6	0.6
FCF Yield (%)	1.5	1.9	1.6

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	33.6	34.4	34.4
DII	17.4	17.1	15.9
FII	25.5	25.6	25.1
Others	23.6	22.9	24.6

Note: FII includes depository receipts

- **Acquired businesses:** Capital Foods and Organic India are expected to be cash EPS accretive from FY25 and accounting EPS accretive from FY26.
- **Salt:** In line with the company's premiumization agenda, value-added salts grew 34% in FY24 and accounted for 9% of the India salts business. The salt business touched its highest-ever market share of 39.9% in Feb/Mar'24.

Valuation and view

- TATACONS's holistic strategy is aimed at: i) strengthening and accelerating its core business, ii) exploring new opportunities, iii) unlocking synergies, iv) digitizing the supply chain, v) expanding its product portfolio and innovation, vi) enhancing its focus on premiumization and health & wellness products, vii) embedding sustainability, and viii) expanding its sales and distribution infrastructure, supply chain, and capability building toward being a multi-category FMCG player.
- We expect TATACONS to clock a revenue/EBITDA/PAT CAGR of 13%/17%/19% during FY24-26. We broadly maintain our FY25/FY26 EPS estimates. **Reiterate BUY with an SoTP-based TP of INR1,350.**

Consolidated – Quarterly Earnings Model

Y/E March	FY23				FY24				FY23	FY24	FY24E	(INR b)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4Q	Var (%)
Gross Sales	33.3	33.6	34.7	36.2	37.4	37.3	38.0	39.3	137.8	152.1	39.6	-1
YoY Change (%)	10.6	10.9	8.3	14.0	12.5	11.0	9.5	8.5	10.9	10.3	13.9	
Total Expenditure	28.7	29.3	30.2	31.1	32.0	32.0	32.3	33.0	119.3	129.2	33.5	
EBITDA	4.6	4.3	4.5	5.1	5.5	5.4	5.7	6.3	18.6	22.8	6.1	3
Margins (%)	13.7	12.9	13.1	14.1	14.6	14.4	15.0	16.0	13.5	15.0	15.4	
Depreciation	0.7	0.7	0.8	0.8	0.8	0.9	0.9	1.2	3.0	3.8	0.9	
Interest	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.4	0.9	1.3	0.3	
Other Income	0.4	0.3	0.5	0.6	0.6	0.9	0.6	0.4	1.7	2.5	0.6	
PBT before EO expense	4.0	3.7	4.0	4.6	4.9	5.1	5.1	5.1	16.3	20.2	5.5	
Extra-Ord expense	-0.2	1.1	0.8	-0.1	-0.1	-0.1	-0.9	-2.2	1.6	-3.3	0.0	
PBT	3.8	4.8	4.8	4.5	4.9	4.9	4.2	2.9	17.9	17.0	5.5	
Tax	1.0	1.3	1.1	1.0	1.3	1.3	1.1	0.3	4.5	3.9	1.5	
Rate (%)	27.1	26.3	23.4	23.2	26.7	26.8	25.2	8.8	24.9	23.3	27.0	
Minority Interest	0.2	0.6	0.1	0.2	0.2	0.3	0.2	0.0	1.2	0.7	0.0	
Profit/Loss of Asso. Cos.	0.0	0.3	-0.1	-0.6	-0.2	0.0	-0.1	-0.6	-0.3	-0.9	-0.2	
Reported PAT	2.6	3.3	3.5	2.7	3.2	3.4	2.8	2.2	12.0	11.5	3.9	
Adj PAT	2.7	2.4	2.9	2.7	3.2	3.5	3.5	3.8	10.8	14.0	3.9	-2
YoY Change (%)	45.4	-12.7	6.5	18.1	17.2	42.8	18.7	38.4	11.2	28.7	31.9	
Margins (%)	8.2	7.3	8.4	7.6	8.6	9.4	9.1	9.6	7.9	9.2	9.8	

