

## Margins will be flat in FY27; to improve by 300bps in FY28

**About the stock:** Allied Blenders & Distillers (ABDL), incorporated in 1988, is third largest IMFL company in terms of sales volumes between FY14-22. It has 18 IMFL brands in the portfolio; 4 out of it are Millionaire brands. Premiumisation is core of the long-term growth strategy.

**Q4FY26 performance:** ABDL consolidated revenues grew by 9.4% YoY to Rs1,006.9cr. Revenue growth was driven by 24% growth in the prestige & above (P&A) category (volume growth of 22%) while mass premium category declined by 2.4% YoY. Gross margins improved by 480bps YoY to 48.2% on back of better mix and benign input cost. EBITDA margins improved by 323bps YoY to 16.8%. EBITDA grew by 35% YoY to Rs169cr. Interest expenses stood at Rs51.17cr in Q4FY26 vs. Rs28.4cr in Q4FY25. Interest expense and tax expense includes expenses recognized as tax expenses to earlier year of Rs.45.5cr. Excluding them the adjusted PAT grew by 10% YoY to Rs.78cr.

### Investment Rationale

- Prestige & Above (P&A) segment grew by 28% YoY in FY26:** P&A segment sales volume grew by 22% YoY to 4.4mn cases in Q4FY26 and 27.3% YoY to 16.9mn cases in FY26. The contribution of P&A segment improved to 47% in FY26 from 40.3% in FY25. Strong growth in P&A segment can be attributed to robust performance by Iconiq brand, which registered a volume growth of 87% YoY to 10.7mn cases in FY26. Overall P&A segment revenues grew by 28% YoY to Rs.2,135cr guiding overall revenues to grow by 11.4% YoY to Rs.3,922.8cr. Management expects P&A segment to grow by mid-to-high teens driven by mix of volume and value in the coming years. P&A growth will largely be driven by sustenance of strong growth in ICONiQ brand and revival in the growth of Sterling Reserve B7 and Officer Choice Blue brand in the near term. ABD Maestro is expected to reach revenues of Rs100cr over the next two years. We expect ABDL's revenues to grow at CAGR of 14% over FY26-28E.
- EBIDTA margins to remain flat in FY27; will improve by ~300bps in FY28:** ABDL's EBITDA margins Improved by 160bps YoY to 13.8% driven by better product mix, backward integration measures and favourable ENA and commodity prices. West Asia war led to increase in the glass bottle prices and other packaging cost, which will result in decline in the margins in Q1FY27. In Q2FY27 there will be some benefit of price hikes in key states (including Telangana), which will help in mitigating some of the cost pressure. Overall, EBITDA margins in H1FY27 will be lower on YoY basis. Implementation of UK-India FTA, strong growth in P&A segment, stabilisation in the key input prices and price hikes in key states will lead to improved margins in H2FY27. Overall Management has guided for flat margins in FY27. Benefits of backward integration projects, UK-India FTA and improved mix will lead to ~300bps margin expansion in FY28.
- New leadership focuses on improving revenue growth and return profile:** Mr. Amar Sinha took charge as the Managing Director (MD) of Allied Blenders and Distillers (ABDL) with effect from 2<sup>nd</sup> April, 2026. He targets revenue growth to improve to high teens (current low teens), gross margins to improve to 48-50% (from current 45%) and RoCE to improve to 25% over the next three years.

**Rating and Target Price:** We recommend Buy with a price target of Rs.690, valuing stock at 39x its FY28E EPS of Rs17.9.

### Key Financial Summary

Key Financials ( ₹ Crore)	FY23	FY24	FY25	FY26	3 year CAGR (FY23-26)	FY27E	FY28E	2 year CAGR (FY26-28E)
Revenues	3146.6	3327.9	3519.9	3922.8	7.6	4468.4	5092.5	13.9
EBIDTA	185.0	242.1	430.6	541.8	43.1	626.3	838.2	24.4
EBIDTA Margins(%)	5.9	7.3	12.2	13.8	-	14.0	16.5	-
Adjusted PAT	1.6	6.8	194.8	262.8	-	337.3	497.3	37.6
EPS (Rs.)	0.1	0.3	7.0	9.4	-	12.1	17.8	-
PE (x)	-	-	79.7	59.1	-	46.0	31.2	-
EV to EBIDTA (x)	89.0	68.0	38.2	30.8	-	25.9	19.1	-
RoE (%)	0.4	1.7	12.6	15.8	-	17.6	21.3	-
RoCE (%)	9.2	13.1	18.3	16.4	-	18.2	25.0	-

