

# Radico Khaitan

Estimate change	↑
TP change	↔
Rating change	↔

Bloomberg	RDCK IN
Equity Shares (m)	134
M.Cap.(INRb)/(USDb)	396.6 / 4.3
52-Week Range (INR)	3695 / 1846
1, 6, 12 Rel. Per (%)	-5/8/25
12M Avg Val (INR M)	919

## Financials & Valuations (INR b)

Y/E March	2026E	2027E	2028E
Sales	60.7	68.8	77.3
Sales Gr. (%)	25	13	12
EBITDA	10.0	11.7	13.9
Margin (%)	16.5	17.1	18.0
PAT	6.0	7.4	9.2
EPS (INR)	44.9	55.4	68.5
EPS Gr. (%)	74	23	24
BV/Sh.(INR)	237	281	336

## Ratios

RoE (%)	18.9	19.7	20.4
RoCE (%)	19.5	21.5	24.1
Payout (%)	20.0	20.0	20.0

## Valuations

P/E (x)	65.9	53.4	43.2
P/BV (x)	12.5	10.5	8.8
EV/EBITDA (x)	39.7	33.7	28.1

## Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	40.2	40.2	40.2
DII	24.0	25.5	25.6
FII	19.8	18.0	17.7
Others	16.0	16.3	16.5

FII includes depository receipts

**CMP: INR2,962 TP: INR3,550 (+20%) Buy**

## Industry-leading P&A growth; beat on margin

- Radico Khaitan (RDCK) continued to deliver robust volume growth and strong operating performance in 3QFY26. Revenue growth was at 20% YoY to INR15.5b. The company continued to beat our expectations on the volume front, registering a strong 17% YoY growth (UNSP dipped 3% YoY). P&A volumes jumped 26% YoY to 4.6m cases (est: 4.3m). Regular portfolio volumes rose 33% YoY to ~5m cases, while Royalty cases were down 63% YoY to 0.4m cases. Non-IMFL revenue grew 1% due to lower bulk alcohol sales YoY.
- RDCK witnessed growth across regions, except in Maharashtra, where the industry declined ~20%, although Maharashtra Made Liquor (MML) is slowly gaining pace. Maharashtra's market size, previously ~2.4m cases per month, has declined to ~1.8m cases, with MML currently accounting for ~0.5m cases.
- Gross margin expanded 350bp YoY to 46.5% (highest in the last 18 quarters), backed by a benign raw material scenario (RM benefit +225bp YoY) and premiumization. Management expects ENA and grain prices to remain stable in the near term. EBITDA surged 45% YoY (est. 36%) and EBITDA margin expanded 310bp YoY to 17.3% (at a 20-quarter high). RDCK will continue to focus on premiumization and operating efficiencies, which, along with soft RM prices, are expected to support margin expansion going forward. We model EBITDA margins of 17% and 18% for FY27 and FY28, respectively.
- We continue to remain positive on RDCK, given its strong growth trajectory in the P&A segment and strategic expansion into premium and luxury portfolios. The luxury segment is seeing strong industry volumes, and RDCK expects to generate INR5b revenue from this segment. With a continued focus on premiumization, operating leverage, and broad-based geographic expansion, RDCK has delivered industry-leading growth. We believe the rich valuations are well justified by its continued strong performance. We reiterate a BUY rating with a TP of INR3,550.

## Solid volume growth sustains in 3Q; EBITDA up 45%

- Double-digit sales growth continues:** Standalone net sales sustained robust growth, up 20% YoY to INR15.5b (est. INR15.3b) in 3QFY26. Total volume rose 17% YoY, with P&A volumes better than expected, growing 26% YoY to 4.6m cases (est: 4.3m). Regular portfolio volumes rose 33% YoY to ~5m cases, backed primarily by route-to-market changes in Andhra Pradesh. Royalty cases were down 63% YoY to 0.4m cases. Non-IMFL revenue grew 1% due to lower bulk alcohol sales YoY.

- **EBITDA rose by a solid 45% YoY:** Gross margin expanded 350bp YoY (+290bp QoQ) to 46.5% (the highest in the last 18 quarters), backed by a relatively benign raw material scenario and premiumization. Employee costs rose 11%, and other expenses grew 10% YoY. S&D grew 44%. Management alluded that in 3QFY26, A&SP was 6.9% of IMFL sales compared to 5.5% in the base. It expects to maintain the A&SP spending to around 6-8% of IMFL revenue. EBITDA surged 45% YoY, while EBITDA margin expanded 310bp YoY to 17.3% (at a 20-quarter high), benefiting from robust GM expansion.
- **Strong growth in profitability:** PBT/APAT grew 66%/72% YoY in 3QFY26.
- 3QFY26 included an exceptional charge of INR95.6m on account of changes related to the New Labor Code.
- Revenue/EBITDA/APAT grew 28%/49%/74% YoY in 9MFY26.
- The Board has accorded an in-principle approval for the incorporation of a wholly-owned subsidiary in Scotland, UK.

### Highlights from the management commentary

- RDCK has witnessed growth across regions, except in Maharashtra. It has grown relatively faster in Andhra Pradesh, Uttar Pradesh, Telangana, Rajasthan, Madhya Pradesh, and Haryana.
- In Maharashtra, the industry declined ~20% in 3Q, but MML is slowly gaining pace. RDCK stated that its total market size in Maharashtra was ~2.4m cases per month, which has now declined to ~1.8m cases, with MML currently accounting for ~0.5m cases.
- Management is confident of achieving INR5b sales from the luxury portfolio in FY26 (vs 3.4b in FY25).
- RDCK remains on track to be debt-free by FY27.