Key exhibits

Exhibit 1: Consolidated revenue trend

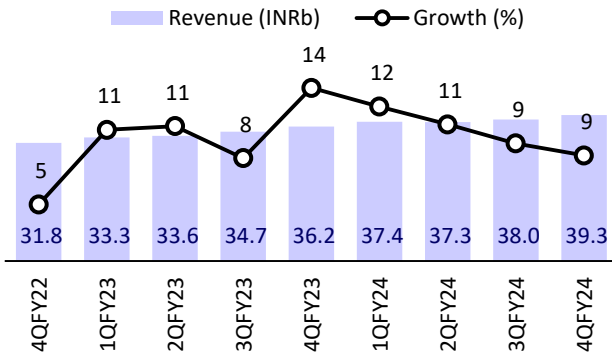


Exhibit 2: Consolidated EBITDA trend

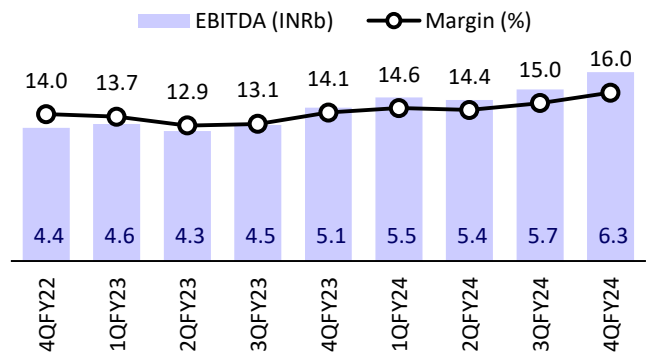


Exhibit 3: Consolidated adjusted PAT trend

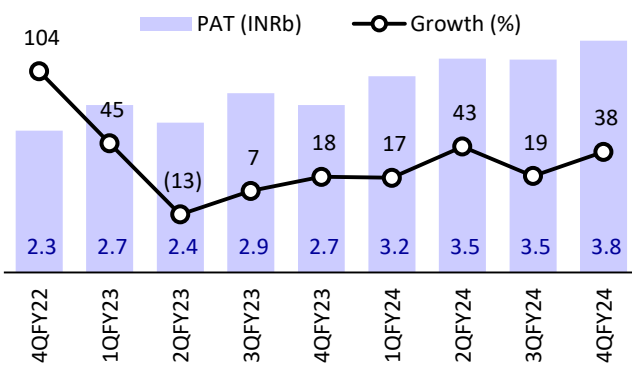
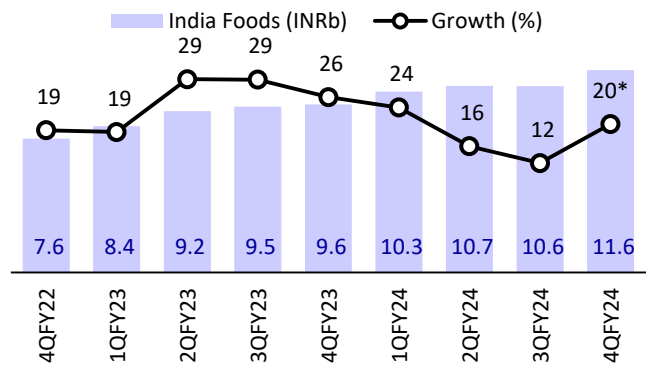


Exhibit 4: India Foods revenue trend



Source: Company, MOFSL

*11% like-to-like, excluding Capital foods Source: Company, MOFSL

Exhibit 5: India Beverage revenue trend

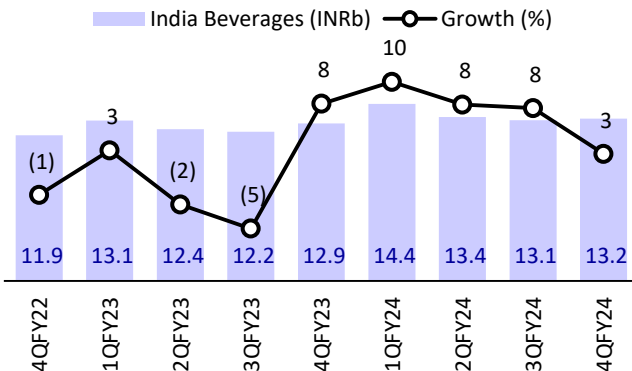


Exhibit 6: International Branded Beverage revenue trend

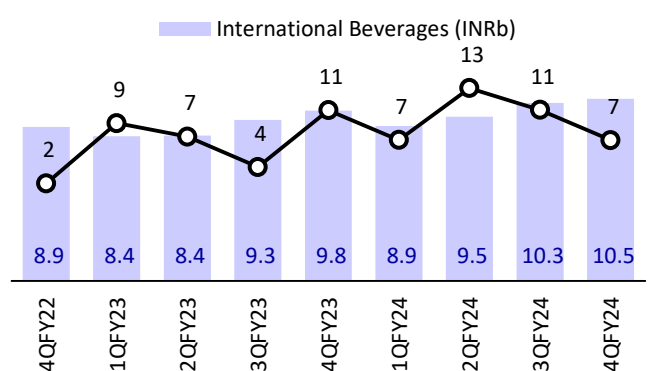


Exhibit 7: Non-Branded business revenue trend

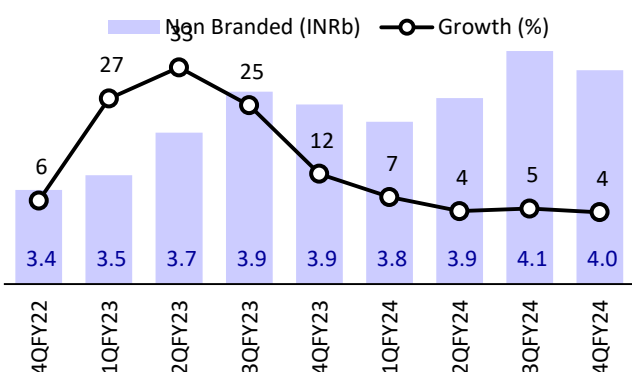
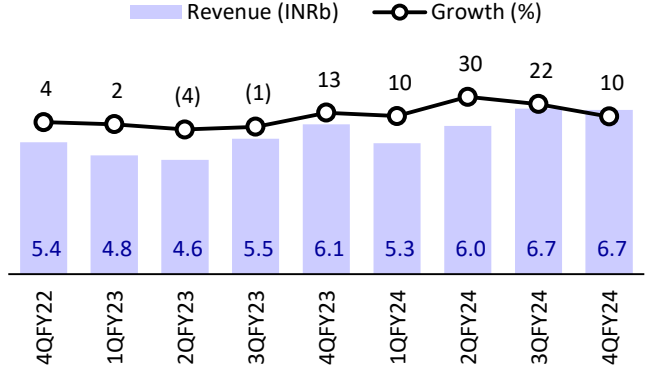


