

February 3, 2023

Q3FY23 Result Update

Change in Estimates | Target | Reco

Change in Estimates

	Current		Previous	
	FY24E	FY25E	FY24E	FY25E
Rating	ACCUMULATE		ACCUMULATE	
Target Price	438		365	
Sales (Rs. m)	7,28,459	7,95,882	7,27,194	7,90,573
% Chng.	0.2	0.7		
EBITDA (Rs. m)	2,63,020	2,90,237	2,47,658	2,71,313
% Chng.	6.2	7.0		
EPS (Rs.)	16.5	18.3	15.5	17.0
% Chng.	6.2	7.3		

Key Financials - Standalone

Y/e Mar	FY22	FY23E	FY24E	FY25E
Sales (Rs. bn)	563	689	728	796
EBITDA (Rs. bn)	189	240	263	290
Margin (%)	33.6	34.8	36.1	36.5
PAT (Rs. bn)	151	184	204	226
EPS (Rs.)	12.2	14.9	16.5	18.3
Gr. (%)	15.4	21.9	10.8	10.7
DPS (Rs.)	11.1	12.0	13.0	14.0
Yield (%)	2.9	3.2	3.4	3.7
RoE (%)	25.0	28.8	29.6	30.3
RoCE (%)	28.7	34.7	35.2	36.0
EV/Sales (x)	8.1	6.6	6.2	5.6
EV/EBITDA (x)	24.0	18.9	17.1	15.4
PE (x)	31.2	25.5	23.1	20.8
P/BV (x)	7.6	7.1	6.6	6.1

Key Data

	ITC.BO ITC IN
52-W High / Low	Rs.385 / Rs.207
Sensex / Nifty	60,842 / 17,854
Market Cap	Rs.4,725bn/ \$ 57,742m
Shares Outstanding	12,414m
3M Avg. Daily Value	Rs.4220.72m

Shareholding Pattern (%)

Promoter's	-
Foreign	12.51
Domestic Institution	42.20
Public & Others	45.29
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	15.0	23.5	62.4
Relative	15.8	18.5	56.9

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Firing on all Cylinders

Quick Pointers:

- Cigarette volumes up 15.2%, FMCG reports 18.4% sales growth, EBITDA margins up 90bps YoY
- Paper margins up 438bps, Hotels ARR and occupancy outlook remains strong

We increase our FY23/FY24/FY25 EPS by 1/6.2/7.3% and target price to Rs438 (Rs365 earlier) as we increase PE multiple for cigarette business from 16x to 20x. This follows strong volume growth (15.2%) following stable prices from last 3 years and significant clamp down on smuggled cigarette industry. We believe just small increase (16% increase in NCC cess) in cigarette taxes in FY24 Budget bodes well for volume growth (5.7% and 5% estimated for FY24/25). Non cigarette businesses reported 44% growth in EBIT and outlook remains positive for FMCG (Demand revival and benign input costs), Hotels (ARR and Occupancy led) and Agri, even as Paper and Paperboard margins have peaked out (softer prices).

While near term outlook is strong, we estimate 10.7% EPS CAGR over FY23-25. ITC has significant levers to increase cigarette profitability as current margins are 10ppt lower than FY20 peak margins. ITC trades at 20.8x FY25 EPS with ROE/ROCE of 30.3/36.0% and ~80%+ dividend payout. Any punitive increase in GST on cigarettes is a key risk to our call. Retain Accumulate.

- Cigarettes volumes grew 15.2%; EBIT up 16.7%:** Revenues grew by 16.7% YoY to Rs72.9bn; EBIT grew by 17% YoY to 46.2bn. Margins expanded by 11bps YoY to 63.4%. Innovation & premiumisation across segments supported revenue growth. Stability in taxes on cigarettes, backed by deterrent actions by enforcement agencies, enable continued volume recovery from illicit trade. Several differentiated variants continue to be launched to further strengthen range of offerings and ensure future-readiness of the product portfolio.
- FMCG EBITDA margins increase 90bps YoY:** Revenues grew by 18.4% YoY to Rs48.4bn; EBIT grew by 44% YoY to 3.5bn. Margins expanded by 128bps YoY to 7.2%. EBITDA margin up 90bps YoY to 10.0% due to sequential easing in inflation. Staples, Biscuits, Noodles, Snacks, Dairy, Beverages, Soaps and frozen food drive growth while education & stationery products business continues to witness strong traction. Robust growth in 'Fiama' and 'Vivel' range of Personal Wash products. Hygiene portfolio continued to witness moderation in demand. Input costs remained elevated even as some commodities witnessed sequential moderation in prices; margin expansion driven through multi-pronged interventions.
- Hotels Revenues up 50.5% YoY:** Revenues grew by 50.5% YoY to Rs7.1bn; EBIT grew by 189% YoY to 1.5bn. Margins expanded by 984bps YoY to 20.5%. RevPAR ahead of pre-pandemic levels driven by Retail (packages), Leisure, Weddings and MICE segments. Domestic business travel normalised while inbound foreign travel also witnessed pickup. Special occasions and festivals were effectively leveraged to drive demand. Benefits of managed room inventory and expected increase in ARR with increase in foreign tourist arrivals can result in sustained growth in medium term.