Source: Company, ICICI Direct Research



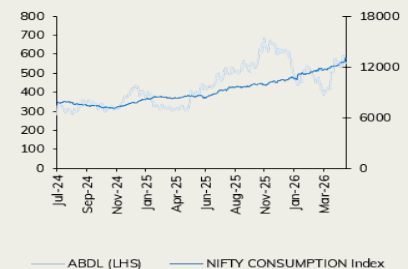
### Particulars

Particular	Amount
Market Capitalisation (₹ crore)	15523.9
Debt (FY26) - ₹ crore	1330.1
Cash (FY26) - ₹ crore	165.2
EV (₹ crore)	16688.9
52 week H/L (₹)	697/ 352
Equity capital (₹ crore)	55.9
Face value (₹)	2

### Shareholding pattern

	Jun-25	Sep-25	Dec-25	Mar-26
Promoters	80.9	80.9	80.9	80.9
FII	2.8	3.0	3.4	3.2
DII	4.7	4.6	4.6	4.8
Others	11.5	11.6	11.1	11.0

### Price Chart



### Key risks

- Any delay in payment of dues of ~Rs400crore will put toll on the balance sheet.
- Any significant increase in the excise duty or changes in the liquor policy.
- Volatility in the key input prices.

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## Q4FY26 – Key performance highlights

- Consolidated net revenues grew by 9.4% YoY to Rs.1006.9cr (better than 3% growth achieved in Q3FY26). P&A segment sustained its strong growth momentum registering 24% YoY growth while mass premium registered 3% decline in revenues.
- Sales volume grew by 9.4% YoY to 9.3mn cases in Q4FY26. P&A sales volume grew by 22% YoY to 4.4mn cases. Mass premium sales volume stood flat at 4.9mn cases. On realisation front, P&A realisation improved by 3.1% YoY to Rs1,287 per case and mass premium realisation decline by 2.4% YoY to Rs840 per case.
- Gross margins improved by 480bps YoY to 48.2% driven by improved mix, stable ENA prices and incremental benefits from backward integration projects. EBITDA margins expanded by 323bps YoY to 16.8%. Operating EBITDA grew by 35.4% YoY to Rs.169cr
- Profit before Tax grew by 28.1% YoY to Rs.121.6cr. High incidence of tax led to just 10% increase in the adjusted PAT to Rs.78cr.
- As per the order under Section 250 of the Income-tax Act, 1961 dated 30 January 2026 (related to tax assessment for years between FY15 to FY25), the tax demand and related interest have been revised to Rs.26.1cr and Rs.19.4cr respectively. Reported PAT decreased by 52% YoY to Rs.37.6cr.

### Exhibit 1: Q4FY26 consolidated result snapshot (Rs. crore)

Particular	Q4FY26	Q4FY25	y-o-y (%)	Q3FY26	q-o-q (%)
<b>Net Sales</b>	<b>1006.9</b>	<b>920.6</b>	<b>9.4</b>	<b>1003.0</b>	<b>0.4</b>
Raw material cost	521.9	521.4	0.1	538.9	-3.2
Employee cost	52.4	40.6	29.2	52.9	-0.9
Other expenses	263.5	233.7	12.7	275.4	-4.3
Total operating expenses	837.8	795.7	5.3	867.3	-3.4
<b>Operating profit</b>	<b>169.1</b>	<b>124.9</b>	<b>35.4</b>	<b>135.7</b>	<b>24.6</b>
Other income	12.9	14.3	-9.3	1.2	-
Interest expense	31.8	28.4	11.9	26.2	21.5
Depreciation	28.7	15.8	81.0	18.5	55.3
<b>Profit before tax</b>	<b>121.6</b>	<b>94.9</b>	<b>28.1</b>	<b>92.3</b>	<b>31.8</b>
Tax	43.6	24.4	-	26.2	66.6
<b>Adjusted PAT (before MI)</b>	<b>78.0</b>	<b>70.5</b>	<b>10.6</b>	<b>66.1</b>	<b>18.0</b>
Extraordinary item	-40.4	8.1	-	-2.4	
<b>Reported PAT</b>	<b>37.6</b>	<b>78.6</b>	<b>-52.1</b>	<b>63.7</b>	<b>-41.0</b>
EPS (Rs.)	2.8	2.5	-	2.4	18.0
<b>Margins</b>	<b>Q4FY26</b>	<b>Q4FY25</b>	<b>bps</b>	<b>Q3FY26</b>	<b>bps</b>
GPM (%)	48.2	43.4	480	46.3	191
OPM (%)	16.8	13.6	323	13.5	326
NPM (%)	7.7	7.7	9	6.6	115
Tax rate (%)	35.9	28.8	-	28.4	-