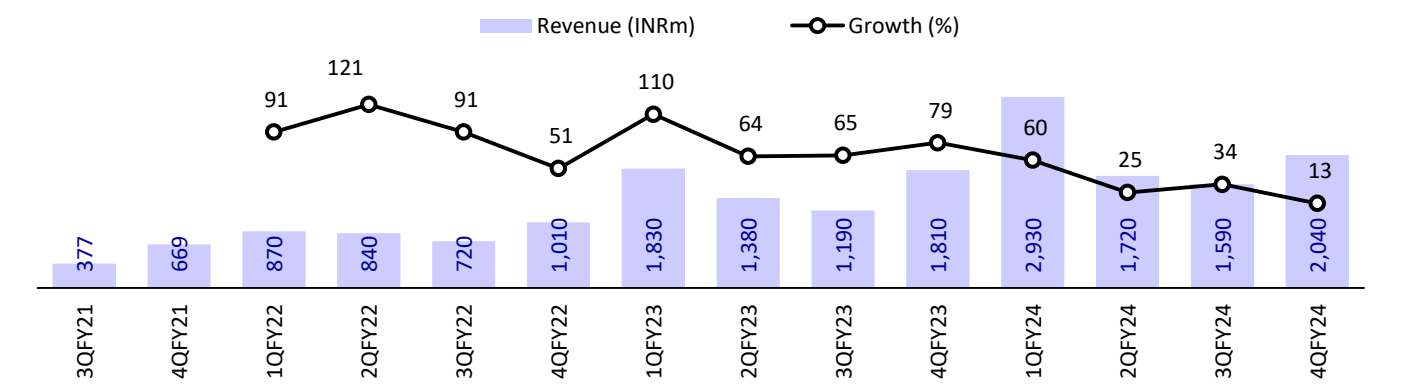
Exhibit 8: Overseas business revenue trend



Source: Company, MOFSL

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Exhibit 9: NourishCo's revenue trend since acquisition



Source: Company

Exhibit 10: Revenue at a glance (4QFY24)

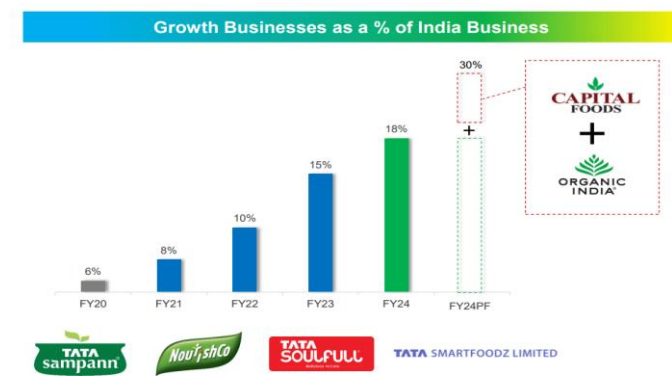
In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	International Tea*	Non-Branded	Consolidated
Revenue	1,324	1,153	388	665	402	3,927
Revenue growth	3%	20% [11%]*	3%	9%	4%	9% [6%]*
Constant currency growth			2%	6%	4%	8% [5%]*
Volume growth	0%	5% [4%]*	6%	-1%		

Key Brands



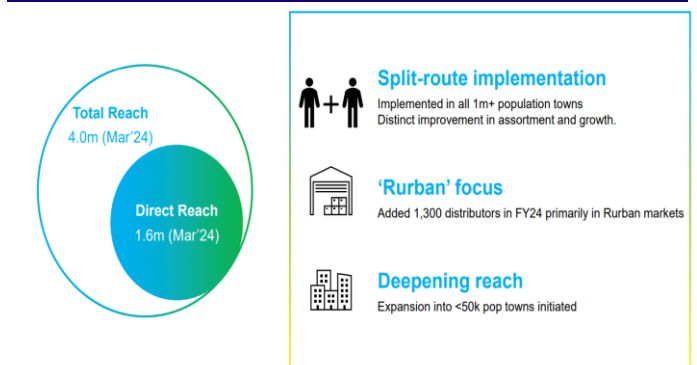
Source: Company

Exhibit 11: Another strong year for 'growth businesses'