### Valuation and view

- We raise our EPS estimates by 3-5% for FY26-FY28 on the back of continued strong volume growth and beat on margins.
- RDCK's management remains committed to steadily reducing its debt, supported by healthy free cash flow generation. The company has reduced net debt by INR2.1b since Mar'25 and is on track to be debt-free by FY27.
- It remains focused on accelerating premium and luxury growth while driving greater efficiency across operations with disciplined capital allocation.
- RDCK's P&A sales were ~15% of UNSP's P&A sales in FY19; this share has now grown to ~30% (as of FY26E), and we expect it to further improve going forward. The valuation gap with UNSP has narrowed significantly, reflecting market recognition of RDCK's brand strength and execution.
- The company is currently trading at 53x/43x FY27E/FY28E P/E, with an RoE/RoIC of ~20%/21% in FY27E. We believe a ~24% EPS CAGR over FY26-28E provides adequate support for sustaining rich valuations. We value the company at 50x P/E on Mar'28E EPS to derive a TP of INR3,550.

**Radico Khaitan  
(Standalone)**

(InR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	
<b>IMFL volume growth %</b>	-4.1	-2.4	15.5	27.5	37.5	37.7	16.6	14.6	9.2	25.3	17.3	
<b>P&amp;A volume growth (%)</b>	14.2	12.7	18.0	16.4	40.7	21.6	25.9	16.6	15.5	25.5	18.0	
<b>Regular volume growth (%)</b>	-14.0	-11.9	13.5	78.1	51.8	79.4	32.8	15.6	13.3	39.9	40.0	
<b>Total revenues</b>	11,365	11,163	12,942	13,041	15,060	14,939	15,467	15,264	48,512	60,730	15,297	1%
YoY change (%)	19.1	20.7	11.5	20.9	32.5	33.8	19.5	17.0	17.8	25.2	18.2	
<b>Gross Profit</b>	4,720	4,870	5,568	5,669	6,477	6,520	7,194	7,138	20,773	27,328	6,731	7%
Margin (%)	41.5	43.6	43.0	43.5	43.0	43.6	46.5	46.8	42.8	45.0	44.0	
<b>EBITDA</b>	1,490	1,632	1,840	1,776	2,322	2,376	2,672	2,663	6,737	10,033	2,493	7%
Margins (%)	13.1	14.6	14.2	13.6	15.4	15.9	17.3	17.4	13.9	16.5	16.3	
EBITDA growth (%)	24.7	34.6	28.8	45.0	55.8	45.6	45.2	49.9	33.1	48.9	35.6	
Depreciation	329	357	356	360	363	374	372	387	1,401	1,495	380	
Interest	185	167	195	215	159	163	164	153	738	639	145	
Other income	37	11	11	14	47	24	26	29	49	125	25	
<b>PBT</b>	1,014	1,118	1,299	1,215	1,846	1,863	2,162	2,152	4,646	8,023	1,993	8%
Tax	251	297	339	308	443	474	515	582	1,194	2,014	500	
Rate (%)	24.7	26.5	26.1	25.3	24.0	25.4	23.8	27.0	25.7	25.1	25.1	
Extraordinary inc/(Exp)	0	0	0	0	-70	0	-96	0	0	-166	0	
<b>Reported PAT</b>	763	822	960	907	1,473	1,390	1,742	1,570	3,452	6,175	1,493	17%
<b>Adj.PAT</b>	763	822	960	907	1,403	1,390	1,647	1,570	3,452	6,009	1,493	10%
YoY change (%)	20.7	32.8	30.0	59.7	83.9	69.1	71.6	73.1	35.0	74.1	55.6	

