

Godrej Consumer

Estimate changes	↔
TP change	↔
Rating change	↔

Bloomberg	GCPL IN
Equity Shares (m)	1023
M.Cap.(INRb)/(USD\$)	1269.2 / 13.8
52-Week Range (INR)	1309 / 980
1, 6, 12 Rel. Per (%)	8/1/0
12M Avg Val (INR M)	1583

Financials & Valuations (INR b)

Y/E March	2026E	2027E	2028E
Sales	158.7	177.2	195.6
Sales Gr. (%)	10.5	11.7	10.3
EBITDA	31.8	37.4	42.1
EBITDA mrg. (%)	20.0	21.1	21.5
Adj. PAT	21.5	26.2	30.6
Adj. EPS (INR)	21.1	25.7	29.9
EPS Gr. (%)	13.7	21.9	16.4
BV/Sh.(INR)	122.2	126.3	132.7

Ratios

RoE (%)	17.6	20.6	23.1
RoCE (%)	15.4	19.0	21.8
Payout (%)	104.5	93.5	87.0

Valuations

P/E (x)	58.9	48.3	41.5
P/BV (x)	10.1	9.8	9.3
EV/EBITDA (x)	40.4	34.1	30.1
Div. Yield (%)	1.8	1.9	2.1

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	53.1	53.1	53.0
DII	16.5	13.6	11.0
FII	15.4	18.2	20.7
Others	15.1	15.1	15.2

FII includes depository receipts

CMP: INR1,240

TP: INR1,450 (+17%)

Buy

India's print improves; Indonesia set for recovery

- Godrej Consumer's (GCPL) consolidated revenue rose 9% YoY to INR40.8b (est. INR41.4b), while volume growth stood at 7%. EBITDA grew 16.5% YoY (est. 14%) on the back of better-than-expected India and Indonesia margins.
- India revenue rose 11%, with volume growth of 9%, and growth outperformance sustained over peers. Home Care delivered 12% revenue growth, while personal care sales rose 7% YoY. The company expects India volume growth to be ~6% in FY26, while over the next 18-24 months, volume growth is expected to sustain 7-8% growth.
- International revenue rose 5%, led by a 20% growth in GAUM. Indonesia and LATAM declined 3% and ~5%, respectively. Indonesia's performance was impacted by a change in distribution arrangement (-2%) and continued pricing pressure. That said, it is seeing early signs of stabilization.
- India's GM contracted 120bp YoY but expanded 200bp QoQ to 53.5%. EBITDA margin expanded 220bp YoY to 24.9% (est. 24.4%). EBITDA grew 22% YoY (est. 17%) to INR6.3b on the back of lower ad spends and other expenses. GCPL expects EBITDA margin to be in its guided range of 24-26% for the near term.
- The Indian business is witnessing an improvement, with personal wash showing a positive trajectory, led by improving affordability post-GST reduction and stable RM prices. HI portfolio is gaining market share across segments, and GCPL is taking various initiatives to reduce seasonality. With easing palm oil prices, supply chain savings, blending composition changes in soaps and detergents, and media savings, the company is well-positioned for a better margin portfolio in FY27, supporting overall profitability. This combination of improving volume and better margin strengthens earnings visibility. We model 11%/15% revenue and EBITDA CAGR for FY26-28E. Given the growth-centric focus, we remain constructive on GCPL and **reiterate our BUY rating with a TP of INR1,450 (based on 50x Dec'28E EPS).**

India UVG improving; beat on margins

- **Standalone performance:** Net sales (including OOI) grew 11% YoY to INR24.8b in 3QFY26. **The Indian business reported underlying volume growth of 9% YoY.** The Home Care business registered 12% revenue growth, while Personal Care posted a 7% growth. Gross margin contracted 120bp YoY to 53.5%, while GP rose 9%. EBITDA margin expanded 220bp YoY to 24.9% (est. 24.4%). EBITDA grew 22% YoY to INR6.3b on the back of lower ad spends and other expenses. Other income declined 50% YoY, resulting in a PAT of INR3.8b (est. 4.3b).