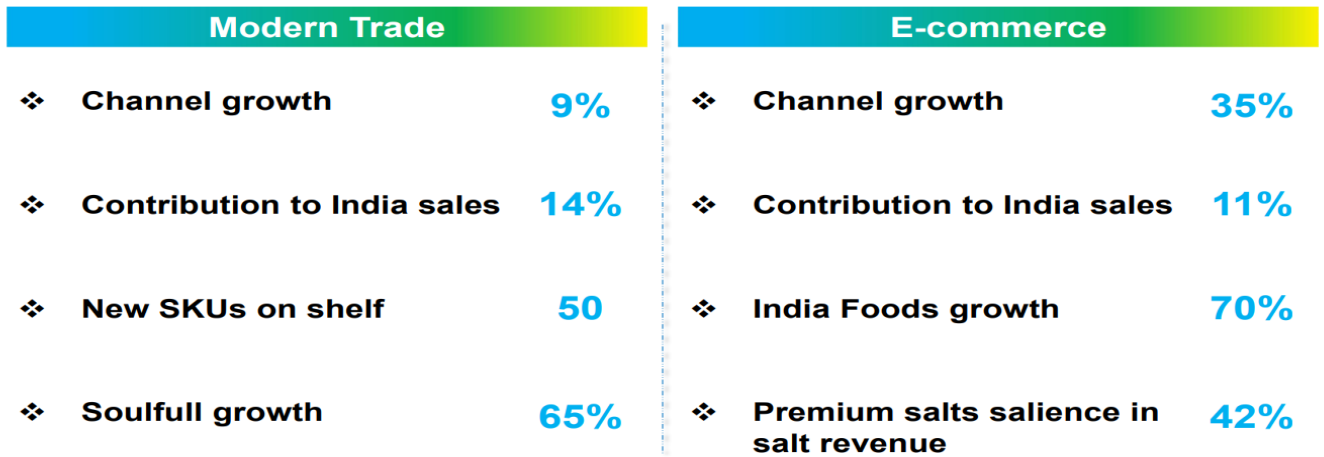
Source: Company, MOFSL

Exhibit 12: Strong focus on expanding distribution network



Source: Company, MOFSL

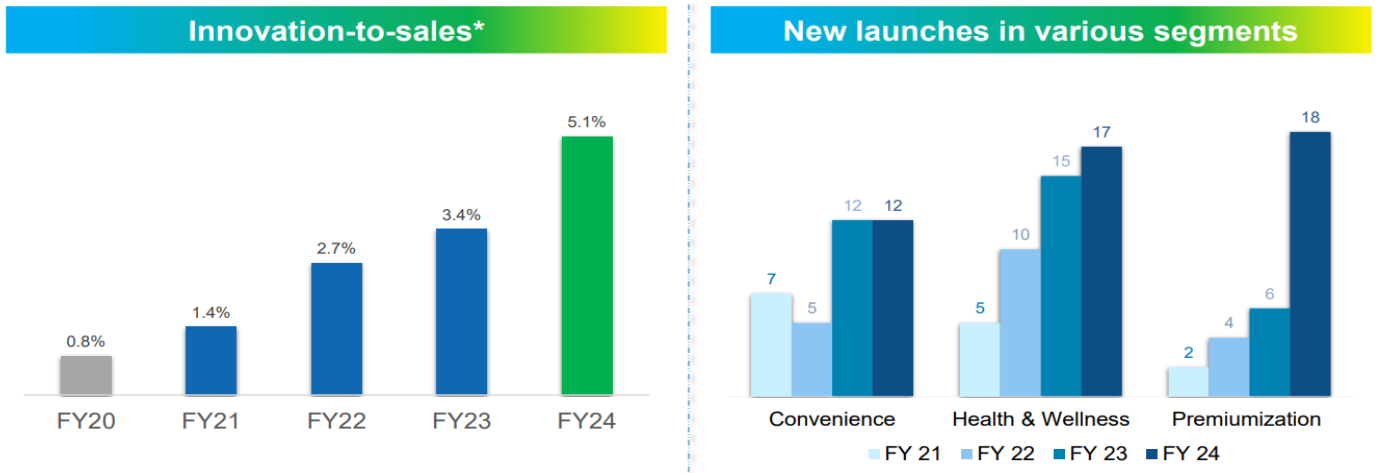
Exhibit 13: TATACONS strengthening the alternate channels



Figures mentioned are for full-year FY24. Growth v/s FY23. Does not include NourishCo.

