

Godrej Agrovet

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	GOAGRO IN
Equity Shares (m)	192
M.Cap.(INRb)/(USDb)	136.8 / 1.6
52-Week Range (INR)	878 / 460
1, 6, 12 Rel. Per (%)	-1/23/25
12M Avg Val (INR M)	240

Financials & Valuations (INR b)

Y/E MARCH	2025E	2026E	2027E
Sales	98.0	111.8	122.7
EBITDA	9.4	10.9	12.6
Adj. PAT	5.0	6.6	7.9
EBITDA Margin (%)	9.6	9.8	10.2
Cons. Adj. EPS (INR)	26.2	34.4	41.0
EPS Gr. (%)	39.7	31.6	19.1
BV/Sh. (INR)	147	171	212

Ratios

Net D:E	0.3	0.2	0.0
RoE (%)	18.8	21.7	21.4
RoCE (%)	13.9	16.1	16.8
Payout (%)	40.1	30.5	-

Valuations

P/E (x)	27.3	20.8	17.4
EV/EBITDA (x)	16.1	13.5	11.3
Div. Yield (%)	1.5	1.5	-
FCF Yield (%)	4.0	3.4	4.3

Shareholding pattern (%)

	Sep-24	Jun-24	Sep-23
Promoter	74.0	74.0	74.1
DII	5.9	12.1	13.0
FII	7.5	1.7	1.8
Others	12.6	12.1	11.2

Note: FII includes depository receipts

CMP: INR715 **TP: INR910 (+27%)** **Buy**

Broad-based improvement in margin profiles

Operating performance in line with estimates

- Godrej Agrovet (GOAGRO) reported healthy operating performance (EBIT grew 11% YoY) in 2QFY25 despite a decline in revenue (down 5% YoY). This can be attributed to the improved profitability in the Animal Feed (AF)/palm oil/dairy business (EBIT up ~24%/7%/2.9x YoY), which was partly offset by a decline in the operating profitability in the Crop Protection (CP)/Poultry (Tyson) business (EBIT down 15%/97% YoY).
- Despite subdued revenue growth in 2Q (down 5% YoY), GOAGRO has been able to improve its overall profitability backed by strategic initiatives incorporated across businesses. We expect continued improvement in profitability in 2H and FY26.
- We largely maintain our FY25/26 EBITDA estimate and reiterate our BUY rating on the stock with an SOTP-based TP of INR910.

Volumes in AF, palm oil, and Tyson remain under pressure in 1H

- Consolidated revenue declined 5% YoY to INR24.5b (est. INR24.8b). EBITDA margins expanded 130bp YoY to 9.1% (est. 9.2%), led by expansion in gross margins by 190bp YoY to 25.6%. EBITDA stood at INR2.2b, up 11% YoY (est. in line).
- Adjusted PAT declined 9% YoY to INR958m (est. INR1.3b). The decline of adjusted PAT in 2Q is attributed to the withdrawal of indexation benefit on LTCG. The company has reversed the deferred tax assets created on certain capital assets (carried at indexed cost), having a one-time non-cash impact of INR196m on adjusted PAT. Without this, adjusted PAT grew 10% YoY to INR1.2b in 2QFY25.
- **AF:** Revenue declined ~3% YoY to INR12b, led by a volume decline of 3% YOY to 362kmt on account of lower volumes in cattle feed as a result of lower milk prices. EBIT/kg grew 27% YoY to INR1.95, led by favorable commodity positions and optimization measures.
- **Palm Oil:** Revenue declined 1% YoY to INR4.4b, led by the delay in the arrival of fresh fruit bunch (volume down 13% YoY) majorly offset by higher realizations in Crude Palm Oil (CPO) and Palm Kernel Oil (PKO). EBIT margin expanded 135bp YoY to 16.7%, leading to EBIT growth of 7% YoY to INR736m, led by improved Oil Extraction Ratio (OER) and increased downstream VAP.
- **CP:** Consolidated CP revenue declined 22% YoY to INR3b, led by demand and realization pressure in both standalone CP and Astec (down 24%/17% YoY to ~INR2b/INR987m). Consolidated CP EBIT declined 15% YoY to INR551m, largely due to operating loss in Astec (INR300m), while standalone CP EBIT grew 10% to INR850m.
- **Dairy** business's revenue grew ~3% YoY to INR4b, while EBIT grew 2.9x to INR84m due to significant improvement in operational efficiencies and improved milk spread.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- **Poultry and Processed Food** business's revenue declined ~17% YoY to INR2b, primarily due to lower volumes in the live bird business and seasonally weaker quarter for branded products. EBIT margin contracted 604bp YoY to 0.26%, leading to a 97% YoY decline in EBIT at INR5m.
- In 1H FY25, the revenue declined 6% to INR48b while EBITDA/Adj. PAT grew 14%/10% to INR4.5b/INR2.3b; implied revenue in 2H FY25 is expected to decline 4% due to lower realization, while EBITDA/Adj. PAT is expected to grow 18%/21% led by margin expansion.

