

Estimate changes	↔
TP change	↔
Rating change	↔

Bloomberg	MRCO IN
Equity Shares (m)	1298
M.Cap.(INRb)/(USDb)	938.7 / 10.7
52-Week Range (INR)	745 / 578
1, 6, 12 Rel. Per (%)	2/3/9
12M Avg Val (INR M)	1551

Financials & Valuations (INR b)

Y/E March	2026E	2027E	2028E
Sales	131.0	142.7	155.1
Sales Gr. (%)	21.0	8.9	8.6
EBITDA	23.8	27.3	30.4
EBITDA Margin. %	18.2	19.1	19.6
Adj. PAT	17.9	20.2	22.4
Adj. EPS (INR)	13.9	15.7	17.4
EPS Gr. (%)	12.2	12.7	10.9
BV/Sh.(INR)	32.2	34.4	37.2

Ratios

RoE (%)	44.1	47.0	48.5
RoCE (%)	39.4	42.2	43.7
Payout (%)	89.9	86.2	83.5

Valuations

P/E (x)	52.2	46.3	41.7
P/BV (x)	22.5	21.1	19.5
EV/EBITDA (x)	38.7	33.6	30.1
Div. Yield (%)	1.7	1.9	2.0

Shareholding Pattern (%)

As of	Jun-25	Mar-25	Jun-24
Promoter	59.0	59.1	59.3
DII	12.7	14.2	11.3
FII	23.7	22.2	24.7
Others	4.5	4.5	4.7

FII includes depository receipts

CMP: INR725
TP: INR825 (+14%)
Buy

Growth scorecard intact; a slight delay in margin recovery

- Marico (MRCO) reported consolidated revenue growth of 23% YoY (in line) in 1QFY26. Domestic revenue growth was 27% YoY with volume growth of 9%. International growth was 12% YoY (+19% CC).
- Domestic revenue growth was driven by strong core category growth and sustained success for its new growth drivers. Parachute coconut oil (PCNO) posted 31% YoY value growth with a 1% volume decline, primarily driven by price hikes. MRCO undertook an additional ~30% price hike in 1QFY26, the full impact of which is expected to be reflected in 2Q. Meanwhile, copra prices have begun to soften, currently down ~12% from their peak.
- Value-added Hair Oils (VAHO) recovered, and its revenue rose 13% YoY; volumes expanded in the mid-single digits. Excluding the Amla segment, where the company continues to face intense competition, VAHO recorded double-digit volume growth. Saffola oil clocked mid-single-digit volume growth, with revenue growing 28% YoY, led by pricing. Foods delivered 20% YoY growth. Premium Personal Care sustained its healthy growth trajectory.
- Gross margin contracted 530bp YoY to 46.9% (est. 48.7%). It was at a 10-quarter low and was hit by sharp RM inflation. EBITDA margin contracted 360bp YoY to 20.1%. EBITDA grew 5% (est. 8%). Management anticipates margin pressure to persist in 2QFY26 but projects a gradual easing in 2H FY26, as the impact of recent price hikes should be sufficient if RM stabilizes now. We model EBITDA margins of 18%-20% during FY26-FY28.
- Revenue growth is expected to remain in double digits in FY26 in the medium term (unlike other FMCG peers), driven by pricing, expanded direct reach, and strong performance in Foods and Premium Personal Care.
- Although rising input costs may weigh on near-term margins, the outlook for 2H FY26 remains positive. The company aims to deliver a double-digit PAT CAGR over the next two years, and we project an 11% PAT CAGR over FY25–28E. Given the sustained growth trajectory, we believe the stock's premium valuation is likely to be sustained. **We reiterate our BUY rating on the stock with a TP of INR825 (based on 50x Jun'27E EPS).**

Revenue outperformance continues; volume growth at 9%

- **Sustaining revenue outperformance:** Consolidated net sales grew 23% YoY to INR32.6b (in line) in 1QFY26. Domestic revenue growth was 27% YoY, and volumes grew 9% YoY (est. +8% YoY). International business delivered 19% CC growth, led by Bangladesh/MENA/Vietnam, which posted 17%/42%/1% CC growth, while South Africa saw flattish CC growth.
- **Pressure on margin:** Consolidated gross margin contracted 530bp YoY to 46.9% (est. 48.7%). Copra prices increased 18% sequentially and ~107% YoY in 1QFY26. Vegetable oil prices moderated due to reductions in import duties, while crude oil derivatives remained stable during the period.

