

₹ 3102

VST Industries (VSTIND)

Await clarity on GST...

- Gross revenues for the quarter grew 4.0% YoY against our estimate of 8.4% to ₹ 574.2 crore. Cigarette sales increased 16.0% YoY to ₹ 524 crore led by realisation improvement; cigarette volume for the quarter declined 0.5% YoY. Excise duty increased 22.8% YoY due to two months of additional excise duty levy of 6% post Budget and change in sales mix in favour of above 64 mm sticks. Un-manufactured tobacco sales fell 50% YoY to ₹ 50 crore. Thus, net sales fell 15.7% YoY to ₹ 227.0 crore (I-direct estimate: ₹ 261.2 crore)
- EBITDA also declined in line with revenue by 16.3% YoY to ₹ 61.8 crore against out estimate of ₹ 73.9 crore with EBITDA margin of 27.1% (flat YoY). Other income jumped from ₹ 4.0 crore in Q4FY16 to ₹ 15.6 crore in Q4FY17 on account of mutual fund sale
- Aided by higher other income, net profit decline for the quarter was restricted at 8.5% YoY to ₹ 45.1 crore (I-direct estimate: ₹ 50.5 crore)

Clarity on GST to be key trigger for industry performance

The GST Council has announced the cap on cess levied on cigarettes and chewing tobacco, which could be either 290% or ₹ 4,170/1000 stick or a combination of both. Further, these cess rates are an enabling provision and the actual tax incidence could vary. Prima facie, this looks tax neutral for the industry. However, GST rates are still awaited and would provide further clarity on the effective tax rate and would be a key trigger for the company's performance going forward. We have not factored in any implication of the same in our estimates.

Volume growth, premium brands to aid revenue growth

VST Industries, with 7.5% volume market share, is a prominent player in the low priced cigarette (₹ 3.0-5.0/stick) segment in India (brands: *Charms, Charminar, Kingston, Moments*). In the FY18 Budget, the Government of India had announced a 6% hike in excise duty across categories of cigarette against our assumption of 10% hike. On account of excise hikes, VST's cigarette volume has witnessed a decline in the past five years; it posted ~1% decline in FY17. However, going forward, we are factoring in 2.5% and 3.0% volume growth for FY18E and FY19E, respectively, on a low base created over years. Further, we are assuming 8.5% and 10.0% realisation growth per cigarette for same period. Hence, we are estimating 12.3% CAGR in net sales over FY17-19E.

Dividend payout to remain elevated in coming years

VST's average dividend payouts increased from 52.9% in FY08 to 69.3% in FY17 on account of robust profitability and free cash flows CAGR over the same period. The company's profitability has increased at a CAGR of 12.4% in FY08-17 while FCF has grown at 13.1% CAGR in FY08-16 (negative FCF for FY17 due to change in accounting standard). Going ahead, with no major capex requirement, we expect the payout to remain elevated at 70.8% and 73.0% for FY18E and FY19E, respectively.

Downgrade to HOLD due to sharp run up

We expect VST to clock revenue CAGR of 12.3% FY17-19E led by volume CAGR of 2.7% coupled with realisation CAGR of 9.2% over the same period. Though we remain positive on the business, clarity on GST rate would be a key event to watch out. Additionally, the stock has run up ~30% since our last update on the company. Hence, we downgrade our recommendation on the stock from BUY to **HOLD** with a target price of ₹ 3320/share valuing it at 22x on its FY19E EPS of ₹ 150.8.

Rating matrix		
Rating	:	Hold
Target	:	₹ 3320
Target Period	:	12-15 months
Potential Upside	:	7%

What's changed?	
Target	Changed from ₹ 2792 to ₹ 3320
EPS FY18E	Changed from ₹ 133.9 to ₹ 127.1
EPS FY19E	Changed from ₹ 155.1 to ₹ 150.8
Rating	Changed from Buy to Hold

Quarterly performance					
	Q4FY17	Q4FY16	YoY (%)	Q3FY17	QoQ (%)
Sales	227.0	269.2	-15.7	233.9	-2.9
EBITDA	61.8	73.8	-16.3	67.6	-8.6
EBITDA (%)	27.1	27.3	-18 bps	28.8	-169 bps
PAT	45.1	49.3	-8.5	45.2	-0.2

Key financials				
₹ Crore	FY16	FY17	FY18E	FY19E
Net Sales	878.9	944.1	1,073.6	1,189.9
EBITDA	237.4	246.2	305.2	355.7
Net Profit	153.1	167.2	196.3	232.8
EPS (₹)	99.2	108.3	127.1	150.8

