Dabur

Estimate changes	⟷
TP change	⟷
Rating change	⟷

Bloomberg	DABUR IN
Equity Shares (m)	1772
M.Cap.(INRb)/(USDb)	945.9 / 10.9
52-Week Range (INR)	672 / 489
1, 6, 12 Rel. Per (%)	7/-9/-8
12M Avg Val (INR M)	1700

Financials & Valuations (INR b)

Y/E March	2025E	2026E	2027E
Sales	126.9	139.0	151.9
Sales Gr. (%)	2.3	9.5	9.3
EBITDA	23.9	27.2	30.5
EBITDA mrg. (%)	18.9	19.6	20.1
Adj. PAT	18.6	21.0	23.9
Adj. EPS (INR)	10.5	11.9	13.5
EPS Gr. (%)	-0.8	12.9	13.5
BV/Sh.(INR)	59.8	63.8	67.9
Ratios			
RoE (%)	18.2	19.2	20.4
RoCE (%)	16.3	16.9	18.0
Payout (%)	66.7	71.7	74.3
Valuation			
P/E (x)	51.2	45.4	40.0
P/BV (x)	9.0	8.4	7.9
EV/EBITDA (x)	36.6	32.0	28.1
Div. Yield (%)	1.3	1.6	1.9

Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	66.3	66.3	66.3
DII	14.9	13.7	11.8
FII	13.3	15.0	16.5
Others	5.5	5.0	5.5

FII Includes depository receipts

CMP: INR534 TP: INR650 (+22%) Buy

In-line quarter; HPC performs well

- Dabur's 3QFY25 performance was largely in line with our estimate. Consolidated revenue increased 3% YoY (in line), while constant currency (cc) growth was 6%. The India volume/value growth stood at 1.2%/1.7% YoY. Dabur took a 3% price hike to offset the inflation but was neutralized by trade schemes and promotions. Rural demand outpaced urban for the fourth consecutive quarter by 140bp.
- Home & Personal Care revenue was up 6% with growth across categories. Oral care grew 9% YoY (higher than Colgate and HUL). Healthcare revenue declined 1% YoY due to the delayed winter. Foods posted a strong 30% growth. Beverages declined 10% YoY due to muted festive demand and higher competitive intensity. Badshah continued its strong trajectory with 16% YoY growth. The international business grew 19% YoY in cc terms and 9% in INR terms.
- GM contracted 60bp YoY to 48.1% (est. 49.1%), while the EBITDA margin contracted marginally by 20bp YoY to 20.3% (in line). EBITDA rose 2% YoY.
- Dabur's growth trajectory is trending below its potential and historical delivery. Most of its initiatives are delivering limited outcomes, which are marred by seasonality and weak consumption. HPC sustained a high single-digit growth, reflecting the true picture of efforts and consumption trends. Seasonal products will behave depending on the seasonality. However, Juices need some extra efforts to stabilize and recover; the upcoming season will be critical to track. Operating margin will remain accretive with pricing and mix favorable going ahead. **We reiterate our BUY rating on the stock with a TP of INR650 (premised on 50x Dec'26E EPS).**

In-line performance; domestic volume grows 1%

- **Stable performance:** Dabur's 3QFY25 consolidated sales grew 3% YoY (in line) to INR33.6b (est. INR33.4b) and 6% in CC terms. The India revenue grew 2% with volume growth of 1.2% (est. 1%). EBITDA and adj. PAT increased 2% YoY each to INR6.8b and INR5.3b (est. INR6.8 and INR5.2), respectively.
- **HPC business delivered 6% YoY sales growth:** Oral care clocked 9% growth led by Dabur Red and Miswak. Dabur Red Toothpaste continued to gain market share. Miswak grew 16% YoY. Hair care, Home Care, and Skin Care posted 3%, 5%, and 6% YoY growth, respectively.
- **Healthcare portfolio sales declined 1% YoY:** Health supplements declined 3% YoY due to delayed winter, while Digestive was up 4% YoY and OTC & Ethicals were flat YoY.
- **F&B sales dipped 6% YoY:** The foods business delivered 30% growth, while beverages posted a 10% YoY revenue decline, hit by the muted festive season demand and price-driven competitive intensity. Badshah's revenue was up 16% YoY.

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- **Flat operating margin:** Gross margin contracted 60bp YoY to 48.1% (est. 49.1%). As a percentage of sales, ad spending declined 80bp YoY to 6.8%, other expenses were flat YoY at 11%, while staff costs rose 50bp YoY to 10%. EBITDA margin contracted marginally by 20bp to 20.3% (est. 20.2%).
- International growth was at 19% in CC terms and 9% in INR terms, led by Egypt, MENA, the US, and Bangladesh.
- **In 9MFY25,** revenue grew 2% YoY, while EBITDA/APAT declined 2%/3%.