- Paperboards, Paper & Packaging:** Revenues grew by 12.7% YoY to Rs23.1bn; EBIT grew by 35% YoY to 6.1bn. Margins expanded by 438bps YoY to 26.3%. Value Added Paperboard (VAP) recorded strong YoY growth aided by higher realisations and Fine Paper segment performed well driven by pickup in the Publications and Notebooks segments. Sequentially, global pulp prices witnessed some moderation towards the end of the quarter, even as other input costs remained elevated.
- Agri Business** revenues declined by 37.1% YoY to Rs31.2bn; EBIT grew by 33% YoY to 3.9bn. Margins expanded by 658bps YoY to 12.5%. Performance driven by growth in exports of leaf tobacco and value-added Agri products like spices and Aqua. Segment Revenue for the current quarter reflects the impact of restrictions imposed on wheat and rice exports by GOI.

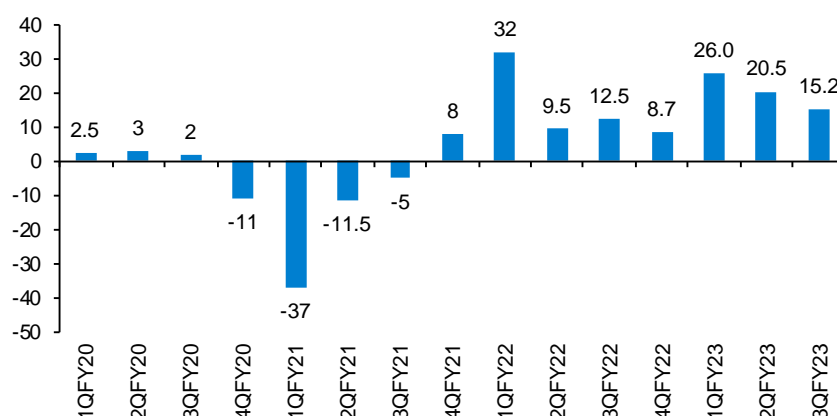
Exhibit 1: 3QFY23 Result Overview: Net Sales up 2.3%, Adj. PAT up 21.0%

Y/e March	3QFY23	3QFY22	YoY gr. (%)	2QFY23	9MFY23	9MFY22	YoY gr. (%)
Net Sales	1,62,257	1,58,623	2.3	1,61,299	4,96,453	4,08,104	21.6
Other Exp	22,915	9,087	152.2	- 35,914	- 1,30,922	- 49,284	165.6
EBITDA	62,232	51,021	22.0	58,643	1,77,351	1,37,093	29.4
<i>Margins (%)</i>	<i>38.4</i>	<i>32.2</i>	<i>6.2</i>	<i>36.4</i>	<i>35.7</i>	<i>33.6</i>	<i>2.1</i>
Depreciation	4,072	4,093	(0.5)	4,220	12,408	12,062	2.9
Interest	101.8	106.9	(4.8)	106.7	299.8	314.6	(4.7)
Other Income	8,717	8,099	7.6	5,069	16,913	19,159	(11.7)
PBT	66,775	54,920	21.6	59,385	1,81,556	1,43,875	26.2
Tax	16,465	13,358	23.3	14,725	44,892	35,206	27.5
<i>Rate (%)</i>	<i>24.7</i>	<i>24.3</i>	<i>0.3</i>	<i>24.8</i>	<i>24.7</i>	<i>24.5</i>	<i>0.3</i>
Adjusted PAT	50,310	41,562	21.0	44,661	1,36,665	1,08,669	25.8

Source: Company, PL

Sales increased 16.7% and EBIT up 16.9%.

