

BSE SENSEX
80,544

S&P CNX
24,574

Conference Call Details



Date: 7th Aug 2025

Time: 3:45pm IST

Dial-in details:

[Diamond Pass](#)

[Registration](#)

Financials & Valuations (INR b)

Y/E March	2026E	2027E	2028E
Sales	146.9	166.7	189.1
Sales Gr. (%)	11.8	13.5	13.4
EBITDA	33.6	37.9	42.9
EBITDA Margin (%)	22.9	22.7	22.7
Adj. PAT	23.8	27.3	31.2
Adj. EPS (INR)	46.9	53.8	61.3
EPS Gr. (%)	13.5	14.7	14.0
BV/Sh.(INR)	215.6	242.9	274.2
Ratios			
RoE (%)	23.0	23.5	23.7
RoCE (%)	21.4	21.9	22.3
Payout (%)	49.3	49.1	49.0
Valuations			
P/E (x)	64.9	56.6	49.6
P/BV (x)	14.1	12.5	11.1
EV/EBITDA (x)	45.2	39.4	34.8
Div. Yield (%)	0.8	0.9	1.0

CMP: INR3,042

Neutral

Better delivery of consumer business on growth and margin

Consolidated performance

- Consol. sales grew 11% YoY to INR37.5b (est. INR37.4b).
- Underlying volume growth remained strong at 9.9% (est. 12%, 9.8% in 4QFY25). UVG was 9.3% for Consumer & Bazaar (C&B) businesses and 12.6% for B2B businesses.
- The C&B segment's revenue rose 10% YoY to INR30.1b (est. INR29.7b), with segmental EBIT growing 18% YoY to INR9.5b (est. INR8.7b). Segmental EBIT margin expanded 210bp YoY to 31.5%.
- The B2B segment's revenue rose 11% YoY to INR8.1b (est. INR8.2b), with segmental EBIT growing 20% to INR1.3b (est. INR1.3b). Segmental EBIT margin expanded 130bp YoY to 16.5%.
- Gross margin expanded ~30bp YoY to 54.1% (est. 55%).
- Employee expenses rose 11% YoY and other expenses rose 5% YoY.
- EBITDA margin expanded 110bp YoY at 25.1% (est. 23.5%).
- EBITDA grew 16% YoY to INR9.4b (est. INR8.8b).
- PBT grew 19% YoY to INR9.2b (est. INR8.4b).
- Adj. PAT increased 19% YoY to INR6.7b (est. INR6.2b).
- The company announced a bonus share issue of 1:1 and an interim dividend of INR10.

Subsidiaries

- Domestic subsidiaries reported double-digit sales growth of 12%, with EBITDA growing 32%, driven by the softening of input costs.
- International subsidiaries grew 6% YoY. EBITDA of International subsidiaries grew 9%.

Other takeaways

- The company remains cautiously optimistic as domestic conditions continue to improve, aided by a favorable monsoon, steady demand—particularly in the construction sector—lower interest rates, and recent measures aimed at boosting liquidity.
- However, the company remains vigilant of potential risks arising from geopolitical developments, which could impact supply chains and create uncertainty around global tariffs.

Consolidated - Quarterly earnings model

(INR m)

Y/E March	FY25				FY26				FY25	FY26E	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Volume growth (%)	9.6	8.0	9.7	9.8	9.9	10.0	10.0	10.0	9.3	10.0	12.0	
Net Sales	33,954	32,349	33,689	31,411	37,531	35,497	38,145	35,757	1,31,403	1,46,925	37,364	0.4
YoY change (%)	3.7	5.2	7.6	8.2	10.5	9.7	13.2	13.8	6.1	11.8	10.0	
Gross Profit	18,268	17,583	18,301	17,288	20,314	19,453	20,903	19,875	71,440	80,545	20,550	-1.2
Margin (%)	53.8	54.4	54.3	55.0	54.1	54.8	54.8	55.6	54.4	54.8	55.0	
Total Expenditure	25,826	24,661	25,705	25,086	28,121	27,077	29,022	29,113	41,315	46,966	28,571	
EBITDA	8,127	7,688	7,984	6,326	9,410	8,421	9,123	6,644	30,125	33,579	8,793	7.0
YoY change (%)	15.0	13.1	7.5	9.6	15.8	9.5	14.3	5.0	11.3	11.5	8.2	
Margins (%)	23.9	23.8	23.7	20.1	25.1	23.7	23.9	18.6	22.9	22.9	23.5	
Depreciation	844	879	895	967	967	967	970	972	3,585	3,875	967	
Interest	118	117	125	144	138	129	137	129	504	532	130	
Other Income	539	571	558	804	857	714	697	645	2,472	2,914	674	
PBT	7,704	7,263	7,522	6,019	9,162	8,039	8,713	6,189	28,509	32,084	8,370	9.5
Tax	1,984	1,848	1,947	1,487	2,383	2,010	2,178	1,450	7,265	8,021	2,093	
Rate (%)	25.7	25.4	25.9	24.7	26.0	25.0	25.0	23.4	25.7	25.0	25.0	
Reported PAT	5,669	5,346	5,524	4,223	6,724	5,974	6,480	4,683	20,762	23,842	6,223	8.1
Adj PAT	5,669	5,346	5,524	4,473	6,724	5,974	6,480	4,683	21,012	23,842	6,223	8.1
YoY change (%)	21.1	18.7	8.2	20.2	18.6	11.8	17.3	4.7	16.7	13.5	9.8	
Margins (%)	16.7	16.5	16.4	14.2	17.9	16.8	17.0	13.1	16.0	16.2	16.7	

E: MOFSL Estimates

Consolidated segmental performance

Consol. revenue (INR m)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Consumer & Bazaar	26,609	25,083	25,413	22,472	27,408	25,805	26,726	23,976	30,067
% YoY	9%	3%	5%	6%	3%	3%	5%	7%	10%
C&B volume growth (%)	12%	8%	10%	13%	8%	6%	7%	8%	9%
Business to business	6,780	6,153	6,373	7,079	7,256	7,036	7,572	8,089	8,066
% YoY	-6%	-1%	6%	12%	7%	14%	19%	14%	11%
B2B volume growth (%)	0%	20%	20%	25%	18%	21%	22%	16%	13%
Consol. EBIT (INR m)									
Consumer & Bazaar	7,078	6,935	7,704	5,448	8,039	7,710	7,865	6,178	9,458
% margin	26.6%	27.6%	30.3%	24.2%	29.3%	29.9%	29.4%	25.8%	31.5%
% YoY	32%	32%	43%	19%	14%	11%	2%	13%	18%
Business to business	917	685	757	835	1,103	1,040	1,335	1,415	1,329
% margin	13.5%	11.1%	11.9%	11.8%	15.2%	14.8%	17.6%	17.5%	16.5%
% YoY	22%	38%	93%	18%	20%	52%	76%	69%	20%