Highlights from the management commentary

- Urban demand moderated during the quarter, affected by persistent food inflation, while the rural market exhibited strong performance.
- The company anticipates sequential improvement in demand and mid-single-digit value growth in 4QFY25, driven by both pricing and volume growth.
- According to Nielsen data, rural growth outpaced urban growth by 490 basis points during the quarter. Overall, the FMCG sector grew by 7%, with urban areas growing by 5% and rural areas growing by 10%.
- The company remains focused on premiumization and product mix optimization to drive margin expansion.

Valuation and view

- There are no material changes to our FY25E/FY26E EPS estimates.
- Dabur mitigated the impact of inflationary pressures through disciplined cost control, operational efficiencies, and judicious price increases. With a broader distribution reach (to ~0.13m villages and ~7.9m outlets), increased direct penetration (~1.4m outlets), and extensive presence/categorical leadership in the rural market, DABUR is better positioned to capitalize on the rural consumption trend compared to its peers.
- The operating margin, which has been hovering around the 20% band over the last 8-9 years (unlike its peers that have experienced expansions), also has room for expansion in the medium term.
- With external drivers remaining consistent, we view the recent stock price correction as an opportunity to be constructive on the stock. **We reiterate our BUY rating on the stock with a TP of INR650 (premised on 50x P/E on Dec'26).**

Quarterly Performance (Consolidated) **(INR m)**

Y/E March	FY24				FY25E				FY24	FY25E	FY25E	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	(%)
Domestic FMCG vol. growth (%)	3.0	3.0	4.0	3.0	5.2	-7.0	1.2	3.0	3.3	2.3	1.0	
Net sales	31,305	32,038	32,551	28,146	33,491	30,286	33,553	29,618	1,24,040	1,26,947	33,414	0.4%
YoY change (%)	10.9	7.3	6.7	5.1	7.0	-5.5	3.1	5.2	7.5	2.3	2.7	
Gross profit	14,588	15,482	15,823	13,679	16,005	14,943	16,124	14,625	59,571	61,696	16,406	-1.7%
Margin (%)	46.6	48.3	48.6	48.6	47.8	49.3	48.1	49.4	48.0	48.6	49.1	
EBITDA	6,047	6,609	6,678	4,668	6,550	5,526	6,819	5,035	24,002	23,930	6,756	0.9%
Margins (%)	19.3	20.6	20.5	16.6	19.6	18.2	20.3	17.0	19.4	18.9	20.2	
YoY growth (%)	11.2	10.0	8.1	13.9	8.3	-16.4	2.1	7.9	10.5	-0.3	1.2	
Depreciation	966	983	969	1,074	1,091	1,110	1,086	1,162	3,992	4,449	1,110	
Interest	243	281	365	352	327	474	442	358	1,242	1,600	400	
Other income	1,098	1,164	1,274	1,289	1,294	1,515	1,280	1,637	4,824	5,726	1,450	
PBT	5,936	6,508	6,618	4,531	6,427	5,457	6,571	5,152	23,593	23,606	6,696	-1.9%
Tax	1,368	1,443	1,550	1,114	1,481	1,284	1,418	1,412	5,474	5,595	1,607	
Rate (%)	23.0	22.2	23.4	24.6	23.0	23.5	21.6	27.4	23.2	23.7	24.0	
Adjusted PAT	4,721	5,233	5,225	3,578	5,084	4,333	5,306	3,888	18,757	18,611	5,246	1.1%
YoY change (%)	7.2	6.7	7.8	10.8	7.7	-17.2	1.6	8.7	9.3	-0.8	0.4	

E: MOFSL Estimates

Exhibit 1: Category wise performance

Business Segment	Category	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25
Healthcare	Health Supplements	5.5	Flat	Flat	-9.1	7.8	-11.2	-3.4
	Digestives	14.3	18.1	15.1	16	10.7	-7.7	3.9
	OTC & Ethical	24.3	8.4	-3	0.6	3.7	-14	0.4
Home and Personal Care	Oral Care	13	4.1	8.1	22	11.4	-8.7	9.1
	Hair care	10	4	4.5	-2.5	3.3	-10.2	2.7
	Home care	14.5	15.1	6.6	7.5	8	-4.9	5
	Skin & Salon	3.5	5	4.5	0.6	6.1	-14	5.6
Foods	Beverages	-2	-10	6.9	-1.5	2.8	-21.6	-10.3
	Foods	35	40	22	20.7	21.3	10.6	30