Valuation summary				
	FY16	FY17	FY18E	FY19E
P/E	31.3	28.6	24.4	20.6
Target P/E	33.5	30.7	26.1	22.0
Div. Yield	2.3	2.4	2.9	3.5
Mcap/Sales	5.4	5.1	4.5	4.0
RoNW (%)	41.3	31.1	32.8	34.8
RoCE (%)	59.7	45.0	47.2	49.5

Stock data	
	Amount
Market Capitalization (₹ Crore)	4,790.1
Total Debt (FY17) (₹ Crore)	0.0
Cash and Investments (FY17) (₹ Crore)	189.9
EV (₹ Crore)	4,600.1
52 week H/L	3216 / 1595
Equity capital	₹ 15.4 crore
Face value	₹ 10

Price performance				
	1M	3M	6M	12M
VST Industries	9.3	27.3	34.4	84.7
ITC	-0.8	11.2	13.5	24.8
Godfrey Phillips	-16.1	3.0	-28.2	-9.5

Research Analyst	
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Variance analysis

	Q4FY17	Q4FY17E	Q4FY16	YoY (%)	Q3FY17	QoQ (%)	Comments
Revenue	227.0	261.2	269.2	-15.7	233.9	-2.9	Net sales declined by 15.7% mainly on account of 50% YoY decline in sale of un-manufactured tobacco
Other Operating Income	0.6	0.9	0.8	-29.8	0.6	-7.8	
Raw Material Expenses	105.0	126.7	146.2	-28.2	115.6	-9.2	
Employee Expense	25.6	23.8	21.0	22.0	21.3	20.5	
Other operating Expenses	35.3	37.7	29.1	21.3	30.1	17.2	
EBITDA	61.8	73.9	73.8	-16.3	67.6	-8.6	EBITDA declined 16.3% due to decline in sales
EBITDA Margin (%)	27.1	28.2	27.3	-18 bps	28.8	-169 bps	Operating margins remained flat YoY. Proportion of high valued cigarettes has increased in the sales mix
Depreciation	10.5	8.5	9.1	15.4	9.6	9.6	
Interest	0.0	0.0	0.0	NA	0.0	NA	
Other Income	15.6	7.7	4.0	288.8	8.9	76.2	Other income increased on account of mutual fund sales by the company during the quarter
PBT	66.9	73.1	68.7	-2.6	66.9	0.0	
Tax Outgo	21.8	22.7	19.4	12.4	21.7	0.5	
PAT	45.1	50.5	49.3	-8.5	45.2	-0.2	Led by higher other income, decline in PAT was restricted to 8.5% YoY

Key Metrics							
Cigarette Sales (₹ crore)	524.2	511.3	451.9	16.0	502.0	4.4	Largely driven by the increase in realisation as volumes dipped 0.5% during the quarter
Tobacco Sales (₹ crore)	50.0	86.9	100.0	-50.0	65.0	-23.1	This was on account of lower offtake from the client

Source: Company, ICICIdirect.com Research

Change in estimates

(₹ Crore)	FY18E			FY19E			Comments
	Old	New	% change	Old	New	% change	
Revenue	1071.9	1073.6	0.2	1,186.0	1,189.9	0.3	
EBITDA	310.4	305.2	-1.7	360.0	355.7	-1.2	
EBITDA Margin (%)	29.0	28.4	-54 bps	30.2	29.8	-45 bps	
PAT	206.8	196.3	-5.1	239.6	232.8	-2.8	Led by downward revision of EBITDA
EPS (₹)	133.9	127.1	-5.1	155.1	150.8	-2.8	

Source: Company, ICICIdirect.com Research

Assumptions

	Current			Earlier		Comments
	FY17	FY18E	FY19E	FY18E	FY19E	
Cig. Vol. (mn sticks)	7,258.7	7,440.1	7,663.4	7,665.6	7895.6	Tweaked due to the reported volume for FY17
Cig. Vol. Growth (%)	-1.0	2.5	3.0	2.5	3.0	Maintain our assumptions for FY18E and FY19E
Realization/cig (₹)	2.8	3.0	3.3	3.0	3.3	
Tobacco Sales(₹ crore)	275.0	286.1	297.7	306.8	319.1	Tweaked due to the reported sales for FY17
% of <64mm in sales	55.0	50.0	50.0	50.0	50.0	
% of >64mm in sales	45.0	50.0	50.0	50.0	50.0	

