

United Spirits

Estimate change	↔↔
TP change	↔↔
Rating change	↔↔

Bloomberg	UNITDSPR IN
Equity Shares (m)	727
M.Cap.(INRb)/(USDb)	1148.4 / 13.5
52-Week Range (INR)	1700 / 1136
1, 6, 12 Rel. Per (%)	-2/1/26
12M Avg Val (INR M)	1309

Financials & Valuations (INR b)

Y/E March	2025	2026E	2027E
Sales	115.7	127.7	139.7
Sales Gr. (%)	8.2	10.4	9.3
EBITDA	20.6	23.2	25.8
Margin (%)	17.8	18.2	18.5
PAT	14.3	16.2	18.1
EPS (INR)	19.8	22.4	25.0
EPS Gr. (%)	25.8	13.1	11.7
BV/Sh.(INR)	108.5	130.8	155.7
Ratios			
RoE (%)	18.2	17.1	16.0
RoCE (%)	20.3	19.8	18.3
Payout (%)	40.4	53.6	64.0
Valuations			
P/E (x)	79.4	70.2	62.9
P/BV (x)	14.5	12.0	10.1
EV/EBITDA (x)	53.9	47.4	42.1

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	56.7	56.7	56.7
DII	14.6	13.6	12.3
FII	15.0	15.9	16.7
Others	13.7	13.8	14.4

FII includes depository receipts

CMP: INR1,579 TP: INR1,650 (+5%) Neutral

Cost control leads to beat on margins; rich valuation limits upside

- United Spirits (UNSP) reported revenue growth of 11% YoY (est. 12%) in 4QFY25, with a total volume growth of 7% (in line), supported by its re-entry into AP (since Sep'24). The Prestige & Above (P&A) segment clocked volume and value growth of 9% and 13%, respectively. The Popular segment posted a 2% volume decline, while revenue grew marginally by 1%.
- The company delivered 10% P&A revenue growth in FY25, similar to its six-year CAGR over FY19-25. It remains focused on sustaining double-digit growth. We model a 10% P&A revenue CAGR over FY25-27, driven by continued new product innovations.
- Gross margin expanded 110bp YoY to 44.5% (est. 44.4%). EBITDA margins expanded 360bp YoY to 17.1% (est. 15.1%), led by cost control efficiencies. The company anticipates that its EBITDA margin will remain within the high-teens range. We model 18-18.5% EBITDA margin in FY26 and FY27 (17.8% in FY25).
- UNSP reported revenue and volume growth of 8% and 4% in FY25, also supported by its re-entry into AP. Ex-AP, revenue growth was modest at 5%. Despite assuming double-digit revenue growth and margin expansion over FY25-27, the stock is currently trading at 70x/63x FY26/FY27 EPS. Given the rich valuations, we maintain our Neutral rating with a TP of INR 1,650, based on a 55x Mar'27E standalone EPS and an additional INR250/share for its RCB and other non-core assets.

In-line sales and GM; sharp cost control leads to beat on margins

- Volume up 7%:** Standalone net sales were up 11% YoY to INR29.5b (est. INR29.9b) in 4QFY25. P&A revenue (90% revenue mix) was up 13% YoY and popular revenue grew marginally by 1% YoY. Sales growth was supported by a favorable base effect, driven by the commencement of operations in AP from Sep'24. Total volume was up 7%, with P&A's volume rising 9% YoY (11% in 3Q) to 13.6m cases (est. 13.5m cases) and Popular's volume declining 2% YoY to 3.1m cases (est. 3.2m cases).
- Beat on margins:** Gross margin expanded 110bp YoY to 44.5% (est. 44.4%) on the back of sustained revenue growth management and productivity. A&P spends were down 3% YoY, employee costs were up 2% YoY, and other expenses were up 5% YoY. EBITDA margin expanded 360bp YoY to 17.1% (est. 15.1%), driven by gross profit growth and cost control efficiencies.
- Double-digit profit growth:** EBITDA grew 40% YoY to INR5.1b (est. INR4.5b). PBT grew 62% YoY to INR4.9b (est. INR4.4b). APAT grew 62% YoY to INR3.8b (est. INR3.3b). In other income, there was an exceptional gain of INR900-1,000m on the sale of non-core assets.
- In FY25, total volume grew 4% YoY, with P&A's volume rising 5% YoY to 52.9m cases and Popular's volume declining 2% YoY to 11m cases.
- In FY25, net sales, EBITDA, and APAT increased 8%, 21%, and 26%.

Highlights from the management commentary

- With the implementation of the UK-FTA, the accessibility of Scotch whisky in India is set to improve, paving the way for new premium offerings for Indian consumers. The reduction in import duties—from 150% to 75%—is expected to translate into high single-digit reductions in consumer prices and drive additional volumes in the high single-digit range.
- McDowell's remains a strong whisky brand, with sales of 13m cases in FY25.
- Innovation currently contributes a high single-digit to low double-digit share to the business. The company aims to double the contribution from innovative products over the next 3-5 years.
- The company focuses on sustaining double-digit growth in the P&A segment while maintaining EBITDA margins in high teens.