Source: Company, ICICI Direct Research

## FY26 – Key performance highlights

- Consolidated Net Revenues grew by 11.4% YoY to Rs.3,922.8cr led by strong performance in the P&A segment which was driven by 28% YoY growth in the P&A category.
- Consolidated volumes grew by 9.0% YoY to 35.9mn cases. P&A segment volumes recorded 27.3% YoY growth to 16.9mn cases. ICONiQ whisky registered 88% growth in volumes to 10.7mn cases. Mass Premium segment volumes declined by 3.9% YoY to 18.9mn cases. Office Choice Whisky registered sales volume of 16.9mn cases during the year.

- P&A segment salience in the portfolio further improved to 47% as of FY26 vs 40.3% in FY25 while that of mass premium segment reduced to 52.7% as of FY26 vs 59.7% in FY25. Management targets P&A segment salience to improve to 50% over the next two years.
- Weighted average realisation per case grew by 3% YoY to Rs.1,038 per case. P&A realisation grew by 1.1% YoY to Rs.1,261 per case while mass premium realisation decreased by 0.9% YoY to Rs.839 per case.
- Gross margins improved by 350bps YoY to 45.6% driven by better product mix, backward integration measures and favourable ENA and commodity prices.
- EBITDA margins Improved by 160bps YoY to 13.8%. Higher A&P spends in core and luxury brands resulted in lower expansion in the EBIDTA margins compared to gross margins.
- Operating EBIDTA grew by 25.8% YoY to Rs.541.8cr. This along with lower interest cost led to 35% YoY growth in the adjusted PAT to Rs.262.8cr.
- Tax demand related to income tax order issued on assessment year 2014-15 to 2024-25 was reduced to Rs.45.6cr from Rs.601cr (including interest). Due to the reduction in the tax & interest expense, the board has waived the promoter's assurance of funding any large tax demand arising from the above tax order in its recently concluded board meet.
- The company declared dividend of Rs5.4 per share for FY26.

## Segment wise Performance

### Exhibit 2: Q4FY26 segment volume mix

Particulars	Q4FY26	Q4FY25	y-o-y (%)	Q3FY26	y-o-y (%)
Prestige & Above (P&A)	4.4	3.6	22.2	4.4	0.7
% volume contribution	47.3	42.4		48.5	
Mass premium volume	4.9	4.9	0.0	4.6	5.5
% volume contribution	52.7	57.6		51.5	
<b>Total volume (mn. Cases)</b>	<b>9.3</b>	<b>8.5</b>	<b>9.4</b>	<b>9.0</b>	<b>3.2</b>

Source: Company, ICICI Direct Research

### Exhibit 3: Q4FY26 segmental revenue performance

Particulars	Q4FY26	Q4FY25	y-o-y (%)	Q3FY26	q-o-q (%)
Prestige & Above (P&A)	562.0	453.0	24.1	555.0	1.3
% Value contribution	55.2	48.4		55.3	
Mass premium	413.0	425.0	-2.8	388.0	6.4
% Value contribution	40.5	45.5		38.7	
Others	44.0	57.0	-22.8	60.0	-26.7
<b>Total Value (Rs cr.)</b>	<b>1019.0</b>	<b>935.0</b>	<b>9.0</b>	<b>1003.0</b>	<b>1.6</b>