Highlights from the management commentary

- **Palm Oil:** The company expects 2H FY25 to be better on a YoY basis as the oil palm season in India has been slightly postponed (FFB arrivals have been deferred to 2H). The prices are expected to rise going forward due to an increase in the basic custom duty.
- **Astec:** The company reaffirms its guidance of 5% YoY growth for FY25 and anticipates ~INR4-4.5b revenue from the CDMO business. Astec is expected to breakeven in 2H FY25 and achieve profitability by 4Q FY25.
- **Animal Feed:** The demand for the cattle feed business is returning as volumes grew 10% MoM in Oct'24. The Fish Feed business was adversely impacted by higher rainfall during 1H, and the company is anticipating a volume decline in the segment on a YoY basis in FY25.

Valuation and view

- GOAGRO is witnessing margin expansion across businesses, led by strategic initiatives taken over the last few years.
- Its AF and standalone CP businesses are likely to sustain their healthy performances. Meanwhile, Astec is facing short-term hurdles in its enterprise products and CDMO segment, which are expected to recover from 2H FY25 onwards. The dairy and Tyson businesses sustained the turnaround witnessed in 4Q FY24 and are expected to maintain robust performance in 2H FY25. This growth trajectory is led by an enhanced focus on value-added/branded products.
- We largely maintain our FY25/26 EBITDA estimate and reiterate our BUY rating on the stock with an SOTP-based TP of INR910.

Consolidated - Quarterly Earning

(INR m)

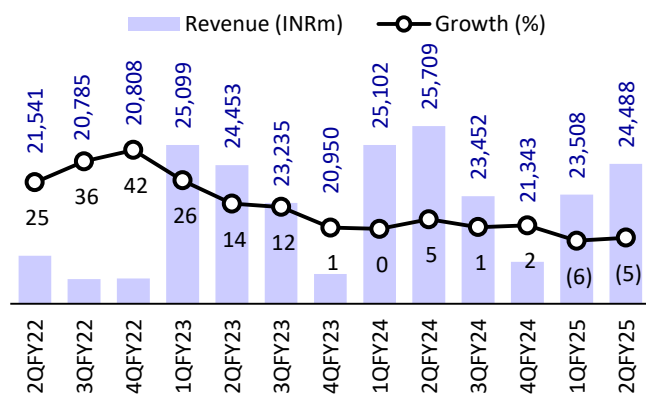
Y/E March	FY24				FY25				FY24	FY25E	FY25E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	
Gross Sales	25,102	25,709	23,452	21,343	23,508	24,488	25,547	24,456	95,606	97,998	24,868	-2
YoY Change (%)	0.0	5.1	0.9	1.9	-6.4	-4.8	8.9	14.6	2.0	2.5	-3.3	
Total Expenditure	23,173	23,694	21,861	19,863	21,246	22,254	23,082	22,031	88,591	88,613	22,586	
EBITDA	1,929	2,014	1,591	1,480	2,261	2,234	2,465	2,425	7,015	9,385	2,282	-2
Margins (%)	7.7	7.8	6.8	6.9	9.6	9.1	9.6	9.9	7.3	9.6	9.2	
Depreciation	528	529	530	556	546	583	598	619	2,143	2,346	579	
Interest	295	279	251	254	302	398	315	320	1,079	1,334	310	
Other Income	115	112	84	102	92	126	98	149	413	466	112	
PBT before EO expense	1,222	1,318	894	772	1,506	1,379	1,650	1,635	4,206	6,170	1,505	
PBT	1,222	1,318	894	772	1,506	1,379	1,650	1,635	4,206	6,170	1,505	
Tax	353	369	191	220	345	541	415	412	1,133	1,713	379	
Rate (%)	28.9	28.0	21.3	28.5	22.9	39.3	25.2	25.2	26.9	27.8	25.2	
MI & Profit/Loss of Asso. Cos.	-185	-104	-215	-19	-190	-121	-138	-118	-523	-567	-156	
Reported PAT	1,053	1,053	918	571	1,352	958	1,373	1,341	3,596	5,023	1,282	
Adj PAT	1,053	1,053	918	571	1,352	958	1,373	1,341	3,596	5,023	1,282	-25
YoY Change (%)	27.3	46.7	43.5	84.2	28.3	-9.0	49.5	134.8	44.1	39.7	21.8	
Margins (%)	4.2	4.1	3.9	2.7	5.7	3.9	5.4	5.5	3.8	5.1	5.2	