Valuation and view

- We raise our EPS estimates by 4% each for FY26 and FY27, primarily driven by margin expansion. The improvement in margins is supported by a favorable shift toward premium products and effective cost-control measures. The company anticipates that its EBITDA margin will remain within the high-teens range. We model 18-18.5% EBITDA margin in FY26 and FY27 (17.8% in FY25).
- UNSP sold a large part of its Popular portfolio to focus on its global strategy for the premium portfolio. The liquor industry is currently experiencing an upgrading trend, which aligns well with the company's renewed emphasis on P&A, supporting the long-term liquor upgrading narrative in India.
- Liquor policies in many states are becoming more favorable, driving consumer upgrades and increased frequency. UNSP is well-positioned to capitalize on this large opportunity.
- UNSP reported revenue and volume growth of 8% and 4% in FY25, supported by its re-entry into AP. Ex-AP, revenue growth was modest at 5%. Despite assuming double-digit revenue growth and margin expansion over FY25-27, the stock is currently trading at 70x/63x FY26/FY27 EPS. Given the rich valuations, we maintain our Neutral rating with a TP of INR 1,650, based on a 55x Mar'27E standalone EPS and an additional INR 250/share for its RCB and other non-core assets.

Quarterly Performance											(INR m)	
Y/E March (Standalone)	FY24				FY25				FY24	FY25	FY25 4QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Volume growth %	5.8	1.0	-1.8	3.7	3.5	-4.4	10.2	6.9	1.9	4.1	6.9	
Total revenues	21,719	28,647	29,893	26,660	23,520	28,430	34,320	29,460	1,06,920	1,15,730	29,921	-1.5%
YoY change (%)	-1.0	-1.4	7.5	6.9	8.3	-0.8	14.8	10.5	3.1	8.2	12.2	
Gross Profit	9,474	12,437	12,979	11,550	10,460	12,850	15,350	13,100	46,440	51,760	13,278	-1.3%
Margin (%)	43.6	43.4	43.4	43.3	44.5	45.2	44.7	44.5	43.4	44.7	44.4	
Total Exp	17,868	23,946	24,979	23,040	18,940	23,360	28,440	24,410	89,840	95,150	25,408	
EBITDA	3,851	4,701	4,914	3,620	4,580	5,070	5,880	5,050	17,080	20,580	4,513	11.9%
Margins (%)	17.7	16.4	16.4	13.6	19.5	17.8	17.1	17.1	16.0	17.8	15.1	
EBITDA growth (%)	42.4	6.3	33.6	7.1	18.9	7.8	19.7	39.5	20.4	20.5	24.7	
Depreciation	650	653	628	710	650	690	720	680	2,640	2,740	725	
Interest	193	262	164	290	220	250	200	220	910	890	230	
Other income	209	388	461	500	320	340	720	750	1,560	2,130	860	
PBT	3,217	4,174	4,583	3,120	4,030	4,470	5,680	4,900	15,090	19,080	4,418	10.9%
Tax	814	1,068	1,102	760	1,040	1,120	1,480	1,340	3,740	4,980	1,112	
Rate (%)	25.3	25.6	24.0	24.4	25.8	25.1	26.1	27.3	24.8	26.1	25.2	
Adj. PAT	2,397	3,183	3,481	2,340	2,990	3,350	4,203	3,798	11,400	14,341	3,306	14.9%
YoY change (%)	8.1	20.7	61.0	10.2	24.8	5.3	20.7	62.3	29.4	25.8	41.3	
Extraordinary inc/(Exp)	-21	307	0	1,480	0	0	530	950	1,766	1,480	0	
Reported PAT	2,382	3,413	3,481	3,840	2,990	3,350	4,730	4,510	13,116	15,580	3,306.0	