- **International performance:** Indonesia delivered a 5% UVG, led by Shampoo HC and Baby Care. Sales declined 3% (both Constant Currency and INR) due to competitive pricing pressure. Pricing pressures persist; however, GCPL is seeing early signs of stabilization. EBITDA growth of 2% was driven by strict cost discipline and controls. GCPL expects operating conditions to improve from FY27. GAUM revenue grew 19% in INR and 8% in constant currency terms YoY. The growth was led by Hair Fashion and the scale-up of Air Fresheners, along with continued profit improvement. GAUM continues to perform well and has delivered on its stated objectives of double-digit revenue and profit growth for the year. Consolidated net sales grew 9% YoY to INR40.8b (est. INR41.4b). Consolidated volume growth was 7%.
- **Efficiencies led to an EBITDA margin expansion:** Gross margins contracted 125bp YoY to 52.9% (est. 54%). EBITDA margin expanded 140bp YoY to 21.5% (est. 20.7%) on account of lower ad spends (-6%) and other expenses (-1%), while employee expenses rose 11%.
- **Low other income dented profitability:** EBITDA grew 16.5% YoY (on a weak base of -16.4%) to INR8.8bn (est. INR8.6b). Other income declined 33% YoY. PBT stood at INR7.9b (est. INR8.1b), growing 15% YoY on a weak base of a 20% decline. APAT grew 12% YoY to INR5.6b (est. INR6.1b).
- In 9MFY26, consolidated revenue/EBITDA/APAT grew 8%/3%/3%.

Highlights from the management commentary

- In the long run, GCPL expects 10% volume growth in India vs the current volume growth of ~6% in FY26 (with a subpar soaps performance). Over the next 18-24 months, GCPL expects Indian volumes to improve to 7-8%.
- Improving affordability due to GST reduction and stable commodity prices contributed to a positive trajectory for soaps, with management expecting this to sustain through 4QFY26.
- The Indian business is expected to deliver continued growth performance while maintaining normative EBITDA margins in the coming quarter, while the GAUM business is expected to deliver double-digit revenue and profit growth for the year. Indonesia's recovery is anticipated to start meaningfully from FY27 as market conditions normalize.
- For the full year, consolidated revenue growth is expected to be in high single digits.

Valuation and view

- We trim our EPS estimates by 2-3% over FY26-FY28E.
- Management remains committed to improving Indian business volumes and optimizing efficiencies across the value chain. The GAUM business is expected to continue delivering strong profitability growth. Indonesia's recovery is anticipated to start meaningfully from FY27 as market conditions normalize. Management is confident of sustained profitability momentum into FY27, despite temporary macroeconomic and pricing pressures in Indonesia and LATAM.
- The company is expanding its TAM by foraying into new, faster-growing categories, such as men's face wash and toilet cleaners, and continues to strengthen its core portfolio. Besides, the company has made consistent efforts to address gaps in profitability and growth across its international business. Given the growth-centric focus, we remain constructive on GCPL and **reiterate our BUY rating with a TP of INR1,450 (based on 50x Dec'27E EPS).**

Quarterly Performance (Consolidated)

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	(%)
Domestic volume Growth (%)	8	7	0	4	5	3	9	8	5	6	8	
Net Sales (including OOI)	33,316	36,663	37,684	35,980	37,025	39,251	40,991	41,479	1,43,643	1,58,746	41,602	-1.5
YoY change (%)	-3.4	1.8	3.0	6.3	11.1	7.1	8.8	15.3	1.9	10.5	10.4	
Gross Profit	18,608	20,381	20,402	18,890	19,005	19,931	21,673	21,357	78,282	81,966	22,466	-3.5
Margin (%)	55.9	55.6	54.1	52.5	51.3	50.8	52.9	51.5	54.5	51.6	54.0	
Other Operating Exp.	11,346	12,764	12,843	11,298	12,027	12,548	12,869	12,725	48,251	50,168	13,835	
EBITDA	7,262	7,617	7,559	7,592	6,978	7,383	8,804	8,632	30,031	31,798	8,631	2.0
Margins (%)	21.8	20.8	20.1	21.1	18.8	18.8	21.5	20.8	20.9	20.0	20.7	
YoY growth (%)	6.5	5.3	-16.4	-0.2	-3.9	-3.1	16.5	13.7	-2.2	5.9	14.2	
Depreciation	495	501	619	726	594	656	664	608	2,340	2,522	650	
Interest	878	831	897	896	865	759	789	768	3,501	3,181	755	
Other Income	751	843	831	737	845	629	559	588	3,161	2,620	900	
PBT	6,623	7,107	6,874	6,708	6,365	6,597	7,910	7,843	27,312	28,715	8,126	-2.7
Tax	1,933	2,154	1,834	2,275	1,613	1,657	2,021	1,889	8,196	7,179	2,032	
Rate (%)	29.2	30.3	26.7	33.9	25.3	25.1	25.5	24.1	30.0	25.0	25.0	
Adj PAT	4,649	4,953	5,025	4,321	4,669	4,811	5,626	5,955	18,948	21,536	6,095	-7.7
YoY change (%)	23.6	12.2	-14.3	-24.8	0.4	-2.9	12.0	37.8	-4.2	13.7	21.3	
Reported PAT	4,507	4,913	4,983	4,119	5,025	5,077	4,979	6,455	18,522	21,536	6,095	-18.3