Source: Company, ICICI Direct Research

## Q4FY26 Earnings call highlights

- New leadership focuses on achieving high teens revenue growth, EBIDTA margins of 20% and RoCE of 25%
  - New MD, Mr. Amit Sinha will focus on consolidating and growing ABD Maestro brand and at the same time nurture brands within the ABD setup taking them to next level.
  - Targets revenue growth to reach high teens in next three years. P&A portfolio will cross 50% volume contribution and should improve to 70-75%.
  - New backward integration projects of manufacturing ENA and Malt along with PET bottle plants should reach optimum utilisation over the next three years and support the aspiration of strong growth and margin improvement.
  - He will also focus on improving the gross margins to 48-50% from the current levels of 45% on back of its core premiumisation strategy. EBIDTA margins should be close to 20% and RoCE should improve to 25% over the next three years.
- Backward integration investment to expand margins by 300bps in FY28 and 100bps in FY29
  - Phase 1 PET bottling manufacturing facility in Telangana was successfully commissioned during Q2 FY26 and became EBITDA accretive from Q3FY26 onwards. Malt distillery project in Telangana is expected to become operational during H1FY27. Similarly, ENA distillery expansion project in Maharashtra is expected to become operational during H1FY28.
  - The expansion will significantly enhance captive blending and ENA capabilities and improve long-term raw material security.
  - Phase 2 of strategic backward integration includes investment across Uttar Pradesh, Maharashtra, and Arunachal Pradesh aimed at strengthening bottling and ENA capabilities across key growth markets.
  - These projects are expected to be strongly value accretive and structurally improve the profitability over the medium term. While phase one initiatives are expected to contribute approximately 300 basis points towards EBITDA margin enhancement by FY28, the newly announced phase two projects are expected to provide an incremental margin improvement of nearly 100bps by FY29.
- ABD Maestro to cross Rs100cr revenues soon; likely to be EBIDTA positive by third year of operations
  - ABD Maestro continues to play a pivotal role in shaping the long-term premium and luxury journey. Through this platform the company has established a differentiated super premium and luxury portfolio across whiskey, gin, vodka, and rum category through our asset light built by partner approach.
  - During the year company strengthened the portfolio with launches such as Collective, a limited edition 34-year-old single malt Scotch whiskey, which had a strong consumer response with 50%+ allocation through pre-order sales. So now the company has developed portfolio of 10 differentiated brands and will two more brands to the portfolio.
  - It has 70 members team which is working at ABD Maestro largely looking at key accounts. The brands are available in about 13 states and the further expansion is planned in the coming years.
  - FY27 will be year of scale-up for ABD Maestro as it will remain focused on expanding across key markets, strengthening presence in travel, retail and CSD channel, scaling consumer engagement and accelerating portfolio visibility across luxury and super Premium categories.
  - ABDL managements expects ABD Maestro to achieve revenues of Rs100cr in the coming years. With strong scale-up in revenues,

the management expects ABD Maestro to be EBIDTA Neutral in third year of its operations.

- **Brand wise performance and strategy**
  - ICONiQ White achieved significant milestone by recording sales volume of 10.7 million cases during FY26 and continues to be the fastest-growing millennial spirit brand globally. It is gaining share in the 70 million cases market.
  - The brand is available pan India and has 100% distribution in the domestic market. The company is hoping to get approval to sell in the CSD channel, which is another big channel for brand like ICONiQ to penetrate. The brand is also sold in the six international markets.
  - Current annual run rate of the brand is 12mn cases, which is expected to expand in the coming years.
  - Office Choice Blue and Sterling Reserve B7 are more than 10 years old brand and are operating in the competitive segment of 120mn cases. Both the brands underperformed in FY26. To improve the performance of the brands the company is planning to do right amount of investment in advertisement and promotional spends so that the brand is in the top of mind of the consumers.
  - Sterling Reserve B7, the strategy is focused on reinforcing its premium positioning and improving brand momentum. Marketing efforts are directed towards enhancing consumer engagement, strengthening brand salience and driving relevance across key consumption occasions. Sterling Reserve B7 growth is back to low single digit.
  - The approach on Officers Choice Blue is anchored on broader brand reset to restore salience and competitiveness in the deluxe segment. This includes strengthening brand cues, improving visibility, and driving consumer reappraisal. The brand will be available under the new packaging in Q2FY27.
- **Other key highlights**
  - The company is planning to launch a new vodka in the P&A category to explore opportunities in high growing white spirit market. The company is also evaluating the launch of additional scotch offering and further variants across established brands leveraging improving market access opportunities under the UK FTA framework.
  - The company has received long pending overdue payments from Telangana government. Industry is optimistic on gradual clearance of outstanding dues in the near term.
  - ABDL's export revenues export revenues grew by 14.1% on YoY basis to Rs235cr supported by asset-light and high-margin operating model. The company has expanded its international operations to 36 countries in FY26 from 23 countries earlier.