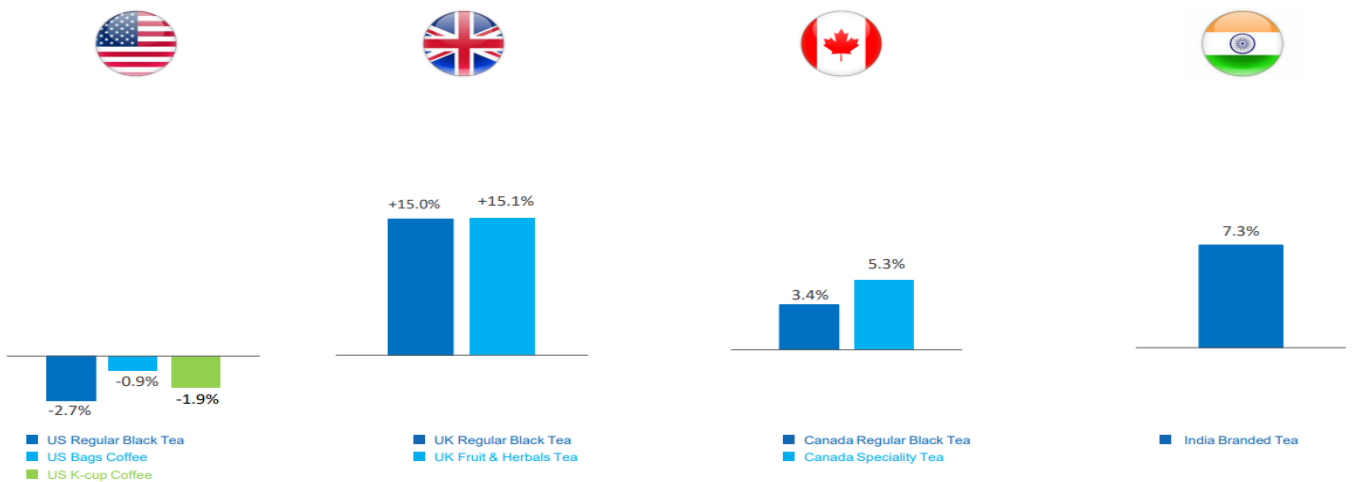
Source: Company

Exhibit 14: TATACONS achieving new milestones in Innovations



Source: Company

Exhibit 15: Market and category growth rates for 4QFY24



Source: Company

Exhibit 16: Consolidated segmental results

INR m	4QFY23	3QFY24	4QFY24	%/bp ch YoY	%/bp ch QoQ
Segmental revenue					
Branded Business					
India - Beverages	12,860	13,110	13,240	3%	1%
India - Foods	9,605	10,639	11,555	20%	9%
International - Beverages	9,841	10,284	10,525	7%	2%
Total Branded Business	32,305	34,033	35,320	9%	4%
Non-Branded Business	3,853	4,106	4,015	4%	-2%
Total Segment Revenue	36,158	38,139	39,335	9%	3%
Others	168	148	169		
International segment sales	-139	-247	-235		
Revenue from Operations	36,187	38,039	39,269	9%	3%
Segment Results					
Branded Business					
India - Business	3,116	3,685	3,203	3%	-13%
International - Beverages	1,272	1,088	1,642	29%	51%
Total Branded Business	4,388	4,772	4,845	10%	2%
Non-Branded Business	259	492	919	3.6x	87%
Total Segment Results	4,647	5,265	5,764	24%	9%
EBIT margins					
India - Business	13.9%	15.5%	12.9%	(95)	(260)
International - Beverages	12.9%	10.6%	15.6%	267	502
Total Branded Business	13.6%	14.0%	13.7%	13	(31)
Non-Branded Business	6.7%	12.0%	22.9%	1,619	1,091

Note: India – Business includes India – Beverages and India – Foods

Source: Company, MOFSL



Highlights from the management commentary

India packaged beverages business

- The India Packaged Beverages business witnessed revenue growth of 2% YoY in 4QFY24 (four-year revenue CAGR of ~9%). Volumes stood flat on a YoY basis.
- In FY24, premium and sub-premium segments outperformed the overall business and accounted for over two-thirds of India Tea.
- **Tea:** The segment witnessed a market share loss of 50bp YoY. TATACONS continued its market leadership in tea in the E-commerce channel.
- **Coffee** continued its strong performance, with a revenue growth of 45%/29% YoY in 4QFY24/FY24.

India foods business

- The business registered 20% YoY revenue growth in 4QFY24, with LFL revenue growth (excluding Capital Foods) of 11% YoY. The segment recorded a volume growth (excluding Capital Foods) of 4% YoY during the quarter.
- Tata Sampann's portfolio witnessed another strong quarter with 42% YoY growth. FY24 revenue growth for Tata Sampann was 45% YoY.
- Tata Soulfull's revenue grew 42% YoY in FY24.
- By end-Apr'24, the company will fully complete the Capital Foods acquisition. Capital Foods' products are now available at 95% of TATACONS distributors.
- The transaction for Organic India was completed on 16th Apr'24. TATACONS targets end-to-end integration within 100 days from the completion of transaction.
- Both the new businesses, i.e. Capital Foods and Organic India, will be cash EPS accretive from FY25 and accounting EPS accretive from FY26.

India salt business

- The salt portfolio grew by 5% YoY during the quarter led by ~3% YoY volume growth and favorable mix. In FY24, salt revenues grew 9% YoY with a volume growth of 4% YoY.
- In line with the company's premiumization agenda, value-added salts grew 34% in FY24 and accounted for 9% of the India salts business.
- The salt business touched its highest-ever market share of 39.9% in Feb/Mar'24.

NourishCo

- NourishCo witnessed revenue growth of ~13% YoY to INR2.04b in 4QFY24 led by ~29% revenue growth in Tata Copper. The revenue growth was primarily hurt by the delayed onset of summer.
- For FY24, net revenues for NourishCo grew 33% YoY to INR8.25b
- Total outlet reach for NourishCo touched 950k outlets, up from 650k outlets as of Mar'23.
- TATACONS continued with capacity augmentation and geographic expansion in FY24
- Tata Copper, which is 60% of the NourishCo business, is now the #5 water brand in India. Tata Gluco+ contributes ~40% to this business.

JV: Starbucks

- Tata Starbucks' revenue grew 7% YoY in 4QFY24. For FY24, revenue grew ~12% YoY to INR12.2b

- The company added 29/95 new net stores in 4QFY24/FY24, taking the total count to ~421. Starbucks entered six new cities during the quarter, taking its overall presence to 61 cities.
- Tata Starbucks targets opening one new store every three days to meet its ambitious target of reaching 1,000 stores by CY28.

Distribution

- The company expanded its total reach to 4m outlets as of Mar'24, with a direct reach of ~1.6m outlets.
- The company is witnessing a distinct improvement in assortment and growth in towns where it has implemented the salesman split-routes strategy.
- TATACONS has added 1,300 distributors in FY24 primarily in 'Rurban' markets
- With all 50k+ population towns now having a direct distributor, TATACONS initiated a focus on <50k population town
- Revenue from e-Commerce grew ~35% YoY in FY24.
- The channel contribution of e-commerce/modern trade stood at ~11%/14% of India sales.