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- During 1QFY26, MRCO's employee expenses rose 8% YoY, ad-spends were up 25% YoY, and other expenses also increased 14% YoY. EBITDA margin contracted by 360bp YoY to 20.1% in 1QFY26 (est. 21.2%). EBITDA grew by 5% YoY (est. 8%).
- EBITDA/PBT/PAT grew 5%/8%/9% YoY to INR6.6b/INR6.6b/INR5.0b/ (est. INR6.8b/INR6.6b/INR5.1b).

Highlights from the management commentary

- The sector has witnessed stable to improving demand trends over the past couple of years, and a gradual uptick in overall demand is expected in the upcoming quarters, supported by easing inflation, a favorable monsoon, and continued policy support.
- The company expects to maintain positive momentum in volume and revenue growth through the year while delivering resilient profit growth despite elevated input costs.
- While achieving double-digit EBITDA growth in FY26 may be challenging, the management remains confident of delivering it in 2HFY26. Moreover, the company is targeting a double-digit CAGR in PAT over the next two years.
- Non-core distribution (NCD) and exports delivered 37% growth, reflecting strength in newer geographies and emerging business lines.

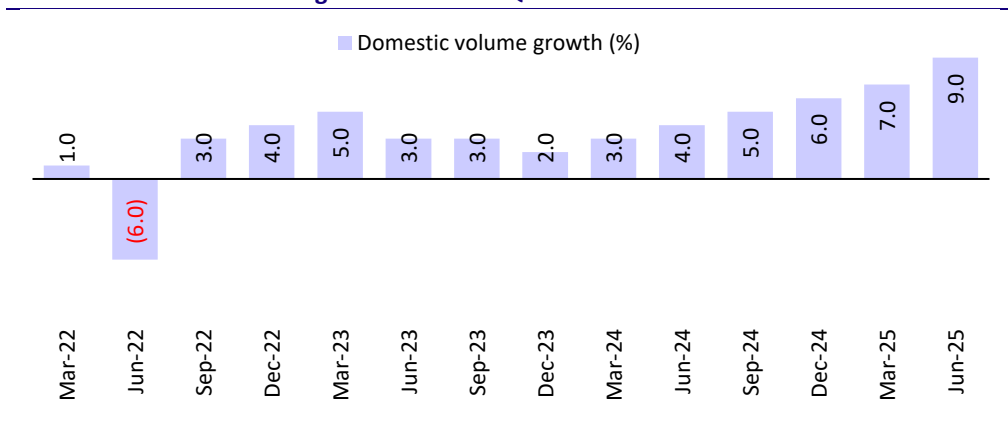
Valuation and view

- We cut our FY26E EPS due to the recent copra inflation, but we maintain our FY27 and FY28 EPS estimates.
- The improvement in market share gain, accelerated growth in Foods and Premium Personal Care, healthy growth in the international business, and normalization of prices are expected to help MRCO deliver a better revenue print in FY26.
- To improve its distribution reach, MRCO has also started Project SETU, which helps drive growth in GT through a transformative expansion of its direct reach.
- We model a 13%/12% revenue and EBITDA CAGR during FY25-28E and **reiterate our BUY rating on the stock with a TP of INR825 (based on 50x Jun'27E EPS).**

Quarterly performance

Y/E March	FY25				FY26				FY25	FY26E	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Domestic volume growth (%)	4.0	5.0	6.0	7.0	9.0	8.5	8.2	5.9	5.5	6.8	7.9	
Net Sales	26,430	26,640	27,940	27,300	32,590	33,044	33,779	31,619	1,08,310	1,31,032	32,033	1.7%
YoY Change (%)	6.7	7.6	15.4	19.8	23.3	24.0	20.9	15.8	12.2	21.0	21.2	
Gross Profit	13,810	13,530	13,830	13,260	15,290	15,233	15,842	14,957	54,430	61,323	15,600	-2.0%
Gross margin (%)	52.3	50.8	49.5	48.6	46.9	46.1	46.9	47.3	50.3	46.8	48.7	
EBITDA	6,260	5,220	5,330	4,580	6,550	5,679	6,188	5,377	21,390	23,794	6,789	-3.5%
Margins (%)	23.7	19.6	19.1	16.8	20.1	17.2	18.3	17.0	19.7	18.2	21.2	
YoY Change (%)	9.1	5.0	3.9	3.6	4.6	8.8	16.1	17.4	5.6	11.2	8.4	
Depreciation	410	410	440	520	450	465	475	486	1,780	1,876	475	
Interest	170	110	130	120	100	120	125	132	530	477	125	
Other Income	370	400	420	470	560	500	500	469	1,660	2,029	450	
PBT	6,050	5,100	5,180	4,410	6,560	5,594	6,088	5,228	20,740	23,469	6,639	-1.2%
Tax	1,310	1,190	1,120	960	1,430	1,259	1,370	1,222	4,580	5,281	1,494	
Rate (%)	21.7	23.3	21.6	21.8	21.8	22.5	22.5	23.4	22.1	22.5	22.5	
Adjusted PAT	4,640	3,915	3,990	3,430	5,040	4,270	4,653	3,965	15,975	17,928	5,080	-0.8%
YoY Change (%)	8.7	10.9	4.2	7.9	8.6	9.1	16.6	15.6	7.9	12.2	9.5	
Reported PAT	4,640	4,230	3,990	3,430	5,040	4,270	4,653	3,965	16,290	17,928	5,080	