Recent launches continue to gain traction. Innovation & democratizing premiumisation across segments supported growth

Exhibit 2: Cigarettes: Volumes up 15.2%


Source: Company, PL

Strong growth witnessed across markets and channels

Hygiene portfolio continued to witness moderation in demand

ITC e-commerce witnessed rapid growth driven by account specific strategies, new product introductions and customised supply chain solutions

Hotels continued its sequential improvement with ARR & occupancy well ahead of pre pandemic levels.

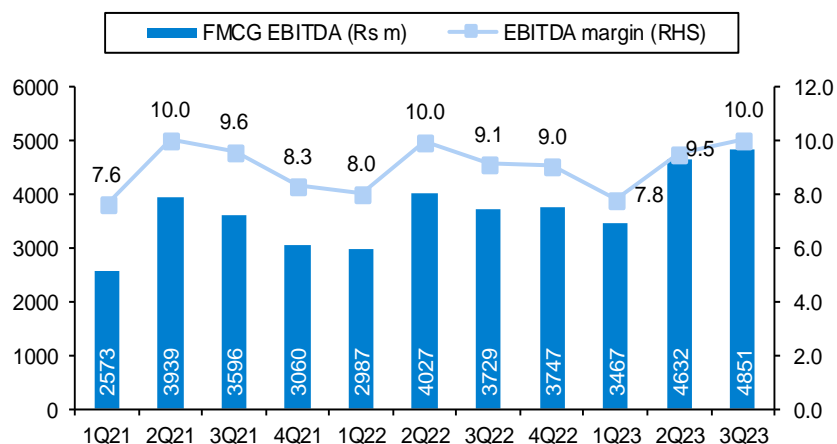
Paperboard segment reported strong performance aided by higher realisations in domestic and export markets

Agri business impacted by restrictions imposed on wheat & rice exports. BIT driven by strong growth in leaf tobacco exports and value-added agri products

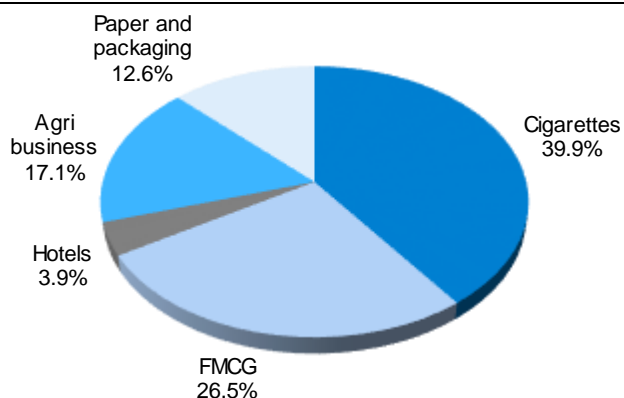
Exhibit 3: Cigarette volumes grew 15.2%, FMCG margins at 7.2%

	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Cigarette Volume gr %	9.5	1.4	8.7	26.0	20.5	
Sales (INR m)	1,45,787	1,78,169	1,75,241	2,13,555	1,86,591	182,713
Cigarettes	56,417	62,441	64,434	66,090	69,538	72,882
FMCG	40,364	40,906	41,420	44,514	48,848	48,414
Hotels	2,947	4,734	3,896	5,550	5,360	7,124
Agri business	27,761	49,624	43,663	74,730	39,970	31,238
Paper and packaging	18,297	20,465	21,828	22,672	22,876	23,055
Sales growth (YoY)	8.5	32.6	17.9	45.8	28.0	2.6
Cigarettes	10.2	13.6	10.0	29.0	23.3	16.7
FMCG	6.4	9.3	12.3	19.5	21.0	18.4
Hotels	259.6	101.3	35.4	336.2	81.8	50.5
Agri business	(7.0)	100.0	29.6	82.7	44.0	(37.1)
Paper and packaging	25.4	38.5	31.8	43.3	25.0	12.7
EBIT (INR m)	45,123	49,869	50,097	54,020	58,088	61,116
Cigarettes	35,832	39,507	41,143	41,889	44,293	46,197
FMCG	2,719	2,419	2,360	2,039	3,206	3,481
Hotels	-480	506	-342	1,122	840	1,462
Agri business	2,961	2,953	2,440	2,840	3,452	3,915
Paper and packaging	4,090	4,485	4,497	6,130	6,298	6,062
EBIT growth (YoY)	15.7	21.5	15.7	41.0	28.7	22.6
Cigarettes	10.4	14.4	12.2	30.1	23.6	16.9
FMCG	7.6	1.1	25.1	17.6	17.9	43.9
Hotels	NA	NA	NA	NA	NA	189.1
Agri business	15.7	50.6	28.5	45.1	16.6	32.6
Paper and packaging	23.8	57.3	39.1	56.0	54.0	35.2
EBIT Margin (%)						
Cigarettes	63.5	63.3	63.9	63.4	63.7	63.4
FMCG	6.7	5.9	5.7	4.6	6.6	7.2
Hotels	(16.3)	10.7	(8.8)	20.2	15.7	20.5
Agri business	10.7	6.0	5.6	3.8	8.6	12.5
Paper and packaging	22.4	21.9	20.6	27.0	27.5	26.3