E: MOFSL Estimate

Indian business segment highlights

- **The home care business registered a 12% revenue growth.**
 - **Household Insecticides:** Electrics are gaining market share and Incense Sticks continue to scale up and remain the largest branded stick in the category. Non-mosquito portfolio delivered solid growth. The category was impacted by severe winter conditions.
 - **Air Fresheners** continued to witness a robust growth momentum, with consistent market share gains and market leadership.
 - **Fabric Care** maintained its robust growth momentum. It continued to gain market share on the back of strong performance in Godrej Fab. Ezee demonstrated robust performance, supported by a severe winter.
 - The new Launch of Godrej Spic Toilet Cleaner in Tamil Nadu has witnessed strong initial consumer traction and gained positive feedback. Toilet Cleaners is a ~INR3k crore category in India, growing at robust double digit.
- **The personal care recorded a revenue growth of 7%.**
 - **Personal Wash** is showing a positive trajectory, led by improving affordability post GST reduction. It continues to win competitively and gain market share. The commodity situation is largely stable.
 - **Hair Colour** is delivering strong performance and gaining market share across the company's key bets on both Crème and Shampoo Hair Colour, which continue to deliver strong growth performance.
 - **Perfumes & Deodorants** maintain steady performance, led by Perfumes. KS99 continues to perform well and has scaled to other states in Southern India. The company has made new launches of women's perfumes in modern trade and e-commerce channels, aimed at driving the penetration of fragrances and deodorants.

Exhibit 1: Snapshot of 3QFY26 performance as reported by the company

Growth (%)		
	Consolidated	Standalone
UVG	7	9
Net sales	9	11
Net sales (constant currency)	7	-
EBITDA	16	22
Net profit (reported)	Flattish	12
Net profit (without exceptional and one-off items)	14	26

Source: Company, MOFSL

Exhibit 2: Snapshot of sales by geography

International business	3QFY26		
	Sales (INR m)	Growth (%)	CC growth (%)
India – Reported	24,840	11	-
Indonesia	4,930	-3	-3
Africa, USA & Middle East (organic)	9,210	19	8
Latin America and SAARC	2,490	-5	7
Total net sales (Reported)	40,790	9	7

Source: Company, MOFSL



Highlights from the conference call

Business operations and environment

- In the long run, GCPL expects 10% volume growth in India vs current volume growth of ~6% in FY26 (with a subpar soaps performance). Over the next 18-24 months, GCPL expects India volumes to improve to 7-8%.
- The company aims for volume growth independent of general market conditions.
- Air fresheners, laundry liquids, incense sticks, perfumes/deos are rapid-growth segments with large TAM.
- GCPL's unit growth was robust in 3QFY26 despite GST-led grammage increases on the small packs. Management further alluded that small pack grammage is still significantly lower than in 3QFY25.
- Consumer demand for personal care is recovering, with soaps benefiting from improved affordability due to GST reduction and stable commodity prices.
- For soaps, improving affordability due to GST reduction and stable commodity prices contributed to a positive trajectory, with management expecting this to sustain through 4QFY26.
- The non-mosquitoes segment in HI is growing very fast. In Premium Hi, while it is gaining share, growth remains muted.
- The company has implemented a weighted average price increase of 30% on Incense Sticks since the launch, observing no slowdown in volume growth, which has positively impacted margins.
- GCPL's pet food segment has received mixed traction in the test market (Tamil Nadu).
- The company launched Spic Toilet Cleaner in Tamil Nadu two months ago, which is showing encouraging initial traction. However, GCPL will take a call on national or South India rollout after six months of evaluation.