Source: Company, ICICIdirect.com Research

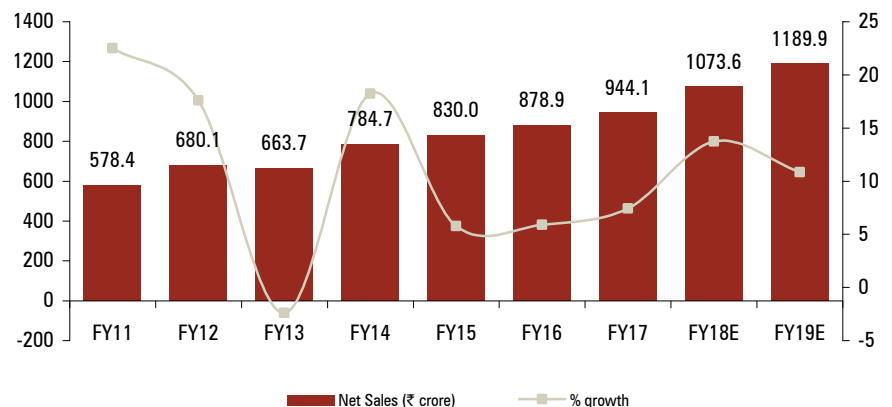
Company Analysis

Both volume, realisation growth to drive revenue

VST Industries, a key player in the lower priced cigarette segment (₹ 3.0-5.0/stick) has popular brands like *Charminar*, *Charms*, *Kingston* and *Moments* and is largely present in Telangana, Uttar Pradesh, Andhra Pradesh, West Bengal and eastern India. The company's long term presence in the non-filter cigarette segment ended in FY09 following ~200% increase in excise duty on the segment post which it shifted its focus to the filter segment. Led by the strong brands of the company, favourable demographics and excise duty regime (alternate years of excise hike) VST's cigarette revenues (88.0% of overall revenues in FY17) posted a healthy CAGR of 17.2% led by volume CAGR of 8.4% & price led CAGR of 8.2% in FY09-12. However, in FY13 and FY14, the strong volume growth took a backseat (-12.5% in FY13E & 0.5% in FY14E) after the government increased excise duty (on above 64 mm sticks) significantly each year (21% for FY13 & 18% for FY14). Consecutive increases, thereby, led to a shift of VST's sales mix towards lower length and higher margin 64 mm cigarettes, excise on which had been left untouched. However, in the FY15 Budget, the government increased the excise duty on below 65 mm segment by ~72%, by 25% for FY16 and further by 10% and 6% for FY17 and FY18.

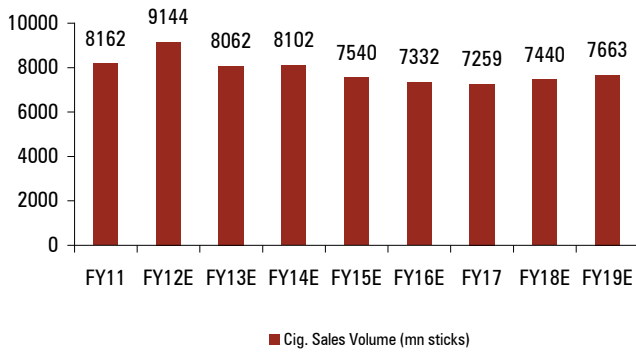
In the 2017 Budget, the Government of India had announced a 6% hike in excise duty across categories of cigarette, which is less severe than prior hikes, against our assumption of 10% hike. Coupled with this, creation of low base in the past couple of years would aid cigarette volume growth of 2.5% and 3.0% for FY18E and FY19E, respectively. We are factoring in 8.5% and 10.0% realisation growth per cigarette for FY18E and FY19E, respectively. Hence, we are estimating 12.3% CAGR in net sales in FY17-19E.

Exhibit 1: Sales growth to remain modest until FY18E



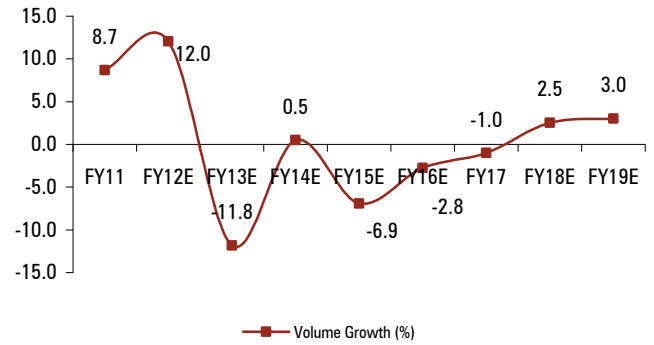
Source: Company, ICICIdirect.com Research