E: MOFSL Estimate

Key Performance Indicators

Y/E March (Standalone)	FY24				FY25				1Q	2Q	3Q	4Q	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q					
Key Metrics													
Sales Volume (m Cases)	13.2	16.1	16.5	15.6	13.7	15.4	18.2	16.7					
Volume Growth %	5.8	1.0	-1.8	3.7	3.5	-4.4	10.2	6.9					
Realisation/case (INR)	1,640	1,776	1,814	1,710	1,717	1,844	1,890	1,767					
Realisation growth %	-6.4	-2.3	9.5	3.1	4.7	3.9	4.2	3.4					
EBIDTA/Case (INR)	290.8	291.4	298.3	232.1	334.3	328.9	323.9	303.0					
Segmental performance													
P&A Volumes (m Cases)	11.0	13.4	13.4	12.4	11.5	12.9	14.9	13.6					
Popular Volumes (m Cases)	2.3	2.8	3.1	3.2	2.2	2.5	3.2	3.1					
P&A Volumes Growth (%)	10.3	3.8	4.6	3.7	5.1	-3.7	11.2	9.2					
Popular Volumes Growth (%)	-11.9	-10.9	-22.8	4.0	-4.6	-7.9	5.9	-2.2					
P&A Sales Growth (%)	21.2	12.8	10.0	6.5	10.1	0.3	16.1	13.2					
Popular Sales Growth (%)	0.9	-56.1	-12.4	3.3	-2.7	-6.9	9.5	1.0					
Average growth for the last two years (%)													
Volume	11.8	4.6	-13.4	-11.8	4.6	-1.7	4.2	5.3					
Sales	17.4	8.7	2.0	3.3	3.6	-1.1	11.1	8.7					
EBITDA	51.8	5.1	4.3	-7.0	30.6	7.1	26.6	23.3					
PAT	69.1	8.6	15.3	-7.0	16.4	13.0	40.9	36.2					
As a % of Sales													
COGS	56.4	56.6	56.6	56.7	55.5	54.8	55.3	55.5					
Operating expenses	25.9	27.0	27.0	29.7	25.0	27.4	27.6	27.3					
Depreciation	3.0	2.3	2.1	2.7	2.8	2.4	2.1	2.3					
YoY change (%)													
COGS	-5.6	-7.9	2.3	10.9	6.7	-3.9	12.2	8.3					
Operating expenses	-10.3	10.1	6.1	-0.1	4.6	0.6	17.4	1.5					
Other Income	-18.4	356.5	98.7	195.9	53.1	-12.4	56.2	50.0					
EBIT	63.0	7.1	40.9	7.9	22.8	8.2	20.4	50.2					

E: MOFSL Estimates



Highlights from the management commentary

Operational environment and outlook

- Net revenue grew 8% in FY25. Excluding Andhra Pradesh, net sales growth stood at 5.1%. The impact of slab rationalization in Karnataka was minimal due to the company's relatively lower exposure in that state.
- With the implementation of the UK-FTA, the accessibility of Scotch whisky in India is set to improve, paving the way for new premium offerings for Indian consumers. The reduction in import duties—from 150% to 75%—is expected to translate into high single-digit reductions in consumer prices and drive additional volumes in the high single-digit range.
- The UK FTA is expected to benefit both the BII and Bottled in Origin (BIO) segments. BII pricing benefits are expected in the range of 4-5%, while BIO benefits are expected to be in high single digits.
- In FY25, several state-level policy reforms supported industry growth. These include the reopening of private liquor vendors in Andhra Pradesh, increased access points in Uttar Pradesh, and excise slab rationalization in Karnataka and Madhya Pradesh, which led to price reductions (MRP) for premium spirits.
- McDowell's remains a strong whisky brand, with sales of 13m cases in FY25.
- Innovation and premiumization remain key focus areas. The company launched McDowell's Pocket Pack and McDowell's Double Oak Barrel in 4QFY25.
- Innovation currently contributes a high single-digit to low double-digit share of the business. The company aims to double the contribution from innovative products over the next 3-5 years.
- The Supply Agility Program is progressing well and has resulted in a 63% cost optimization.
- The lower prestige segment grew 33% in FY25, largely driven by Andhra Pradesh, which is a key market for the segment.
- Uttar Pradesh remains a highly competitive market. Over the past few years, the company has faced challenges in increasing its market share in the region, but it continues to work on improving its position.

Costs and margins

- The company plans to maintain A&P spends at 9-10% of sales.
- Going into FY26, commodity costs are largely stable. The next inflection point is expected in September, when the government announces its ethanol policy.
- The company focuses on sustaining double-digit growth in the P&A segment while maintaining EBITDA margins in high teens.
- Other income increased due to the sale of a non-core asset in Jan'25, amounting to INR900-1,000m from the sale of a bungalow in South Africa.

Brands/new launches/re-launches

- The company continues to strengthen its leadership in the luxury and premium segments, with a focus on enhancing the brand equity of Johnnie Walker.
- In the malts category, both global (Singleton) and Indian (Godawan) malt brands are performing well. The company also launched Godawan in the UK through a strategic partnership with Taj.
- Strong performance in the Bottled in India (BII) segment was driven by brands like Black & White and Black Dog.
- The company is nurturing its iconic global trademarks to expand categories such as Tequila and Gin, primarily through Don Julio and Tanqueray.
- In the upper prestige segment, Signature and Antiquity are performing well. Antiquity's packaging and design were recently renovated, helping the brand build equity in the Canteen Stores Department (CSD) channel.