Cost and margins

- The India business delivered healthy EBITDA margins of 24.8%, driven by favorable input costs, disciplined cost management, calibrated pricing, and improved operating leverage. Management believes past margin challenges are likely behind.
- Margin expansion was significantly driven by product composition changes in soaps and laundry portfolio, blend flex between vegetable oil, and fossil fuel. So, a combination of supply chain savings, blend flex in soaps and detergents, and media savings has been the key margin driver.
- GCPL further alluded that margins are highly dependent on oil price fluctuations, a sharp increase exceeding 15% could lead to a one or two quarter delay in margin recovery.
- Indonesia's profitability improved by nearly 100bp YoY, with meaningful recovery expected from FY27 as market conditions normalize.

Home care

- **Household Insecticide (HI):** In HI, GCPL has gained significant market share in all four segments (incense sticks, electrics, aerosols, and coils). Moreover, incense sticks is now quite a profitable business. Non-mosquito portfolio continues to

deliver solid growth. GCPL expects HI business growth to improve from current mid-single digits to high single digits going forward.

- **Air fresheners:** Air fresheners delivered robust performance and continued to gain market share and enjoy market leadership. The company launched new Air Pocket internationally, which continued to receive healthy consumer traction.

Personal care

- **Soaps:** Personal Wash is showing positive trajectory, led by improving affordability post GST reduction and a stable RM scenario. GCPL continues to win competitively and gain market share.
- **Deodorants:** Perfumes & Deodorants maintain steady performance, led by Perfumes. KS99 continues to perform well and has scaled to other states of Southern India. The company has launched new products in Women's Perfumes in modern trade and e-commerce channel, aimed at driving penetration of fragrances and deodorants. In Park Avenue, specifically for EDPs, GCPL is competing for the #2 position and is experiencing robust growth. The EDP business, now almost INR1b in gross sales value, is a fast-growing category. That said, the segment's current growth is trending below GCPL's internal expectations.
- For Muuchstac, management aims to consolidate and become the number two player in the men's face wash market, which is a INR10b market growing at 20%.

International business

- **Indonesia:** Pricing pressures persist, however GCPL is seeing early signs of stabilization. The region delivered 5% UVG led by Shampoo, Hair Colour, and Baby care. Sales declined by 3% (both Constant Currency and INR) due to competitive pricing pressure. EBITDA growth of 2% driven by strict cost discipline and controls. GCPL expects operating conditions to improve from FY27.
- **GAUM:** The business recorded strong growth led by Hair Fashion and scale up of Air Fresheners and profitability improvement continues. Aer Pocket continues strong traction across markets. Hair Care range continued to deliver strong double-digit growth across Africa. GAUM EBITDA grew 18%, and while sharp margin increases may moderate, there is still scope for continued margin improvement, with the bottom line expected to grow faster than the top line for the next few years.

Outlook

- The Indian business is expected to deliver continued growth performance while maintaining normative EBITDA margins in the coming quarter.
- The GAUM business (Africa, USA, and Middle East) is expected to deliver double-digit revenue and profit growth for the year.
- Indonesia's recovery is anticipated to start meaningfully from FY27 as market conditions normalize.
- For the full year, consolidated revenue growth is expected to be in high single digit.
- Management is confident of sustained profitability momentum into FY27, despite temporary macroeconomic and pricing pressures in Indonesia and LATAM.

