

Tata Consumer Products

Estimate change	↔
TP change	↔
Rating change	↔

CMP: INR850 **TP: INR985 (+16%)** **Buy**

Motilal Oswal values your support in the Asiamoney Brokers Poll 2023 for India Research, Sales, Corporate Access and Trading team. We [request your ballot](#).



Bloomberg	TATACONS IN
Equity Shares (m)	922
M.Cap.(INRb)/(USDb)	789.9 / 9.6
52-Week Range (INR)	884 / 685
1, 6, 12 Rel. Per (%)	-5/4/-12
12M Avg Val (INR M)	1221
Free float (%)	65.6

Financials & valuations (INR b)

Y/E MARCH	2023	2024E	2025E
Sales	137.8	154.2	168.3
EBITDA	18.6	22.1	25.6
Adj. PAT	10.8	14.4	17.7
EBITDA Margin (%)	13.5	14.4	15.2
Cons. Adj. EPS (INR)	11.7	15.1	19.2
EPS Gr. (%)	10.3	29.1	27.4
BV/Sh. (INR)	175.2	186.5	206.6

Ratios

Net D:E	-0.1	-0.1	-0.2
RoE (%)	6.9	8.4	9.6
RoCE (%)	9.5	11.2	12.8
Payout (%)	46.7	43.3	30.4

Valuations

P/E (x)	72.8	56.4	44.3
EV/EBITDA (x)	40.9	34.3	29.3
Div. Yield (%)	0.7	0.8	0.6
FCF Yield (%)	1.5	0.6	1.8

Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	34.4	34.4	34.7
DII	16.3	15.9	14.0
FII	25.5	25.1	25.4
Others	23.8	24.6	25.9

Note: FII includes depository receipts

India branded business drives operating performance

Operating performance in line with our estimates

- Tata Consumer Products (TATACONS) reported revenue growth of ~12.5% YoY, driven by strong growth in India food business (up 24% YoY) and NourishCo (up 60% YoY). Operating performance in 1QFY24 was led by healthy performance from India branded business (EBIT up 20% YoY).
- We maintain our FY24/FY25 EPS estimates and retain our **BUY rating on the stock with our SoTP-based TP of INR985**.

India food business drives sales growth

- TATACONS reported revenue of INR37.4b (est. of INR36.8b) in 1QFY24, up 12.5% YoY. EBITDA margin improved 80bp YoY to 14.6% (est. of 14.5%), primarily driven by a reduction in employee and other expenses (incl. A&SP) as a percentage of sales by a 130bp (combined). However, this was partially offset by lower gross margins, which stood at 42.2% (vs. 42.6% in 1QFY23). EBITDA was up 19% YoY at INR5.5b (est. of INR5.4b).
- The Indian branded business grew 16% YoY to INR24.8b. EBIT grew 20% YoY to INR3.3b. International branded beverages revenue grew 7% YoY to INR8.9b, with EBIT growing 11% YoY to INR1.2b.
- Volumes in India Beverages/Foods grew 3%/6% YoY in 1QFY24. TATACONS maintained its strong growth trajectory in Salt, with a revenue growth of 18% YoY in 1QFY24. The Tata Sampann portfolio grew 51% in 1QFY24, aided by strong traction in dry fruits (doubled on a YoY basis).
- NourishCo witnessed robust revenue growth of ~60% YoY to INR2.9b in 1QFY24, despite facing adverse weather conditions and an elevated base from the previous year. This significant growth was primarily driven by 61%/71% growth in Tata Gluco/Tata Copper+ during the same period.
- Tata Starbucks revenue grew 21% YoY in 1QFY24. The business remained EBIT positive despite strong store additions during the quarter. It added 16 new net stores in 1QFY23, taking the total count to ~348 stores across 46 cities.

Highlights from the management commentary

- **NourishCo:** The management is targeting a revenue of ~INR10b from NourishCo in FY24; expected to be driven by expansion in distribution network and product portfolio.
- **TATA Soufull** has doubled its revenue in FY23 and has registered ~50-55% growth in 1QFY24. It has a market share of mid-to-high single digit in the cereals category and strong double-digit share in masala oats category.
- **Tata Sampann** continued its strong performance with 51% YoY growth. It continued the innovation momentum with recent launches, such as South Hing (specially customized for south market), Rava Idli/Dosa and Daliya.
- Looking ahead, the management has guided for expansion in depth (over 1m split routes) as well as width (~20,000 trade accounts) of distribution network.

Valuation and view

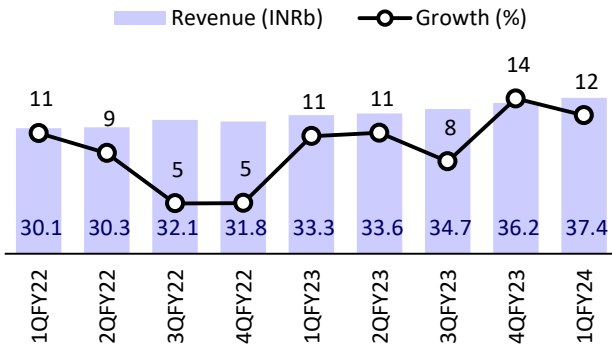
- TATACONS is following a two-pronged growth approach: 1) focusing on new growth engines such as Tata Sampann, NourishCo, Tata Soufull, and the ready-to-eat/ready-to-consume business (Tata Smartfoodz); and 2) rapidly scaling up its distribution network along with digitization prowess across the supply chain, which will drive the next leg of growth.
- We expect a revenue/EBITDA/PAT CAGR of 11%/17%/28% over FY23-25. We maintain our FY24/FY25 EPS estimates. We **reiterate our BUY rating on the stock with our SoTP-based TP of INR985.**