Exhibit 1: UNSP top brands' revenue and volume contributions



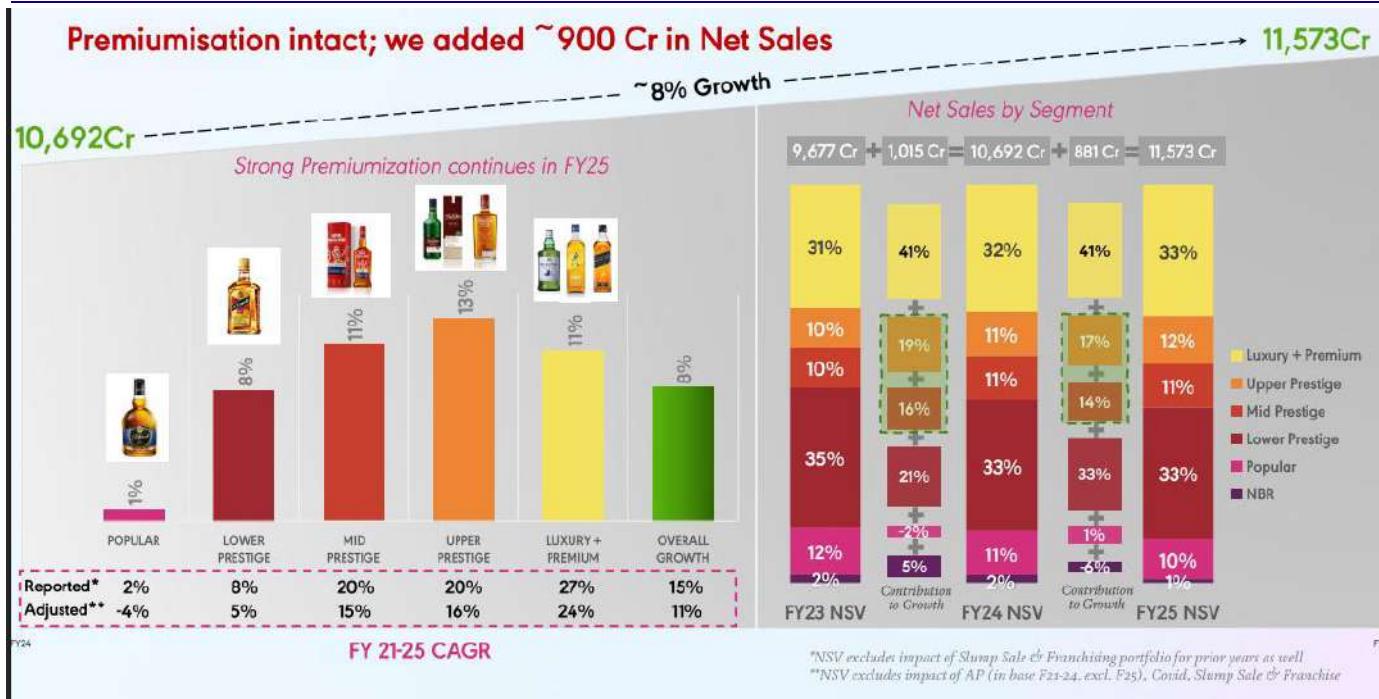
Source: Company PPT, MOFSL

Exhibit 2: Continuous focus on innovation



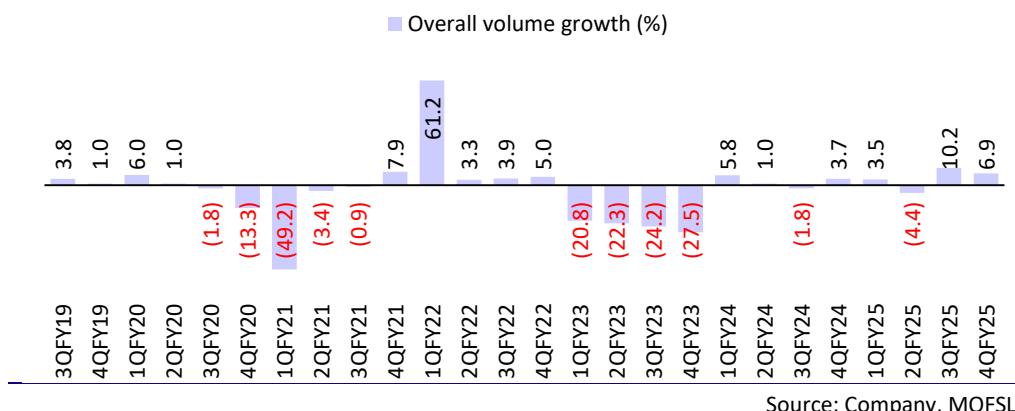
Source: Company PPT, MOFSL

Exhibit 3: UNSP's premiumization continued in FY25



Source: Company PPT, MOFSL

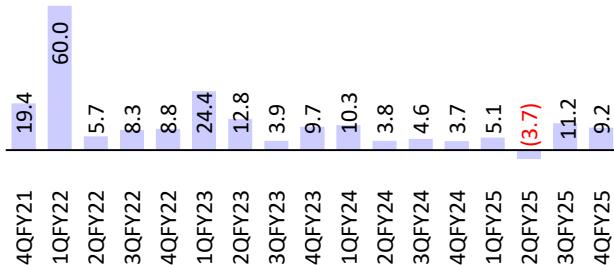
Exhibit 4: Overall volume growth was 6.9% YoY, reaching 16.7m cases in 4QFY25