E: MOFSL Estimates

Exhibit 1: Domestic volume grew 9% YoY in 1QFY26


Source: Company

Exhibit 2: Consolidated segmental details

Particulars	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Sales growth (%)									
Domestic	(4.9)	(3.4)	(3.1)	(0.2)	7.4	8.0	17.2	23.1	27.2
International	2.0	7.3	1.6	7.4	4.8	6.4	10.2	10.7	12.2
Total	(3.2)	(0.8)	(1.9)	1.7	6.7	7.6	15.4	19.8	23.3
EBIT margin (%)									
Domestic EBIT margin	20.5	21.2	20.2	22.6	19.8	18.7	15.6	18.8	21.3
International EBIT margin	23.3	24.8	24.6	28.9	25.5	26.0	24.0	27.9	24.0
Total	21.2	22.1	21.3	24.3	21.3	20.5	17.6	20.9	21.9

Source: Company, MOFSL

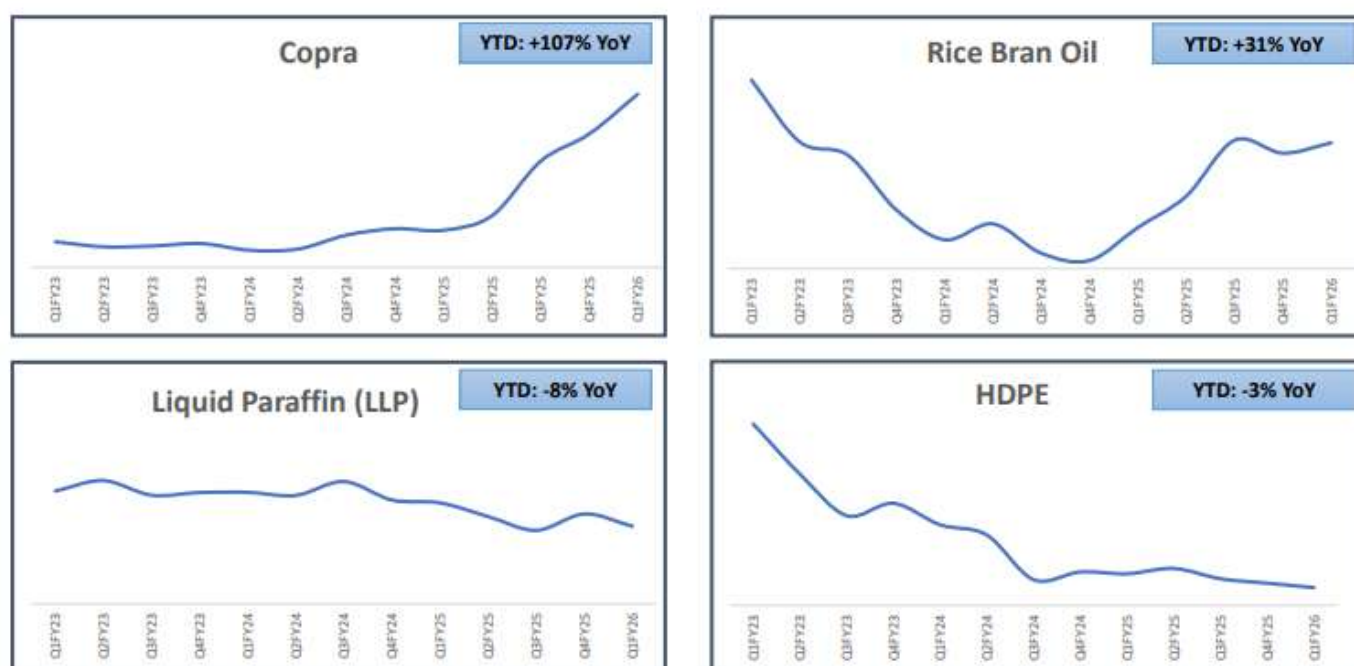
Exhibit 3: Market share of key categories in the Indian business

Franchise	~MS%	Rank
Coconut Oil Franchise	63%	1 st
Parachute Rigids within Coconut Oil	53%	1 st
Saffola Oats	41%	1 st
Value Added Hair Oils	29%	1 st
Post wash Leave-on Serums	47%	1 st
Hair Gels/Waxes/Creams	53%	1 st