E: MOFSL Estimate

**Key operational metrics**

Revenue Split (Rs Mn)	Q3FY24	Q4FY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
P&A	5,197	5,035	4,995	5,780	6,479	6,148	7,132	7,184	8,383
Regular	1,997	1,715	2,363	1,766	2,294	3,440	3,499	3,228	2,952
Royalty	100	124	96	93	158	104	65	62	62
<b>IMFL</b>	<b>7,294</b>	<b>6,874</b>	<b>7,454</b>	<b>7,639</b>	<b>8,931</b>	<b>9,692</b>	<b>10,696</b>	<b>10,474</b>	<b>11,397</b>
<b>Non IMFL</b>	<b>4,315</b>	<b>3,912</b>	<b>3,911</b>	<b>3,523</b>	<b>4,011</b>	<b>3,349</b>	<b>4,364</b>	<b>4,465</b>	<b>4,070</b>
<b>Total</b>	<b>11,609</b>	<b>10,786</b>	<b>11,365</b>	<b>11,162</b>	<b>12,942</b>	<b>13,041</b>	<b>15,060</b>	<b>14,939</b>	<b>15,467</b>
<b>Rev Growth YoY (%)</b>									
P&A	29%	16%	19%	18%	25%	22%	43%	24%	29%
Regular	-11%	-21%	-15%	-12%	15%	101%	48%	83%	29%
Royalty	39%	61%	25%	16%	58%	-16%	-32%	-33%	-61%
<b>IMFL</b>	<b>15%</b>	<b>4%</b>	<b>6%</b>	<b>9%</b>	<b>22%</b>	<b>41%</b>	<b>43%</b>	<b>37%</b>	<b>28%</b>
<b>Non IMFL</b>	<b>174%</b>	<b>126%</b>	<b>57%</b>	<b>56%</b>	<b>-7%</b>	<b>-14%</b>	<b>12%</b>	<b>27%</b>	<b>1%</b>
<b>Total</b>	<b>47%</b>	<b>30%</b>	<b>19%</b>	<b>21%</b>	<b>11%</b>	<b>21%</b>	<b>33%</b>	<b>34%</b>	<b>20%</b>
<b>IMFL Volume details (Mn Cases)</b>									
Prestige & Above	3.11	2.92	2.73	3.2	3.67	3.4	3.84	3.89	4.62
Regular	3.12	2.97	3.57	2.81	3.54	5.29	5.42	5.04	4.7
Royalty	1.01	1.28	0.77	0.78	1.15	0.45	0.46	0.42	0.43
<b>Total</b>	<b>7.24</b>	<b>7.17</b>	<b>7.07</b>	<b>6.79</b>	<b>8.36</b>	<b>9.14</b>	<b>9.72</b>	<b>9.35</b>	<b>9.75</b>
<b>Chg YoY (%)</b>				5.93					
Prestige & Above	20%	15%	14%	13%	18%	16%	41%	22%	26%
Regular	-12%	-22%	-14%	-12%	13%	78%	52%	79%	33%
Royalty	16%	44%	-7%	-16%	14%	-65%	-40%	-46%	-63%
<b>Total</b>	<b>4%</b>	<b>-1%</b>	<b>-4%</b>	<b>-2%</b>	<b>15%</b>	<b>27%</b>	<b>37%</b>	<b>38%</b>	<b>17%</b>



## Highlights from the management commentary

### Operating environment

- RDCK has seen growth across regions, except Maharashtra. It has grown relatively faster in Andhra Pradesh, Uttar Pradesh, Telangana, Rajasthan, Madhya Pradesh, and Haryana.
- In Maharashtra, the industry declined ~20% in 3Q, but MML is slowly gaining pace. RDCK stated that the total market size of Maharashtra was ~2.4m cases per month, which has now come down to ~1.8m cases. MML currently accounts for ~0.5m cases.
- In UP, RDCK has the highest volume and market share in the country liquor segment.
- In Telangana, the company grew 5-6% YoY in 3QFY26 (as October and November were relative muted).
- Recent premium and luxury launches are gaining early momentum.
- Ongoing premiumization, coupled with a stable raw material scenario, has led to significant margin expansion.
- Indian malts are becoming more expensive than Scottish malts.
- Jaisalmer Indian Craft Gin now commands more than 50% of market share in the luxury gin space.
- The company has an on-trade mix of ~6-7% of total sales.
- RDCK is accelerating its presence in the on-trade channel, where premium consumption and strong brand advocacy among trade partners and influencers are deepening consumer engagement and long-term brand equity.
- Recent launches are seeing strong early traction.
- The company is seeing broad-based strength across its premium brands, driven by strategic price positioning and sharper execution.
- Exports are ~6% of volumes and ~10% of sales for the company.
- Ongoing capex is largely directed toward maintenance.
- RDCK remains on track to be debt-free by FY27.
- Management is confident of achieving ~INR5b sales from the luxury portfolio in FY26 (vs 3.4b in FY25).
- The company remains confident of delivering strong double digit growth in the P&A category. For FY26, its overall volume growth is expected to be in the 20%+ range, led by strong P&A volumes.

### Brand performance

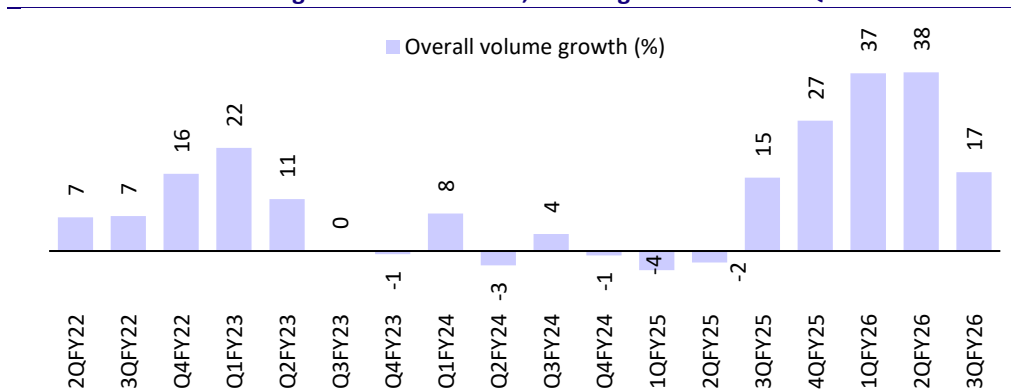
- Magic Moments Vodka continued its strong growth trajectory with 18% volume growth in 3Q, and crossed INR10.5b sales in 9MFY26.
- After Dark Whisky grew 40% YoY and crossed 2.4m cases.
- 8PM Premium Black Whisky (available in 24 states) will see continued distribution expansion. RDCK is seeing strong traction for the brand. As part of its premiumization strategy, the company has introduced a bold new look for 8PM Premium Black Whisky.
- Morpheus Rare Luxury Whisky is now available in eight states, and the response to the brand has been encouraging. RDCK plans to enter to 12 states in FY26.