Key Performance Indicators

Y/E March	FY24				FY25E				FY24	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Segment Revenue Gr. (%)										
Animal Feed (AF)	3.1	1.8	1.5	-2.3	-10.1	-3.0	5.0	9.2	1.0	0.2
Palm Oil	-39.9	10.5	-2.2	28.3	12.4	-1.5	9.0	8.0	(6.0)	5.7
Crop Protection	3.8	2.3	3.1	5.1	-4.6	-21.7	35.6	57.6	3.5	10.2
Dairy	7.9	8.1	5.3	-1.7	1.0	3.2	7.0	11.0	4.8	5.4
Segment EBIT Margin (%)										
Animal Feed	4.2	4.6	4.0	5.7	6.8	5.9	5.9	5.9	4.6	6.1
Palm Oil	12.1	15.4	19.0	4.9	9.2	16.7	15.0	15.0	14.2	14.4
Crop Protection	20.9	17.1	11.1	18.4	23.8	18.6	22.6	21.8	17.5	21.8
Dairy	-0.6	0.8	2.8	5.2	4.3	2.1	4.0	4.3	2.0	3.7
AF Volumes (000'MT)	374	372	390	362	346	362	406	380	945	1,013
AF Realization (INR/kg)	34.3	33.4	33.1	32.8	33.4	33.3	33.4	34.2	33.4	33.6
Cost Break-up										
RM Cost (% of sales)	75.8	76.3	76.3	74.5	73.2	74.4	74.6	73.4	75.8	73.9
Staff Cost (% of sales)	5.4	5.5	5.2	6.6	6.0	5.0	5.3	5.9	5.6	5.5
Other Cost (% of sales)	11.1	10.3	11.7	12.0	11.2	11.5	10.5	10.8	11.3	11.0
Gross Margins (%)	24.2	23.7	23.7	25.5	26.8	25.6	25.4	26.6	24.2	26.1
EBITDA Margins (%)	7.7	7.8	6.8	6.9	9.6	9.1	9.6	9.9	7.3	9.6
EBIT Margins (%)	5.6	5.8	4.5	4.3	7.3	6.7	7.3	7.4	5.1	7.2