Sources: Company reports, MOFSL

CONFERENCE CALL

Highlights from the management commentary

Operating Business and Environment

- Urban demand moderated during the quarter, affected by persistent food inflation, while the rural market exhibited strong performance.
- Delayed and contracted winter conditions were observed, with October and November being the warmest in India in recent years, impacting seasonal product demand.
- The company anticipates sequential improvement in demand and mid-single-digit value growth in 4QFY25, driven by both pricing and volume growth.
- The company's rural distribution network expanded by 15,000 villages this fiscal, now covering over 131,000 villages.
- According to Nielsen data, rural growth outpaced urban growth by 490 basis points during the quarter. Overall, the FMCG sector grew by 7%, with urban areas growing by 5% and rural areas growing by 10%.
- In Dabur's domestic business, value growth stood at 1.7%, with urban areas growing by 0.6% and rural areas growing by 2%. Rural demand outpaced urban by 140bp.
- The strategic vision cycle has been revised from four years to three years, considering the volatile geopolitical landscape.
- The company implemented a 3% price increase YTD to offset the 3% inflation; however, the pricing impact was neutralized by trade schemes and consumer promotions.
- In the home care segment, the company achieved 15-16% volume growth and 5% value growth, with 10% of the value growth offset by the trade schemes. Similarly, in the hair oil segment, volume growth stood at 6%, while value growth was 3% during the quarter.
- The company expects 8% inflation going forward and plans to implement calibrated price hikes to sustain profitability.
- During the quarter, the inventory days at the distributor level are at ~21 days.
- Quick commerce maintained strong growth momentum, driven by speed, convenience, and 24/7 availability, reinforcing its role as a key distribution channel.

Cost and Margins

- The company remains focused on premiumization and product mix optimization to drive margin expansion.
- In 4QFY25, the company expects mid-single-digit operating profit growth and maintain margins at the current level.
- For FY26, the company aims to maintain margins, with a potential for marginal improvement through cost initiatives and pricing actions.

Segmental performance

HPC

- The HPC segment recorded a 6% YoY sales growth during the quarter.
- Oral Care grew by 9% YoY, driven by strong demand for Dabur Red toothpaste and the premium brand Meswak.
- Meswak posted 16% growth, driven by strong premium positioning, while Babool declined during the quarter.
- The herbal care category market share has increased from 30% to 32%.
- The Gels portfolio in the 'freshness' segment achieved double-digit growth.
- The company received recognition from the Indian Dental Association (IDA) for Dabur Red Toothpaste as a non-fluoride product.
- To modernize its oral care portfolio, the company will revamp Dabur Red's packaging to enhance appeal in the organized trade channels.
- As part of a marketing initiative during Mahakumbh, the company set up 10-15 stalls showcasing its toothpaste and toothbrush range, while also organizing the Dant Snan campaign before pilgrims take bathing at Kumbh Mela.
- Revenue growth in oral care was driven by both volume growth and price hikes. The company expects oral care to be its fastest-growing segment in FY26.
- Rural markets contribute 45-50% of oral care revenue, aligning with the company's overall rural business contribution.
- The hair oils segment grew 3% YoY and gained 150bp market share. The Shampoo category outperformed the broader market, gaining ~20 bps in market share.
- Home Care registered 5% YoY growth, with Odonil delivering double-digit volume growth, supported by strong performance in the Aerosol and Gel segments, resulting in a 101bps market share gain in air fresheners.
- Odomos reported a muted performance due to a category-wide slowdown, but still outperformed the segment, gaining 574bps market share in the MRC (Mosquito repellent cream) segment.
- Sanifresh recorded double-digit growth during the quarter.
- Skin Care grew by 6% YoY, led by strong performance in the Gulabari franchise, which posted high single-digit growth.

Healthcare

- The Healthcare portfolio declined by 1% YoY during the quarter.
- Health Supplements saw a 3% YoY decline, impacted by unfavorable weather conditions, affecting seasonal product demand.
- Chyawanprash continued to strengthen its market leadership, gaining 139 bps in market share. The category declined by 6% YoY while the Dabur Chyawanprash

sales dipped 3% YoY helping to gain market share. The company is actively working to revive growth in this portfolio.