Key exhibits

Segment revenue (INR m)	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
India	22,041	20,336	21,629	23,007	22,617	21,849	23,300	23,893	25,103
Indonesia	4,665	4,983	4,651	5,138	5,079	5,043	4,481	4,802	4,937
Africa (including SON)	9,233	5,937	5,446	6,446	7,724	6,903	7,074	8,047	9,226
Others	993	2,900	1,953	2,476	2,636	2,572	2,264	2,091	2,465
Less: Inter-segment eliminations	-335.7	-300.4	-363.9	-402.7	-371	-388.3	-500.3	-580.4	-739
Net Sales from operations	36,596	33,856	33,316	36,663	37,684	35,980	36,619	38,251	40,991
Segment revenue growth (%)									
India	9.7	11.6	7.9	6.1	2.6	7.4	7.7	3.9	11.0
Indonesia	7.7	14.7	3.2	8.6	8.9	1.2	-3.7	-6.6	-2.8
Africa (including SON)	-8.3	-22.9	-35.8	-21.0	-16.3	16.3	29.9	24.8	19.4
Others	-45.7	42.5	8.0	35.6	165.4	-11.3	15.9	-15.6	-6.5
Less: Inter-segment eliminations	-1.3	-3.0	-0.6	7.0	10.5	29.3	37.5	44.1	99.2
Net Sales from operations	1.7	5.8	-3.4	1.8	3.0	6.3	9.9	4.3	8.8
Segment EBIT (INR m)									
India	6,762	5,797	5,705	6,068	5,382	5,040	5,321	5,104	6,063
Indonesia	1,166	1,332	1,172	1,092	1,187	1,472	1,063	1,047	1,211
Africa (including SON)	825	665.1	625.4	769.4	1014.4	998.5	732.9	926.4	1141.4
Others	24.7	74.2	146.2	146.3	300.3	210.2	202	345.3	312.1
Less: Inter-segment eliminations	-208.7	-171.1	-128	-120.2	-111.9	-117.2	-121.9	-117.7	-2.84
Net EBIT from operations	8,569	7,697	7,521	7,955	7,772	7,603	7,197	7,305	8,725
Segment EBIT growth (%)									
India	20.7	16.8	-10.0	-11.1	-20.4	-13.0	-6.7	-15.9	12.7
Indonesia	23.1	27.2	17.9	7.7	1.8	10.5	-9.3	-4.0	2.0
Africa (including SON)	32.9	123.9	42.1	54.1	23.0	50.1	17.2	20.4	12.5
Others	-80.9	-60.0	84.1	319.2	1115.8	183.3	38.2	136.0	3.9
Net EBIT from operations	20.3	22.1	18.3	12.2	-9.3	-1.2	-4.3	-8.2	12.3
Segment EBIT mix (%)									
India	79	75	76	76	69	66	74	70	69
Indonesia	14	17	16	14	15	19	15	14	14
Africa (including SON)	10	9	8	10	13	13	10	13	13
Others	0	1	2	2	4	3	3	5	4
Less: Inter-segment eliminations	-2	-2	-2	-2	-1	-2	-2	-2	0
Net EBIT from operations	100	100	100	100	100	100	100	100	100
Segment EBIT margin (%)									
India	30.7	28.5	26.4	26.4	23.8	23.1	22.8	21.4	24.2
Indonesia	25.0	26.7	25.2	21.2	23.4	29.2	23.7	21.8	24.5
Africa (including SON)	8.9	11.2	11.5	11.9	13.1	14.5	10.4	11.5	12.4
Others	2.5	2.6	7.5	5.9	11.4	8.2	8.9	16.5	12.7
Net EBIT margin from operations	23.4	22.7	22.6	21.7	20.6	21.1	19.7	19.1	21.3
Segment EBIT margin change (%)									
India	2.8	1.3	-5.2	-5.1	-6.9	-5.4	-3.5	-5.0	0.4
Indonesia	3.1	2.6	3.1	-0.2	-1.6	2.5	-1.5	0.6	1.2
Africa (including SON)	2.8	7.3	6.3	5.8	4.2	3.3	-1.1	-0.4	-0.8
Others	-4.6	-6.6	3.1	4.0	8.9	5.6	1.4	10.6	1.3
Overall EBIT change	3.6	3.0	4.1	2.0	-2.8	-1.6	-2.9	-2.6	0.7