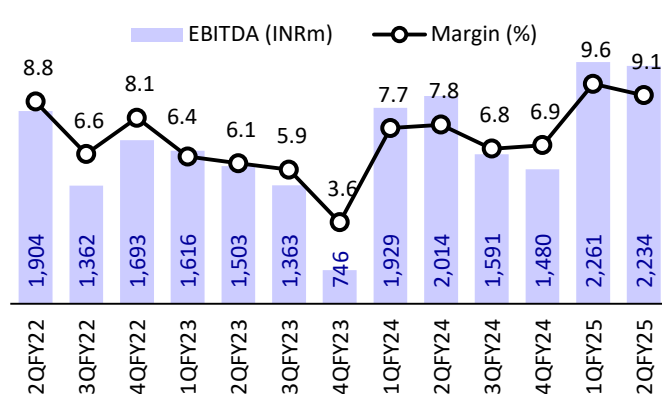
Key exhibits

Exhibit 1: Consolidated revenue trend



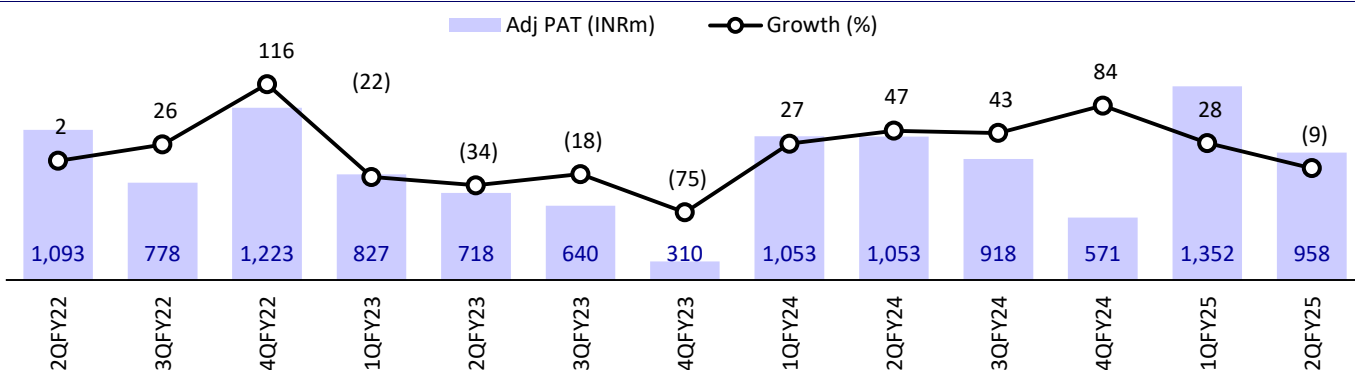
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA trend



Source: Company, MOFSL

Exhibit 3: Consolidated adjusted PAT trend



Source: Company, MOFSL

Exhibit 4: Animal Feed business

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Volume (MT)	356,933	383,712	363,914	374,215	372,212	390,472	362,116	345,948	372,212
Growth (%)	5.7	6.9	4.7	6.0	4.3	1.8	-0.5	-7.6	0.0
Revenue (INR m)	12,203	12,724	12,180	12,847	12,420	12,914	11,896	11,554	12,054
Growth (%)	7.6	14.6	10.2	3.1	1.8	1.5	-2.3	-10.1	-3.0
EBIT (INR m)	492.8	578.2	445	539.8	570.6	522.6	678.7	781.2	706.3
Margin (%)	4.0	4.5	3.7	4.2	4.6	4.0	5.7	6.8	5.9
Growth (%)	-14.5	12.0	-26.1	120.4	15.8	-9.6	52.5	44.7	23.8

Exhibit 5: Consolidated Crop Protection

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	3,704	2,157	2,421	3,819	3,790	2,225	2,544	3,645	2,967
Growth (%)	44.3	-1.4	-31.4	3.8	2.3	3.1	5.1	-4.6	-21.7
EBIT (INR m)	589	86	132	799	649	248	468	868	551
Margin (%)	15.9	4.0	5.5	20.9	17.1	11.1	18.4	23.8	18.6
Growth (%)	12.9	-44.5	-84.1	78.5	10.2	188.6	253.4	8.5	-15.1

Exhibit 6: Standalone Crop Protection

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	1,704	992	1,280	2,640	2,600	1,720	1,190	3,140	1,704
Growth (%)	10.6	119.0	21.8	33.3	52.6	73.4	-7.0	18.9	10.6
EBIT (INR m)	310	34	140	850	770	520	410	1,420	310
Margin (%)	18.2	3.4	10.9	32.2	29.6	30.2	34.5	45.2	18.2
Growth (%)	-17.6	-116.0	-34.0	225.8	148.5	1429.4	192.9	67.0	-17.6

Exhibit 7: Astec Lifesciences

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	2,000	1,165	1,141	1,179	1,190	505	1,354	505	987
Growth (%)	94.9	-32.8	-53.9	-30.6	-40.5	-56.7	18.7	-57.2	-17.0
EBITDA (INR m)	373	159	80	50	-24	-170	150	-270	-177
Margin (%)	18.7	13.7	7.0	4.2	-2.0	-33.7	11.1	-53.5	-17.9
Growth (%)	69.5	-64.5	-88.9	-82.3	-106.4	-206.8	87.5	-640.0	643.8

Exhibit 8: Palm Oil business

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	4,047	3,625	1,461	2,317	4,474	3,545	1,875	2,604	4,407
Growth (%)	0.8	-5.9	-22.8	-39.9	10.5	-2.2	28.3	12.4	-1.5
EBIT (INR m)	656	794	183	280	687	672	92	241	736
Margin (%)	16.2	21.9	12.5	12.1	15.4	19.0	4.9	9.2	16.7
Growth (%)	-16.0	-18.2	-44.5	-67.3	4.8	-15.4	-49.9	-14.1	7.1