Guidance

- The company expects to take the contribution of new business (including Capital Foods and Organic India) to 30% of India branded business, led by a 30% revenue CAGR.
- It aims to grow by ~30% YoY in NourishCo in FY25.
- Within the tea business, management expects 2-4% volume growth in the short term, while in the medium to long term it expects a mid-single-digit volume growth
- Management expects margin improvement going forward in the international beverage business.

International operations

- **The US business** – Coffee revenue grew 2% YoY (constant currency) in 4QFY24. For the full-year FY24, the US Coffee revenue declined 5% YoY in constant currency. Tata Raasa got listed in the US with 100 Stop & Shop stores during the quarter.
- **The UK business** revenue grew 11% YoY (constant currency) in 4QFY24. For the full year FY24, UK business revenue grew 10% YoY in constant currency with significantly improved profitability. The business witnessed strong share gains across all major retail partners during the quarter. Good Earth and Tea Pig now have 10% market share in the UK
- **Canada business** revenue grew 9%/3% YoY (constant currency) in 4QFY24/FY24.
- The international business has ~200-300bp better margins than India, and this will continue going forward.

Other highlights

- The standalone business now includes the Coffee Soluble business
- The exceptional item (UK Pension) led to a decline in the Group's net profit during the quarter.
- Advertising and Promotion expenses were up 16% YoY and accounted for ~7% of revenue in FY24.

- TATACONS witnessed nearly one launch every seven days of the year with innovation-to-sales ratio of 5.1%.
- Average North Indian tea prices were 8% lower YoY. Robust global supply impacted Indian exports and kept domestic prices soft.
- South Indian tea prices were 15% lower YoY. Kenyan tea prices were stable YoY as well as QoQ.
- Arabica prices continued to inflate during the quarter as global supplies remained tight. Robusta prices have touched record highs during the quarter. The average prices for 4Q were 60% higher YoY
- The company incubated a vending business, and the vending machines have crossed 1,000 units in 4QFY24
- The plantations business recorded a revenue decline of 30%, owing to muted volumes and lower tea prices. Further, there was a halt in operations due to group restructuring activities.
- The soluble business saw significantly improved profitability, led by strong price realization in coffee
- TATACONS have taken a one-time gain of INR920m on taxes due to restructuring of the US operations

Valuation and view

- TATACONS is following a two-pronged growth approach: 1) focusing on new growth engines such as Tata Sampann, NourishCo, Tata Soulfull, and the ready-to-eat/ready-to-consume business (Tata Smartfoodz); and 2) rapidly scaling up its distribution network along with digitization prowess across the supply chain, which will drive the next leg of growth.
- The management's holistic strategy is aimed at: i) strengthening and accelerating its core business, ii) exploring new opportunities, iii) unlocking synergies, iv) digitizing the supply chain, v) expanding its product portfolio and innovation, vi) enhancing its focus on premiumization and health & wellness products, vii) embedding sustainability, and viii) expanding its sales and distribution infrastructure, supply chain, and capability building toward being a multi-category FMCG player.
- We expect TATACONS to clock a revenue/EBITDA/PAT CAGR of 13%/17%/19% during FY24-26. We broadly maintain our FY25/FY26 EPS estimates. **Reiterate BUY with an SoTP-based TP of INR1,350.**

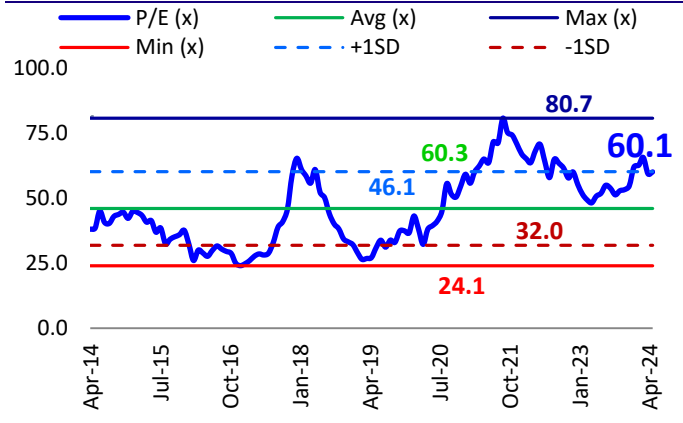
Exhibit 17: Valuation methodology

EV/EBITDA	FY26 EBITDA	Multiple (x)	EV
India Branded Business*	20,857	50	10,33,473
Coffee India (ex-Starbucks)	1,318	12	15,813
Coffee Overseas	3,967	15	59,511
Overseas tea (Tetley UK)	2,527	15	37,908
Capital Foods (75% holding)	1,561	44	68,694
Organic India	577	34	19,604
DCF			
Starbucks JV			79,189
Enterprise value			13,14,192
Less: Net debt			(23,973)
Market value (INRm)			13,38,166
No. of shares (m)			991
Target price (INR)			1,350