Exhibit 2: Cigarette sales volume (million sticks)



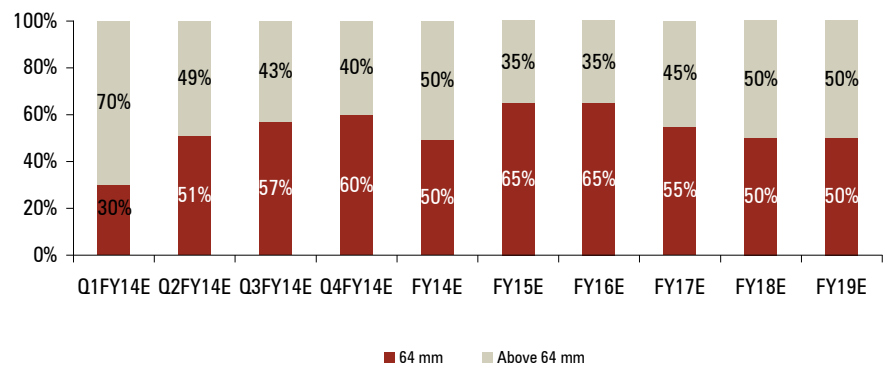
Source: Company, ICICIdirect.com Research

Exhibit 3: Cigarette volume growth (%)



Source: Company, ICICIdirect.com Research

Exhibit 4: Sales mix post FY13



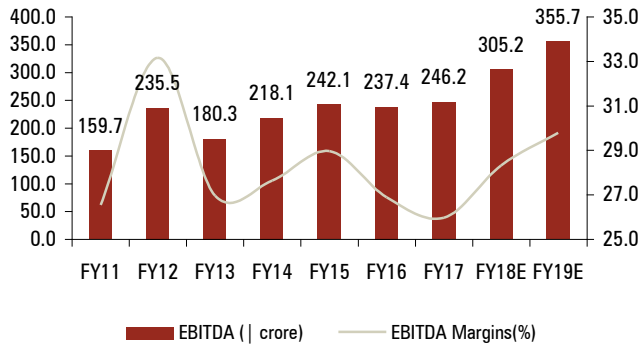
Source: Company, ICICIdirect.com Research

Shift in sales mix to support margin expansion

The company's strong brand has helped VST to successfully pass on the excise hikes through price increases while maintaining volume growth. This aided the EBITDA/stick to increase from ₹ 0.11/stick in FY09 to ₹ 0.23/stick in FY12. Hence, the EBITDA margin grew from 23.1% to 33.2% over the same period. However, in FY13, the EBITDA margin fell to 27% and EBITDA/stick to ₹ 0.2/stick due to a sharp increase in excise duty (~21%) for cigarettes above 69 mm. The company shifted its focus to <65 mm segment in FY14 leading to an improvement in EBITDA to ₹ 0.32/stick for FY17. We expect the EBITDA/stick to further grow to ₹ 0.44/stick by FY19E.

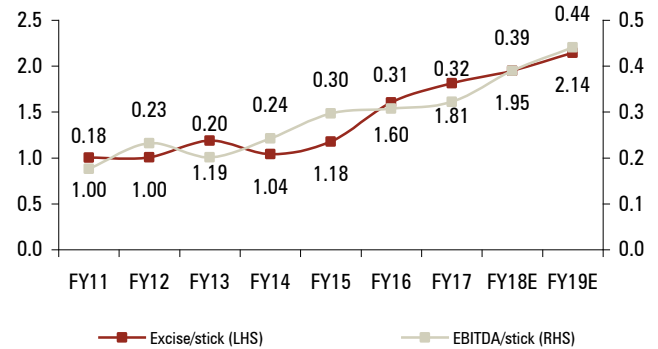
In Q2FY16, company launched *Addition* at ₹ 10/stick in >64 mm category and *Total* at a price point of ₹ 5.0-5.8/stick in <64 mm category. Going forward, we expect the mix to become 50:50 for >64 mm:<64 mm categories. The excise duty/stick would increase from ₹ 1.8 in FY17 to ₹ 2.1 in FY19E. However, we expect price hikes and increased proportion of premium brands in revenue mix, coupled with lower raw material cost, to help EBITDA margins expand 382 bps in FY17-19E to 29.8% in FY19E.