Source: Company, MOFSL

Exhibit 5: P&A volumes (%) grew 9.2% YoY in 4QFY25

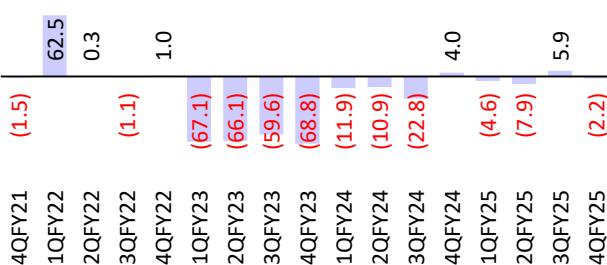
Prestige and Above volume growth (%)



Source: Company, MOFSL

Exhibit 6: Popular volumes (%) decline 2.2% YoY in 4QFY25

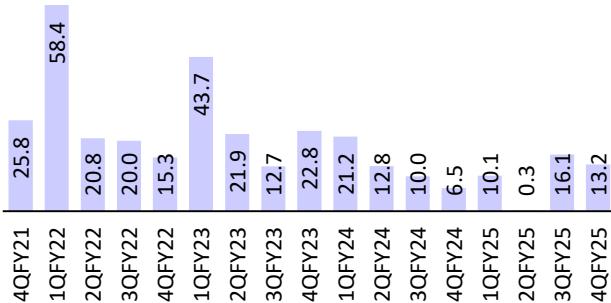
Popular volume growth (%)



Source: Company, MOFSL

Exhibit 7: Value growth in P&A stood at 13.2% YoY

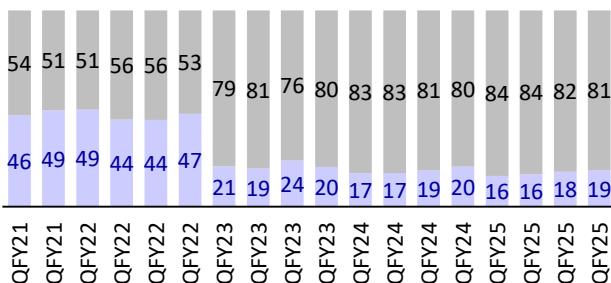
■ Prestige and Above value growth (%)



Source: Company, MOFSL

Exhibit 9: Contribution of P&A volumes stood at 81%...

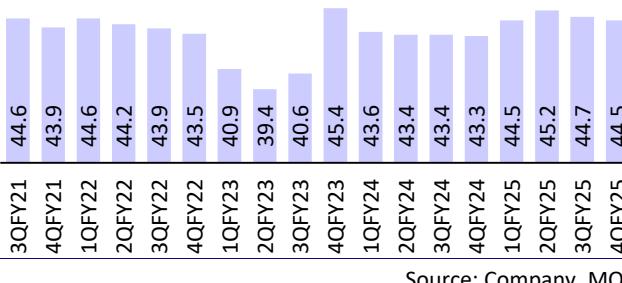
Volume mix (%) ■ Popular (%) ■ Prestige and Above (%)



Source: Company, MOFSL

Exhibit 11: Gross margin expanded 110bp YoY to 44.5%

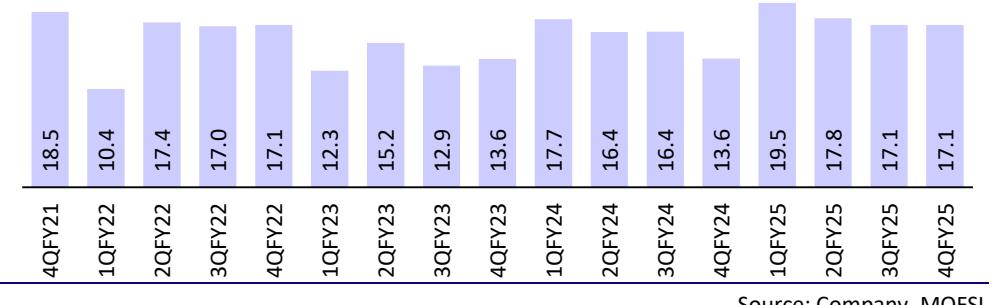
■ Gross Margin (%)



Source: Company, MOFSL

Exhibit 13: EBITDA margin expanded 360bp YoY to 17.1% in 4QFY25

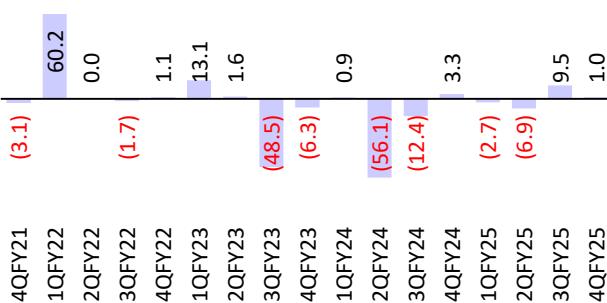
■ EBITDA Margin (%)



Source: Company, MOFSL

Exhibit 8: Popular sales up 1% YoY in 4QFY25

■ Popular value growth (%)