* includes Tea, Nourishco, Salt and other food products

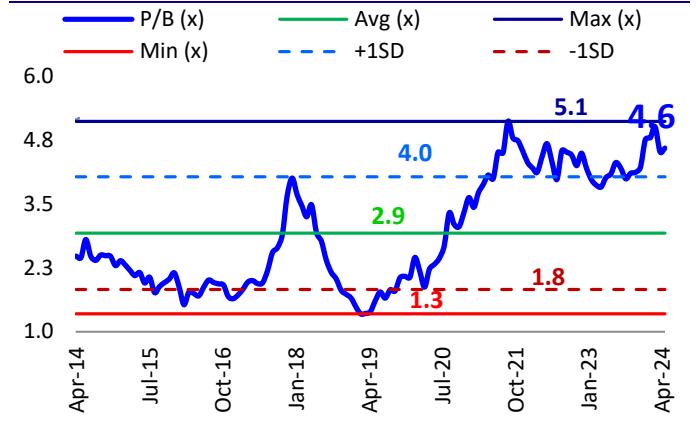
Source: MOFSL

Exhibit 18: One-year forward P/E (x)



Source: MOFSL

Exhibit 19: One-year forward P/B (x)



Source: MOFSL

Exhibit 20: Revisions to our estimates

Earnings Change (INR m)	Old		New		Change	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Revenue	1,78,409	1,94,096	1,78,321	1,94,179	0%	0%
EBITDA	27,866	30,661	28,467	31,328	2%	2%
Adj. PAT	18,288	20,334	17,730	19,678	-3%	-3%

Source: MOFSL

Financials and valuations

Consolidated Income Statement									(INRb)
Y/E March	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
Net Sales	68.2	72.5	96.4	116.0	124.3	137.8	152.1	178.3	194.2
Change (%)	0.5	6.4	32.9	20.4	7.1	10.9	10.3	17.3	8.9
Gross Profit	31.2	32.4	42.3	47.0	53.4	57.8	66.4	77.3	83.8
Margin (%)	45.7	44.7	43.9	40.5	43.0	41.9	43.7	43.4	43.1
Other operating exp.	22.8	24.6	29.3	31.6	36.2	39.2	43.6	48.9	52.4
EBITDA	8.4	7.9	12.9	15.4	17.2	18.6	22.8	28.5	31.3
Margin (%)	12.3	10.8	13.4	13.3	13.8	13.5	15.0	16.0	16.1
Depreciation	1.2	1.2	2.4	2.5	2.8	3.0	3.8	4.2	4.4
Net Interest	0.4	0.5	0.8	0.7	0.7	0.9	1.3	2.2	2.2
Other income	0.9	1.6	1.1	1.2	1.4	1.7	2.5	2.2	2.2
PBT before EO	7.7	7.7	10.8	13.4	15.1	16.3	20.2	24.3	27.0
EO income/(exp.)	-0.2	-0.3	-2.7	-0.3	-0.5	1.6	-3.3	0.0	0.0
PBT after EO	7.5	7.3	8.1	13.1	14.6	17.9	17.0	24.3	27.0
Tax	1.9	2.6	2.7	3.2	3.8	4.5	3.9	6.6	7.3
Rate (%)	24.7	35.5	33.9	24.2	25.9	24.9	23.3	27.0	27.0
Minority and Associates	0.7	0.7	0.8	1.4	1.4	1.4	1.5	0.7	0.2
Reported PAT	5.0	4.1	4.6	8.6	9.4	12.0	11.5	17.7	19.7
Adjusted PAT	5.2	4.4	7.2	8.7	9.7	10.8	14.0	17.7	19.7
Change (%)	34.5	-14.6	63.5	20.8	11.8	11.2	28.7	27.0	11.0

Balance Sheet									(INRb)
Y/E March	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
Share Capital	0.6	0.6	0.9	0.9	0.9	0.9	1.0	1.0	1.0
Reserves	69.7	72.7	137.2	144.4	150.5	161.8	159.6	205.2	218.4
Net Worth	70.3	73.3	138.1	145.3	151.4	162.8	160.6	206.2	219.4
Minority Interest	10.1	10.3	10.9	10.9	11.5	8.5	13.8	14.1	14.5
Loans	10.7	11.3	11.8	7.2	10.1	11.8	29.5	29.5	29.5
Capital Employed	91.1	94.9	160.9	163.5	173.0	183.1	203.9	249.8	263.4
Gross Block	25.4	27.7	59.1	61.8	66.7	71.7	114.0	127.5	131.5
Less: Accum. Deprn.	15.2	16.4	18.8	21.4	24.2	27.2	31.0	35.1	39.5
Net Fixed Assets	10.2	11.3	40.3	40.4	42.5	44.5	83.0	92.4	92.0
Capital WIP	1.4	4.2	1.0	1.1	4.6	5.1	4.0	4.0	4.0
Goodwill & Intangibles	37.2	37.9	73.3	76.0	77.5	80.3	103.3	112.8	112.8
Investments	6.4	6.0	4.9	4.8	6.0	6.8	6.3	6.0	6.1
Curr. Assets	49.3	49.4	65.3	79.9	80.1	91.0	82.1	109.3	125.5
Inventories	14.5	16.1	17.1	22.5	22.7	27.0	27.7	35.2	38.3
Account Receivables	6.5	6.8	9.2	7.6	8.4	8.0	9.0	13.7	14.9
Cash and Bank Balance	18.1	16.2	24.6	34.0	28.0	35.5	26.9	41.8	53.5
Others	10.3	10.3	14.4	15.8	21.1	20.5	18.5	18.6	18.8
Curr. Liability & Prov.	13.5	12.9	20.8	33.2	30.2	36.4	58.4	58.2	60.5
Account Payables	7.1	6.6	9.4	16.3	19.2	23.5	27.1	26.9	29.3
Other liabilities	3.6	4.2	8.6	14.0	8.6	10.5	27.4	27.4	27.4
Provisions	2.9	2.0	2.8	2.9	2.5	2.4	3.9	3.9	3.9
Net Curr. Assets	35.8	36.5	44.5	46.6	49.8	54.6	23.7	51.2	65.0
Def. tax liability	0.0	1.0	3.0	5.5	7.5	8.1	16.5	16.5	16.5
Appl. of Funds	91.1	94.9	160.9	163.5	173.0	183.1	203.9	249.8	263.4