Exhibit 5: EBITDA trend (₹ crore)



Source: Company, ICICIdirect.com Research

Exhibit 6: Cigarette excise/stick and EBITDA/stick (₹)

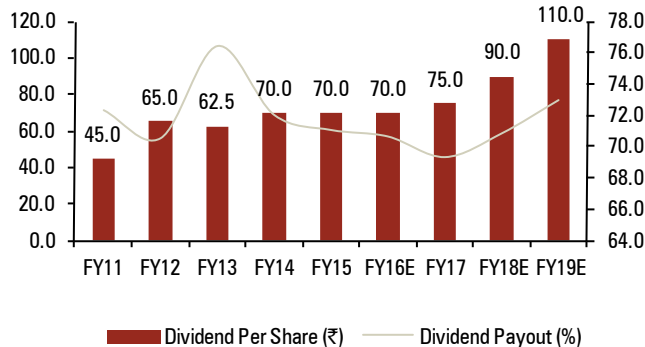


Source: Company, ICICIdirect.com Research

Dividend payout to remain elevated, going ahead

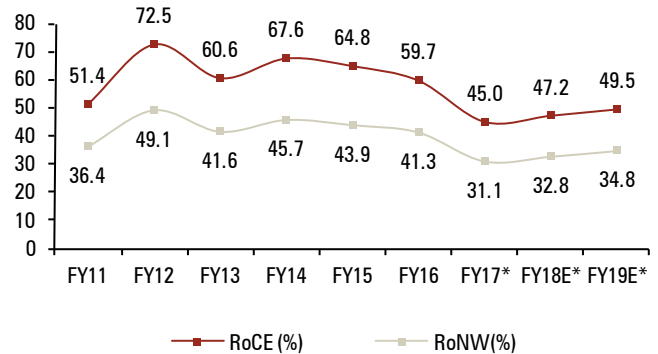
VST's strong free cash flow growth at 13.1% CAGR in FY08-16 and no major capex plans have aided the company to increase its dividend payout from 52.9% in FY08 to 69.3% in FY17. Consequently, this increased the dividend/share from ₹ 20 (FY08) to ₹ 75 (FY17). Higher payout has also aided return ratios. VST's RoE and RoCE improved from 25.2% and 37.1% in FY08 to 41.3% and 59.7% in FY16, respectively (FY17 numbers not comparable due to a change in financial reporting; though they are showing improving trend). We expect the dividend payout to remain healthy, going forward, at 70.8% and 73.0% for FY18E and FY19E, respectively.

Exhibit 7: High dividend payout to continue



Source: Company, ICICIdirect.com Research

Exhibit 8: Return ratios to improve



Source: Company, ICICIdirect.com Research; * Not comparable to previous years due to change in accounting standard

Outlook & valuation

We expect VST to clock revenue CAGR of 12.3% in FY17-19E led by cigarette volume CAGR of 2.7% coupled with realisation CAGR of 9.2% over the same period. We expect the mix to become 50:50 for >64 mm:<64 mm categories leading to increase in excise duty/stick from ₹ 1.8 in FY17 to ₹ 2.1 in FY19E. Additionally, we are factoring in 4.0% CAGR in revenues of un-manufactured tobacco over FY17-19E. With the change in sales mix in favour of high margin category, we are estimating a 382 bps improvement in EBITDA margin over the same period to 29.8% in FY19E. Aided by revenue growth and margin expansion, PAT for the company is, thus, estimated to grow at 18.0% CAGR in FY17-19E.

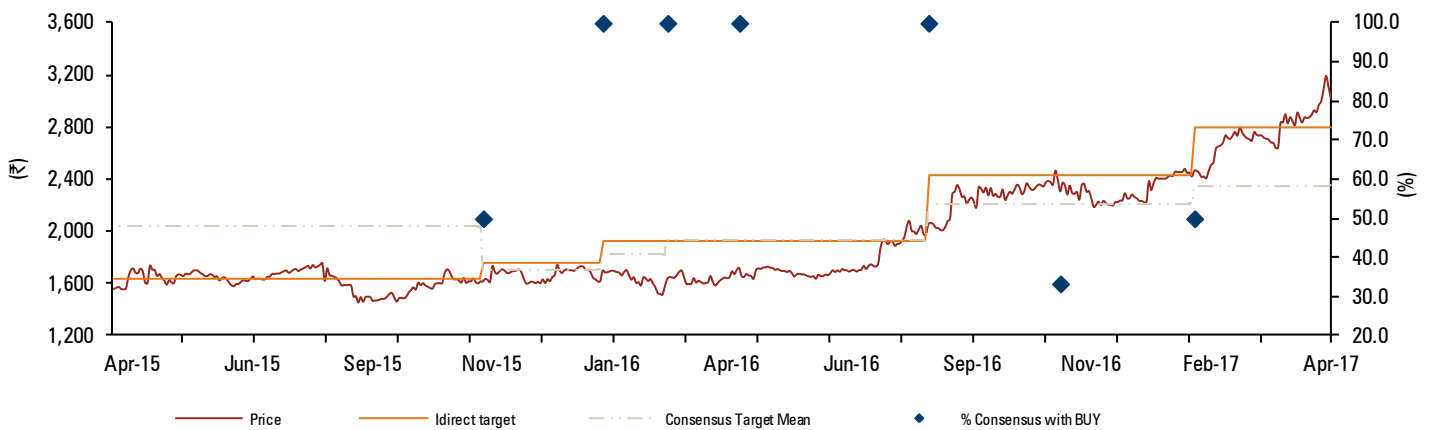
Though we remain positive on the business, clarity on GST rate would be a key event to watch for the company. Additionally, the stock has run up ~30% since our last update on it. Hence, we downgrade our recommendation on the stock from BUY to **HOLD** with a target price of ₹ 3320/share valuing it at 22x on its FY19E EPS of ₹ 150.8.