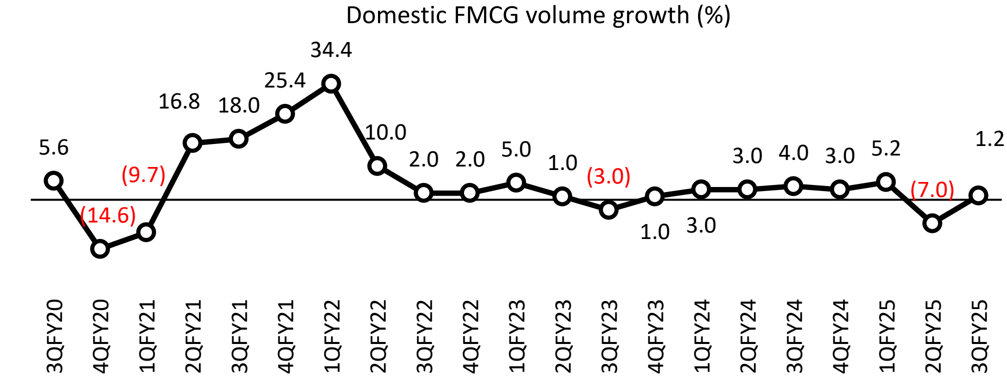
- The Chyawanprash portfolio's annual revenue rate is ~INR5,000m and is seeing good traction in its new formats, including tablets, liquids, and powders.
- Chyawanprash's new variant flavors now contribute 20% of the overall portfolio and are offering higher margins.
- The Digestives category grew by 4% YoY, with Hajmola recording mid-single-digit growth in both candy and tablet formats. Extensions and variants of Hajmola now contribute more than 15% to the overall Hajmola franchise.
- The OTC & Ethicals segment remained flat YoY while key brands like Honitus, Shilajit, Health Juices, and Women's Health tonics performed well. The annual revenue rate for OTC is ~INR8000-9000m and for Ethicals is ~INR5000m.
- The new baby care range generated ~INR500m annualized exit revenue, achieving 25-26% growth. Meanwhile, Lal Tail, an old baby care range being a seasonal product, saw an impact on sales during the quarter. However, the company has maintained its market share in the baby care segment, with no loss in share despite market fluctuations

Food & beverages

- The Foods segment maintained its strong growth momentum, reporting ~30% YoY growth driven by Hommade paste, coconut milk, oil & ghee, tomato puree, and Lemoneez.
- Badshah continued its strong growth trajectory, delivering 16% value growth with double-digit volume growth, and is gaining market share.
- The Beverages segment declined by 10% YoY, with the Juices & Nectars (J&N) category impacted by muted festive season demand and price-driven competitive pressures. Despite the decline, Real gained ~318 bps market share during the quarter.
- The Active Juices portfolio grew by 10% YoY, contributing 10% of the beverages portfolio, while the coconut portfolio and food drinks also posted double-digit growth during the quarter. The Nectars business faced pricing pressures, prompting the company to reduce prices from INR 130 to INR 100 for 1L pack and introduce lower-priced packs to remain competitive.
- Adverse weather conditions such as unseasonal rains, weak summer season, and lackluster festive demand affected the beverage segment. The nectar portfolio, being predominantly urban-centric, was further affected by the slowdown in urban consumption. 40% of the beverages portfolio comprises 200ml tetra packs, which were the most impacted during the quarter.
- The company is revamping its communication strategy, positioning cola as sugar-flavored water, while Dabur products use only natural sugar, and introducing new competitively priced offerings with an emphasis on value for money and also improving the distribution margin.