Consolidated - Quarterly Earnings Model**(INRb)**

Y/E March	FY23				FY24				FY23	FY24	FY24E	Var (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Gross Sales	33.3	33.6	34.7	36.2	37.4	37.6	39.2	40.0	137.8	154.2	36.9	1
YoY Change (%)	10.6	10.9	8.3	14.0	12.5	11.9	12.8	10.4	10.9	11.9	16.2	
Total Expenditure	28.7	29.3	30.2	31.1	32.0	32.1	33.7	34.3	119.3	132.1	31.5	
EBITDA	4.6	4.3	4.5	5.1	5.5	5.5	5.5	5.6	18.6	22.1	5.4	2
Margins (%)	13.7	12.9	13.1	14.1	14.6	14.6	14.2	14.1	13.5	14.4	14.5	
Depreciation	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.8	3.0	3.3	0.8	
Interest	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2	0.9	0.8	0.2	
Other Income	0.4	0.3	0.5	0.6	0.6	0.3	0.5	0.5	1.7	1.9	0.4	
PBT before EO expense	4.0	3.7	4.0	4.6	4.9	4.8	5.0	5.2	16.3	19.9	4.7	
Extra-Ord expense	-0.2	1.1	0.8	-0.1	-0.1	0.0	0.0	0.0	1.6	-0.1	0.0	
PBT	3.8	4.8	4.8	4.5	4.9	4.8	5.0	5.2	17.9	19.9	4.7	4
Tax	1.0	1.3	1.1	1.0	1.3	1.3	1.4	1.4	4.5	5.4	1.3	
Rate (%)	27.1	26.3	23.4	23.2	26.7	27.0	27.0	27.0	24.9	26.9	27.0	
Minority Interest	0.2	0.6	0.1	0.2	0.2	0.0	0.0	0.0	1.2	0.2	0.0	
Profit/Loss of Asso. Cos.	0.0	0.3	-0.1	-0.6	-0.2	0.4	0.0	-0.2	-0.3	0.0	0.0	
Reported PAT	2.6	3.3	3.5	2.7	3.2	3.9	3.7	3.6	12.0	14.3	3.5	
Adj PAT	2.7	2.4	2.9	2.7	3.2	3.9	3.7	3.6	10.8	14.4	3.5	-8
YoY Change (%)	45.4	-12.7	6.5	18.1	17.2	57.5	26.2	31.8	11.2	32.4	50.1	
Margins (%)	8.2	7.3	8.4	7.6	8.6	10.2	9.4	9.0	7.9	9.3	9.4	

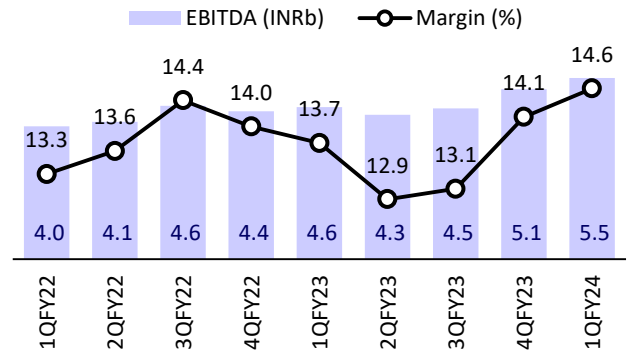
Key exhibits

Exhibit 1: Consolidated revenue trend



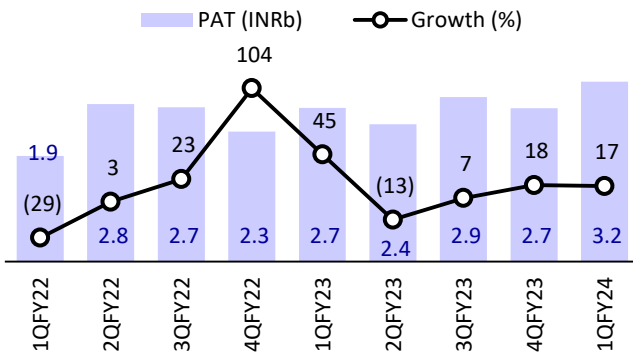
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA trend