^ Volume market share, *Value market share

Source: Company

Exhibit 4: Movements of key raw material prices



Source: Company



Highlights from the management commentary

Business environment and outlook

- The sector has witnessed stable to improving demand trends over the past couple of years, and a gradual uptick in overall demand is expected in the upcoming quarters, supported by easing inflation, a favorable monsoon, and continued policy support.
- The company anticipates a steady growth trajectory in its core categories, even as it navigates near-term input cost pressures.
- Growth will be supported by initiatives aimed at strengthening select General Trade channel partners and scaling up direct distribution through Project SETU.
- The company remains confident in its performance, driven by healthy offtakes, deeper penetration, and market share gains across key portfolios.
- **The company expects to maintain positive momentum in volume and revenue growth through the year, while delivering resilient profit growth despite elevated input costs.**
- The premium segment continues to outperform the mass segment, with growth primarily driven by e-commerce and modern trade channels. General Trade is also witnessing positive momentum, supported by the company's rural initiative, **Project SETU**.
- **While achieving double-digit EBITDA growth in FY26 may be challenging, the management remains confident of delivering it in 2HFY26. Moreover, the company is targeting a double-digit CAGR in PAT over the next two years.**
- The double-digit growth will be led by: 1) improving volume trajectory in the core business, 2) Margin expansion on easing of inflation, 3) sustained 25%+ growth in Foods, and 4) ongoing momentum in Digital-first brands.
- Project SETU has shown encouraging growth in 1QFY26, and the company expects even stronger performance in the 2HFY26. Market share gains have been observed across

both rural and urban markets, supported by better assortment, increased diversification, and ongoing premiumization efforts in urban stores.

Material costs, margin, and guidance

- Copra prices increased by 18% sequentially and surged 107% on a YoY basis, driven by weather-related supply disruptions and market volatility.
- Vegetable oil prices moderated during the quarter, supported by the government's reduction in import duties.
- Crude oil derivatives remained largely rangebound, providing some stability on the input cost front.
- The company intends to continue expanding its consumer franchises while strategically utilizing its pricing power to manage margin pressures.
- **Margin pressures are expected to peak in the 1HFY26 and gradually ease thereafter.**

Segmental performance

Parachute coconut oil

- Parachute Coconut Oil reported a 1% volume decline during the quarter, impacted by unprecedented hyperinflationary input costs and adverse pricing conditions.
- After adjusting for ml-age changes, the brand registered 1% growth in terms of number of packs sold, indicating stable consumer offtake.
- Despite multiple rounds of price hikes and pack-size reductions that have cumulatively increased effective pricing by over 60%, the brand demonstrated strong pricing inelasticity with minimal impact on volumes.
- Parachute consolidated its market share on a MAT basis and delivered robust revenue growth of 31% YoY.
- Copra prices rose sequentially due to irregular weather patterns and market-specific dynamics, but the company remains confident in managing these short-term headwinds through its brand strength and efficient supply chain.
- Copra prices are currently ~12% below their recent peak; however, copra productivity has declined by ~9%, leading to some inflationary pressure.
- The company implemented a ~30% cumulative price hike in 1QFY26, and the full impact of this will be visible in 2QFY26.
- No further price hikes are planned in the immediate term, although the pricing base will start normalizing from the latter half of 2Q.

Saffola oil

- Saffola Edible Oils posted mid-single-digit volume growth despite elevated pricing levels during the quarter.
- Revenue grew 28% YoY, supported by strong brand equity and value delivery to consumers.
- The company proactively passed on the benefits of recent import duty reductions on vegetable oils, reinforcing its consumer-first approach.
- The quarter saw the launch of the Saffola Cold Pressed Oils range, including Single Seed and Dual Seed variants, combining innovation with authentic taste.
- These products were initially launched on e-commerce and Q-commerce platforms to capture the digitally engaged health-conscious consumer base.

VAHO

- The Value-Added Hair Oils (VAHO) portfolio grew 13% in value terms, showing a notable improvement in recovery momentum.
- The growth was driven by sustained traction in the mid and premium segments, reflecting improving category health.
- The franchise gained approximately 140 bps in value market share on a MAT basis.
- Going forward, the company is shifting investments from trade-led activations toward brand-building initiatives and plans to expand direct distribution through Project SETU.
- The company is facing heightened competition, particularly in the Amla sub-segment. To counter this, it is increasing investments in both ATL and BTL marketing. Excluding Amla oil, the VAHO portfolio recorded double-digit volume growth in 1QFY26, and overall volume growth would be in mid-single digits.