Key exhibits

Exhibit 2: Domestic FMCG business volumes up 1.2% YoY in 3QFY25



Sources: Company reports, MOFSL

Exhibit 3: Consolidated reported net sales up 3% YoY to INR33.6b

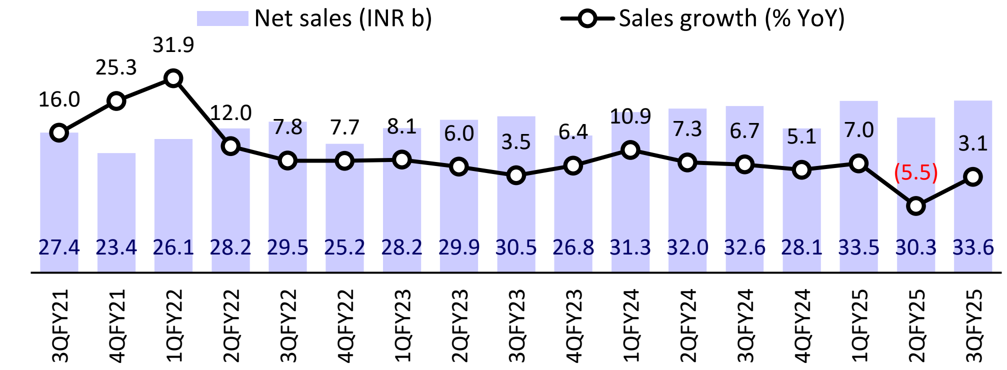


Exhibit 4: Con. GP margin contracted 60bp YoY to 48.1%

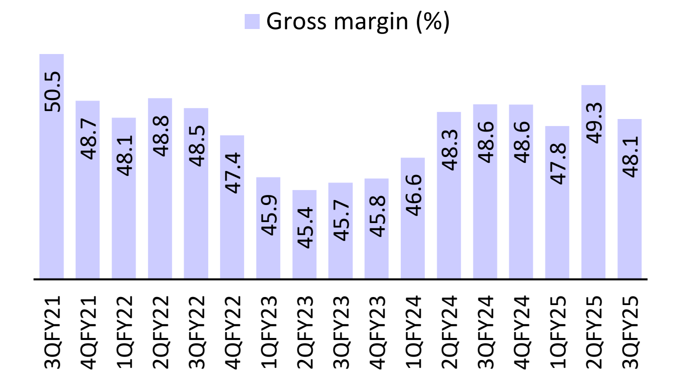


Exhibit 5: EBITDA margin contracted 20bp YoY to 20.3%

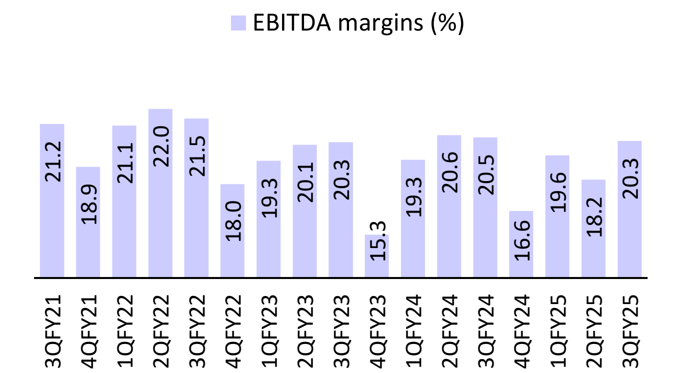


Exhibit 6: A&P spending declined 80bp YoY to 6.8%, other expenses flat YoY at 11%, while staff costs up 50bp YoY to 10%

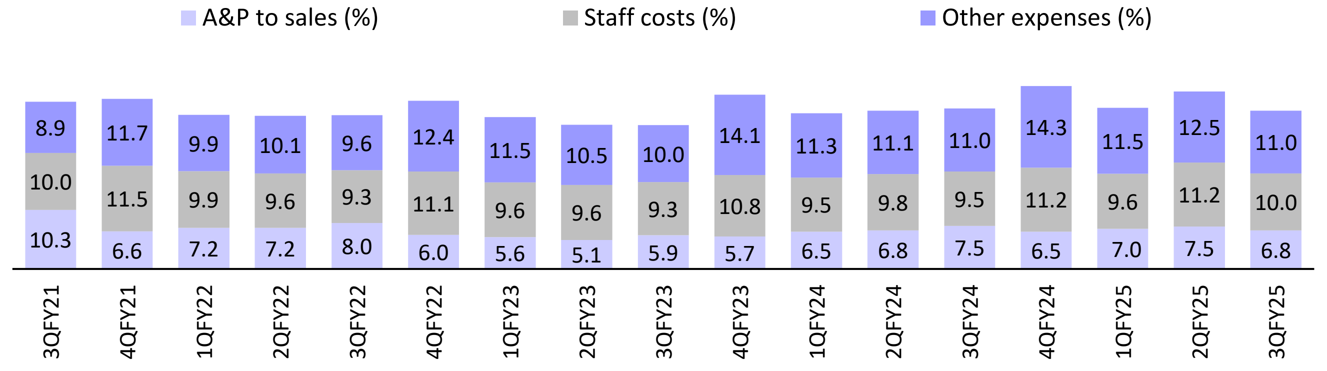
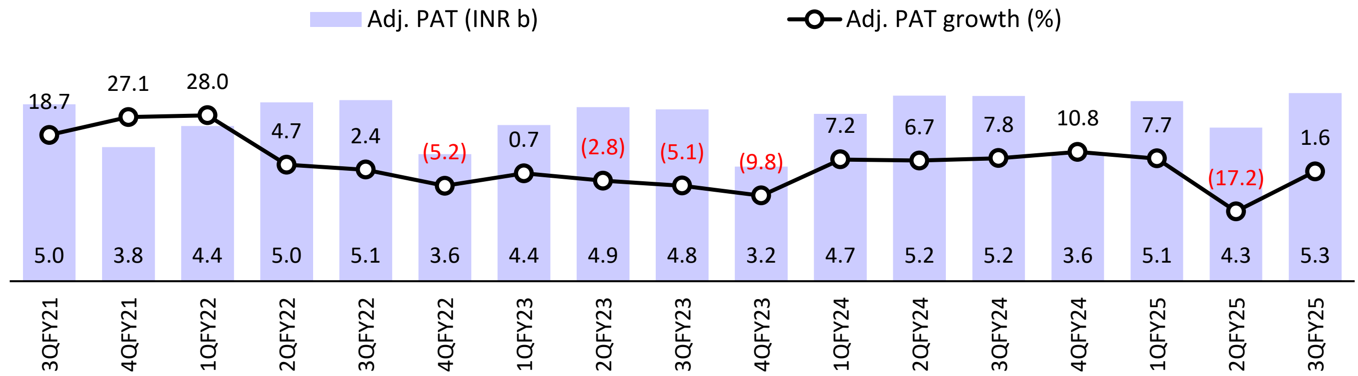