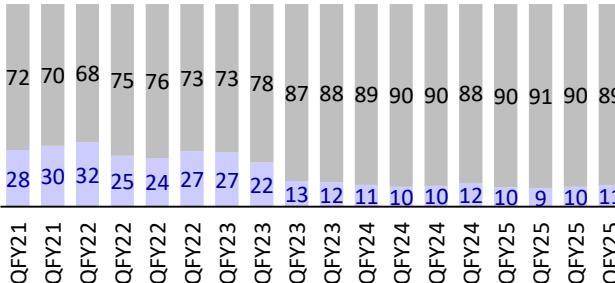


Source: Company, MOFSL

Exhibit 10: ...while that of value stood at 89%

Value mix (%)

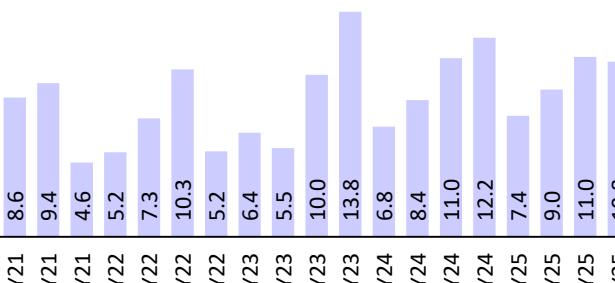
■ Popular (%) ■ Prestige and Above (%)



Source: Company, MOFSL

Exhibit 12: Ad spending declined 3% YoY at 10.8% of sales

■ Ad spend (%)



Source: Company, MOFSL

Valuation and view

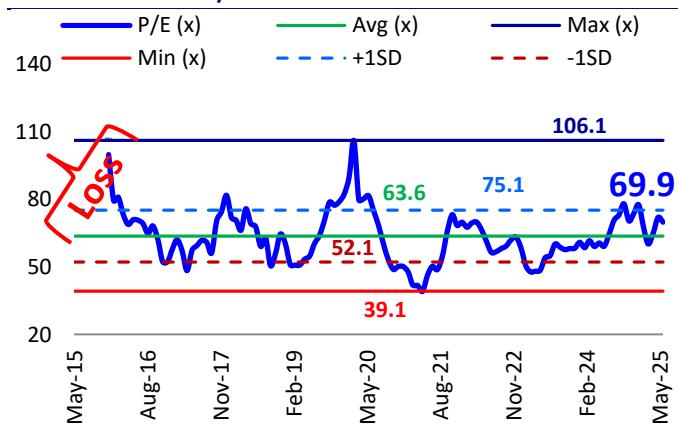
- We raise our EPS estimates by 4% each for FY26 and FY27, primarily driven by margin expansion. The improvement in margins is supported by a favorable shift toward premium products and effective cost-control measures. The company anticipates that its EBITDA margin will remain within the high-teens range. We model 18-18.5% EBITDA margin in FY26 and FY27 (17.8% in FY25).
- UNSP sold a large part of its Popular portfolio to focus on its global strategy for the premium portfolio. The liquor industry is currently experiencing an upgrading trend, which aligns well with UNSP's renewed emphasis on P&A, supporting the long-term liquor upgrading narrative in India.
- Liquor policies in many states are becoming more favorable, driving consumer upgrades and increased frequency. The company is well-positioned to capitalize on this large opportunity.
- UNSP reported revenue and volume growth of 8% and 4% in FY25, supported by its re-entry into AP. Ex-AP, revenue growth was modest at 5%. Despite assuming double-digit revenue growth and margin expansion over FY25-27, the stock is currently trading at 70x/63x FY26/FY27 EPS. Given the rich valuations, we maintain our Neutral rating with a TP of INR 1,650, based on a 55x Mar'27E standalone EPS and an additional INR 250/share for its RCB and other non-core assets.

Exhibit 14: We raise our EPS estimates by 4% each for FY26 and FY27

	New		Old		% Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Total Income	127.7	139.7	127.3	139.2	0.3	0.3
EBITDA	23.2	25.8	22.3	24.6	4.1	4.6
Adjusted PAT	16.2	18.1	15.7	17.4	3.6	4.1