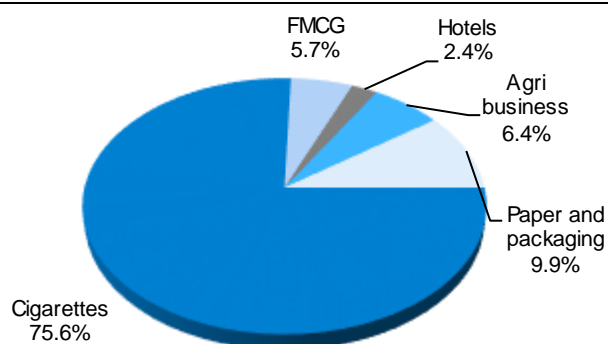
Source: Company, PL

Exhibit 4: FMCG EBITDA margins at 10.0%, Margins increase by 90bps YoY


Source: Company, PL

Exhibit 5: Sales Mix: Cigarettes 39.9%, FMCG 26.5%


Source: Company, PL

Exhibit 6: Cigarettes contribute 75.6% of EBIT


Source: Company, PL

Exhibit 7: SOTP on Dec24 - cigarette account of 60% of value

SOTP	Basis	X	EV (Rs mn)	PAT (Rs mn)	% of PAT	EPS (Rs)	Value/Share
Cigarettes	P/E	20		160418	72.8	13.0	263
FMCG - Others	EV/Sales	4.5	1082321	13324	6.0	1.1	88
Hotels	EV/EBIDTA	25	263,916	5255	2.4	0.4	21
Agri business	P/E	15		9488	4.3	0.8	12
Paper and packaging	P/E	12		16513	7.5	1.3	16
ITC Infotech	PE	20		5630	2.6	0.5	9
Business Value							408
Cash and Invst							30
Total Value/share							438

Source: PL

Exhibit 8: FMCG and Hotels to drive growth over FY22-25

	FY20	FY21	FY22	FY23E	FY24E	FY25E
Net Sales (Rs m)						
Cigarettes	201,439	182,663	2,09,598	258,065	281,660	301,658
FMCG	128,137	147,086	1,59,648	191,659	218,343	247,907
Hotel	18,234	6,236	12,793	23,434	26,698	29,181
Agri	102,407	125,822	1,61,961	189,598	181,440	200,883
Paper and Paperboard	61,072	56,186	76,416	92,747	93,716	98,542
Sales Growth (%)						
Cigarettes	1.2	(9.3)	14.7	23.1	9.1	7.1
FMCG	2.6	14.8	8.5	20.1	13.9	13.5
Hotel	10.6	(65.8)	105.2	83.2	13.9	9.3
Agri	9.0	22.9	28.7	17.1	(4.3)	10.7
Paper and Paperboard	4.2	(8.0)	36.0	21.4	1.0	5.1
EBIT (Rs m)						
Cigarettes	148,526	127,204	1,48,691	180,303	201,439	218,041
FMCG	4,231	8,327	9,232	11,883	15,284	18,593
Hotel	1,578	(5,349)	-1,831	4,687	6,141	7,295
Agri	7,889	8,207	10,312	12,893	11,431	13,057
Paper and Paperboard	13,053	10,987	17,000	24,114	21,555	22,172
EBIT Margin (%)						
Cigarettes	73.7	62.6	63.4	63.7	64.5	65.0
FMCG	3.3	5.7	5.8	6.2	7.0	7.5
Hotel	8.7	-85.8	-14.3	20.0	23.0	25.0
Agri	7.7	6.5	6.4	6.8	6.3	6.5
Paper and Paperboard	21.4	19.6	22.2	26.0	23.0	22.5
EBIT Growth (%)						
Cigarettes	2.1	-14.4	16.9	21.3	11.7	8.2
FMCG	9.5	96.8	10.9	28.7	28.6	21.6
Hotel	-11.2	-439.1	-65.8	-356.0	31.0	18.8
Agri	1.6	4.0	25.6	25.0	-11.3	14.2
Paper and Paperboard	5.3	-15.8	54.7	41.8	-10.6	2.9