Financials and valuations

Cash flow statement									(INRb)
Y/E March	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
EBITDA	8.4	7.9	12.9	15.4	17.2	18.6	22.8	28.5	31.3
Prov. & FX	0.0	0.0	-0.1	0.0	0.0	0.0	0.1	0.0	0.0
WC	-1.4	-2.3	-0.6	3.1	2.0	0.3	1.9	-10.4	-1.9
Others	-0.4	-0.8	1.4	1.2	-0.3	0.2	-1.6	13.8	0.0
Direct taxes (net)	-3.0	-2.6	-2.7	-3.2	-3.8	-4.5	-3.9	-6.6	-7.3
CF from Op. Activity	3.6	2.1	10.8	16.6	15.2	14.6	19.4	25.3	22.1
Capex	-3.6	-2.8	-1.6	-2.1	-2.7	-3.1	-3.3	-4.0	-4.0
FCFF	0.0	-0.7	9.2	14.5	12.4	11.5	16.0	21.3	18.1
Interest/dividend	0.5	0.5	0.6	0.7	0.9	1.2	1.9	2.2	2.2
Investments in subs/assoc.	-0.1	-0.4	-0.2	-2.2	-7.4	-2.0	-38.8	-35.0	0.0
Others	10.2	3.4	-5.5	-0.5	-4.0	-4.4	21.0	0.0	0.0
CF from Inv. Activity	7.0	0.7	-6.7	-4.1	-13.2	-8.3	-19.3	-36.8	-1.8
Share capital	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Borrowings	2.2	0.4	0.3	-0.6	-4.9	0.0	12.5	0.0	0.0
Finance cost	-0.3	-0.4	-0.7	-0.7	-0.6	-0.8	-1.2	-2.2	-2.2
Dividend	-2.1	-2.2	-2.2	-2.7	-4.0	-5.7	-8.1	-6.4	-6.4
Others	0.4	-2.5	6.9	0.9	1.6	7.8	-11.9	35.0	0.0
CF from Fin. Activity	0.1	-4.7	4.3	-3.0	-7.9	1.2	-8.6	26.3	-8.7
(Inc)/Dec in Cash	10.7	-1.9	8.4	9.4	-6.0	7.5	-8.6	14.9	11.7
Opening balance	7.4	18.1	16.2	24.6	34.0	28.0	35.5	26.9	41.8
Closing balance (as per B/S)	18.1	16.2	24.6	34.0	28.0	35.5	26.9	41.8	53.5

Ratios

Y/E March	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
Basic (INR)									
EPS	5.4	4.6	7.6	9.1	10.2	11.4	14.6	17.9	19.9
Cash EPS	6.9	6.1	10.5	12.2	13.6	14.9	18.6	23.8	26.1
BV/Share	76.3	79.6	149.9	157.7	164.3	175.2	168.5	223.7	238.1
DPS	2.4	2.5	2.7	4.1	6.1	6.1	6.5	6.5	6.5
Payout (%)	29.9	38.7	54.1	43.6	59.6	46.7	53.8	36.3	32.7
Dividend yield (%)	0.2	0.2	0.2	0.4	0.5	0.5	0.6	0.6	0.6
Valuation (x)									
P/E	204.7	239.5	146.5	121.3	108.5	97.5	75.8	62.1	55.9
Cash P/E	161.7	181.3	106.2	90.8	81.6	74.3	59.7	46.7	42.5
P/BV	14.5	14.0	7.4	7.0	6.8	6.3	6.6	5.0	4.7
EV/Sales	14.9	14.0	10.5	8.6	8.1	7.2	6.7	5.7	5.1
EV/EBITDA	121.0	129.5	78.2	64.5	58.5	53.8	44.9	35.5	31.9
Dividend Yield (%)	0.2	0.2	0.2	0.4	0.5	0.5	0.6	0.6	0.6
FCF per share	-0.1	-1.1	10.0	15.7	13.5	12.4	16.8	21.5	18.3
Return Ratios (%)									
RoE	7.8	6.1	6.8	6.1	6.6	6.9	8.6	9.7	9.2
RoCE	9.4	8.6	8.5	8.3	9.0	9.5	10.7	11.5	11.4
RoIC	11.7	9.8	11.5	11.1	10.7	11.3	12.3	14.1	14.4
Working Capital Ratios									
Fixed Asset Turnover (x)	6.7	6.4	2.4	2.9	2.9	3.1	1.8	1.9	2.1
Asset Turnover (x)	0.7	0.8	0.6	0.7	0.7	0.8	0.7	0.7	0.7
Debtor (Days)	35	34	35	24	25	21	22	28	28
Creditor (Days)	38	33	36	51	56	62	65	55	55
Inventory (Days)	78	81	65	71	67	72	66	72	72
Leverage Ratio (x)									
Net Debt/Equity	-0.1	-0.1	-0.1	-0.2	-0.1	-0.1	0.0	-0.1	-0.1

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