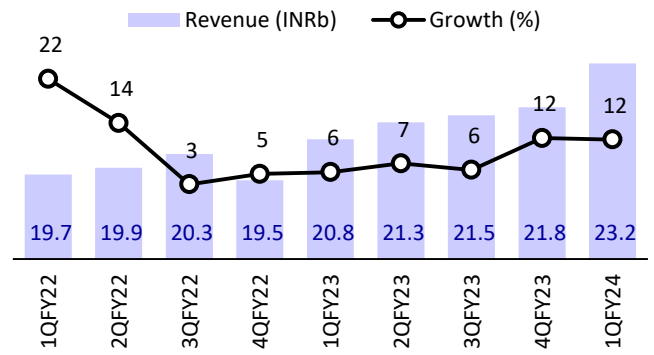
Source: Company, MOFSL

Exhibit 3: Consolidated adjusted PAT trend



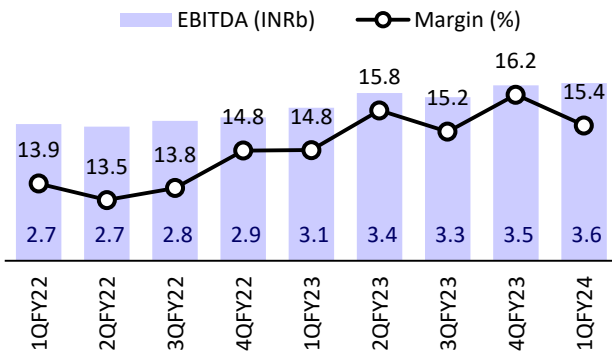
Source: Company, MOFSL

Exhibit 4: Standalone revenue trend



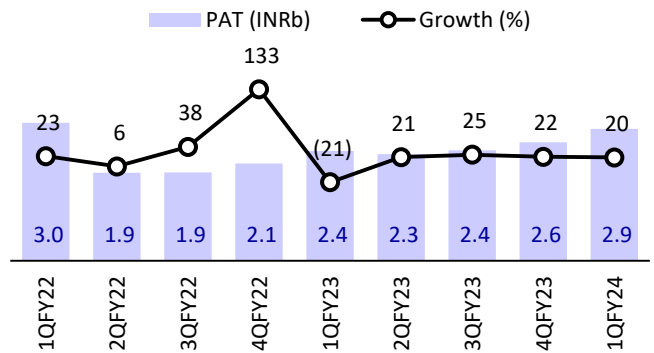
Source: Company, MOFSL

Exhibit 5: Standalone EBITDA trend



Source: Company, MOFSL

Exhibit 6: Standalone adjusted PAT trend



Source: Company, MOFSL

Exhibit 7: Revenue trend in TATACONS's overseas Tea business

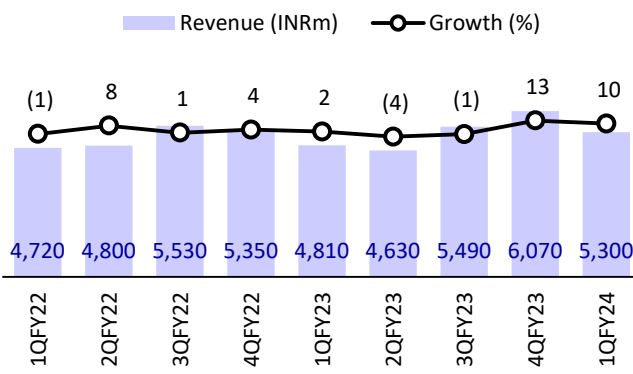


Exhibit 8: EBITDA trend in TATACONS's overseas Tea business

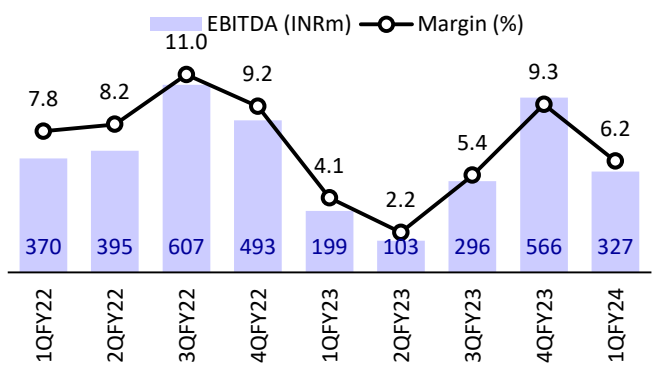


Exhibit 9: Consolidated revenue trend for Tata Coffee (TCL)

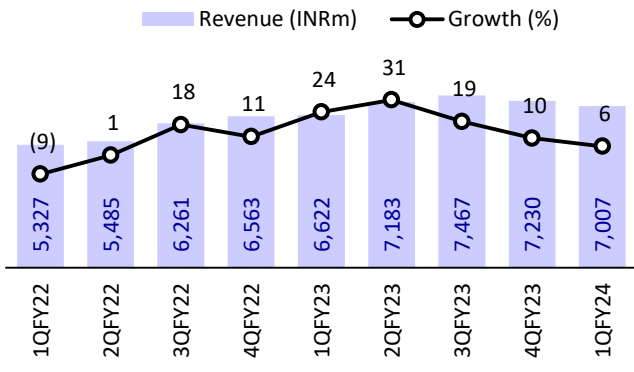


Exhibit 10: Consolidated EBITDA trend for TCL

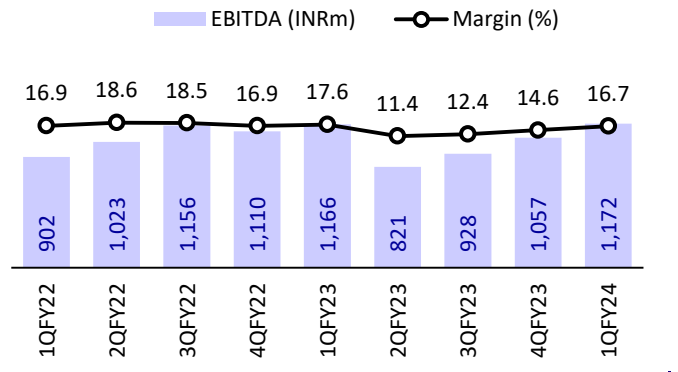


Exhibit 11: Standalone revenue trend for TCL

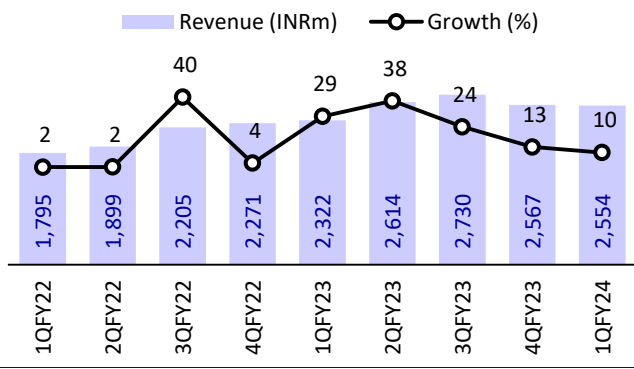


Exhibit 12: Standalone EBITDA trend for TCL

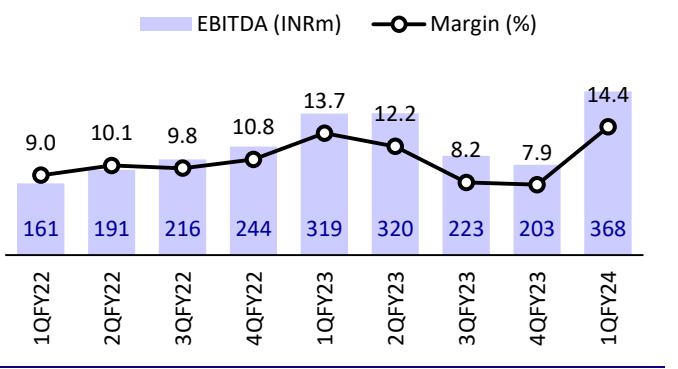


Exhibit 13: Tata Coffee's overseas revenue trend

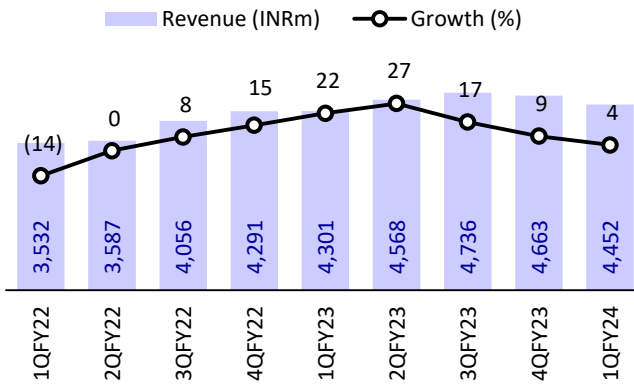
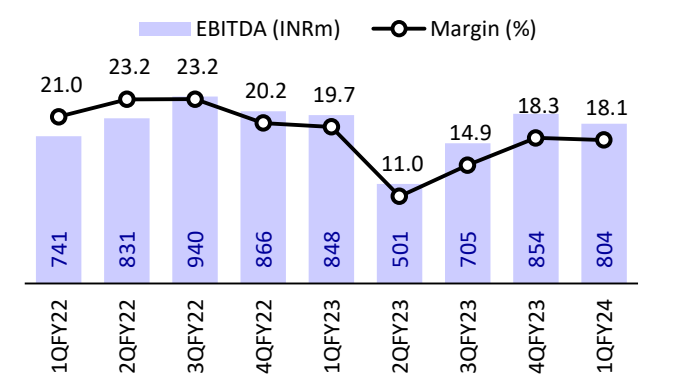