- Royal Ranthambore whisky grew over 50% in 3Q, driven by demand across both civil and CSD channels. It held a market share of 10% in CSD in December 2025.
- Spirit of Kashmir, a luxury vodka brand, continues to gain traction. It is currently available in eight states, with launches planned in four more states by the end FY2026. It is also available in the UAE and Africa, with Australia and UK planned for end of Jan'26.

### Cost and margins

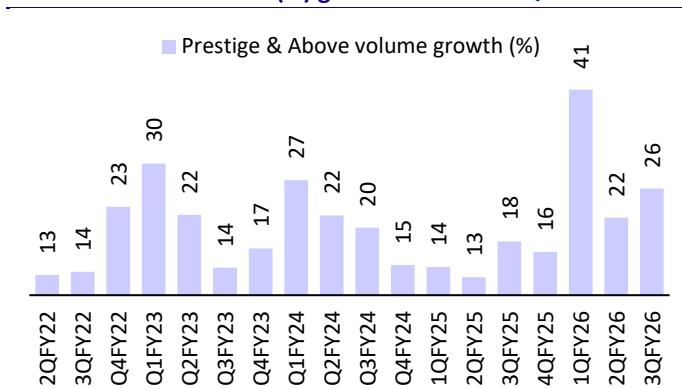
- Gross margin during the quarter was 46.5%, representing a 350bp expansion YoY and 290bp expansion QoQ. GM expanded on a YoY basis due to a relatively benign raw material scenario, coupled with ongoing premiumization. That said, raw material accounted for 225bp of gross margin expansion during the quarter.
- Management expects ENA and grain prices to remain benign in the near term.
- In 3QFY26, A&SP was 6.9% of IMFL sales, compared to 5.5% in the base. A&SP spend is expected to remain around 6% to 8% of IMFL revenue going forward.
- EBITDA margin expanded 310bp, benefiting from GM expansion.
- Net debt has reduced INR2.1b since Mar'25, driven by improved profitability and tighter working capital management.

**Exhibit 1: Overall volume growth was 17% YoY, reaching 9.8m cases in 3QFY26**



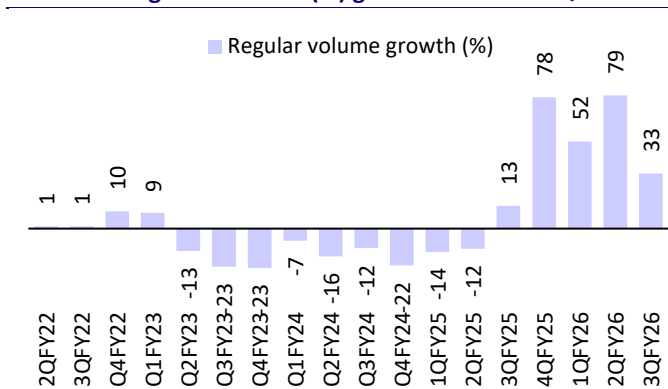
Source: Company, MOFSL

**Exhibit 2: P&A volumes (%) grew 26% YoY in 3QFY26**



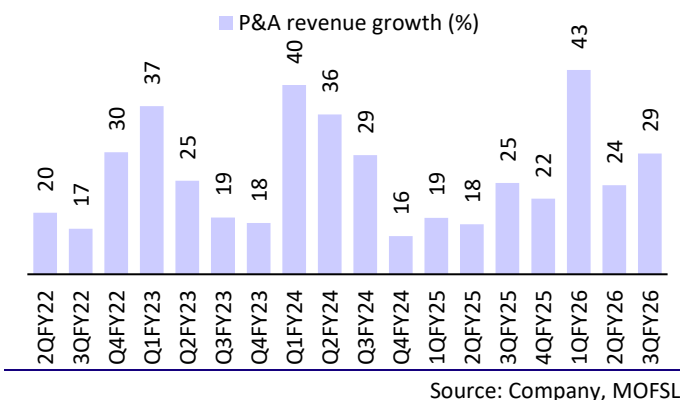
Source: Company, MOFSL

**Exhibit 3: Regular volumes (%) grew 33% YoY in 3QFY26**

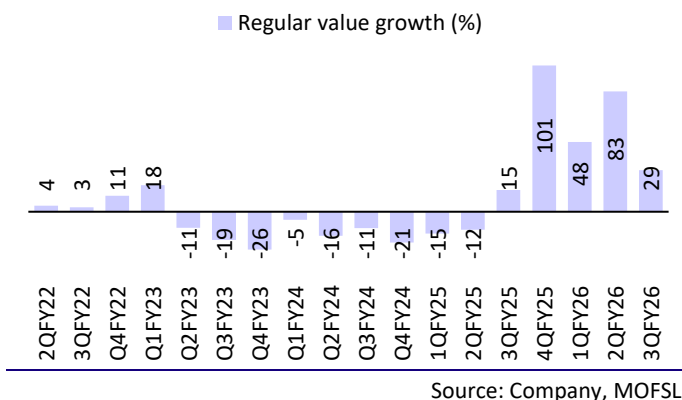


Source: Company, MOFSL

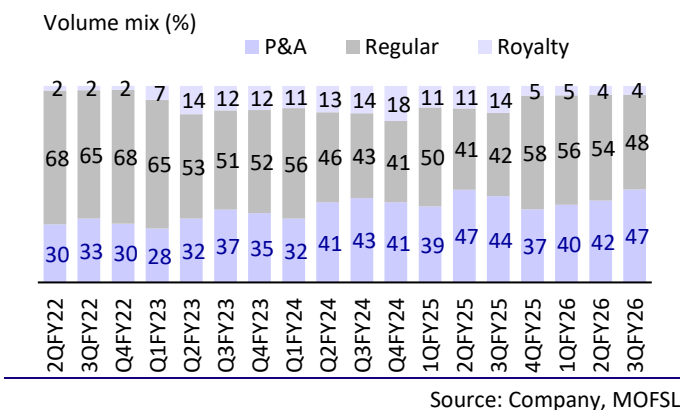
**Exhibit 4: Value growth in P&A stood at 29% YoY**