## Revision in earnings estimates

We have reduced our earnings estimates for FY27E by 7.1% YoY to factor in lower than earlier expected revenue growth and higher depreciation charges. We have revised upwards our earning estimates for FY28E to factor in higher than earlier than expected EBITDA margins.

### Exhibit 4: Changes in headline estimates

(₹ crore)	FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	4594.6	4468.4	-2.7	5248.2	5092.5	-3.0
EBIDTA	645.7	626.3	-3.0	800.6	838.2	4.7
EBIDTA Margins (%)	14.1	14.0	(4)bps	15.3	16.5	120bps
PAT	363.1	337.3	-7.1	486.8	497.3	2.2
EPS (Rs.)	13.0	12.1	-7.1	17.4	17.8	2.2

Source: Company, ICICI Direct Research

### Exhibit 5: Key Operating Assumptions

Particulars	FY24	FY25	FY26	FY27E	FY28E
<u>Sales volume (mn cases)</u>					
Prestige & Above (P&A)	11.8	13.3	16.9	19.6	23.0
Mass Premium	19.9	19.7	18.9	19.7	20.2
<b>Total Sales volume</b>	<b>31.7</b>	<b>32.9</b>	<b>35.8</b>	<b>39.2</b>	<b>43.2</b>
y-o-y%		3.8	8.7	9.7	10.1
<u>Realisation (Rs. Per case)</u>					
Prestige & Above (P&A)	1244.0	1247.0	1261.0	1305.1	1344.3
y-o-y%		0.2	1.1	3.5	3.0
Mass Premium	820.0	847.0	839.0	847.4	855.9
y-o-y%		3.3	-0.9	1.0	1.0
<b>Average realisation</b>	<b>977.8</b>	<b>1008.1</b>	<b>1038.0</b>	<b>1075.9</b>	<b>1115.5</b>
y-o-y%		3.1	3.0	3.7	3.7
<u>Sales value (Rs crore)</u>					
Prestige & Above (P&A)	1469.0	1665.0	2135.0	2556.7	3089.1
y-o-y%		13.3	28.2	19.8	20.8
Mass Premium	1627.0	1669.0	1589.0	1665.3	1732.4
y-o-y%		2.6	-4.8	4.8	4.0
Others	231.9	200.2	224.0	246.4	271.0
y-o-y%		-13.6	11.9	10.0	10.0
<b>Net Revenues</b>	<b>3327.9</b>	<b>3519.9</b>	<b>3922.8</b>	<b>4468.4</b>	<b>5092.5</b>
y-o-y%		5.8	11.4	13.9	14.0

Source: Company, ICICI Direct Research

Exhibit 6: Way Forward

Value Accretive Profitable Growth

	Initiative	Where were we? FY24	Where are we now? FY26	Way forward FY28
Topline growth with Portfolio Build - up	Revenue growth (YoY)	5.6%	11.5%	Revenue growth in mid-teens
	P&A Saliency (Volume)	37.3%	47.2%	Overall growth in mid-teens (value) with P&A saliency increasing to 50%
	Super-Premium to Luxury Portfolio	No presence	Built 10 brand portfolio with unique flavour price points through 'Build, Buy & Partner' Model	Continued range expansion in select categories
Backward Integration/ Operational synergies	ENA	33% captive 60 Mn pa liters	100% captive project initiated	100% captive with growth
	Malt	-	100% Captive; ~4 Mn litres pa	100% captive Single Malt whisky capability
	PET	-	70-75% Captive; over 600 Mn bottles pa Commissioned in Sept-25	~70-75% captive
Margin Enhancement	Gross Margin %	37%	45.6%	~48%
	EBITDA %	7.5%	14.4%	~18%
ROCE (pre-tax)	Prudent Capital Allocation	16.5%	18.5%	23% - 25%

