Radico Khaitan Ltd. (RADKHA)

CMP: ₹4375 | Target ₹ 5100 (17%) | Target Period: 12 months | BUY

July 30, 2026

Magic Moments keeps the spirits high

About the stock: Radico Khaitan (RKL) is one of the recognised IMFL company in India with portfolio of 8 millionaire brands. It has one of the largest liquor manufacturers in India with a capacity of 321mn litres p.a.

Q1FY27 performance: RKL reported 11.8% YoY growth in revenues to Rs.1683.7cr in Q1FY27 led by 36% YoY growth in P&A segment while regular and other revenues declined by 15% YoY in Q1FY27. Gross margins expanded 610bps YoY to 49.5% in Q1FY27 led by benign input cost and superior product mix. EBITDA margins expanded 531bps YoY to 20.7%. Operating profit grew by 50.3% YoY to Rs.348.9cr while Adjusted PAT grew by 67% YoY to Rs.229.6cr in Q1FY27.

Investment Rationale:

Premiumisation momentum accelerates; P&A portfolio continues to outperform: RKL's premiumisation strategy continues to deliver strong results, with P&A portfolio reporting 35.9% YoY volume growth to 5.2mn cases in Q1FY27, despite high base of 41% YoY growth in Q1FY26. Growth was led by Magic Moments Vodka, which recorded its highest-ever quarterly volumes of ~3.3mn cases (+43% YoY), accounting for ~41% of FY26 volumes in just Q1FY27, supported by flavour-led innovation and improving category adoption. Management highlighted that vodka's share of the Indian spirits market increased to 6.0% from 4.6% in Q1FY26. Other brands including After Dark, Royal Ranthambore, Rampur and Jaisalmer Gin continued to witness healthy traction. The luxury portfolio is also expected to grow 25% in value during FY27. Backed by sustained momentum across premium and luxury brands coupled with new launches in vodka and new tequila brand, the management raised its FY27 P&A volume growth guidance to 25% from 20%, which should continue to support revenue growth, richer product mix and drive margin expansion ahead.

- **Premiumisation-led mix improvement to sustain structural margin expansion:** RKL's gross margin expanded 610bps YoY to 49.1%, aided by ~75bps benefit each from benign raw material costs and price hikes, while the remaining expansion of ~380bps driven by a richer product mix led by the P&A and luxury portfolio. The company absorbed a ~Rs.30cr impact from higher packaging material costs during the quarter, highlighting the resilience of its margin profile. The management increased margins guidance to 20% in FY27 (from ~18% earlier), supported by the increasing contribution of higher-margin P&A (53.1% in Q1FY27 vs 41% in Q1FY26) and scale up of luxury brands, continued operating leverage and disciplined cost management. Additionally, the India-UK FTA is expected to provide an incremental tailwind for margin expansion ahead. We expect ~400bps expansion in EBITDA margins over FY26-28E to 21% in FY28E.
- **Strengthened balance to drive return ratios ahead:** RKL continues to strengthen its balance sheet, as it continued to reduce debt by repaying Rs.138cr in Q1FY27 and expects to be net debt free by Q2FY27. With no major capacity expansion, the company expects to incur only maintenance capex of Rs.150–170ccr annually, resulting in healthy free cash flow generation. The management also guided that it might also explore value accretive acquisitions with incremental cash in hand. We believe a debt-free balance sheet, lower capital employed and improving profitability will drive higher return ratios while creating opportunity for enhanced shareholder returns, including higher dividend payouts.

Rating and Target Price: We recommend Buy with a revised price target of Rs.5100 (valuing at 60x FY28E EPS of Rs85.6).

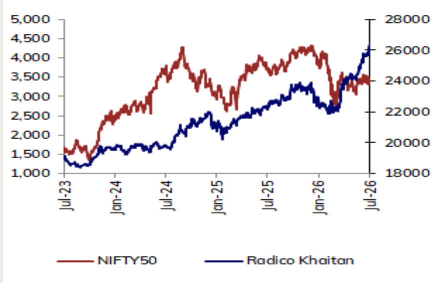
Particulars

Particuar	Amount
Market Capitalisation (₹ crore)	58580.4
Debt (FY26) -₹ crore	798.8
Cash (FY26) - ₹ crore	88.3
EV (₹ crore)	59291
52-week H/L (₹)	4451 /2505
Equity capital (₹ crore)	26.8
Face value (₹)	2

Shareholding pattern

	Sep-25	Dec-25	Mar-26	Jun-26
Promoters	40.2	40.2	40.2	40.2
FII	18.0	19.8	17.6	18.2
DII	25.5	24.0	27.4	28.1
Others	16.3	15.9	14.8	13.5

Price Chart



Key risks

(i) Changes in State Liquor Policy would lead to impact on revenues.

(ii) Volatility in input prices.