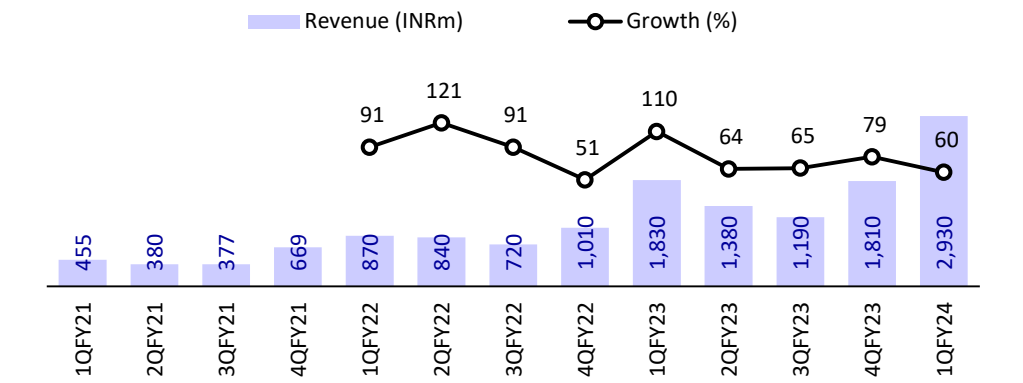
Exhibit 14: Tata Coffee's overseas EBITDA trend



Source: Company, MOFSL

Source: Company, MOFSL

Exhibit 15: NourishCo's revenue trend since acquisition



Source: Company, MOSL

Exhibit 16: Revenue at a glance (1QFY24)

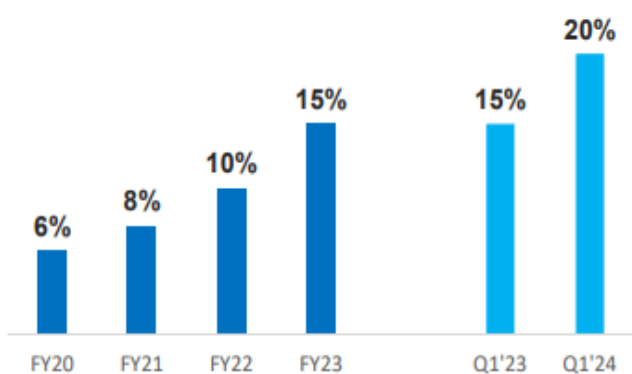
In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	International Tea*	Tata Coffee (incl. Vietnam)	Consolidated
Revenue	1,444	1,033	364	530	340	3,741
Revenue growth	10%	24%	2%	10% [0%]*	13%	12% [11%]*
Constant currency growth			-5%	8% [-4%]*	11%	11% [9%]
Volume growth	3%	6%	-12%	7% [-11%]*	-6%	