Source: Company, ICICI Direct Research

## Financial summary

Exhibit 7: Profit and loss statement		Rs. crore				
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
<b>Total Operating Income</b>	<b>3327.9</b>	<b>3519.9</b>	<b>3922.8</b>	<b>4468.4</b>	<b>5092.5</b>	
Growth (%)	5.8	5.8	11.4	13.9	14.0	
Raw Material Expenses	2097.9	2038.8	2134.9	2435.3	2686.3	
Gross Profit	1229.9	1481.0	1787.8	2033.1	2406.2	
Gross Profit Margins (%)	37.0	42.1	45.6	45.5	47.3	
Employee Expenses	175.6	168.9	218.9	249.5	274.5	
Other Expenditure	812.2	881.6	1027.1	1157.3	1293.5	
<b>Total Operating Expenditure</b>	<b>3085.7</b>	<b>3089.3</b>	<b>3380.9</b>	<b>3842.1</b>	<b>4254.3</b>	
<b>EBITDA</b>	<b>242.1</b>	<b>430.6</b>	<b>541.8</b>	<b>626.3</b>	<b>838.2</b>	
Growth (%)	30.9	77.8	25.8	15.6	33.8	
Interest	172.8	125.1	115.3	108.2	83.2	
Depreciation	57.9	60.6	79.2	89.4	94.6	
Other Income	6.3	20.9	26.0	31.4	18.1	
PBT	17.8	265.7	373.4	460.1	678.4	
Less Tax	11.0	70.9	110.6	122.9	181.1	
<b>Adjusted PAT</b>	<b>6.8</b>	<b>194.8</b>	<b>262.8</b>	<b>337.3</b>	<b>497.3</b>	
Growth (%)	-	-	34.9	28.3	47.4	
Exceptional item - gain / (loss)	-5	0	-42.71	0	0	
<b>Reported PAT</b>	<b>1.8</b>	<b>194.8</b>	<b>220.1</b>	<b>337.3</b>	<b>497.3</b>	
Growth (%)	13.4	-	13.0	53.2	47.4	
<b>EPS (Adjusted)</b>	<b>0.2</b>	<b>7.0</b>	<b>9.4</b>	<b>12.1</b>	<b>17.8</b>	

Source: Company, ICICI Direct Research

Exhibit 9: Balance sheet		Rs. crore				
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
Equity Capital	48.8	55.9	55.9	55.9	55.9	
Reserve and Surplus	358.1	1486.9	1606.7	1860.1	2273.4	
Non-Controlling Interest	0.0	20.1	23.1	23.1	23.1	
Total Shareholders funds	406.9	1562.9	1685.7	1939.1	2352.5	
Total Debt	834.7	905.2	1150.5	750.0	500.0	
Other Non Current Liabilities	182.0	143.7	179.6	197.6	217.3	
<b>Total Liabilities</b>	<b>1423.7</b>	<b>2611.9</b>	<b>3015.9</b>	<b>2886.7</b>	<b>3069.8</b>	
Gross Block - Fixed Assets	953.3	1064.5	1275.7	1353.7	1428.7	
Accumulated Depreciation	507.5	558.8	637.9	727.3	821.9	
Net Block	445.8	505.7	637.8	626.4	606.8	
Capital WIP	15.9	19.4	108.6	15.0	15.0	
Right of use assets	122.7	118.8	115.7	121.5	127.6	
Fixed Assets	584.3	643.9	862.1	762.9	749.4	
Goodwill & Other intangible as	66.1	125.0	136.5	136.5	136.5	
Other non-Current Assets	97.4	139.1	224.4	246.8	271.5	
Inventory	418.8	573.3	748.1	673.3	767.4	
Debtors	1243.7	1746.8	1801.8	1897.5	2162.6	
Other Current Assets	128.3	145.2	168.8	185.7	204.3	
Loans & Advances	21.7	24.0	46.8	51.4	56.6	
Cash	27.3	88.1	129.0	54.5	33.7	
Bank balance	48.0	43.7	36.2	200.0	180.0	
Total Current Assets	1887.9	2621.1	2930.6	3062.5	3404.5	
Creditors	702.4	606.9	804.0	954.9	1088.3	
Provisions	36.0	34.9	40.9	45.0	49.5	
Other Current Liabilities	473.6	275.3	292.9	322.1	354.4	
Total Current Liabilities	1212.0	917.1	1137.8	1322.1	1492.2	
Net Current Assets	675.9	1703.9	1792.8	1740.4	1912.4	
<b>Application of Funds</b>	<b>1423.7</b>	<b>2611.9</b>	<b>3015.9</b>	<b>2886.7</b>	<b>3069.8</b>	