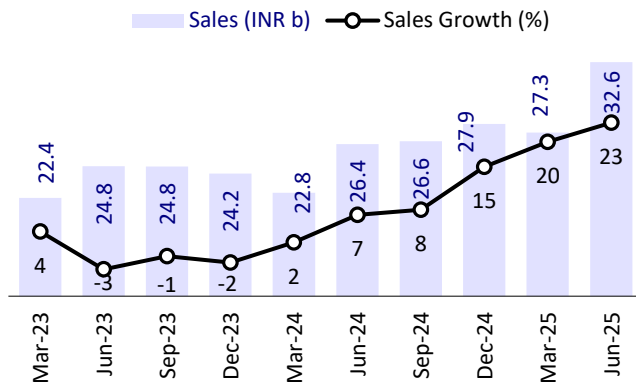
Foods and Premium Personal Care

- The Foods business grew ~20% YoY in value terms, led by strong performance in core and newer categories.
- Saffola Oats continued to gain market share and retained its leadership position in the category.
- True Elements and the plant-based nutraceuticals portfolio of Plix sustained their strong growth momentum during the quarter.
- Saffola Muesli gained healthy consumer traction and saw the addition of two new variants—Mango Crunch and a no-added-sugar Berry Crunch—enhancing the portfolio's appeal.
- Premium Personal Care maintained its accelerated growth trajectory, led by its digital-first portfolio.
- The portfolio, comprising Beardo, Just Herbs, and Plix's personal care range, exited the quarter at an annualized revenue run-rate exceeding INR8.5bn.
- Growth was driven by digital-first strategies, product innovation, and growing consumer demand across key platforms.

International business

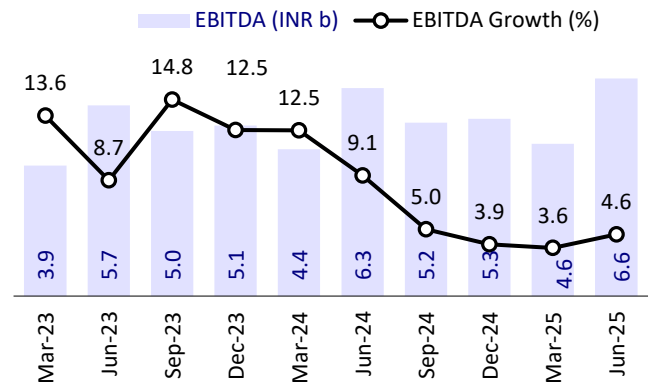
- In the international business, Bangladesh reported 17% constant currency growth and maintained strong business fundamentals. In Bangladesh, the company is witnessing volume growth in its core portfolio, along with significant contribution from NPDs, particularly in baby care and shampoo products.
- Vietnam experienced a muted quarter but is expected to gradually recover in the coming periods.
- MENA delivered 42% constant currency growth, with both the Gulf region and Egypt showing strong performance. In the MENA region, growth is being driven by the core product categories, with market share gains seen across key markets. The company had launched VAHO in Egypt 2–3 years ago and has backed it with aggressive distribution efforts. New product developments (NPDs) in categories such as shampoo, shower gel, and body lotion are also showing strong traction.
- South Africa recorded flattish growth in constant currency terms, though full-year growth aspirations remain unchanged.
- Non-core distribution (NCD) and exports delivered 37% growth, reflecting strength in newer geographies and emerging business lines.