Key Brands



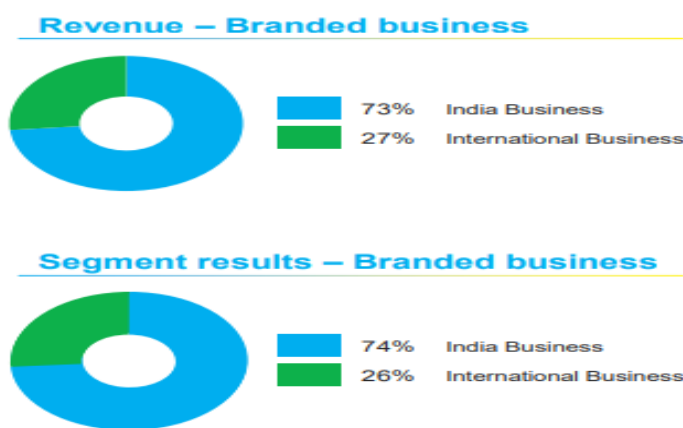
Source: Company

Exhibit 17: Growth business as a percentage of India branded business



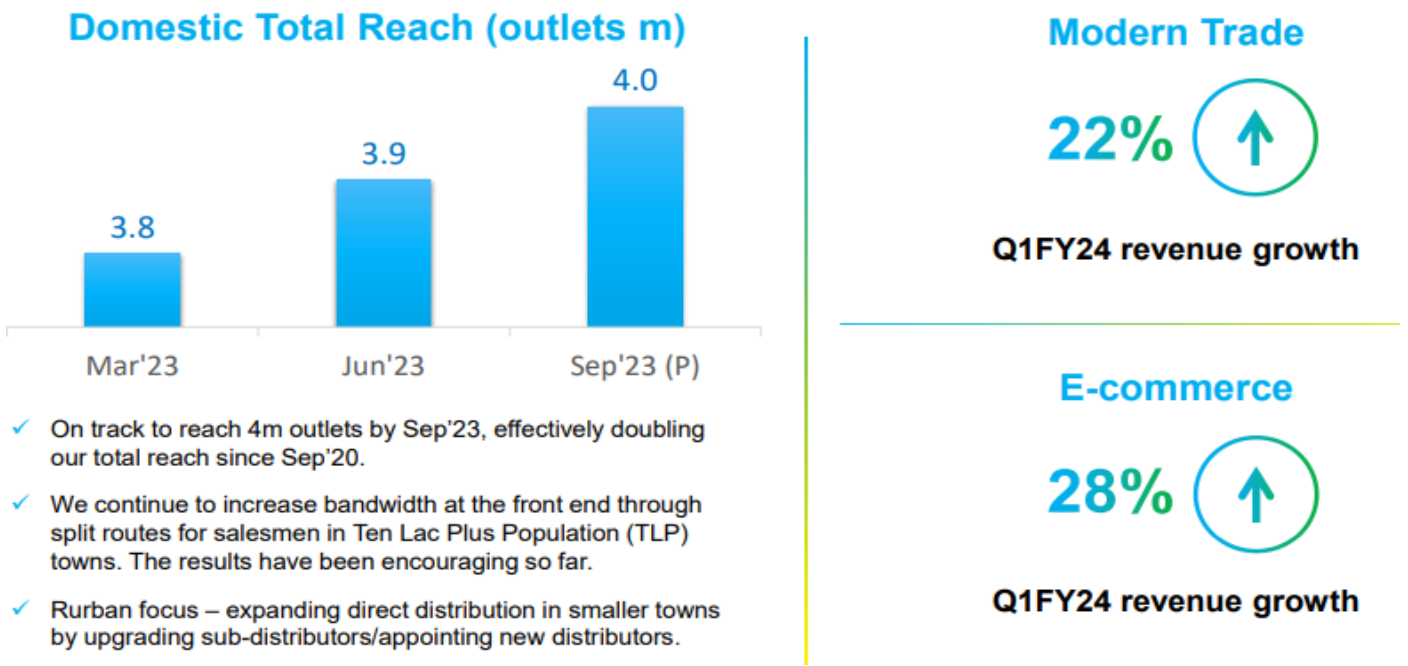
Source: Company

Exhibit 18: Segment-wise Breakup (1QFY24)



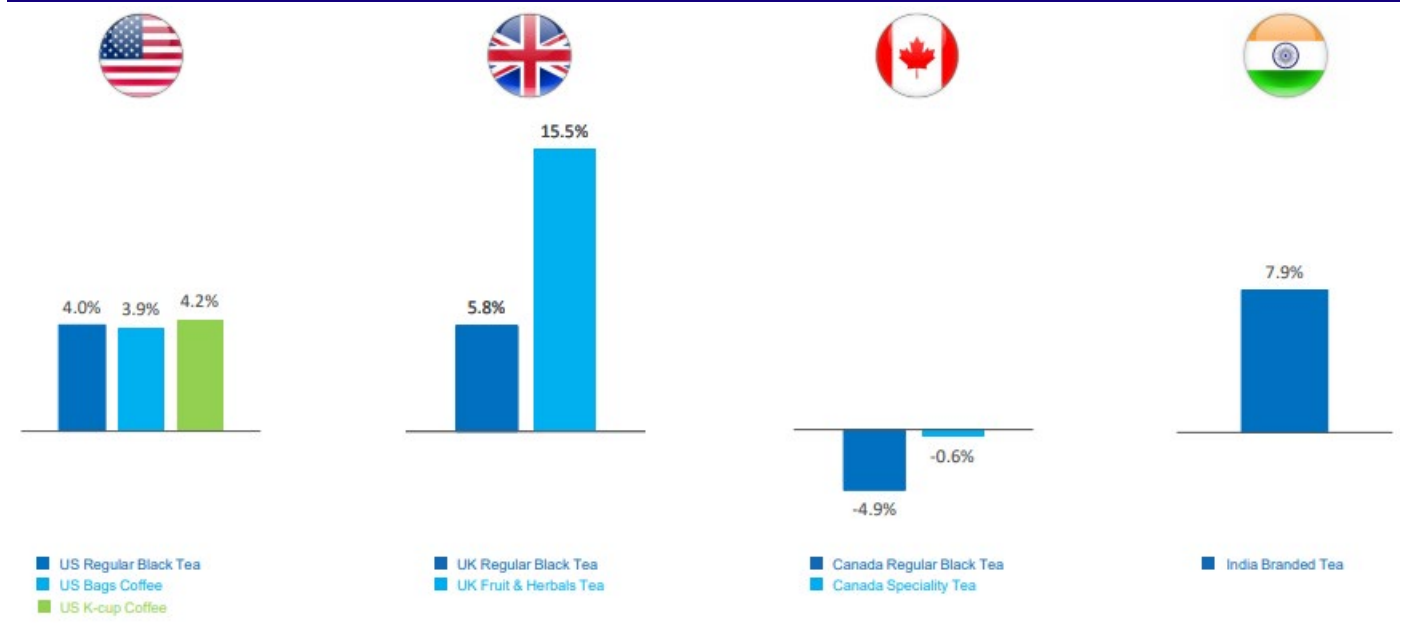
Source: Company

Exhibit 19: Strong focus on expansion of distribution network



Source: Company

Exhibit 20: Market and category growth rates for 1QFY24



Source: Company

Exhibit 21: Consolidated segmental results

INR m	1QFY23	4QFY23	1QFY24	%/bp ch YoY	%/bp ch QoQ
Segmental revenue					
Branded Business					
India - Beverages	13,090	12,860	14,440	10.3	12.3
India - Foods	8,362	9,605	10,339	23.6	7.6
International - Beverages	8,366	9,841	8,948	7.0	-9.1
Total Branded Business	29,818	32,305	33,728	13.1	4.4
Non-Branded Business					
Total Segment Revenue	33,335	36,158	37,498	12.5	3.7
Others	74	168	110		
Inter segment sales	-141	-139	-196		
Revenue from Operations	33,268	36,187	37,412	12.5	3.4
Segment Results					
Branded Business					
India - Business	2,732	3,116	3,285	20.2	5.4
International - Beverages	1,045	1,272	1,158	10.9	-9.0
Total Branded Business	3,776	4,388	4,443	17.7	1.2
Non-Branded Business					
Total Segment Results	4,170	4,647	4,942	18.5	6.4
EBIT margins					
India - Business	12.7%	13.9%	13.3%	52	(62)
International - Beverages	12.5%	12.9%	12.9%	46	1
Total Branded Business	12.7%	13.6%	13.2%	51	(41)
Non-Branded Business	11.2%	6.7%	13.2%	204	654

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

Source: Company, MOFSL

**Highlights from the management commentary****India Packaged Beverages**

- The India Packaged Beverages business witnessed a revenue growth of 2% YoY in 1QFY24 (four-year revenue CAGR of ~7%), backed by 3% volume growth. The market share declined by ~110bp on a YoY basis.
- **Tea:** The segment witnessed a market share loss of 110p YoY. Tata Tea Premium and Tata Tea Agni recorded strong volume growth during the quarter.
- Within the modern trade channel, the growth of tea sales outpaced the overall category growth by 1.7x across the top four customers.
- **Coffee** continued its strong performance, with a revenue growth of 21% YoY in 1QFY24.