Source: Company, PL

Exhibit 9: Addressing emerging consumer needs

<p>Bingo! Snacks Differentiated Flavors and Textures</p>	<p>ITC Master Chef Grilled Chicken Wings Barbeque Chicken Wings</p>	<p>Sunfeast Strawberry/Litchi Smoothies Chia Seeds Fruit Chunks</p>	<p>Mom's Magic Centre Filled with Cashews & Molten Butter Creme</p>
<p>Fiama Charcoal & Grapefruit Deep Clean Gel Bar</p>	<p>EDP Indigo Skies One Soul Amber Hues Man-Day Unisex-Anytime</p>	<p>Classmate Hook Ball Pens</p>	<p>Mangaldeep 3in1 Anushri 100 Long Lasting Puja Agarbatti</p>

Source: PL, Company

Exhibit 10: Creation of a future ready portfolio

<p>Aashirvaad Rava Samba Broken Wheat Double Roasted Suji Rava Bansri Rava</p>	<p>Aashirvaad Roasted Vermicelli No Added Preservatives</p>	<p>B Natural Sunfeast Nutrilite Health Range</p>	<p>Farmlite Digestive High Fibre Goodness of Wholewheat</p>
<p>Sunfeast Biscuits Thin Arrowroot</p>	<p>Aashirvaad Instant Sambar Goodness of Dals</p>	<p>Aashirvaad Svasti Organic Cow Ghee</p>	<p>Vivel VedVidya Ancient Beauty Baths</p>
<p>Mangaldeep Sambrani Cups Pure and Natural</p>			

Source: PL, Company

Exhibit 11: ITC Infotech – Revenues up 18%, EBITDA down 14% YoY

(INR m)	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
ITC Infotech	5,950	6,290	6,560	6,960	7,490	7,360	6,720	7,510	8,210	8,720
Sales growth (YoY)				21	26	17	2	8	10	18
EBITDA	1,405	1,720	1,960	1,960	2,110	1,920	1,180	1,190	1,350	1,660
EBITDA growth (YoY)				79	50	12	-40	-39	-36	(14)
Margin (%)	23.6	27.3	29.9	28.2	28.2	26.1	17.6	15.8	16.4	19.0

Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
Net Revenues	5,63,413	6,89,435	7,28,459	7,95,882
YoY gr. (%)	23.9	22.4	5.7	9.3
Cost of Goods Sold	2,62,325	3,22,361	3,30,448	3,59,030
Gross Profit	3,01,087	3,67,074	3,98,011	4,36,851
Margin (%)	53.4	53.2	54.6	54.9
Employee Cost	30,620	35,377	39,351	43,026
Other Expenses	40,728	45,064	45,077	48,390
EBITDA	1,89,337	2,39,808	2,63,020	2,90,237
YoY gr. (%)	22.0	26.7	9.7	10.3
Margin (%)	33.6	34.8	36.1	36.5
Depreciation and Amortization	16,523	18,705	20,299	21,896
EBIT	1,72,814	2,21,103	2,42,720	2,68,341
Margin (%)	30.7	32.1	33.3	33.7
Net Interest	420	471	471	471
Other Income	25,900	24,469	29,552	33,269
Profit Before Tax	1,98,294	2,45,102	2,71,802	3,01,139
Margin (%)	35.2	35.6	37.3	37.8
Total Tax	47,717	61,275	67,951	75,285
Effective tax rate (%)	24.1	25.0	25.0	25.0
Profit after tax	1,50,577	1,83,826	2,03,852	2,25,854
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	1,50,577	1,83,826	2,03,852	2,25,854
YoY gr. (%)	15.5	22.1	10.9	10.8
Margin (%)	26.7	26.7	28.0	28.4
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,50,577	1,83,826	2,03,852	2,25,854
YoY gr. (%)	15.5	22.1	10.9	10.8
Margin (%)	26.7	26.7	28.0	28.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,50,577	1,83,826	2,03,852	2,25,854
Equity Shares O/s (m)	12,323	12,338	12,352	12,366
EPS (Rs)	12.2	14.9	16.5	18.3