Exhibit 7: Consolidated adjusted PAT up 2% YoY to INR5.3b



Sources: Company reports, MOFSL

Valuation and view

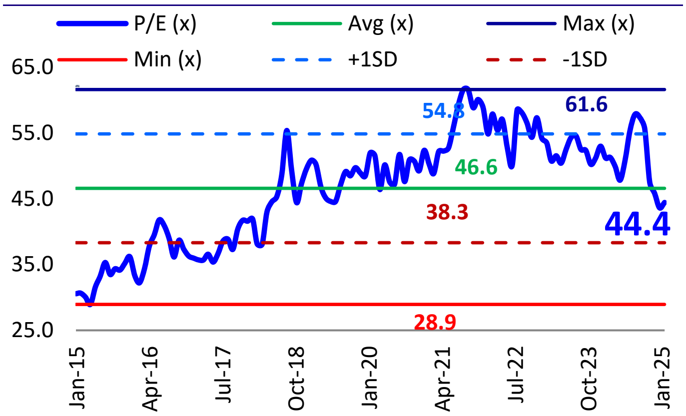
- There are no material changes to our FY25E/FY26E EPS estimates.
- Dabur mitigated the impact of inflationary pressures through disciplined cost control, operational efficiencies, and judicious price increases. With a broader distribution reach (to ~0.13m villages and ~7.9m outlets), increased direct penetration (~1.4m outlets), and extensive presence/categorical leadership in the rural market, DABUR is better positioned to capitalize on the rural consumption trend compared to its peers.
- The operating margin, which has been hovering around the 20% band over the last 8-9 years (unlike its peers that have experienced expansions), also has room for expansion in the medium term.
- With external drivers remaining consistent, we view the recent stock price correction as an opportunity to be constructive on the stock. **We reiterate our BUY rating on the stock with a TP of INR650 (premised on 50x P/E on Dec'26).**

Exhibit 8: There are no material changes to our FY25/FY26 EPS estimates

	New		Old		% Change	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Net Sales	126.9	139.0	126.8	140.7	0.1	-1.2
EBITDA	23.9	27.2	23.9	27.8	0.1	-2.2
Adjusted PAT	18.6	21.0	18.6	21.3	0.1	-1.2

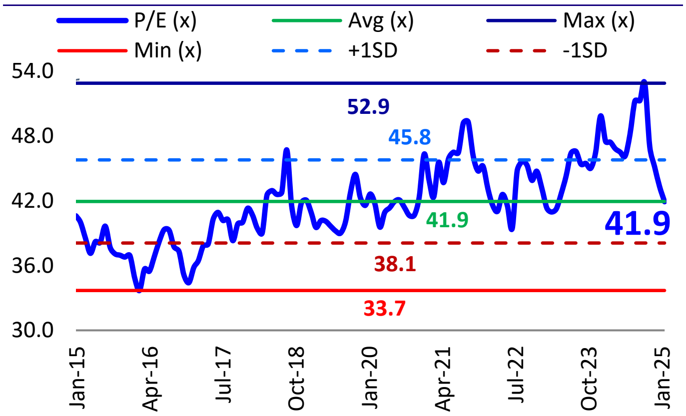
Source: MOFSL

Exhibit 9: DABUR's P/E (x)



Sources: Bloomberg, MOFSL

Exhibit 10: Consumer sector's P/E (x)