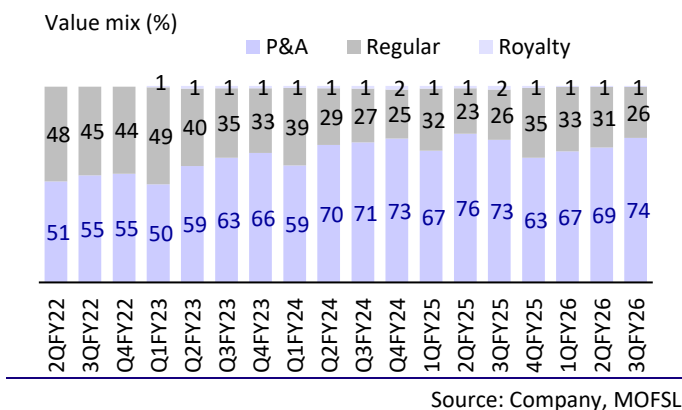
**Exhibit 5: Regular sales up 29% YoY in 3QFY26**



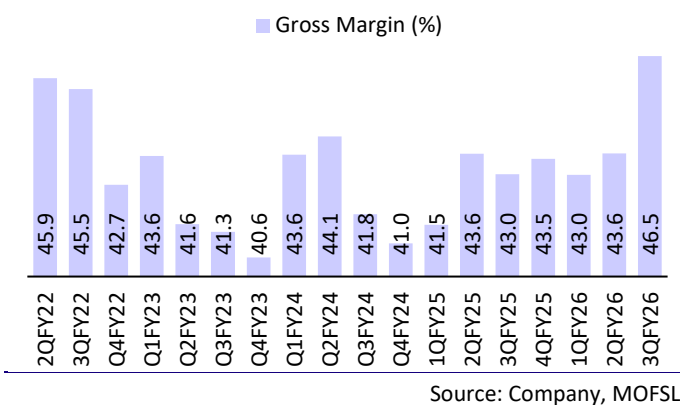
**Exhibit 6: Contribution of P&A volumes stood at 47%...**



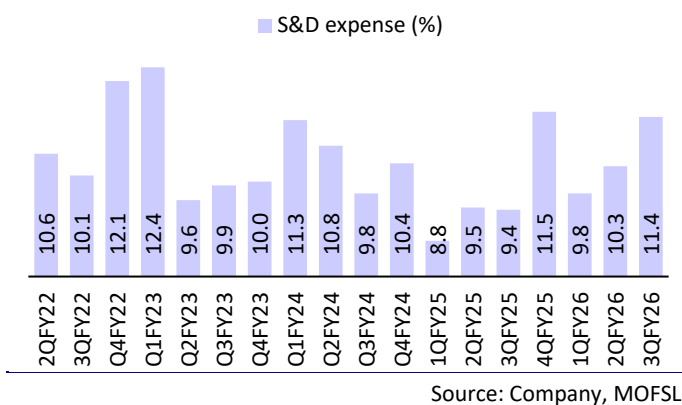
**Exhibit 7: ...while that of value stood at 74%**



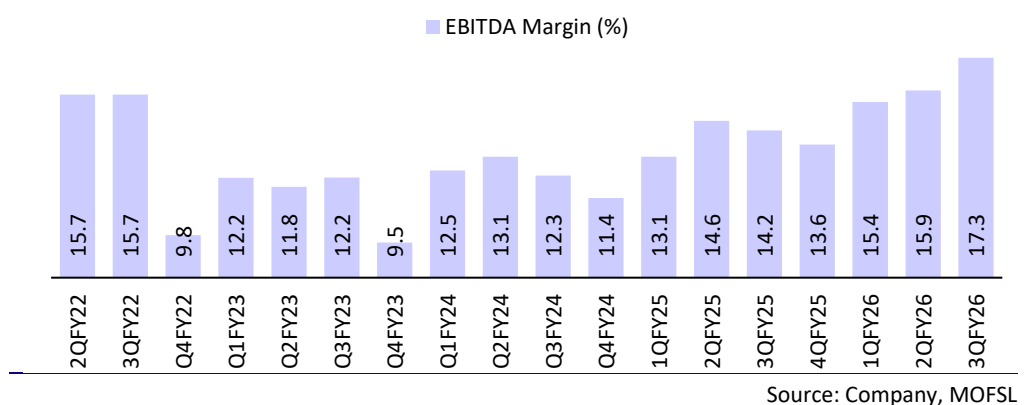
**Exhibit 8: Gross margin up 350bp YoY to 46.5%**