Source: Company, ICICI Direct Research

Exhibit 8: Cash flow statement		Rs. crore				
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
Profit/(Loss) after taxation	0.6	174.0	236.8	305.8	479.2	
Add: Depreciation & Amort.	57.9	60.6	79.2	89.4	94.6	
Add: Other income	6.3	20.9	26.0	31.4	18.1	
Net Increase in Current Assets	-66.6	-676.8	-276.1	-42.5	-382.8	
less: 'Net Increase in Current Liabilities	-115.0	294.8	-220.7	-184.2	-170.1	
<b>CF from Operating activities</b>	<b>113.0</b>	<b>-716.1</b>	<b>286.6</b>	<b>568.4</b>	<b>379.2</b>	
Investments & Bank bal	-22.5	4.3	7.4	-163.8	20.0	
(Purchase)/Sale of Fixed Asset	-130.2	-146.1	-367.3	-5.3	-97.7	
Intangible assets	2.0	-58.9	-11.6	0.0	0.0	
Others	11.2	-15.8	-15.4	-7.3	-8.0	
<b>CF from Investing activities</b>	<b>-139.5</b>	<b>-216.5</b>	<b>-386.9</b>	<b>-176.3</b>	<b>-85.8</b>	
(inc)/Dec in Loan	32.2	52.3	284.2	-382.6	-230.2	
Change in equity & reserves	-6.0	1041.8	8.0	0.0	0.0	
Dividend paid	0.0	-100.7	-151.0	-83.9	-83.9	
<b>CF from Financing activities</b>	<b>26.2</b>	<b>993.4</b>	<b>141.1</b>	<b>(466.5)</b>	<b>(314.2)</b>	
Net Cash Flow	-0.3	60.8	40.9	-74.5	-20.7	
Cash and Cash Equivalent	27.5	27.3	88.1	129.0	54.5	
<b>Cash</b>	<b>27.3</b>	<b>88.1</b>	<b>129.0</b>	<b>54.5</b>	<b>33.7</b>	
<b>Free Cash Flow</b>	<b>-17.2</b>	<b>-862.2</b>	<b>-80.7</b>	<b>563.1</b>	<b>281.5</b>	

Source: Company, ICICI Direct Research

Exhibit 10: Key ratios		Rs. crore				
(Year-end March)	FY24	FY25	FY26	FY27E	FY28E	
Per share data (₹)						
Adjusted EPS	0.3	7.0	9.4	12.1	17.8	
Cash EPS	2.6	9.1	12.2	15.3	21.2	
BV per share	16.7	63.2	68.1	78.5	95.4	
Operating Ratios (%)						
Gross Profit Margins	37.0	42.1	45.6	45.5	47.3	
OPM	7.3	12.2	13.8	14.0	16.5	
PAT Margins	0.2	5.5	6.7	7.5	9.8	
Asset Turnover (x)	3.5	3.3	3.1	3.3	3.6	
Return Ratios (%)						
RoE	1.7	12.6	15.8	17.6	21.3	
RoCE	13.1	18.3	16.4	18.2	25.0	
Valuation Ratios (x)						
P/E	-	79.7	59.1	46.0	31.2	
EV / EBITDA	68.0	38.2	30.8	25.9	19.1	
EV / Net Sales	4.9	4.7	4.3	3.6	3.1	
Market Cap / Sales	4.7	4.4	4.0	3.5	3.0	
Price to Book Value	33.3	8.8	8.1	7.1	5.8	
Solvency Ratios						
Debt / EBITDA	3.4	2.0	2.0	1.1	0.6	
Debt / Equity	2.1	0.6	0.7	0.4	0.2	
Inventory days	136	181	168	155	155	
Debtor days	77	63	75	78	78	
Creditor days	46	59	70	55	55	
WC Days	168	185	173	178	178	

Source: Company, ICICI Direct Research

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