Valuation and view

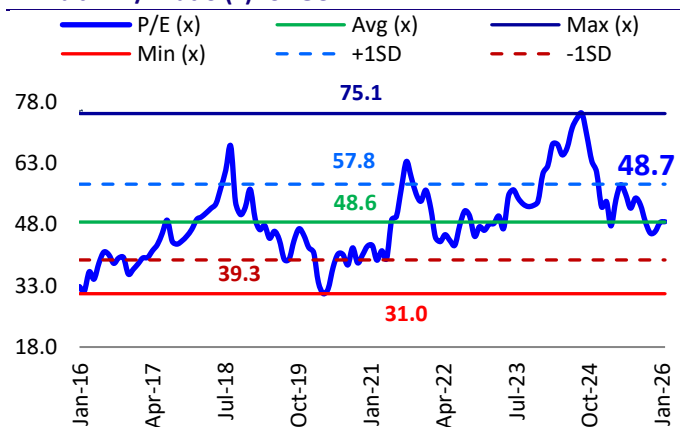
- We trim our EPS estimates by 2-3% over FY26-FY28E.
- Management remains committed to improving India's business volumes and optimizing efficiencies across the value chain. GAUM business is expected to continue delivering strong profitability growth. Indonesia's recovery is anticipated to start meaningfully from FY27, as market conditions normalize. Management is confident of a sustained profitability momentum into FY27, despite temporary macroeconomic and pricing pressures in Indonesia and LATAM.
- The company is expanding its TAM by foraying into new, faster-growing categories, such as men's face wash and toilet cleaners, and continues to strengthen its core portfolio. Besides, the company has made consistent efforts to address gaps in profitability and growth across its international business. Given the growth-centric focus, we remain constructive on GCPL and **reiterate our BUY rating with a TP of INR1,450 (based on 50x Dec'27E EPS).**

Exhibit 3: We trim our EPS estimates by 2-3% over FY26-FY28E

INR bn	New			Old			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Sales	158.7	177.2	195.6	157.5	176.6	194.9	0.8	0.4	0.3
EBITDA	31.8	37.4	42.1	31.3	37.5	42.4	1.6	-0.3	-0.7
PAT	21.5	26.2	30.6	21.9	27.1	31.2	-1.7	-3.1	-2.0