**Exhibit 9: S&D spending up 44% YoY at 11.4% of sales**



**Exhibit 10: EBITDA margin expanded 310bp YoY to 17.3% in 3QFY26**



### Valuation and view

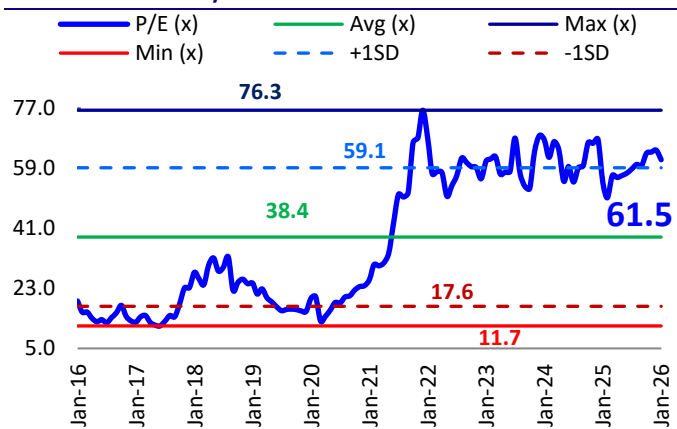
- We raise our EPS estimates by 3-5% for FY26-FY28 on the back of continued strong volumes growth and beat on margins.
- RDCK's management remains committed to steadily reducing its debt, supported by healthy free cash flow generation. The company has reduced net debt by INR2.1b since Mar'25 and is on track to be debt-free by FY27.
- RDCK remains focused on accelerating premium and luxury growth while driving greater efficiency across operations with disciplined capital allocation.
- Its P&A sales were ~15% of UNSP's P&A sales in FY19; this share has now grown to ~30% (as of FY26E), and we expect it to further improve going forward. The valuation gap with UNSP has narrowed significantly, reflecting market recognition of RDCK's brand strength and execution.
- The company is currently trading at 53x/43x FY27E/FY28E P/E, with an RoE/RoIC of ~20%/21% in FY27E. We believe a ~24% EPS CAGR over FY26-28E provides adequate support for sustaining rich valuations. We value the company at 50x P/E on Mar'28E EPS to derive a TP of INR3,550.

**Exhibit 11: We raise our EPS estimates by 3-5% over FY26-28E**

	New			Old			% Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Total Income	60,730	68,839	77,283	60,503	68,553	76,963	0.4	0.4	0.4
EBITDA	10,033	11,737	13,911	9,608	11,435	13,392	4.4	2.6	3.9
Adjusted PAT	6,009	7,410	9,164	5,719	7,229	8,820	5.1	2.5	3.9