Exhibit 9: Valuations

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY16	878.9	5.9	99.2	0.6	31.3	20.0	41.3	59.7
FY17E	944.1	7.4	108.3	9.2	28.6	19.3	31.1	45.0
FY18E	1073.6	13.7	127.1	17.4	24.4	15.4	32.8	47.2
FY19E	1189.9	10.8	150.8	18.6	20.6	13.0	34.8	49.5

Source: Company, ICICIdirect.com Research

Recommendation history vs. Consensus



Source: Bloomberg, Company, ICICIdirect.com Research

Key events

Date	Event
Apr-09	Final dividend of ₹ 30/share on closing share price of ₹ 213 yielding a dividend of 14.1%
Apr-10	Final dividend of ₹ 30/share; margins decline significantly to 17.6%
Apr-11	Final dividend of ₹ 45/share; margins improve by robust 1050 bps YoY to 28.1%
Jan-12	Profits decline ~10% YoY with volume growth in cigarettes declining ~9% YoY
Feb-12	Gol increases excise duty on cigarettes above 65 mm by ~21% in FY13 Budget
Apr-12	Final dividend of ₹ 65/share
Sep-12	Profitability declines ~17% YoY led by muted sales growth of ~6% and decline in margins by ~690 bps YoY to 24.6%
Apr-13	Volume growth in cigarettes or FY13 comes in ~13% lower with a margin decline of ~600 bps to 27%. Profits also remain lower by ~11% for the year
Jul-14	Government increases excise duty on <65 mm segment cigarettes by ~72% and other lengths by 11-21%
Feb-15	Excise duty on below 65 mm category increased by 25% with above 65 mm category increased by 15% in Union Budget FY16
Feb-16	Excise hike of 10% on cigarettes in Budget 2016
Feb-17	Government announces a 6% hike in excise duty across categories of cigarette

Source: Company, ICICIdirect.com Research

Top 10 Shareholders

Rank	Name	Latest Filing Date	% O/S	Position (m)	Change (m)
1	British American Tobacco PLC	31-Dec-16	31.73	4.9	0.0
2	Bright Star Investments Pvt. Ltd.	31-Dec-16	25.95	4.0	0.0
3	HDFC Asset Management Co., Ltd.	31-Dec-16	8.90	1.4	0.0
4	Matthews International Capital Management, L.L.C.	31-Dec-15	8.19	1.3	0.0
5	ICICI Lombard General Insurance Company Ltd.	31-Dec-16	2.14	0.3	0.0
6	The New India Assurance Co. Ltd.	31-Dec-16	1.71	0.3	0.0
7	DSP BlackRock Investment Managers Pvt. Ltd.	31-Mar-17	1.63	0.3	0.0
8	IDBI Asset Management Limited	28-Feb-17	0.75	0.1	0.0
9	Rothmans International Enterprises, Ltd.	31-Dec-16	0.43	0.1	0.0
10	Axis Asset Management Company Limited	28-Feb-17	0.40	0.1	0.0

Source: Reuters, ICICIdirect.com Research

Shareholding Pattern

(in %)	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17
Promoter	32.2	32.2	32.2	32.2	32.2
FII	13.9	10.6	10.6	10.4	10.4
DII	12.8	14.2	14.4	14.3	14.3
Others	41.2	43.1	42.9	43.2	43.2