Sources: Bloomberg, MOFSL

Financials and valuations

Consol. Income Statement									(INR m)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
Net Sales	**85,150**	**86,846**	**95,683**	**1,08,960**	**1,15,379**	**1,24,040**	**1,26,947**	**1,38,985**	**1,51,901**
Change (%)	10.3	2.0	10.2	13.9	5.9	7.5	2.3	9.5	9.3
Gross Profit	**42,240**	**43,434**	**47,944**	**52,563**	**52,692**	**59,571**	**61,696**	**68,103**	**74,887**
Margin (%)	49.6	50.0	50.1	48.2	45.7	48.0	48.6	49.0	49.3
Other Expenditure	24,845	25,510	27,700	29,952	30,971	35,568	37,767	40,931	44,431
EBITDA	**17,395**	**17,924**	**20,243**	**22,611**	**21,721**	**24,002**	**23,930**	**27,172**	**30,456**
Change (%)	7.5	3.0	12.9	11.7	-3.9	10.5	-0.3	13.5	12.1
Margin (%)	20.4	20.6	21.2	20.8	18.8	19.4	18.9	19.6	20.1
Depreciation	1,769	2,205	2,401	2,529	3,110	3,992	4,449	4,550	4,756
Int. and Fin. Charges	596	495	308	386	782	1,242	1,600	1,200	1,000
Other Income - Recurring	2,962	3,053	3,253	3,932	4,454	4,824	5,726	5,543	6,179
Profit before Taxes	**17,992**	**18,277**	**20,787**	**23,628**	**22,283**	**23,593**	**23,606**	**26,965**	**30,879**
Change (%)	5.4	1.6	13.7	13.7	-5.7	5.9	0.1	14.2	14.5
Margin (%)	21.1	21.0	21.7	21.7	19.3	19.0	18.6	19.4	20.3
Tax	4,070	4,654	3,630	4,422	4,816	5,395	5,515	6,537	7,648
Deferred Tax	-1,284	-1,857	-20	842	357	79	80	69	70
Tax Rate (%)	15.5	15.3	17.4	22.3	23.2	23.2	23.7	24.5	25.0
Profit after Taxes	**15,206**	**15,480**	**17,176**	**18,364**	**17,110**	**18,118**	**18,011**	**20,359**	**23,160**
Change (%)	10.8	1.8	11.0	6.9	-6.8	5.9	-0.6	13.0	13.8
Margin (%)	17.9	17.8	18.0	16.9	14.8	14.6	14.2	14.6	15.2
Minority Interest	30	25	17	31	-58	-314	-264	-330	-370
Adjusted PAT	**15,176**	**15,454**	**17,160**	**18,333**	**17,168**	**18,757**	**18,611**	**21,017**	**23,856**

Balance Sheet									(INR m)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
Share Capital	1,766	1,767	1,767	1,768	1,772	1,772	1,772	1,772	1,772
Reserves	54,551	64,290	74,868	82,045	87,961	96,891	1,04,271	1,11,338	1,18,545
Net Worth	**56,317**	**66,057**	**76,635**	**83,813**	**89,733**	**98,663**	**1,06,043**	**1,13,110**	**1,20,317**
Minority Interest	314	365	367	406	4,682	4,368	4,632	4,962	5,332
Loans	5,288	4,718	4,847	10,072	11,434	11,581	11,381	11,181	10,981
Capital Employed	**61,919**	**71,140**	**81,849**	**94,291**	**1,05,848**	**1,14,612**	**1,22,056**	**1,29,252**	**1,36,630**
Gross Block	28,028	32,935	35,238	39,265	53,541	59,488	55,089	61,039	60,689
Less: Accum. Depn.	-11,698	-13,768	-16,169	-18,698	-21,807	-25,799	-30,249	-34,798	-39,555
Net Fixed Assets	**16,330**	**19,167**	**19,069**	**20,568**	**31,734**	**33,689**	**24,840**	**26,240**	**21,134**
Capital WIP	638	1,466	1,473	1,675	1,751	2,091	2,091	2,091	2,091
Goodwill	3,361	3,360	3,360	2,512	4,053	4,051	3,551	3,051	2,551
Investments	**33,588**	**28,003**	**41,484**	**62,102**	**62,574**	**69,254**	**71,754**	**74,254**	**76,754**
Curr. Assets, L&A	**30,451**	**41,325**	**42,199**	**35,983**	**37,854**	**42,079**	**56,524**	**63,480**	**77,350**
Inventory	13,005	13,796	17,343	19,114	20,242	19,470	22,648	24,513	26,520
Account Receivables	8,336	8,139	5,616	6,462	8,488	8,987	9,198	10,070	11,006
Cash and Bank Balance	3,282	8,114	12,710	5,387	4,703	6,664	17,165	20,783	31,058
Others	5,828	11,277	6,531	5,021	4,422	6,958	7,513	8,114	8,765
Curr. Liab. and Prov.	**22,216**	**22,226**	**26,484**	**27,732**	**31,229**	**35,525**	**35,676**	**38,837**	**42,222**
Current Liabilities	19,812	19,475	23,126	23,884	28,446	32,343	31,298	34,265	37,450
Provisions	2,404	2,751	3,357	3,847	2,784	3,182	4,379	4,571	4,772
Net Current Assets	**8,235**	**19,099**	**15,716**	**8,251**	**6,625**	**6,554**	**20,847**	**24,643**	**35,127**
Deferred Tax Liability	-231	46	747	-816	-889	-1,027	-1,027	-1,027	-1,027
Application of Funds	**61,919**	**71,140**	**81,849**	**94,291**	**1,05,848**	**1,14,611**	**1,22,056**	**1,29,252**	**1,36,630**