India Foods business

- The business registered a 24% YoY revenue growth in 1QFY24. The segment recorded a volume growth of 6% YoY during the quarter.
- **TATA Soulfull** has doubled its revenue in FY23 and has registered ~50-55% growth in 1QFY24. It has a market share of mid-to-high single digit in the cereals category and strong double-digit share in the masala oats category.
- It has entered new categories with exciting new launches, expanding its Total Addressable Market (TAM). Soulfull witnessed the highest quarterly revenue in modern trade (the fastest growing channel for the category).
- **Tata Sampann** portfolio witnessed another strong quarter with 51% YoY growth, albeit on a soft base (Q1FY23 growth was 6%). Dry fruits witnessed another strong quarter with over 100% YoY growth.
- It continued the innovation momentum with recent launches such as South Hing (specially customized for south market), Rava Idli/Dosa, and Daliya.

India Salt

- The salt portfolio maintained its momentum with 18% YoY growth during the quarter on a high base of last year (1QFY23 growth of 20%).
- The salt business lost 30bp of market share YoY.
- Looking ahead, the management expects volumes to grow in mid-to-high single digits.
- Salt Immuno and Shuddh continued to witness strong traction, while rock salt recorded the highest monthly volumes in Jun'23.

Tata Coffee (including Vietnam ex EOC)

- Revenue grew 11% YoY (constant currency growth), driven by growth in the plantation business.
- Revenue from the plantation grew 31% YoY for 1QFY24, on account of higher Arabica sales and coffee trading revenues.
- The extractions business grew 2% YoY (constant currency growth) during the quarter, as unprecedented inflation in coffee prices adversely impacted demand.
- The Vietnam business witnessed strong sales and improved profitability, on the back of higher sales of premium products. The increased realization and cost optimization contributed significantly to the improved profitability in the segment.

NourishCo

- NourishCo sustained its robust growth momentum with a revenue growth of 60% YoY to INR2.93b, on the back of strong growth from Tata Copper+/Tata Gluco+ (up 71%/61% YoY).
- The business witnessed significant improvement in profitability, led by effective cost management and the utilization of operating leverage.
- The management is targeting a revenue of ~INR10b from NourishCo in FY24; it is expected to be driven by expansion in distribution network and product portfolio.
- NourishCo has a strong presence in Andhra, Telangana, Orissa, and Tamil Nadu. Last year, the company initiated its expansion into the East and North regions of India. As parts of its growth plans for this year, the company is further expanding its operations into the Western and remaining Southern regions of the country.
- The company's market share in the water category currently stands at less than mid-single digits. This indicates a significant growth opportunity in the category, as it has a long runway to expand its market share further.
- Tata Gluco+ Jelly saw its highest production and sale in Jun'23, on the back of capacity ramp-up.

JV: Starbucks

- Tata Starbucks revenue grew 21% YoY in 1QFY24. The business remained EBIT positive despite strong store additions during the quarter.
- It added 16 new net stores in 1QFY23, taking the total count to ~348 stores. Starbucks entered four new cities during the quarter, including Agra and Aurangabad, taking the overall presence to 46 cities.

US business

- **Coffee:** Revenue declined 5% YoY (constant currency) in 1QFY24, on the back of price increases and continued softness in the category. The company has a ~4.1% market share in the coffee bags segment.
- **Tea:** Revenue declined 3% YoY (constant currency) during the quarter. Tetley continued its outperformance vs. the mainstream black category

Canada business

- Revenue declined 7% YoY (constant currency) in 1QFY24, with the market share of 27.5% as on Jun'23.
- Revenue in the Specialty tea category declined 13% YoY during the quarter.
- Tetley continued to outperform the regular tea category during the quarter.

UK business

- Revenue grew 1% YoY (constant currency) in 1QFY24. However, all the three brands, Tetley, Teapigs, and Good Earth gained value market share.
- The region has started witnessing benefits of restructuring during the quarter.

Other highlights

- TATACONS is witnessing improving demand trends for its core categories and remain cautiously optimistic going forward. However, rural recovery and monsoon will be the key monitorables.
- Going forward, the Tea and Salt segments are projected to achieve mid-to-high single-digit volume growth. While, the 'growth businesses' (NourishCo/Tata Soullful/Tata Sampann/Yummside) are expected to grow at much faster pace.
- The company is witnessing an increase in the contribution margins in the new business. The margin profile of the new business is expected to improve as it scales up. However, the company's main focus lies on achieving a higher growth rate in the category.
- Management has guided for expansion in depth (over 1m split routes) as well as width (~20,000 trade accounts) of distribution network.
- Within the international businesses, pricing actions and structural interventions have led to a sequential margin improvement over the last three quarters. However, softness in demand continues to be a key monitorable.
- The company expects to complete the integration of the Tata Coffee business in the current financial year, subject to approval from NCLT.

Valuation and view

- TATACONS is following a two-pronged growth approach: 1) focusing on new growth engines such as Tata Sampann, NourishCo, Tata Soullful, 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: 1) strengthening and accelerating its core business, 2) exploring new opportunities, 3) unlocking synergies, 4) digitizing supply chain, 5) expanding its product portfolio and innovation, 6) enhancing its focus on premiumization and health & wellness products, 7) embedding sustainability, 8) expanding its sales and distribution infrastructure, and 9) building capability to become a multi-category FMCG player.
- We expect a revenue/EBITDA/PAT CAGR of 11%/17%/28% over FY23-25. We maintain our FY24/FY25 EPS estimates. We **reiterate our BUY rating on the stock with our SoTP-based TP of INR985.**