Recent Activity

Buys			Sells		
Investor name	Value	Shares	Investor name	Value	Shares
IDBI Asset Management Limited	0.09m	0m	The New India Assurance Co. Ltd.	-0.53m	-0.02m
Segall Bryant & Hamill, LLC	0.07m	0m	HDFC Asset Management Co., Ltd.	-0.03m	0m
Fidelity Management & Research Company	0.05m	0m	Boston Partners	-0.01m	0m
State Street Global Advisors (US)	0m	0m	Goldman Sachs Asset Management (India) Private Ltd.	0m	0m

Source: Reuters, ICICIdirect.com Research

Financial summary

Profit and loss statement ₹ Crore				
(Year-end March)	FY16	FY17	FY18E	FY19E
Total Operating Income	883.1	948.2	1078.0	1194.6
Growth (%)	5.6	7.4	13.7	10.8
Raw Material Expenses	435.3	468.4	525.0	570.2
Employee Expenses	80.4	91.3	102.0	113.0
Marketing Expenses	47.5	0.0	49.2	54.5
Administrative Expenses	43.2	0.0	53.7	57.1
Other expenses	39.4	142.4	42.9	44.0
Total Operating Expenditure	645.7	702.0	772.8	838.9
EBITDA	237.4	246.2	305.2	355.7
Growth (%)	-2.0	3.7	24.0	16.6
Depreciation	31.0	36.9	38.0	40.1
Interest	0.0	0.0	0.0	0.0
Other Income	0.0	0.0	0.0	0.0
PBT	226.6	246.8	284.2	332.6
Others	20.2	37.6	17.0	17.0
Total Tax	73.5	79.6	87.9	99.8
PAT	153.1	167.2	196.3	232.8
Growth (%)	0.6	9.2	17.4	18.6
EPS (₹)	99.2	108.3	127.1	150.8

Source: Company, ICICIdirect.com Research

Cash flow statement ₹ Crore				
(Year-end March)	FY16	FY17E	FY18E	FY19E
Profit after Tax	153.1	167.2	196.3	232.8
Add: Depreciation	31.0	36.9	38.0	40.1
(Inc)/dec in Current Assets	5.9	36.3	-236.0	-82.6
Inc/(dec) in CL and Provisions	-25.8	-199.6	228.7	51.6
CF from operating activities	164.2	40.8	227.0	241.9
(Inc)/dec in Investments	0.0	0.0	-49.2	-5.6
(Inc)/dec in Fixed Assets	-47.9	-43.1	-30.0	-30.0
(Inc)/dec in LT Loans & Adv.	-4.1	1.0	0.0	0.0
Others	-3.6	0.5	-7.7	0.3
CF from investing activities	-55.7	-41.6	-86.9	-35.2
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	0.0	0.0	0.0	0.0
Dividend paid & dividend tax	-129.5	0.0	-135.5	-162.6
Inc/(dec) in Reval. Reserve	0.0	0.0	0.0	0.0
Inc/(dec) in Exch. Fluc. Res.	0.0	0.0	0.0	0.0
CF from financing activities	-129.4	0.0	-135.5	-162.6
Net Cash flow	-20.8	-0.7	4.6	44.1
Opening Cash	42.1	21.2	20.5	25.1
Closing Cash	21.2	20.5	25.1	69.2

Source: Company, ICICIdirect.com Research

Balance sheet ₹ Crore				
(Year-end March)	FY16	FY17	FY18E	FY19E
Liabilities				
Equity Capital	15.4	15.4	15.4	15.4
Reserve and Surplus	355.0	521.6	583.0	653.2
Total Shareholders funds	370.4	537.1	598.4	668.7
Total Debt	0.0	0.0	0.0	0.0
Long Term Provisions	9.3	10.9	3.2	3.6
Total Liabilities	379.7	548.0	601.7	672.3
Assets				
Gross Block	484.7	527.8	557.8	587.8
Less: Acc Depreciation	270.0	306.9	344.9	385.0
Net Block	214.7	220.8	212.8	202.7
Capital WIP	0.0	0.0	0.0	0.0
Deferred Tax Asset	20.8	21.9	21.9	21.9
Non Current Investments	2.3	2.3	51.5	57.1
LT Loans & Advances/Others	5.2	4.2	4.2	4.2
Current Assets				
Inventory	377.0	329.3	426.5	472.7
Debtors	12.4	12.0	17.6	19.6
Cash	21.2	19.9	25.1	69.2
Loans & Advances	12.9	15.0	32.4	35.9
Current Investments	160.0	170.0	279.4	309.7
Other CA	0.7	0.3	6.8	7.5
Current Liabilities				
Creditors	64.6	56.0	79.4	88.0
Provisions	131.5	0.0	0.0	0.0
Other CL	251.4	191.8	397.1	440.1
Net Current Assets	136.8	298.8	311.3	386.4
Total Assets	379.7	548.0	601.7	672.3