Exhibit 5: Consolidated sales grew 23% YoY to INR32.6b



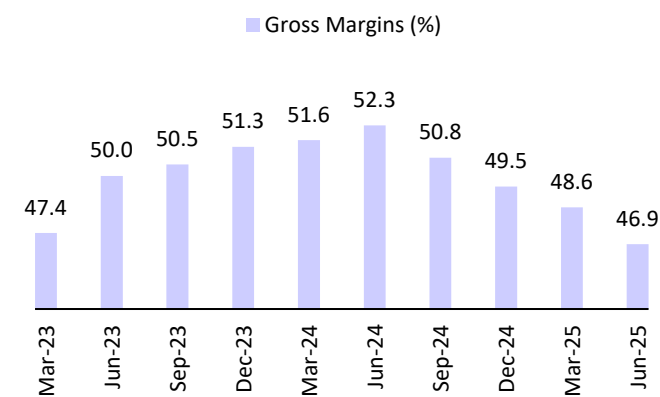
Source: Company, MOFSL

Exhibit 6: EBITDA grew 5% YoY to INR6.6b



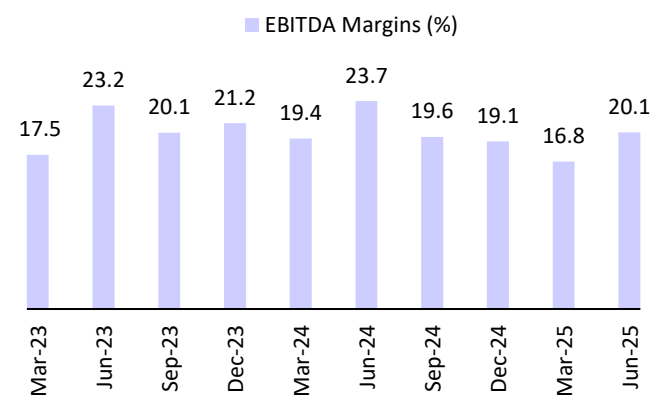
Source: Company, MOFSL

Exhibit 7: GP margin contracted 530bp YoY to 46.9%



Source: Company, MOFSL

Exhibit 8: EBITDA margin contracted 360bp YoY to 20.1%



Source: Company, MOFSL

Valuation and view

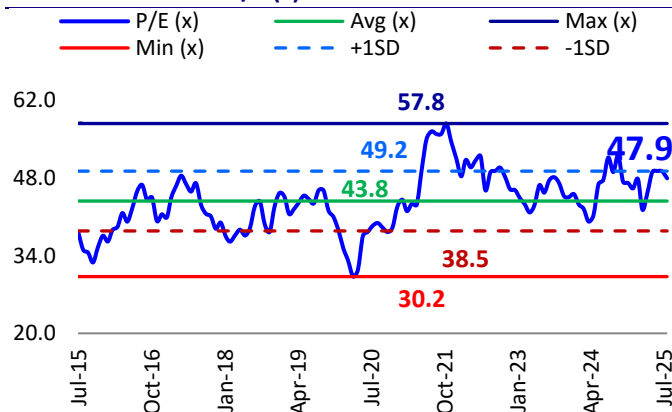
- We cut our FY26E EPS due to the recent copra inflation, but we maintain our FY27 and FY28 EPS estimates.
- The improvement in market share gain, accelerated growth in Foods and Premium Personal Care, healthy growth in the international business, and normalization of prices are expected to help MRCO deliver a better revenue print in FY26.
- To improve its distribution reach, MRCO has also started Project SETU, which helps drive growth in GT through a transformative expansion of its direct reach.
- We model a 13%/12% revenue and EBITDA CAGR during FY25-28E and **reiterate our BUY rating on the stock with a TP of INR825 (based on 50x Jun'27E EPS).**

Exhibit 9: We cut our EPS estimate by 3% for FY26 and maintain our estimate for FY27

	Old		New		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Sales	1,25,186	1,35,419	1,31,032	1,42,745	4.7	5.4
EBITDA	24,813	27,427	23,794	27,328	-4.1	-0.4
PAT	18,528	20,194	17,928	20,197	-3.2	0.0

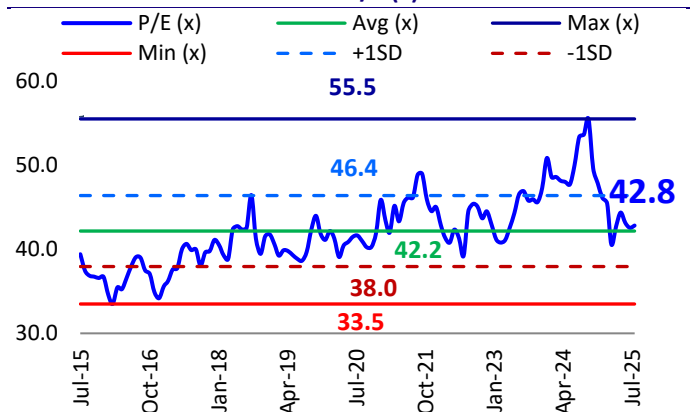
Source: Company, MOFSL

Exhibit 10: MRCO's P/E (x)



Source: Company, MOFSL

Exhibit 11: Consumer sector's P/E (x)