Exhibit 9: Dairy business

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	3,608	3,478	3,991	4,245	3,901	3,662	3,921	4,286	4,027
Growth (%)	27.0	20.9	18.5	7.9	8.1	5.3	-1.7	1.0	3.2
EBITDA (INR m)	46	46	47	47	47	47	47	47	47
Margin (%)	1.3	1.3	1.2	1.1	1.2	1.3	1.2	1.1	1.2
Growth (%)	-248.4	-253.3	2.2	2.2	2.2	2.2	0.0	0.0	0.0
EBIT (INR m)	-117.9	-136.3	-82.9	-25	29.3	102.2	203.4	185.3	84.3
Margin (%)	-3.3	-3.9	-2.1	-0.6	0.8	2.8	5.2	4.3	2.1

Exhibit 10: Poultry and Processed Foods

Particulars	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	2,284	2,805	2,461	3,102	2,369	2,229	2,164	2,342	1,973
Growth (%)	13.7	38.0	21.7	25.0	3.7	-20.5	-12.1	-24.5	-16.7
EBIT (INR m)	-103	132	-32	269	149	-73	119	193	5
Margin (%)	-4.5	4.7	-1.3	8.7	6.3	-3.3	5.5	8.2	0.3
Growth (%)	NA	NA	NA	NA	NA	NA	NA	-28.4	-96.6

Source: Company, MOFSL



Highlights from the management commentary

Palm Oil

- Higher realizations in both CPO and Palm Kernel Oil PKO, improved Oil Extraction Ratio (OER) and downstream value-added products resulted in improved profitability in 2QFY25.
- Despite a 13% YoY decline in Fresh Fruit Bunch (FFB) arrivals, the segment revenue was flat YoY due to improved realizations in both CPO and PKO.
- The government has increased the basic customs duty on crude soybean, sunflower, and palm oil from 0% to 20%, and duty on refined oils has been raised from 12.5% to 32.5% w.e.f from 14 Sep'24.
- Average prices of CPO grew 18% YoY to INR92,562 per MT, while average prices of PKO grew 25.6% YoY to INR1,28,017 per MT.

Animal Feed

- Total sales volume declined 3% YoY to 362kmt on account of lower volumes in cattle feed due to lower milk prices.
- Layer and broiler feed volumes grew sequentially by 21.6% and 2.0%, respectively, and improved YoY by 10.8% and 5.5%, respectively.
- Fish feed witnessed a tough quarter across the country due to erratic rainfall and reported a decline in 1HFY25; the company will not be able to achieve last year's tonnages in FY25.
- Cattle feed witnessing higher demand, posting 10% volume growth in Oct'24, when compared to Sep'24.
- EBIT/kg grew 24% YoY to INR1.9, led by the favorable commodity price movement.

Crop Protection

- Revenue during the quarter was impacted by erratic rainfall across key states. This hampered spraying opportunities for farmers, impacting volumes of the herbicides category
- Operating profitability grew 10% YoY, primarily due to lower doubtful debts and control over fixed cost.
- The standalone crop protection segment witnessed margin expansions due to lower doubtful debts and lower fixed cost.

Astec

- Enterprise business: Topline revenue and profitability were adversely affected by reduced realizations in key enterprise products.
- Following Mr. Roy's exit, recruiting a new CEO will take some time but the company will continue focusing on building the CDMO and other businesses.
- The demand for enterprise products is slowly picking up but prices are still lower due to excess inventory.
- **CDMO:** Lower-than-expected volumes in the CDMO category can be attributed to the cautious approach adopted by CDMO customers, which impacted the topline and profitability.
- The management maintained its guidance of 50% YoY growth for FY25 and expects to achieve revenue north of INR4b-4.5b in FY25.

- The Herbicide plant has been commissioned on time. The company expects 60-65% utilization of this plant in FY26. Normally, it takes three years to reach 100% utilization.
- Last year, the company had eight molecules and this year, it introduced one more molecule, bringing the total to nine molecules.
- CDMO margins are stable while Enterprise margins are experiencing sequential recovery.
- Majority of the high-cost inventory has been moved out and only little inventory will be present in 3Q.