Source: Company, ICICIdirect.com Research

Key ratios				
(Year-end March)	FY16	FY17	FY18E	FY19E
Per share data (₹)				
EPS	99.2	108.3	127.1	150.8
Cash EPS	119.2	132.2	151.7	176.8
BV	239.9	347.8	387.5	433.0
DPS	70.0	75.0	90.0	110.0
Cash Per Share	13.7	12.9	16.3	44.8
Operating Ratios (%)				
EBITDA Margin	26.9	26.0	28.3	29.8
PBT / Net Sales	25.8	26.1	26.5	28.0
PAT Margin	17.4	17.7	18.3	19.6
Inventory days	156.6	127.3	145.0	145.0
Debtor days	5.1	4.7	6.0	6.0
Creditor days	26.8	21.6	27.0	27.0
Return Ratios (%)				
RoE	41.3	31.1	32.8	34.8
RoCE	59.7	45.0	47.2	49.5
RoIC	62.5	41.9	53.5	60.7
Valuation Ratios (x)				
P/E	31.3	28.6	24.4	20.6
EV / EBITDA	20.0	19.3	15.4	13.0
EV / Net Sales	5.4	5.0	4.4	3.9
Market Cap / Sales	5.4	5.1	4.5	4.0
Price to Book Value	12.9	8.9	8.0	7.2
Solvency Ratios				
Debt/EBITDA	0.0	0.0	0.0	0.0
Debt / Equity	0.0	0.0	0.0	0.0
Current Ratio	1.3	2.1	1.6	1.6
Quick Ratio	0.4	0.8	0.7	0.7

Source: Company, ICICIdirect.com Research

ICICIdirect.com coverage universe (FMCG)

Sector / Company	CMP			M Cap (₹ Cr)	EPS (₹)			P/E (x)			Price/Sales (x)			RoCE (%)			RoE (%)		
	(₹)	TP(₹)	Rating		FY17E	FY18E	FY19E	FY17E	FY18E	FY19E	FY17E	FY18E	FY19E	FY17E	FY18E	FY19E	FY17E	FY18E	FY19E
Colgate (COLPAL)	1,003	950	Hold	24,744	21.9	23.4	25.0	45.8	42.9	38.0	5.5	5.1	4.7	69.8	70.7	68.8	49.8	49.5	48.1
Dabur India (DABIND)	284	324	Buy	48,304	7.2	7.9	8.5	39.2	35.9	38.2	5.8	5.2	4.9	27.5	27.0	26.0	26.0	25.3	24.0
GSK CH (GLACON)	5,193	6,102	Buy	23,139	159.6	176.6	200.1	32.5	29.4	30.5	5.3	4.7	4.2	34.4	34.3	34.7	24.9	25.0	25.2
Hindustan Unilever (HINLEV)	935	978	Buy	188,930	20.3	21.9	24.4	46.1	42.8	40.1	6.1	5.6	5.1	177.7	195.4	247.2	154.9	177.3	232.1
ITC Limited (ITC)	279	300	Buy	347,639	8.5	9.6	10.4	33.0	29.1	28.9	6.4	6.0	5.3	44.4	49.0	50.3	31.0	34.6	35.4
Jyothy Lab (JYOLAB)	342	397	Buy	6,690	8.8	10.9	13.3	38.7	31.5	29.9	4.0	3.5	3.2	16.4	17.8	22.8	14.7	17.4	20.0
Marico (MARLIM)	299	303	Buy	35,822	6.3	6.8	7.9	47.6	44.0	38.2	5.9	5.3	4.7	46.0	44.1	45.2	34.8	34.3	34.8
Nestle (NESIND)	6,628	7,417	Buy	63,908	96.1	132.8	154.5	69.0	49.9	48.0	7.0	6.1	5.5	31.6	35.6	43.1	34.1	42.7	47.2
Tata Global Bev (TATGLO)	153	147	Hold	9,041	8.2	8.8	9.4	18.6	17.4	15.7	1.3	1.2	1.1	9.5	9.9	10.1	8.0	8.7	8.7
VST Industries (VSTIND)	2,870	3,320	Hold	4,790	108.3	127.1	150.8	26.5	22.6	22.0	5.1	4.5	4.0	45.0	47.2	49.5	31.1	32.8	34.8

Source: Company, ICICIdirect.com Research

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