Source: Company, MOFSL

Financials and valuations

Income Statement								(INR m)		
Y/E March	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Net Sales	73,336	73,150	80,480	94,266	97,640	96,530	1,08,310	1,31,032	1,42,745	1,55,051
Change (%)	16.0	-0.3	10.0	17.1	3.6	-1.1	12.2	21.0	8.9	8.6
Gross Profit	33,166	35,700	37,740	39,906	44,130	49,050	54,430	61,323	68,518	75,975
Margin (%)	45.2	48.8	46.9	42.3	45.2	50.8	50.3	46.8	48.0	49.0
EBITDA	13,256	14,690	15,880	16,810	18,100	20,260	21,390	23,794	27,328	30,430
Change (%)	16.5	10.8	8.1	5.9	7.7	11.9	5.6	11.2	14.9	11.3
Margin (%)	18.1	20.1	19.7	17.8	18.5	21.0	19.7	18.2	19.1	19.6
Depreciation	1,310	1,400	1,390	1,390	1,550	1,580	1,780	1,876	1,996	2,116
Int. and Fin. Charges	400	500	340	390	560	730	530	477	429	386
Other Income - Recurring	1,030	1,240	1,131	958	1,440	1,420	1,660	2,029	1,981	2,231
Profit before Taxes	12,576	14,030	15,281	15,988	17,430	19,370	20,740	23,469	26,884	30,158
Change (%)	12.6	11.6	8.9	4.6	9.0	11.1	7.1	13.2	14.5	12.2
Margin (%)	17.1	19.2	19.0	17.0	17.9	20.1	19.1	17.9	18.8	19.5
Current Tax (excl MAT Ent)	1,430	3,470	3,240	3,460	4,210	4,350	4,580	5,281	6,452	7,540
Deferred Tax	-170	-160	0	0	0	0	0	0	0	0
Tax Rate (%)	10.0	23.6	21.2	21.6	24.2	22.5	22.1	22.5	24.0	25.0
Minority Interest	-160	-220	-310	-290	-200	-210	-290	-261	-235	-211
Profit after Taxes	11,156	10,500	11,731	12,238	13,020	14,810	15,975	17,928	20,197	22,407
Change (%)	37.0	-5.9	11.7	4.3	6.4	13.7	7.9	12.2	12.7	10.9
Margin (%)	15.2	14.4	14.6	13.0	13.3	15.3	14.7	13.7	14.1	14.5
Extraordinary items	1,871	-154	231	-22	0	0	315	0	0	0
Reported PAT	13,027	10,346	11,962	12,216	13,020	14,810	16,290	17,928	20,197	22,407

Balance Sheet								(INR m)		
Y/E March	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Share Capital	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290
Reserves	28,460	28,940	31,110	31,890	36,700	37,030	38,460	40,263	43,045	46,747
Net Worth	29,750	30,230	32,400	33,180	37,990	38,320	39,750	41,553	44,335	48,037
Minority Interest	120	130	180	570	1,570	3,370	2,910	3,171	3,406	3,617
Loans	3,490	3,350	3,480	3,450	4,750	3,830	3,790	3,050	2,850	2,650
Capital Employed	33,360	33,710	36,060	37,200	44,310	45,520	46,450	47,774	50,591	54,304
Gross Fixed Assets	11,180	12,650	15,450	17,910	22,240	28,590	30,770	32,770	34,770	36,770
Less: Accum. Depn.	-3,210	-4,070	-5,460	-6,850	-8,400	-9,980	-11,760	-13,636	-15,632	-17,749
Net Fixed Assets	7,970	8,580	9,990	11,060	13,840	18,610	19,010	19,134	19,138	19,021
Capital WIP	450	580	240	390	670	440	400	400	400	400
Goodwill	5,030	5,380	6,130	6,540	8,620	8,630	8,570	8,570	8,570	8,570
Investments	4,500	7,330	8,540	8,280	10,960	6,020	15,900	15,900	15,900	15,900
Current	3,910	6,280	6,280	6,410	5,780	2,590	13,750	13,750	13,750	13,750
Non-current	590	1,050	2,260	1,870	5,180	3,430	2,150	2,150	2,150	2,150
Deferred Charges	0	0	0	0	0	0	0	0	0	0
Curr. Assets, L&A	29,120	26,560	28,340	29,420	33,910	39,830	38,930	33,231	38,641	45,232
Inventory	14,110	13,800	11,280	14,009	12,250	13,360	12,350	16,903	18,419	20,021
Account Receivables	5,170	5,390	3,880	6,520	10,150	10,690	12,710	8,255	8,993	9,768
Cash and Bank Balance	5,520	2,790	9,250	5,391	7,560	9,430	7,770	1,069	3,759	7,483
Others	4,320	4,580	3,930	3,500	3,950	6,350	6,100	7,004	7,470	7,960
Curr. Liab. and Prov.	15,600	16,250	18,200	19,270	23,370	25,900	34,450	27,551	30,148	32,910
Current Liabilities	3,880	4,240	5,190	4,430	7,260	8,780	19,090	20,999	23,099	25,409
Accounts Payable	9,440	9,780	11,340	13,440	14,520	15,810	13,630	4,552	4,736	4,826
Provisions	2,280	2,230	1,670	1,400	1,590	1,310	1,730	2,000	2,313	2,675
Net Current Assets	13,520	10,310	10,140	10,150	10,540	13,930	4,480	5,680	8,493	12,323
Deferred Tax Liability	1,890	1,530	1,020	780	-320	-2,110	-1,910	-1,910	-1,910	-1,910
Application of Funds	33,360	33,710	36,060	37,200	44,310	45,520	46,450	47,774	50,591	54,304