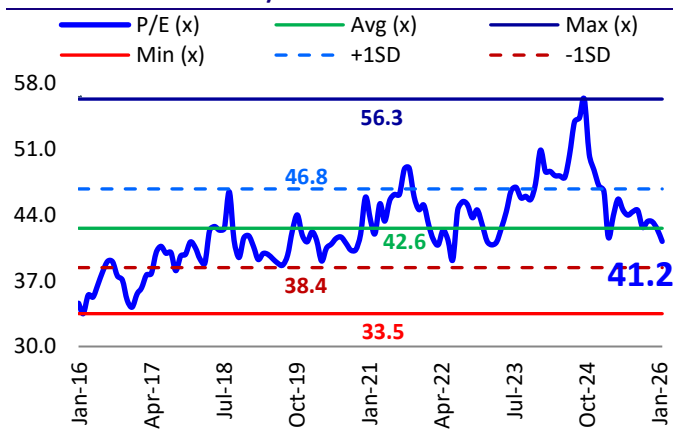
Source: Company, MOFSL

**Exhibit 12: RDCK P/E**



Source: Company, MOFSL

**Exhibit 13: Consumer P/E**



Source: Company, MOFSL



## Financials and valuations

### Income Statement - Standalone

	(INR m)								
Radico Khaitan	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
<b>Gross revenue</b>	<b>94,179</b>	<b>1,05,040</b>	<b>1,24,705</b>	<b>1,27,439</b>	<b>1,54,839</b>	<b>1,70,985</b>	<b>2,14,050</b>	<b>2,42,631</b>	<b>2,72,395</b>
Excise duty	69,909	81,052	96,025	96,011	1,13,654	1,22,474	1,53,320	1,73,792	1,95,112
<b>Net Revenue</b>	<b>24,270</b>	<b>23,988</b>	<b>28,680</b>	<b>31,428</b>	<b>41,185</b>	<b>48,512</b>	<b>60,730</b>	<b>68,839</b>	<b>77,283</b>
Change (%)	15.7	-1.2	19.6	9.6	31.0	17.8	25.2	13.4	12.3
<b>Gross Profit</b>	<b>11,714</b>	<b>11,964</b>	<b>12,906</b>	<b>13,149</b>	<b>17,520</b>	<b>20,773</b>	<b>27,328</b>	<b>31,494</b>	<b>35,550</b>
Margin (%)	48.3	49.9	45.0	41.8	42.5	42.8	45.0	45.8	46.0
Other Expenditure	7,996	7,874	8,884	9,565	12,460	14,036	17,296	19,757	21,639
<b>EBITDA</b>	<b>3,718</b>	<b>4,089</b>	<b>4,022</b>	<b>3,584</b>	<b>5,061</b>	<b>6,737</b>	<b>10,033</b>	<b>11,737</b>	<b>13,911</b>
Change (%)	7.5	10.0	-1.6	-10.9	41.2	33.1	48.9	17.0	18.5
Margin (%)	15.3	17.0	14.0	11.4	12.3	13.9	16.5	17.1	18.0
Depreciation	525	539	649	709	1,138	1,401	1,495	1,586	1,676
Int. and Fin. Charges	316	220	131	221	591	738	639	433	249
Other Income	92	201	110	94	89	49	125	175	250
<b>Profit before Taxes</b>	<b>2,969</b>	<b>3,531</b>	<b>3,352</b>	<b>2,748</b>	<b>3,420</b>	<b>4,646</b>	<b>8,023</b>	<b>9,893</b>	<b>12,235</b>
Change (%)	5.6	18.9	-5.1	-18.0	24.5	35.8	72.7	23.3	23.7
Margin (%)	12.2	14.7	11.7	8.7	8.3	9.6	13.2	14.4	15.8
Tax	452	825	831	704	863	1,194	2,014	2,483	3,071
Tax Rate (%)	15.2	23.4	24.8	25.6	25.2	25.7	25.1	25.1	25.1
Exceptional items	241.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority Interest									
<b>Reported PAT</b>	<b>2,275</b>	<b>2,706</b>	<b>2,521</b>	<b>2,044</b>	<b>2,558</b>	<b>3,452</b>	<b>6,009</b>	<b>7,410</b>	<b>9,164</b>
Change (%)	23.9	18.9	-6.8	-18.9	25.1	35.0	74.1	23.3	23.7
Margin (%)	9.4	11.3	8.8	6.5	6.2	7.1	9.9	10.8	11.9
<b>Adjusted PAT</b>	<b>2,312</b>	<b>2,706</b>	<b>2,521</b>	<b>2,044</b>	<b>2,558</b>	<b>3,452</b>	<b>6,009</b>	<b>7,410</b>	<b>9,164</b>
Change (%)	25.9	17.0	-6.8	-18.9	25.1	35.0	74.1	23.3	23.7
Margin (%)	9.5	11.3	8.8	6.5	6.2	7.1	9.9	10.8	11.9

### Balance Sheet

	(INR m)								
Radico Khaitan	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Share Capital	267	267	267	267	267	268	268	268	268
Reserves	14,938	17,372	19,601	21,253	23,506	26,643	31,450	37,378	44,709
Minority Interest	0	0	0	0	0	0	0	0	0
<b>Net Worth</b>	<b>15,205</b>	<b>17,639</b>	<b>19,868</b>	<b>21,520</b>	<b>23,774</b>	<b>26,910</b>	<b>31,718</b>	<b>37,646</b>	<b>44,977</b>
Loans	3,989	2,734	1,899	6,968	7,371	6,307	4,307	1,607	207
Deferred Tax Liabilities	785	802	769	777	919	985	985	985	985
<b>Capital Employed</b>	<b>19,979</b>	<b>21,175</b>	<b>22,536</b>	<b>29,265</b>	<b>32,064</b>	<b>34,202</b>	<b>37,009</b>	<b>40,238</b>	<b>46,169</b>
Lease liability	0	148	117	569	813	1,198	1,499	1,699	1,908
Gross Block	9,366	10,548	11,249	15,477	20,976	23,409	24,919	26,429	27,939
Less: Accum. Depn.	1,932	2,449	3,043	3,346	4,406	5,743	7,239	8,824	10,501
<b>Net Fixed Assets</b>	<b>7,434</b>	<b>8,099</b>	<b>8,206</b>	<b>12,130</b>	<b>16,570</b>	<b>17,666</b>	<b>17,681</b>	<b>17,605</b>	<b>17,438</b>
Capital WIP	181	378	303	3,269	542	235	235	235	235
Investments	1,554	1,554	1,354	1,354	1,354	1,354	1,354	1,354	1,354
<b>Curr. Assets, L&amp;A</b>	<b>15,435</b>	<b>15,900</b>	<b>17,548</b>	<b>19,878</b>	<b>21,861</b>	<b>26,508</b>	<b>32,040</b>	<b>37,450</b>	<b>45,583</b>
Inventory	3,742	4,891	5,369	7,154	7,797	10,768	12,720	14,732	16,614
Account Receivables	8,231	6,975	7,558	8,241	9,782	11,822	14,216	16,862	19,016
Cash and Bank	182	1,300	1,089	1,308	1,000	571	922	1,120	4,639
Others	3,280	2,735	3,533	3,176	3,283	3,346	4,182	4,736	5,314
<b>Curr. Liab. and Prov.</b>	<b>4,625</b>	<b>4,608</b>	<b>4,758</b>	<b>6,798</b>	<b>7,450</b>	<b>10,363</b>	<b>12,801</b>	<b>14,706</b>	<b>16,533</b>
Account Payables	2,642	2,619	3,043	2,749	2,670	3,125	3,741	4,437	5,004
Other Liabilities	1,344	1,818	1,548	3,843	4,578	6,988	8,747	9,915	11,131
Provisions	639	171	168	206	202	250	312	354	398
<b>Net Current Assets</b>	<b>10,810</b>	<b>11,293</b>	<b>12,790</b>	<b>13,080</b>	<b>14,410</b>	<b>16,145</b>	<b>19,240</b>	<b>22,744</b>	<b>29,050</b>
<b>Application of Funds</b>	<b>19,979</b>	<b>21,175</b>	<b>22,536</b>	<b>29,265</b>	<b>32,064</b>	<b>34,202</b>	<b>37,009</b>	<b>40,238</b>	<b>46,169</b>