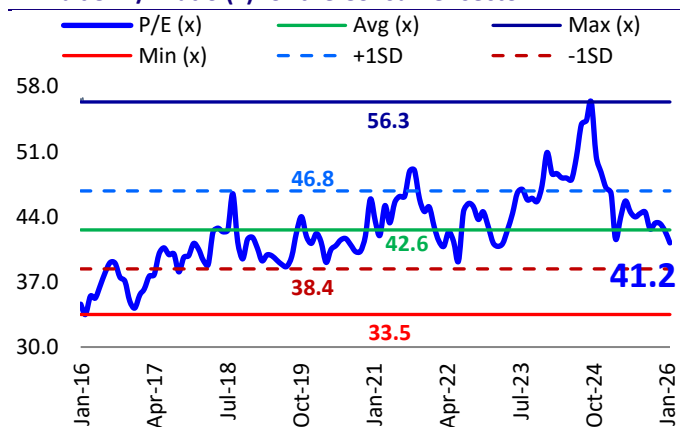
Source: Company, MOFSL

Exhibit 4: P/E ratio (x) for GCPL



Source: Company, MOFSL

Exhibit 5: P/E ratio (x) for the Consumer sector



Source: Company, MOFSL

Financials and valuations

Income Statement							(INR b)		
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Net Sales	99.1	110.3	122.8	133.2	141.0	143.6	158.7	177.2	195.6
Change (%)	-3.9	11.3	11.3	8.5	5.9	1.9	10.5	11.7	10.3
Gross Profit	56.5	61.0	62.0	66.1	77.8	78.3	82.0	93.1	104.0
Margin (%)	57.0	55.3	50.5	49.7	55.2	54.5	51.6	52.6	53.2
Total Expenditure	77.8	87.0	97.8	107.8	110.3	113.6	126.9	139.8	153.5
EBITDA	21.3	23.3	24.9	25.4	30.7	30.0	31.8	37.4	42.1
Change (%)	1.5	9.3	6.8	1.9	20.9	-2.2	5.9	17.6	12.4
Margin (%)	21.5	21.2	20.3	19.1	21.8	20.9	20.0	21.1	21.5
Depreciation	2.0	2.0	2.1	2.4	2.4	2.3	2.5	2.6	2.6
Int. and Fin. Charges	2.2	1.3	1.1	1.8	3.0	3.5	3.2	2.8	1.8
Interest Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Income-rec.	1.1	0.7	0.9	1.7	2.7	3.2	2.6	2.9	3.1
PBT	18.3	20.7	22.6	23.0	28.0	27.4	28.7	35.0	40.7
Change (%)	0.8	13.0	9.3	1.5	22.1	-2.4	5.0	21.9	16.4
Margin (%)	18.5	18.8	18.4	17.2	19.9	19.0	18.1	19.7	20.8
Total tax	2.6	3.6	3.7	4.3	7.6	8.2	7.2	8.7	10.2
Tax Rate (%)	14.4	17.4	16.4	18.7	27.1	30.0	25.0	25.0	25.0
PAT	15.7	17.1	18.9	18.7	20.4	19.2	21.5	26.2	30.6
Change (%)	-24.4	9.1	10.5	-1.3	9.5	-6.3	12.4	21.9	16.4
Margin (%)	15.8	15.5	15.4	14.0	14.5	13.3	13.6	14.8	15.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Group Adjusted PAT	14.7	17.2	17.9	17.4	19.8	18.9	21.5	26.2	30.6
Non-rec. (Exp.)/Income	-0.8	-0.4	-0.1	-0.5	-24.8	-0.6	0.0	0.0	0.0
Reported PAT	14.8	16.1	17.8	17.0	-5.6	18.5	21.5	26.2	30.6

Balance Sheet							(INR b)		
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Share Capital	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Reserves	78.0	93.4	111.3	136.9	125.1	119.0	124.0	128.2	134.7
Minority Int	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Networth	79.0	94.4	112.3	137.9	126.1	120.0	125.0	129.2	135.7
Loans	26.6	17.7	16.1	10.3	31.5	38.8	24.8	16.8	8.8
Deferred Liability	-5.7	-6.4	-6.8	-6.4	-2.8	0.9	0.9	0.9	0.9
Capital Employed	99.9	105.7	121.6	141.9	154.9	159.8	150.8	147.0	145.5
Gross Block	45.2	46.3	45.9	49.9	62.8	63.7	65.7	67.2	68.7
Less: Accum. Depn.	6.3	8.6	7.5	8.8	8.8	9.3	11.8	14.3	16.9
Net Fixed Assets	38.9	37.7	38.4	41.1	54.0	54.4	53.9	52.9	51.8
Capital WIP	0.6	0.6	1.2	0.5	0.8	4.6	4.6	4.6	4.6
Goodwill	53.4	51.3	53.8	58.2	50.3	51.5	51.5	51.5	51.5
Non Curr Investments	0.3	0.2	1.7	8.4	17.9	6.3	6.8	7.3	7.8
Current Investments	6.4	6.6	8.4	21.9	17.2	31.0	25.5	21.0	16.5
Currents Assets	43.5	39.7	47.3	37.9	40.8	45.1	45.1	50.3	57.8
Inventory	17.0	17.2	21.3	15.4	12.7	14.2	14.9	16.6	18.3
Account Receivables	11.6	10.0	11.2	12.5	15.4	18.2	20.1	22.4	24.8
Cash and Bank Balance	7.7	6.7	7.8	3.9	5.5	4.8	1.7	2.1	5.0
Loans and Advances	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Current Assets	6.9	5.5	7.0	6.1	7.2	7.9	8.5	9.1	9.7
Curr. Liab. & Prov.	43.2	30.4	29.2	26.1	26.1	33.2	36.6	40.6	44.5
Account Payables	24.8	20.1	21.6	18.2	16.8	21.4	23.9	26.7	29.5
Other Liabilities	16.6	8.4	5.7	6.1	6.7	9.2	10.0	11.1	12.1
Net Current Assets	0.3	9.3	18.1	11.8	14.7	12.0	8.5	9.7	13.3
Net Assets	99.9	105.7	121.6	141.9	154.9	159.8	150.8	147.0	145.5