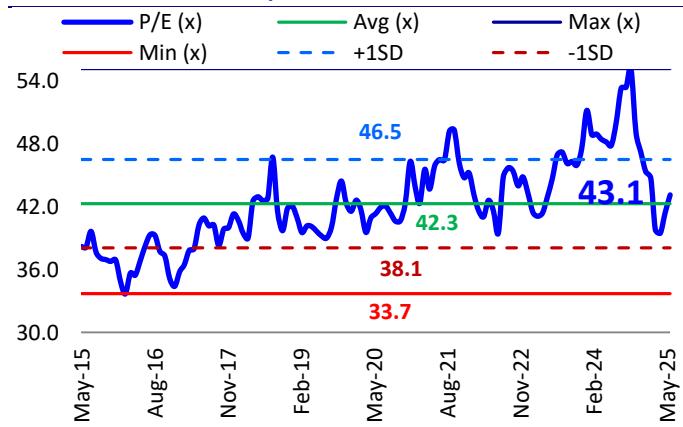
Source: Company, MOFSL

Exhibit 15: UNSP P/E



Source: Company, MOFSL

Exhibit 16: Consumer P/E



Source: Company, MOFSL

Financials and valuations

Income Statement - Standalone									(INR m)	
United Spirits	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	
Gross revenue	2,85,123	2,85,892	2,71,764	3,07,731	2,75,775	2,53,890	2,67,800	2,95,612	3,23,232	
Excise duty	1,95,317	1,94,983	1,92,872	2,13,494	1,72,038	1,46,970	1,52,070	1,67,863	1,83,547	
Net Revenue	89,806	90,909	78,892	94,237	1,03,737	1,06,920	1,15,730	1,27,749	1,39,685	
Change (%)	9.9	1.2	-13.2	19.5	10.1	3.1	8.2	10.4	9.3	
Gross Profit	43,857	40,689	34,210	41,398	43,019	46,440	51,760	57,743	63,487	
Margin (%)	48.8	44.8	43.4	43.9	41.5	43.4	44.7	45.2	45.5	
EBITDA	12,874	15,061	9,877	15,104	14,187	17,080	20,580	23,191	25,776	
Change (%)	25.2	17.0	-34.4	52.9	-6.1	20.4	20.5	12.7	11.2	
Margin (%)	14.3	16.6	12.5	16.0	13.7	16.0	17.8	18.2	18.5	
Depreciation	-1,445	-2,275	-2,493	-2,886	-2,706	-2,640	-2,740	-2,938	-3,213	
Int. and Fin. Charges	-2,200	-1,907	-1,658	-880	-1,039	-910	-890	-875	-831	
Other Income	952	455	478	337	742	1,560	2,130	2,300	2,484	
Profit before Taxes	10,181	11,334	6,204	11,675	11,184	15,090	19,080	21,678	24,217	
Change (%)	22.5	11.3	-45.3	88.2	-4.2	34.9	26.4	13.6	11.7	
Margin (%)	11.3	12.5	7.9	12.4	10.8	14.1	16.5	17.0	17.3	
Tax	3,328	4,300	1,587	1,606	2,376	3,740	4,980	5,456	6,095	
Tax Rate (%)	32.7	37.9	25.6	13.8	21.2	24.8	26.1	25.2	25.2	
Adjusted PAT	6,853	7,904	4,418	9,679	9,235	11,400	14,341	16,221	18,121	
Change (%)	24.0	15.3	-44.1	119.1	-4.6	23.4	26	13	12	
Margin (%)	7.6	8.7	5.6	10.3	8.9	10.7	12.4	12.7	13.0	
Non-rec. (Exp)/Income	-267	13	-1,514	-1,560	1,709	1,766	1,480	0	0	
Reported PAT	6,586	7,047	3,103	8,509	10,517	13,116	15,580	16,221	18,121	
Balance Sheet									(INR m)	
United Spirits	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	
Share Capital	1,453	1,453	1,453	1,453	1,455	1,450	1,450	1,450	1,450	
Reserves	29,862	36,644	39,815	47,470	57,990	68,180	77,340	93,561	1,11,683	
Minority Interest	0	0	0	0	0	0	0	0	0	
Net Worth	31,315	38,097	41,268	48,923	59,445	69,630	78,790	95,011	1,13,133	
Loans	25,889	20,730	6,556	3,417	11	0	0	0	0	
Deferred Tax Liabilities	-1,878	-1,590	-1,711	-1,428	-1,573	-1,770	-1,550	-1,705	-1,876	
Capital Employed	55,326	57,237	46,113	50,912	57,883	67,860	77,240	93,306	1,11,257	
Net Fixed Assets	11,282	13,347	13,008	14,866	11,821	11,060	13,310	14,372	16,159	
Capital WIP	1,171	1,187	865	957	828	370	720	540	405	
Goodwill	0	0	0	0	0	0	0	0	0	
Investments	2,984	2,526	2,021	4,390	4,870	9,620	11,820	11,703	11,592	
Curr. Assets, L&A	69,308	66,895	63,807	65,586	76,622	84,600	99,780	1,18,730	1,39,737	
Inventory	18,767	18,361	19,810	21,643	22,300	20,630	23,050	26,250	28,702	
Account Receivables	25,181	22,835	21,601	23,021	23,828	31,280	36,280	40,048	43,790	
Cash and Bank	588	345	713	328	8,496	12,090	17,730	27,994	40,952	
Others	24,772	25,354	21,683	20,594	21,998	20,600	22,720	24,438	26,293	
Curr. Liab. and Prov.	29,419	26,718	33,588	34,887	36,258	37,790	48,390	52,039	56,635	
Account Payables	13,360	11,712	13,813	15,279	17,383	18,270	21,520	22,750	24,875	
Other Liabilities	12,282	10,661	14,321	14,600	15,037	15,700	22,980	24,995	27,064	
Provisions	3,777	4,345	5,454	5,008	3,838	3,820	3,890	4,293	4,696	
Net Current Assets	39,889	40,177	30,219	30,699	40,364	46,810	51,390	66,692	83,101	
Application of Funds	55,326	57,237	46,113	50,912	57,883	67,860	77,240	93,306	1,11,257	