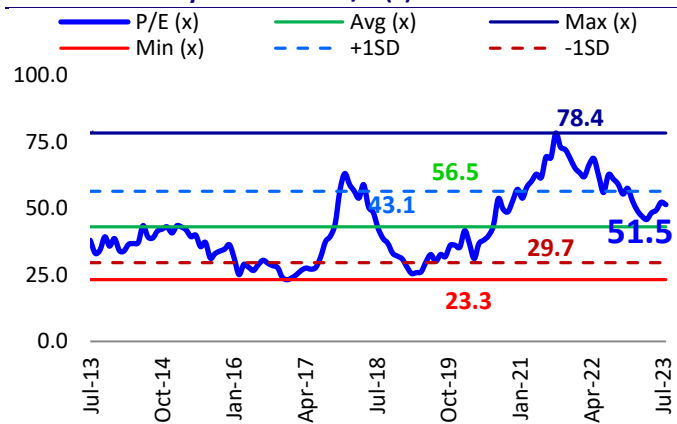
Exhibit 22: Valuation methodology

EV/EBITDA	FY25 EBITDA	Multiple (x)	EV
India Branded Business*	17,944	41	7,42,886
Coffee India (ex-Starbucks)	1,260	11	14,420
Coffee Overseas	4,123	13	55,409
Overseas tea (Tetley UK)	2,280	13	30,637
DCF			
Starbucks JV			61,075
Enterprise value			9,04,426
Less: Net debt			(34,032)
Market value (INR m)			9,38,458
No. of shares (m)			953
Target price (INR)			985

* includes Tea, Nourishco, Salt and other food products

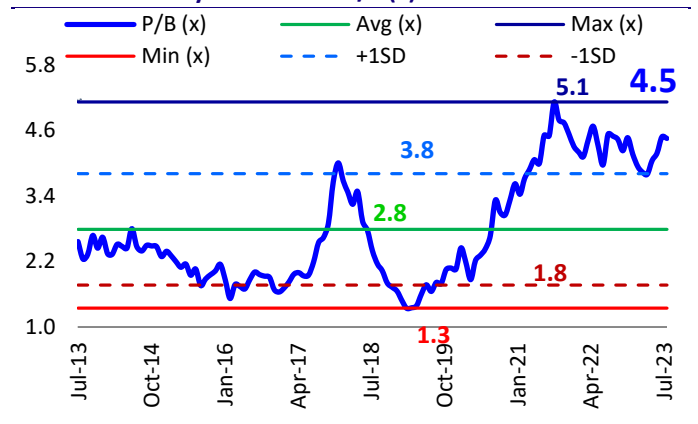
Source: MOFSL

Exhibit 23: One-year forward P/B (x)



Source: MOFSL

Exhibit 24: One-year forward P/E (x)



Source: MOFSL

Exhibit 25: Revisions in our estimates

Earnings Change (INR m)	Old		New		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	1,53,938	1,67,901	1,54,221	1,68,296	0%	0%
EBITDA	22,130	25,582	22,149	25,607	0%	0%
Adj. PAT	14,730	17,830	14,356	17,688	-3%	-1%

Source: MOFSL

Financials and valuations

Consolidated Income Statement								(INRb)	
Y/E March	2017	2018	2019	2020	2021	2022	2023	2024E	2025E
Net Sales	67.8	68.2	72.5	96.4	116.0	124.3	137.8	154.2	168.3
Change (%)	2.2	0.5	6.4	32.9	20.4	7.1	10.9	11.9	9.1
Gross Profit	32.2	31.2	32.4	42.3	47.0	53.4	57.8	65.3	71.5
Margin (%)	47.5	45.7	44.7	43.9	40.5	43.0	41.9	42.4	42.5
Other operating exp.	24.3	22.8	24.6	29.3	31.6	36.2	39.2	43.2	45.9
EBITDA	7.9	8.4	7.9	12.9	15.4	17.2	18.6	22.1	25.6
Margin (%)	11.7	12.3	10.8	13.4	13.3	13.8	13.5	14.4	15.2
Depreciation	1.3	1.2	1.2	2.4	2.5	2.8	3.0	3.3	3.4
Net Interest	0.9	0.4	0.5	0.8	0.7	0.7	0.9	0.8	0.7
Other income	0.8	0.9	1.6	1.1	1.2	1.4	1.7	1.9	2.1
PBT before EO	6.6	7.7	7.7	10.8	13.4	15.1	16.3	19.9	23.6
EO income/(exp.)	0.1	-0.2	-0.3	-2.7	-0.3	-0.5	1.6	-0.1	0.0
PBT after EO	6.6	7.5	7.3	8.1	13.1	14.6	17.9	19.9	23.6
Tax	2.0	1.9	2.6	2.7	3.2	3.8	4.5	5.4	6.4
Rate (%)	30.0	24.7	35.5	33.9	24.2	25.9	24.9	26.9	27.0
Minority and Associates	0.7	0.7	0.7	0.8	1.4	1.4	1.4	0.2	-0.5
Reported PAT	3.9	5.0	4.1	4.6	8.6	9.4	12.0	14.3	17.2
Adjusted PAT	3.8	5.2	4.4	7.2	8.7	9.7	10.8	14.4	17.7
Change (%)	17.3	34.5	-14.6	63.5	20.8	11.8	11.2	32.4	23.2
Balance Sheet								(INRb)	
Y/E March	2017	2018	2019	2020	2021	2022	2023	2024E	2025E
Share Capital	0.6	0.6	0.6	0.9	0.9	0.9	0.9	1.0	1.0
Reserves	62.0	69.7	72.7	137.2	144.4	150.5	161.8	176.8	189.4
Net Worth	62.7	70.3	73.3	138.1	145.3	151.4	162.8	177.7	190.4
Minority Interest	9.2	10.1	10.3	10.9	10.9	11.5	8.5	0.2	0.0
Loans	7.9	10.7	11.3	11.8	7.2	10.1	11.8	9.8	9.8
Capital Employed	79.7	91.1	94.9	160.9	163.5	173.0	183.1	187.8	200.2
Gross Block	23.7	25.4	27.7	59.1	61.8	66.7	71.7	74.7	77.2
Less: Accum. Deprn.	13.7	15.2	16.4	18.8	21.4	24.2	27.2	30.5	33.9
Net Fixed Assets	10.1	10.2	11.3	40.3	40.4	42.5	44.5	44.2	43.3
Capital WIP	0.6	1.4	4.2	1.0	1.1	4.6	5.1	5.1	5.1
Goodwill & Intangibles	35.0	37.2	37.9	73.3	76.0	77.5	80.3	80.3	80.3
Investments	13.5	6.4	6.0	4.9	4.8	6.0	6.8	6.8	7.2
Curr. Assets	36.3	49.3	49.4	65.3	79.9	80.1	91.0	95.8	110.8
Inventories	14.5	14.5	16.1	17.1	22.5	22.7	27.0	30.4	33.2
Account Receivables	5.9	6.5	6.8	9.2	7.6	8.4	8.0	11.8	12.9
Cash and Bank Balance	7.4	18.1	16.2	24.6	34.0	28.0	35.5	33.0	43.9
Others	8.4	10.3	10.3	14.4	15.8	21.1	20.5	20.5	20.8
Curr. Liability & Prov.	14.3	13.5	12.9	20.8	33.2	30.2	36.4	36.1	38.3
Account Payables	7.4	7.1	6.6	9.4	16.3	19.2	23.5	23.2	25.4
Other liabilities	3.4	3.6	4.2	8.6	14.0	8.6	10.5	10.5	10.5
Provisions	3.6	2.9	2.0	2.8	2.9	2.5	2.4	2.4	2.4
Net Curr. Assets	22.0	35.8	36.5	44.5	46.6	49.8	54.6	59.6	72.5
Def. tax liability	1.5	0.0	1.0	3.0	5.5	7.5	8.1	8.1	8.1
Appl. of Funds	79.7	91.1	94.9	160.9	163.5	173.0	183.1	187.8	200.2