Dairy business

- In 2QFY25, revenue remained largely flat YoY due to the volumes remaining at a similar level as that of last year.
- Operating profitability improved (EBITDA margins up 140bp YoY) due to significant improvement in operational efficiencies and improved milk spread.
- The salience of value-added products has improved to 32% of the total sales in 2QFY25.

Godrej Tyson Foods (GTFL)

- GTFL's revenues declined in 2QFY25 due to lower volumes in the live bird business, as the company continued to focus on the branded business and reduced its exposure to the live bird business.
- While volumes in branded segments improved marginally, profitability was adversely impacted, in a seasonally weak quarter, due to unfavorable channel and product mix along with elevated input cost.
- The salience of value-added products declined this quarter due to seasonality (sales of cold milk, lassi, etc decrease in monsoon). This is expected to increase in the coming quarters and end the year with a 40% mix.

Others

- Balram Yadav's (MD) retirement is due by the end of FY25. The company has a good process in place – candidate interviews are in process and the company expects a smooth transition.
- The company is not looking for any fund raise in the near term.
- It is expecting WC days to be ~40-42 days by the end of FY25.
- Debt: Equity will also come down by Mar'25 to less than 0.3x.

Valuation and view

- GOAGRO is witnessing margin expansion across businesses, fueled by strategic initiatives taken over the last few years.
- Its AF and standalone CP businesses are likely to sustain their healthy performances. Meanwhile, Astec is facing short-term hurdles in its enterprise products and CDMO segment, which are expected to recover from 2HFY25 onwards. The dairy and Tyson businesses sustained the turnaround witnessed in 4QFY24 and are expected to maintain robust performance in 2HFY25. This growth trajectory is led by an enhanced focus on value-added/branded products.
- We largely maintain our FY25/26 EBITDA estimate and reiterate **our BUY rating** on the stock with an SOTP-based TP of **INR910**.

Exhibit 11: Valuations

Particulars	FY26 EBITDA (INRm)	EV/ EBITDA (x)	EV (INRm)	Net Debt (INRm)	Equity Value (INRm)	GOAGRO's share (%)	Value (INRm)	Value/ shar (INR)
Standalone:								
Crop Protection	3,530	14	50,825		50,825	100%	50,825	265
Palm Oil	2,742	13	35,643		35,643	100%	35,643	186
Animal Feed	4,203	15	63,042		63,042	100%	63,042	328
Unallocated expenses	-1,957	11	-21,529		-21,529	100%	-21,529	-112
Total	8,517	15	127,981	6,240	121,741	100%	121,741	634
Subsidiaries:								
Astec (mcap with 20% holdco disc)					16,536	65%	10,708	56
Creamline Dairy	1274	13	16,565	-196	16,761	52%	8,701	45
Godrej Tyson Foods Limited & Others	1184	15	17,763		17,763	100%	17,763	93
JV/ Associate:								
ACI Godrej Agrovet Private Limited	2,112	15	31,682		31,682	50%	15,841	82
Total	13,087	15	193,991		204,482			910