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Basic (INR)									
EPS	14.4	16.8	17.5	17.1	19.3	18.5	21.1	25.7	29.9
Cash EPS	16.3	18.8	19.6	19.4	21.7	20.8	23.5	28.2	32.4
BV/Share	77.3	92.3	109.8	134.9	123.3	117.3	122.2	126.3	132.7
DPS	6.0	0.0	0.0	0.0	15.0	20.0	22.0	24.0	26.0
Payout (%)	41.7	0.0	0.0	0.0	77.5	108.0	104.5	93.5	87.0
Valuation (x)									
P/E	86.1	73.9	70.7	72.7	64.1	66.9	58.9	48.3	41.5
Cash P/E	75.9	66.1	63.3	64.0	57.1	59.6	52.7	44.0	38.3
EV/Sales	13.0	11.6	10.4	9.5	9.1	9.0	8.1	7.2	6.5
EV/EBITDA	60.3	54.8	51.2	49.9	41.6	43.2	40.4	34.1	30.1
P/BV	16.0	13.4	11.3	9.2	10.1	10.6	10.1	9.8	9.3
Dividend Yield	0.5	0.0	0.0	0.0	1.2	1.6	1.8	1.9	2.1
Return Ratios (%)									
RoE	19.4	19.8	17.4	13.9	15.0	15.4	17.6	20.6	23.1
RoCE (Post-tax)	17.8	17.7	17.4	15.2	15.2	13.7	15.4	19.0	21.8
RoIC	19.9	19.9	19.6	17.8	18.7	17.1	19.5	23.3	26.5
Working Capital Ratios									
Debtor (Days)	43	33	33	34	40	46	46	46	46
Asset Turnover (x)	2.5	2.9	3.1	3.2	2.6	2.4	2.7	3.1	3.5
Leverage Ratio									
Debt/Equity (x)	0.3	0.2	0.1	0.1	0.3	0.3	0.2	0.1	0.1

Cash Flow Statement

(INR b)

Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
OP/(Loss) before Tax	18.4	20.8	21.6	21.3	2.0	26.7	28.7	35.0	40.7
Net interest	1.4	0.9	0.5	0.8	1.1	1.2	1.9	1.3	0.3
Direct Taxes Paid	-3.4	-4.0	-4.5	-4.2	-3.7	-4.7	-7.2	-8.7	-10.2
(Inc)/Dec in WC	-2.6	-0.5	-5.4	0.9	-4.6	0.4	0.3	-0.8	-0.8
CF from Operations	13.8	17.3	12.2	18.9	-5.2	23.5	23.7	26.8	30.1
Inc in FA	-1.5	-1.6	-2.8	-2.2	-2.8	-5.6	-2.0	-1.5	-1.5
Free Cash Flow	14.4	18.7	11.7	19.3	17.9	20.2	24.3	27.9	31.1
Pur of Investments	-1.3	-0.3	-4.7	-16.4	-6.1	0.5	5.0	4.0	4.0
Others	-1.3	-1.2	-2.1	1.1	-24.3	0.5	7.3	4.0	4.1
CF from Investments	-4.2	-3.1	-9.6	-17.5	-33.2	-4.6	10.3	6.5	6.6
Inc in Debt	-1.3	-16.2	-2.2	-6.3	22.7	7.3	-14.0	-8.0	-8.0
Dividend Paid	-9.9	0.0	0.0	0.0	-5.1	-25.6	-22.5	-24.6	-26.6
Interest Paid	-1.5	-1.6	-1.1	-1.1	-2.6	-3.1	-3.2	-2.8	-1.8
Other Item	-0.3	-0.4	-0.5	-0.5	-0.9	-0.5	0.0	0.0	0.0
CF from Fin. Activity	-13.0	-18.2	-3.8	-7.9	14.1	-21.8	-39.7	-35.3	-36.4
Inc/Dec of Cash	-1.2	-1.0	1.1	-3.9	1.6	-0.6	-3.2	0.5	2.9
Add: Beginning Balance	8.9	7.7	6.7	7.8	3.9	5.5	4.8	1.7	2.1
Closing Balance	7.7	6.7	7.8	3.9	5.5	4.8	1.7	2.1	5.0

E: MOFSL Estimates

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