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
Non-Current Assets				
Gross Block	3,04,561	3,34,761	3,64,961	3,95,161
Tangibles	2,82,197	3,12,197	3,42,197	3,72,197
Intangibles	22,363	22,563	22,763	22,963
Acc: Dep / Amortization	85,016	1,02,523	1,21,683	1,42,498
Tangibles	82,725	99,780	1,18,486	1,38,841
Intangibles	2,291	2,742	3,198	3,657
Net fixed assets	2,19,544	2,32,238	2,43,277	2,52,663
Tangibles	1,99,472	2,12,417	2,23,711	2,33,356
Intangibles	20,072	19,821	19,566	19,306
Capital Work In Progress	24,423	25,000	25,000	25,000
Goodwill	5,772	5,772	5,772	5,772
Non-Current Investments	1,56,624	1,57,893	1,69,436	1,82,048
Net Deferred tax assets	(16,671)	(15,838)	(15,046)	(14,294)
Other Non-Current Assets	35,142	38,028	38,203	38,965
Current Assets				
Investments	1,16,250	1,32,396	1,66,805	2,01,885
Inventories	99,978	1,21,456	1,28,274	1,40,135
Trade receivables	19,525	24,291	25,655	28,027
Cash & Bank Balance	38,779	43,270	33,754	32,118
Other Current Assets	11,952	14,478	15,298	16,714
Total Assets	7,50,925	8,21,195	8,81,795	9,58,191
Equity				
Equity Share Capital	12,323	12,338	12,352	12,366
Other Equity	6,01,672	6,49,706	7,02,778	7,65,309
Total Networkth	6,13,996	6,62,044	7,15,130	7,77,675
Non-Current Liabilities				
Long Term borrowings	45	-	-	-
Provisions	1,869	2,234	2,438	2,665
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	0	0	0	0
Trade payables	42,234	51,817	54,820	60,770
Other current liabilities	72,547	85,675	90,739	99,124
Total Equity & Liabilities	7,50,925	8,21,195	8,81,795	9,58,191

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
PBT	1,98,294	2,45,102	2,71,802	3,01,139
Add. Depreciation	16,523	18,705	20,299	21,896
Add. Interest	420	471	471	471
Less Financial Other Income	25,900	24,469	29,552	33,269
Add. Other	(16,736)	(3,597)	(996)	(1,496)
Op. profit before WC changes	1,98,500	2,60,681	2,91,576	3,22,010
Net Changes-WC	21,462	(25,642)	(28,886)	(40,937)
Direct tax	(47,717)	(61,275)	(67,951)	(75,285)
Net cash from Op. activities	1,72,245	1,73,763	1,94,740	2,05,788
Capital expenditures	(18,318)	(31,975)	(31,339)	(31,282)
Interest / Dividend Income	-	-	-	-
Others	(27,199)	(1,268)	(11,541)	(12,610)
Net Cash from Inv. activities	(45,517)	(33,243)	(42,880)	(43,892)
Issue of share cap. / premium	5,692	394	(2,712)	(2,733)
Debt changes	(7)	(45)	-	-
Dividend paid	(1,32,320)	(1,36,172)	(1,48,053)	(1,60,577)
Interest paid	(420)	(471)	(471)	(471)
Others	14	266	266	248
Net cash from Fin. activities	(1,27,040)	(1,36,028)	(1,50,970)	(1,63,532)
Net change in cash	(312)	4,491	890	(1,636)
Free Cash Flow	1,53,927	1,41,787	1,63,401	1,74,506