Source: MOFSL

Exhibit 12: Revisions to our estimates

Earnings Change (INR m)	Old		New		Change	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Revenue	97,806	111,547	97,998	111,838	0%	0%
EBITDA	9,026	10,879	9,385	10,907	4%	0%
Adj. PAT	5,043	6,624	5,023	6,609	0%	0%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Total Income from Operations	59,177	68,294	62,667	83,061	93,737	95,606	97,998	111,838	122,667
Change (%)	13.7	15.4	-8.2	32.5	12.9	2.0	2.5	14.1	9.7
Raw Materials	45,736	53,194	46,078	63,048	73,891	72,437	72,425	82,994	90,843
Employees Cost	2,944	3,541	3,764	4,393	4,534	5,391	5,433	6,151	6,501
Other Expenses	5,939	7,454	7,187	8,966	10,084	10,763	10,755	11,786	12,757
Total Expenditure	54,619	64,189	57,029	76,407	88,509	88,591	88,613	100,931	110,101
% of Sales	92.3	94.0	91.0	92.0	94.4	92.7	90.4	90.2	89.8
EBITDA	4,558	4,104	5,638	6,654	5,228	7,015	9,385	10,907	12,565
Margin (%)	7.7	6.0	9.0	8.0	5.6	7.3	9.6	9.8	10.2
Depreciation	982	1,481	1,540	1,733	1,855	2,143	2,346	2,452	2,594
EBIT	3,577	2,624	4,098	4,921	3,373	4,872	7,038	8,455	9,972
Int. and Finance Charges	339	416	465	631	991	1,079	1,334	909	827
Other Income	531	468	396	797	367	413	466	492	539
PBT bef. EO Exp.	3,769	2,675	4,029	5,086	2,749	4,206	6,170	8,037	9,684
EO Items	883	682	0	-173	708	0	0	0	0
PBT after EO Exp.	4,652	3,357	4,029	4,914	3,457	4,206	6,170	8,037	9,684
Total Tax	1,280	481	1,055	1,224	823	1,133	1,713	2,023	2,437
Tax Rate (%)	27.5	14.3	26.20	24.91	23.81	26.93	27.8	25.2	25.2
Profit from Associate & MI	82	-185	-164	-337	-385	-523	-567	-595	-625
Reported PAT	3,290	3,062	3,137	4,026	3,019	3,596	5,023	6,609	7,871
Adjusted PAT	2,407	2,510	3,137	4,154	2,495	3,596	5,023	6,609	7,871
Change (%)	10.9	4.3	25.0	32.4	-39.9	44.1	39.7	31.6	19.1
Margin (%)	4.1	3.7	5.0	5.0	2.7	3.8	5.1	5.9	6.4

Consolidated - Balance Sheet

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	1,920	1,920	1,921	1,921	1,922	1,922	1,922	1,922	1,922
Total Reserves	14,570	16,461	18,590	20,763	21,454	23,244	26,251	30,844	38,715
Net Worth	16,490	18,381	20,511	22,684	23,375	25,167	28,174	32,766	40,637
Minority Interest	4,010	3,825	4,103	4,203	4,061	4,045	4,007	3,967	3,925
Total Loans	3,950	6,185	9,428	15,660	13,215	13,085	11,585	10,585	9,585
Deferred Tax Liabilities	2,086	1,751	1,713	1,559	1,798	1,679	1,679	1,679	1,679
Capital Employed	26,536	30,142	35,755	44,105	42,449	43,975	45,444	48,997	55,826
Gross Block	21,246	23,812	26,551	29,372	30,520	34,717	36,750	38,706	41,097
Less: Accum. Deprn.	3,196	4,677	6,217	7,950	9,805	11,948	14,294	16,746	19,340
Net Fixed Assets	18,050	19,136	20,334	21,422	20,715	22,770	22,456	21,960	21,757
Goodwill on Consolidation	2,649	2,649	2,649	2,649	2,649	2,649	2,649	2,649	2,649
Capital WIP	936	1,532	1,414	902	2,044	1,915	883	1,427	1,535
Total Investments	1,165	1,292	1,237	1,597	1,584	1,766	1,766	1,766	1,766
Curr. Assets, Loans&Adv.	19,542	22,392	22,355	29,271	27,867	27,933	30,172	35,425	43,680
Inventory	9,517	9,436	10,419	14,288	13,441	13,830	13,838	15,209	16,591
Account Receivables	7,349	8,539	8,226	9,514	5,740	5,189	5,370	6,128	6,721
Cash and Bank Balance	299	508	509	347	295	529	2,144	4,023	9,328
Loans and Advances	2,378	3,910	3,200	5,123	8,390	8,385	8,820	10,065	11,040
Curr. Liability & Prov.	15,807	16,859	12,235	11,735	12,411	13,058	12,481	14,229	15,561
Account Payables	12,394	12,885	7,326	6,948	7,043	6,278	6,312	7,743	8,446
Other Current Liabilities	2,934	3,467	4,206	3,384	4,459	6,020	5,390	5,592	6,133
Provisions	478	507	703	1,403	909	760	779	895	981
Net Current Assets	3,736	5,533	10,120	17,536	15,456	14,875	17,691	21,196	28,119
Appl. of Funds	26,536	30,142	35,755	44,105	42,449	43,975	45,444	48,997	55,826