Financials and valuations

Ratios

Y/E March	2017	2018	2019	2020	2021	2022	2023	2024E	2025E
Basic (INR)									
EPS	4.2	5.6	4.8	7.8	9.5	10.6	11.7	15.1	19.2
Cash EPS	5.5	6.9	6.1	10.5	12.2	13.6	14.9	18.5	22.9
BV/Share	68.0	76.3	79.6	149.9	157.7	164.3	175.2	186.5	206.6
DPS	2.3	2.4	2.5	2.7	4.1	6.1	6.1	6.5	5.5
Payout (%)	36.5	29.9	38.7	54.1	43.6	59.6	46.7	43.3	30.4
Dividend yield (%)	0.3	0.3	0.3	0.3	0.5	0.7	0.7	0.8	0.6
Valuation (x)									
P/E	203.9	151.6	177.4	108.6	89.9	80.4	72.8	56.4	44.3
Cash P/E	153.6	123.8	138.9	81.3	69.5	62.5	56.9	45.9	37.2
P/BV	12.5	11.1	10.7	5.7	5.4	5.2	4.9	4.6	4.1
EV/Sales	11.6	11.4	10.7	8.0	6.5	6.2	5.5	4.9	4.5
EV/EBITDA	99.1	92.5	99.1	59.6	49.0	44.5	40.9	34.3	29.3
Dividend Yield (%)	0.3	0.3	0.3	0.3	0.5	0.7	0.7	0.8	0.6
FCF per share	9.6	-0.1	-1.1	10.0	15.7	13.5	12.4	4.8	15.5
Return Ratios (%)									
RoE	6.1	7.8	6.1	6.8	6.1	6.6	6.9	8.4	9.6
RoCE	9.0	9.4	8.6	8.5	8.3	9.0	9.5	11.2	12.8
RoIC	10.6	11.7	9.8	11.5	11.1	10.7	11.3	13.4	15.7
Working Capital Ratios									
Fixed Asset Turnover (x)	6.7	6.7	6.4	2.4	2.9	2.9	3.1	3.5	3.9
Asset Turnover (x)	0.9	0.7	0.8	0.6	0.7	0.7	0.8	0.8	0.8
Debtor (Days)	32	35	34	35	24	25	21	28	28
Creditor (Days)	40	38	33	36	51	56	62	55	55
Inventory (Days)	78	78	81	65	71	67	72	72	72
Leverage Ratio (x)									
Net Debt/Equity	0.0	-0.1	-0.1	-0.1	-0.2	-0.1	-0.1	-0.1	-0.2

Cash flow statement

Y/E March	2017	2018	2019	2020	2021	2022	2023	2024E	2025E
(INRb)									
EBITDA	7.9	8.4	7.9	12.9	15.4	17.2	18.6	22.1	25.6
Prov. & FX	0.0	0.0	0.0	-0.1	0.0	0.0	0.0	0.0	0.0
WC	1.5	-1.4	-2.3	-0.6	3.1	2.0	0.3	-9.2	-2.0
Others	0.1	-0.4	-0.8	1.4	1.2	-0.3	0.2	-0.1	0.0
Direct taxes (net)	-2.1	-3.0	-2.6	-2.7	-3.2	-3.8	-4.5	-5.4	-6.4
CF from Op. Activity	7.4	3.6	2.1	10.8	16.6	15.2	14.6	7.6	17.2
Capex	-1.4	-3.6	-2.8	-1.6	-2.1	-2.7	-3.1	-3.0	-2.5
FCFF	6.0	0.0	-0.7	9.2	14.5	12.4	11.5	4.6	14.7
Interest/dividend	0.6	0.5	0.5	0.6	0.7	0.9	1.2	1.9	2.1
Investments in subs/assoc.	-0.3	-0.1	-0.4	-0.2	-2.2	-7.4	-2.0	0.0	0.0
Others	2.5	10.2	3.4	-5.5	-0.5	-4.0	-4.4	0.0	0.0
CF from Inv. Activity	1.4	7.0	0.7	-6.7	-4.1	-13.2	-8.3	-1.1	-0.4
Share capital	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Borrowings	-4.8	2.2	0.4	0.3	-0.6	-4.9	0.0	-2.0	0.0
Finance cost	-0.6	-0.3	-0.4	-0.7	-0.7	-0.6	-0.8	-0.8	-0.7
Dividend	-1.9	-2.1	-2.2	-2.2	-2.7	-4.0	-5.7	-6.2	-5.2
Others	-0.8	0.4	-2.5	6.9	0.9	1.6	7.8	0.0	0.0
CF from Fin. Activity	-8.2	0.1	-4.7	4.3	-3.0	-7.9	1.2	-9.0	-6.0
(Inc)/Dec in Cash	0.7	10.7	-1.9	8.4	9.4	-6.0	7.5	-2.5	10.9
Opening balance	6.7	7.4	18.1	16.2	24.6	34.0	28.0	35.5	33.0
Closing balance (as per B/S)	7.4	18.1	16.2	24.6	34.0	28.0	35.5	33.0	43.9

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