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Basic (INR)										
EPS	8.6	8.1	9.1	9.5	10.1	11.5	12.4	13.9	15.7	17.4
Cash EPS	8.2	9.1	10.1	10.6	11.3	12.7	13.8	15.4	17.2	19.0
BV/Share	23.1	23.4	25.1	25.7	29.4	29.7	30.8	32.2	34.4	37.2
DPS	5.0	6.8	7.5	9.3	9.5	10.5	11.5	12.5	13.5	14.5
Payout %	49.5	84.2	80.9	97.7	94.1	91.5	91.1	89.9	86.2	83.5
Valuation (x)										
P/E	83.8	89.1	79.7	76.4	71.8	63.1	58.5	52.2	46.3	41.7
Cash P/E	88.3	79.5	71.9	68.5	64.2	57.1	52.7	47.2	42.1	38.1
EV/Sales	12.7	12.7	11.4	9.8	9.4	9.6	8.5	7.0	6.4	5.9
EV/EBITDA	70.1	63.2	58.0	55.0	50.9	45.6	42.8	38.7	33.6	30.1
P/BV	31.4	30.9	28.9	28.2	24.6	24.4	23.5	22.5	21.1	19.5
Dividend Yield (%)	0.7	0.9	1.0	1.3	1.3	1.4	1.6	1.7	1.9	2.0
Return Ratios (%)										
RoE	40.4	35.0	37.5	37.3	36.6	38.8	40.9	44.1	47.0	48.5
RoCE	37.7	33.1	35.3	35.0	33.5	34.7	36.0	39.4	42.2	43.7
RoIC	49.0	44.2	55.6	58.7	52.0	52.9	58.8	64.4	63.2	69.6
Working Capital Ratios										
Debtor (Days)	26	27	18	25	38	40	43	23	23	23
Asset Turnover (x)	2.2	2.2	2.2	2.5	2.2	2.1	2.3	2.7	2.8	2.9
Leverage Ratio										
Debt/Equity (x)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1

Cash Flow Statement

Y/E March	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
(INR m)										
OP/(loss) before Tax	12,570	13,740	15,401	15,988	17,430	19,370	21,160	23,469	26,884	30,158
Others	-460	-100	-231	22	-580	-1,000	-1,300	0	0	0
Depreciation	1,310	1,500	1,390	1,390	1,550	1,580	1,780	1,876	1,996	2,116
Interest Paid	-140	-220	340	390	70	-40	-240	477	429	386
Direct Taxes Paid	-3,200	-2,900	-3,240	-3,460	-3,690	-3,780	-4,840	-5,281	-6,452	-7,540
(Incr)/Decr in WC	210	330	7,230	-3,728	-590	-2,260	-2,930	-8,117	-378	-400
CF from Operations	10,290	12,350	20,890	10,602	14,190	13,870	13,630	12,425	22,479	24,721
(Incr)/Decr in FA	-1,430	-1,860	-3,210	-3,020	-1,570	-1,350	-1,220	-2,000	-2,000	-2,000
Free Cash Flow	8,860	10,490	17,680	7,582	12,620	12,520	12,410	10,425	20,479	22,721
(Pur)/Sale of Investments	1,030	-1,890	0	-130	-7,560	2,450	-5,690	0	0	0
Others	609	130	-1,380	870	2,709	2,320	-1,890	-13	-6	-7
CF from Invest.	209	-3,620	-4,590	-2,280	-6,421	3,420	-8,800	-2,013	-2,006	-2,007
Issue of Shares	0	0	225	453	90	340	460	0	0	0
(Incr)/Decr in Debt	-50	-690	130	-30	1,280	-910	-50	-740	-200	-200
Dividend Paid	-6,820	-10,250	-9,675	-11,933	-6,070	-12,290	-4,530	-16,125	-17,415	-18,705
Others	-110	-520	-520	-670	-900	-2,560	-2,370	-249	-167	-85
CF from Fin. Activity	-6,980	-11,460	-9,840	-12,180	-5,600	-15,420	-6,490	-17,114	-17,782	-18,990
Incr/Decr of Cash	3,519	-2,730	6,460	-3,858	2,169	1,870	-1,660	-6,701	2,690	3,724
Add: Opening Balance	2,001	5,520	2,790	9,250	5,391	7,560	9,430	7,770	1,069	3,759
Closing Balance	5,520	2,790	9,250	5,391	7,560	9,430	7,770	1,069	3,759	7,483

E: MOFSL Estimates

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