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)									
EPS	12.5	13.1	16.3	21.6	13.0	18.7	26.2	34.4	41.0
Cash EPS	17.6	20.8	24.4	30.7	22.7	29.9	38.4	47.2	54.5
BV/Share	85.9	95.7	106.8	118.1	121.7	131.1	146.7	170.6	211.6
DPS	4.5	5.5	8.0	9.5	9.5	10.0	10.5	10.5	0.0
Payout (%)	31.6	41.5	49.0	45.3	60.4	53.4	40.1	30.5	0.0
Valuation (x)									
P/E	57.0	54.7	43.8	33.1	55.0	38.2	27.3	20.8	17.4
Cash P/E	40.5	34.4	29.4	23.3	31.6	23.9	18.6	15.2	13.1
P/BV	8.3	7.5	6.7	6.1	5.9	5.5	4.9	4.2	3.4
EV/Sales	2.4	2.1	2.4	1.9	1.6	1.6	1.5	1.3	1.2
EV/EBITDA	31.8	35.8	26.7	23.6	29.5	21.9	16.1	13.5	11.3
Dividend Yield (%)	0.6	0.8	1.1	1.3	1.3	1.4	1.5	1.5	0.0
FCF per share	9.0	-1.2	-13.1	-20.2	33.6	14.1	28.3	24.6	31.1
Return Ratios (%)									
RoE	15.7	14.4	16.1	19.2	10.8	14.8	18.8	21.7	21.4
RoCE	15.4	11.8	12.2	12.6	7.6	10.3	13.9	16.1	16.8
RoIC	12.2	8.8	10.2	10.0	6.4	9.1	12.6	15.3	17.6
Working Capital Ratios									
Fixed Asset Turnover (x)	2.8	2.9	2.4	2.8	3.1	2.8	2.7	2.9	3.0
Asset Turnover (x)	2.2	2.3	1.8	1.9	2.2	2.2	2.2	2.3	2.2
Inventory (Days)	59	50	61	63	52	53	52	50	49
Debtor (Days)	45	46	48	42	22	20	20	20	20
Creditor (Days)	76	69	43	31	27	24	24	25	25
Leverage Ratio (x)									
Current Ratio	1.2	1.3	1.8	2.5	2.2	2.1	2.4	2.5	2.8
Interest Cover Ratio	10.6	6.3	8.8	7.8	3.4	4.5	5.3	9.3	12.1
Net Debt/Equity	0.2	0.3	0.4	0.7	0.6	0.5	0.3	0.2	0.0

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	4,773	3,486	4,531	5,416	2,749	4,206	6,170	8,037	9,684
Depreciation	982	1,481	1,540	1,733	1,855	2,143	2,346	2,452	2,594
Interest & Finance Charges	339	416	465	631	624	666	869	418	288
Direct Taxes Paid	-1,097	-969	-1,123	-1,533	-823	-1,237	-1,713	-2,023	-2,437
(Inc)/Dec in WC	633	-2,204	-5,413	-7,085	4,335	812	-1,238	-1,666	-1,660
CF from Operations	5,629	2,210	0	-838	8,740	6,590	6,434	7,218	8,468
Others	-1,152	188	-104	-362	0	190	0	0	0
CF from Operating incl EO	4,477	2,398	-104	-1,201	8,740	6,780	6,434	7,218	8,468
(Inc)/Dec in FA	-2,759	-2,634	-2,406	-2,680	-2,290	-4,068	-1,000	-2,500	-2,500
Free Cash Flow	1,719	-236	-2,510	-3,880	6,449	2,712	5,434	4,718	5,968
(Pur)/Sale of Investments	0	0	-9	-166	12	-182	0	0	0
Others	386	82	627	765	-564	976	994	1,047	1,122
CF from Investments	-2,372	-2,552	-1,787	-2,081	-2,842	-3,273	-6	-1,453	-1,378
Issue of Shares	0	0	0	0	1	1	0	0	0
Inc/(Dec) in Debt	-680	2,311	3,579	5,778	-2,445	-130	-1,500	-1,000	-1,000
Interest Paid	-354	-390	-430	-602	-991	-1,079	-1,334	-909	-827
Dividend Paid	-1,076	-1,076	-1,122	-1,591	-1,824	-1,920	-2,016	-2,016	0
Others	4	-481	-136	-478	-689	-145	38	40	42
CF from Fin. Activity	-2,105	364	1,891	3,108	-5,949	-3,273	-4,813	-3,886	-1,786
Inc/Dec of Cash	0	210	-1	-173	-51	233	1,615	1,879	5,305
Opening Balance	299	299	510	509	347	296	529	2,144	4,023
Closing Balance	299	508	509	347	296	529	2,144	4,023	9,328

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