Source: Company Data, PL Research

Key Financial Metrics

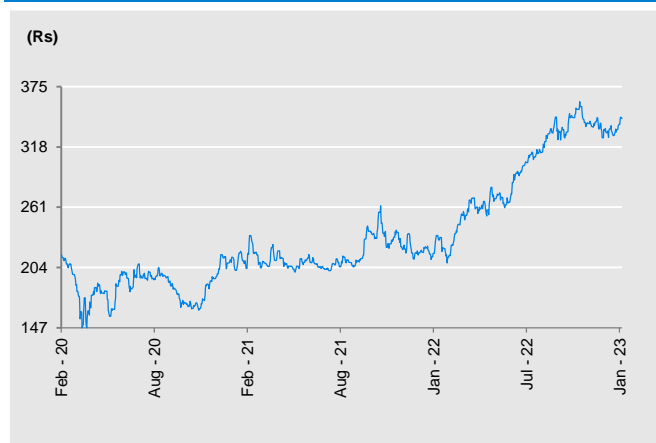
Y/e Mar	FY22	FY23E	FY24E	FY25E
Per Share(Rs)				
EPS	12.2	14.9	16.5	18.3
CEPS	13.6	16.4	18.1	20.0
BVPS	49.8	53.7	57.9	62.9
FCF	12.5	11.5	13.2	14.1
DPS	11.1	12.0	13.0	14.0
Return Ratio(%)				
RoCE	28.7	34.7	35.2	36.0
ROIC	29.0	34.3	35.6	37.1
RoE	25.0	28.8	29.6	30.3
Balance Sheet				
Net Debt : Equity (x)	(0.3)	(0.3)	(0.3)	(0.3)
Net Working Capital (Days)	50	50	50	49
Valuation(x)				
PER	31.2	25.5	23.1	20.8
P/B	7.6	7.1	6.6	6.1
P/CEPS	13.6	16.4	18.1	20.0
EV/EBITDA	24.0	18.9	17.1	15.4
EV/Sales	8.1	6.6	6.2	5.6
Dividend Yield (%)	2.9	3.2	3.4	3.7

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Net Revenue	1,55,309	1,72,897	1,61,299	1,62,257
YoY gr. (%)	16.8	41.5	26.7	2.3
Raw Material Expenses	72,799	84,768	69,380	66,712
Gross Profit	82,510	88,128	91,919	95,545
Margin (%)	53.1	51.0	57.0	58.9
EBITDA	52,244	56,475	58,643	62,232
YoY gr. (%)	16.8	41.5	27.1	22.0
Margin (%)	33.6	32.7	36.4	38.4
Depreciation / Depletion	4,459	4,115	4,220	4,072
EBIT	47,784	52,360	54,423	58,160
Margin (%)	30.8	30.3	33.7	35.8
Net Interest	105	91	107	102
Other Income	6,741	3,127	5,069	8,717
Profit before Tax	54,420	55,396	59,385	66,775
Margin (%)	35.0	32.0	36.8	41.2
Total Tax	12,511	13,702	14,725	16,465
Effective tax rate (%)	23.0	24.7	24.8	24.7
Profit after Tax	41,910	41,694	44,661	50,310
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	41,910	41,694	44,661	50,310
YoY gr. (%)	11.8	38.4	20.8	21.0
Margin (%)	27.0	24.1	27.7	31.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	41,910	41,694	44,661	50,310
YoY gr. (%)	11.8	38.4	20.8	21.0
Margin (%)	27.0	24.1	27.7	31.0
Other Comprehensive Income	-	(3,357)	5,301	(373)
Total Comprehensive Income	41,910	38,337	49,962	49,938
Avg. Shares O/s (m)	12,292	12,309	12,309	12,309
EPS (Rs)	3.4	3.4	3.6	4.1

Source: Company Data, PL Research

Price Chart
Recommendation History


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	06-Jan-23	Accumulate	365	335
2	20-Oct-22	Accumulate	365	350
3	04-Oct-22	Accumulate	340	324
4	01-Aug-22	Accumulate	327	308
5	07-Jul-22	BUY	305	292
6	19-May-22	BUY	305	267
7	08-Apr-22	BUY	285	268
8	04-Feb-22	BUY	284	234

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Accumulate	3,150	2,866
2	Avenue Supermarts	BUY	4,675	3,864
3	Britannia Industries	Hold	4,580	4,573
4	Colgate Palmolive	Hold	1,578	1,459
5	Dabur India	Accumulate	609	554
6	Emami	Accumulate	521	420
7	Hindustan Unilever	Accumulate	2,800	2,650
8	ITC	Accumulate	365	335
9	Jubilant FoodWorks	BUY	567	456
10	Kansai Nerolac Paints	Accumulate	563	419
11	Marico	Hold	531	513
12	Mold-tek Packaging	Hold	940	983
13	Nestle India	Accumulate	20,201	19,890
14	Pidilite Industries	Hold	2,500	2,315
15	Restaurant Brands Asia	Accumulate	156	111
16	Titan Company	BUY	2,905	2,308
17	Westlife Foodworld	BUY	852	735

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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