E: MOFSL Estimates



## Financials and valuations

### Ratios

Radico Khaitan	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>17.3</b>	<b>20.3</b>	<b>18.9</b>	<b>15.3</b>	<b>19.1</b>	<b>25.8</b>	<b>44.9</b>	<b>55.4</b>	<b>68.5</b>
Cash EPS	13.1	16.2	14.0	10.0	10.6	15.3	33.7	43.5	56.0
BV/Share	113.9	132.1	148.6	161.0	177.8	201.1	237.0	281.3	336.1
DPS	2.0	2.4	3.0	3.0	3.0	4.0	9.0	11.1	13.7
Payout %	11.6	11.8	15.9	19.6	15.7	15.5	20.0	20.0	20.0
<b>Valuation (x)</b>									
P/E	171.0	146.1	156.9	193.5	154.7	114.7	65.9	53.4	43.2
Cash P/E	225.9	182.5	211.3	296.3	278.7	193.2	87.7	68.0	52.9
EV/Sales	16.4	16.5	13.8	12.7	9.7	8.3	6.6	5.7	5.1
EV/EBITDA	106.9	96.7	98.2	111.6	79.2	59.4	39.7	33.7	28.1
P/BV	26.0	22.4	19.9	18.4	16.6	14.7	12.5	10.5	8.8
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.4	0.5
<b>Return Ratios (%)</b>									
RoE	15.2	15.3	12.7	9.5	10.8	12.8	18.9	19.7	20.4
RoCE	13.9	13.6	11.6	7.5	9.4	11.7	17.5	19.2	20.3
RoIC	16.6	16.0	13.9	10.2	11.4	13.1	19.5	21.5	24.1
<b>Working Capital Ratios</b>									
Creditor (Days)	40	40	39	32	24	24	22	24	24
Inventory (Days)	56	74	68	83	69	81	76	78	78
Debtor (Days)	124	106	96	96	87	89	85	89	90
Cash conversion cycle	140	141	126	147	132	146	139	144	145
Asset Turnover (x)	1.2	1.1	1.3	1.1	1.3	1.4	1.6	1.7	1.7
<b>Leverage Ratio</b>									
Debt/Equity (x)	0.3	0.2	0.1	0.3	0.3	0.2	0.1	0.0	0.0
NWC days									

### Cash Flow Statement

Radico Khaitan	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Profit before tax	2,727	3,531	3,316	2,747	3,420	4,646	8,023	9,893	12,235
Non-operating & EO Items	219	-111	33	40	72	12	-125	-175	-250
Depreciation and Amort.	525	539	649	709	1,138	1,401	1,495	1,586	1,676
Interest Paid	316	220	131	221	591	738	639	433	249
Direct Taxes Paid	-854	-739	-912	-719	-726	-904	-2,014	-2,483	-3,071
Incr/Decr in WC	-2,337	330	-1,006	-612	-2,667	-2,274	-2,744	-3,306	-2,787
<b>CF from Operations</b>	<b>597</b>	<b>3,770</b>	<b>2,212</b>	<b>2,386</b>	<b>1,829</b>	<b>3,621</b>	<b>5,275</b>	<b>5,948</b>	<b>8,053</b>
Interest income	56	72	50	26	45	38	125	175	250
(Incr)/Decr in FA	-697	-891	-670	-7,045	-2,392	-1,726	-1,510	-1,510	-1,510
<b>Free Cash Flow</b>	<b>-100</b>	<b>2,879</b>	<b>1,542</b>	<b>-4,659</b>	<b>-563</b>	<b>1,894</b>	<b>3,765</b>	<b>4,438</b>	<b>6,543</b>
(Pur)/Sale of Investments	0	0	200	13	1	0	0	0	0
Other investing items	-44	-6	-665	-35	-28	14	0	0	0
<b>CF from Invest.</b>	<b>-686</b>	<b>-825</b>	<b>-1,085</b>	<b>-7,042</b>	<b>-2,374</b>	<b>-1,674</b>	<b>-1,385</b>	<b>-1,335</b>	<b>-1,260</b>
Issue of Shares	13	4	12	0	37	90	0	0	0
Incr/Decr in Debt	633	-1,269	-846	5,545	1,339	-1,064	-2,000	-2,700	-1,400
Dividend Paid	-193	-267	-321	-401	-401	-401	-1,202	-1,482	-1,833
Others	-358	-295	-183	-270	-737	-999	-338	-233	-41
<b>CF from Fin. Activity</b>	<b>95</b>	<b>-1,828</b>	<b>-1,338</b>	<b>4,874</b>	<b>237</b>	<b>-2,374</b>	<b>-3,540</b>	<b>-4,415</b>	<b>-3,274</b>
<b>Incr/Decr of Cash</b>	<b>6</b>	<b>1,117</b>	<b>-211</b>	<b>219</b>	<b>-308</b>	<b>-428</b>	<b>351</b>	<b>198</b>	<b>3,519</b>
Add: Opening Balance	177	182	1,300	1,089	1,308	1,000	571	922	1,120
<b>Closing Balance</b>	<b>182</b>	<b>1,300</b>	<b>1,089</b>	<b>1,308</b>	<b>1,000</b>	<b>571</b>	<b>922</b>	<b>1,120</b>	<b>4,639</b>

E: MOFSL Estimates

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SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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