E: MOSL Estimates

Financials and valuations

Ratios

United Spirits	2019	2020	2021	2022	2023	2024	2025	2026E	2027E
Basic (INR)									
EPS	9.4	10.9	6.1	13.3	12.7	15.7	19.8	22.4	25.0
Cash EPS	11.4	14.0	9.5	17.3	16.4	19.4	23.6	26.4	29.4
BV/Share	43.1	52.4	56.8	67.3	81.8	95.8	108.5	130.8	155.7
DPS	0.0	0.0	0.0	0.0	0.0	7.0	8.0	12.0	16.0
Payout %	0.0	0.0	0.0	0.0	0.0	44.5	40.4	53.6	64.0
Valuation (x)									
P/E	166.5	144.4	258.3	117.9	123.8	99.9	79	70	63
Cash P/E	137.5	112.1	165.1	90.8	95.7	81.1	66.7	59.4	53.4
EV/Sales	2.8	2.7	2.9	2.4	2.1	1.9	1.7	1.5	1.3
EV/EBITDA	90.4	77.0	115.9	75.5	79.6	65.4	53.9	47.4	42.1
P/BV	36.4	30.0	27.7	23.3	19.2	16.4	14.5	12.0	10.1
Return Ratios (%)									
RoE	21.9	20.7	10.7	19.8	15.5	16.4	18.2	17.1	16.0
RoCE	14.9	14.6	11.3	22.3	17.7	19.1	20.3	19.8	18.3
RoIC	15.0	15.3	11.5	24.0	20.3	24.3	28.4	30.3	30.3
Working Capital Ratios									
Debtor (Days)	102	92	100	89	84	107	114	114	114
Asset Turnover (x)	1.6	1.6	1.7	1.9	1.8	1.6	1.5	1.4	1.3
Leverage Ratio									
Debt/Equity (x)	0.8	0.5	0.2	0.1	0.0	0.0	0.0	0.0	0.0

United Spirits	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	(INR m)
Cash Flow Statement										
Profit before tax	10,181	11,334	6,204	11,675	12,890	16,860	20,560	21,678	24,217	
Non-operating & EO Items	-952	-455	-478	-337	-2,170	-2,240	-2,860	-2,300	-2,484	
Depreciation and Amort.	1,445	2,275	2,493	2,886	2,706	2,640	2,740	2,938	3,213	
Interest Paid	2,200	1,907	1,658	880	1,039	910	890	875	831	
Direct Taxes Paid	-3,328	-4,300	-1,587	-1,606	-2,970	-3,130	-1,730	-5,456	-6,095	
Incr/Decr in WC	3,641	-2,446	7,178	-1,100	-5,740	-5,760	-3,540	-3,935	-2,211	
CF from Operations	13,187	8,315	15,468	12,398	5,755	9,280	16,060	13,799	17,470	
Interest income	685	1,312	1,793	1,507	1,060	8,270	-5,540	2,300	2,484	
(Incr)/Decr in FA	-2,897	-4,356	-1,832	-4,836	-1,130	-790	-1,610	-3,820	-4,865	
Free Cash Flow	10,290	3,959	13,636	7,562	4,625	8,490	14,450	9,979	12,605	
(Pur)/Sale of Investments	-2,311	2,661	3,532	370	-150	-2,820	-2,350	-1,140	-1,300	
Other investing items	1,207	-844	-2,829	-6,975	7,633	-5,956	4,350	0	0	
CF from Invest.	-3,316	-1,227	664	-9,934	7,413	-1,296	-5,150	-2,660	-3,681	
Issue of Shares	0	0	0	0	0	0	0	0	0	
Incr/Decr in Debt	-6,765	-5,159	-14,174	-3,139	-3,390	0	0	0	0	
Dividend Paid	0	0	0	0	0	-2,910	-3,500	0	0	
Others	-2,509	-2,172	-1,590	290	-1,610	-1,480	-1,770	-875	-831	
CF from Fin. Activity	-9,274	-7,331	-15,764	-2,849	-5,000	-4,390	-5,270	-875	-831	
Incr/Decr of Cash	597	-243	368	-385	8,168	3,594	5,640	10,264	12,957	
Add: Opening Balance	-9	588	345	713	328	8,496	12,090	17,730	27,994	
Closing Balance	588	345	713	328	8,496	12,090	17,730	27,994	40,952	

E: MOSL Estimates

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
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

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).

6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

financial interest in the subject company

actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.

received compensation/other benefits from the subject company in the past 12 months

any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

acted as a manager or co-manager of public offering of securities of the subject company in past 12 months

be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)

received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no warranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .. 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrivances@motilaloswal.com.