E: MOFSL Estimates

Financials and valuations

Ratios									
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
Basic (INR)									
EPS	**8.6**	**8.7**	**9.7**	**10.4**	**9.7**	**10.6**	**10.5**	**11.9**	**13.5**
Cash EPS	9.2	9.4	11.1	11.3	11.5	12.7	12.8	14.2	16.0
BV/Share	31.9	37.4	43.4	47.4	50.6	55.7	59.8	63.8	67.9
DPS	4.0	4.5	4.8	4.8	5.2	5.5	7.0	8.5	10.0
Payout %	46.6	51.5	48.9	45.8	53.7	52.0	66.7	71.7	74.3
Valuation (x)									
P/E	62.6	61.5	55.4	51.9	55.5	50.8	51.2	45.4	40.0
Cash P/E	58.7	57.1	48.6	47.5	47.0	42.5	42.0	37.8	33.7
EV/Sales	10.8	10.6	9.4	8.2	7.8	7.2	6.9	6.3	5.6
EV/EBITDA	52.8	51.3	44.5	39.5	41.3	37.0	36.6	32.0	28.1
P/BV	16.9	14.4	12.4	11.3	10.6	9.7	9.0	8.4	7.9
Dividend Yield (%)	0.7	0.8	0.9	0.9	1.0	1.0	1.3	1.6	1.9
Return Ratios (%)									
RoE	26.8	25.3	24.1	22.9	19.8	19.9	18.2	19.2	20.4
RoCE	24.4	23.9	22.8	21.2	17.7	17.3	16.3	16.9	18.0
RoIC	53.2	45.9	49.4	60.8	46.1	41.9	43.9	54.1	65.5
Working Capital Ratios									
Debtor (Days)	36	34	21	22	27	26	26	26	26
Asset Turnover (x)	1.4	1.2	1.2	1.2	1.1	1.1	1.0	1.1	1.1
Leverage Ratio									
Debt/Equity (x)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1

Cash Flow Statement									(INR m)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
OP/(loss) before Tax	17,249	17,276	20,787	22,778	22,187	23,587	23,606	26,965	30,879
Int./Div. Received	1,765	2,553	2	39	-1,038	-2,201	264	330	370
Depreciation & Amort.	1,769	2,205	2,401	2,529	3,110	3,992	4,449	4,550	4,756
Interest Paid	-2,002	-2,001	308	386	-2,829	-2,689	1,600	1,200	1,000
Direct Taxes Paid	-3,507	-3,089	-3,611	-5,264	-4,945	-4,939	-5,595	-6,606	-7,718
(Incr)/Decr in WC	-181	-580	7,979	141	-1,601	2,385	-3,793	-178	-209
CF from Oper.	**15,092**	**16,364**	**27,867**	**20,609**	**14,884**	**20,135**	**20,532**	**26,261**	**29,078**
(Incr)/Decr in FA	-2,344	-4,175	-2,311	-3,381	-4,857	-5,609	4,900	-5,450	850
Free Cash Flow	**12,748**	**12,190**	**25,556**	**17,228**	**10,027**	**14,526**	**25,431**	**20,811**	**29,928**
(Pur)/Sale of Invt.	-53,928	-84,788	-13,481	-20,618	-4,950	-7,978	-2,500	-2,500	-2,500
Others	60,600	86,031	-878	1,515	4,591	7,025	2	-3	-5
CF from Invest.	**4,329**	**-2,931**	**-16,670**	**-22,484**	**-5,216**	**-6,562**	**2,401**	**-7,953**	**-1,655**
Issue of Shares	5	1	-501	-1,006	4	0	0	0	0
(Incr)/Decr in Debt	-2,720	-1,751	129	5,226	488	-472	-200	-200	-200
Dividend Paid	-15,970	-6,178	-5,921	-9,281	-9,213	-9,658	-10,632	-13,290	-15,948
Others	-515	-673	-308	-386	-1,631	-1,483	-1,600	-1,200	-1,000
CF from Fin. Act.	**-19,200**	**-8,601**	**-6,602**	**-5,448**	**-10,352**	**-11,612**	**-12,432**	**-14,690**	**-17,148**
Incr/Decr of Cash	**221**	**4,832**	**4,596**	**-7,323**	**-684**	**1,961**	**10,501**	**3,618**	**10,275**
Add: Opening Bal.	3,061	3,282	8,114	12,710	5,387	4,703	6,664	17,165	20,783
Closing Balance	**3,282**	**8,114**	**12,710**	**5,387**	**4,703**	**6,664**	**17,165**	**20,783**	**31,058**

E: MOFSL Estimates

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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