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Result Update

ICICI Securities – Retail Equity Research

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	FY26	3-year CAGR (FY23-26)	FY27E	FY28E	2-year CAGR (FY26-28E)
Revenues	3142.8	4118.5	4851.2	6050.4	24.4	6975.5	8132.5	15.9
EBIDTA	358.3	506.1	673.6	1021.5	41.8	1365.6	1710.4	29.4
EBIDTA Margins(%)	11.4	12.3	13.9	16.9		19.6	21.0	
Adjusted PAT	220.4	262.2	345.6	618.5	41.1	882.7	1145.0	36.1
EPS (Rs.)	20.7	19.6	25.8	46.2		66.0	85.6	
PE (x)	265.5	223.1	169.3	94.6		66.3	51.1	
EV to EBIDTA (x)	164.9	117.4	88.5	58.0		43.2	34.1	
RoE (%)	9.3	10.5	12.5	18.5		21.5	22.8	
RoCE (%)	9.8	11.3	13.6	20.6		24.2	29.4	

Source: Company, ICICI Direct Research

Q1FY27 – Key Performance highlights

- Consolidated revenues reported 11.8% YoY growth to Rs.1683.7cr. P&A segment revenues reported strong growth of 36% YoY to Rs.970cr while regular and others declined by 17% YoY to Rs.289.3cr in Q1FY27 due to policy changes in Maharashtra and Karnataka and due to high base of 52% YoY growth in Q1FY26
- Overall volumes for the quarter witnessed 2.8% YoY growth to 10mn cases. P&A category reported 35.9% YoY growth to 5.2mn cases. Regular & others reported 15.1% YoY decline in volumes to 4.6mn cases.
- Gross margins for the quarter witnessed 610bps YoY expansion to 49.5% in Q1FY27. Bening raw material costs coupled with improved premiumisation in the portfolio led by higher share of P&A segment aided the margin expansion.
- Operating EBITDA margins witnessed 531bps YoY expansion to 20.7% which was the company's highest ever margins. The company stepped up it's A&P spends during the quarter which was up by 110bps YoY to 6.9% of IMFL sales. Operating profit grew by 50.3% YoY to Rs.348.9cr in Q1FY27.
- The company reported Rs.30cr impact pertaining to higher packaging material cost due to West Asia crisis. Adjusted for the impact of Rs.30cr, Gross margins would have witnessed 788bps YoY expansion to 50.9% while EBITDA margins would have expanded by 709bps YoY to 22.5% in Q1FY27.
- Strong operating performance coupled with higher other income (+68.1% YoY) and lower interest cost (-27% YoY) aided 67% YoY growth in Adjusted PAT to Rs.229.6cr in Q1FY27.

Exhibit 1: Q1FY27 Consolidated result snapshot (₹ crore)

Particular	Q1FY27	Q1FY26	y-o-y (%)	Q4FY26	q-o-q (%)
Gross Sales	**5867.7**	**5313.5**	**10.4**	**5182.3**	**13.2**
Excise duty	4184.0	3807.5	9.9	3678.6	13.7
Net Sales	**1683.7**	**1506.0**	**11.8**	**1503.7**	**12.0**
Raw material cost	856.9	858.3	-0.2	781.9	9.6
Employee cost	68.4	55.2	24.0	60.2	13.7
Advertisement & Publicity	180.1	146.9	22.6	164.6	9.4
Other expenses	229.4	213.5	7.4	212.5	7.9
Total operating expenses	1334.8	1273.9	4.8	1219.2	9.5
Operating profit	**348.9**	**232.2**	**50.3**	**284.5**	**22.6**
Other income	1.8	1.1	68.1	5.8	-69.6
Interest expense	11.7	15.9	-26.9	15.4	-24.3
Depreciation	41.2	36.3	13.7	42.2	-2.3
Profit before tax	**297.8**	**181.0**	**64.5**	**232.7**	**28.0**
Tax	75.4	44.3	70.2	57.6	31.0
Adjusted PAT (before MI)	**222.4**	**136.7**	**62.7**	**175.2**	**27.0**
Minority interest (MI)	7.2	0.8	831.4	4.3	66.5
Adjusted PAT (after MI)	**229.6**	**137.5**	**67.0**	**179.5**	**27.9**
Extraordinary item	0.0	-7.0		0.0	
Reported PAT	**229.6**	**130.5**	**75.9**	**179.5**	**27.9**
EPS (Rs.)	**17.2**	**9.8**	**75.9**	**13.4**	**27.8**
Margins	**Q1FY27**	**Q1FY26**	**bps**	**Q4FY26**	**bps**
GPM (%)	49.1	43.0	610	48.0	110
OPM (%)	20.7	15.4	531	18.9	180
NPM (%)	13.2	9.1	413	11.6	156
Tax rate (%)	25.3	24.5	85	24.7	58

Source: Company, ICICI Direct Research

Segmental Highlights

- **Prestige & Above**

  In Q1FY27, Prestige & Above (P&A) category reported 35.9% YoY growth in volumes to 5.2mn cases delivering the growth on a high base of 41% YoY growth in Q1FY26. Magic Moments vodka continued to outperform in the category delivering 43% YoY growth to 3.25mn cases in Q1FY27 (~41% of Magic Moments FY26 volumes) led by launch of new flavoured vodka. Revenue from P&A segment reported 36% YoY growth to Rs.970cr in Q1FY27 and as per our calculation realisation stood flat at Rs.1858.

  P&A segment volume salience continued to witness improvement. In Q1FY27, P&A segment volume salience improved to 53.1% in Q1FY27 vs 41.5% in Q1FY26. The segment has witnessed consistent sequential improvement in salience over the past 4 quarters from 41.5% in Q1FY26 to 49.5% in Q3FY26 to 53.5% in Q1FY27. In value terms, P&A segment salience improved to 76.8% in Q1FY27 from 66.7% in Q1FY26.

- **Regular & Others**

  In Q1FY27, the Regular and Others category reported 15.1% YoY decline in volumes to 4.6mn cases. Volumes were impacted due policy changes in Maharashtra and Karnataka and due to high base of 52% YoY growth in Q1FY26. Revenues for the category declined by 17.3% YoY to Rs.289.3cr in Q1FY27 and as per our calculation, realisation also declined by 2.6% YoY to Rs.629.

  Regular & other segment volume salience declined to 46.8% in Q1FY27 vs 58.5% in Q1FY26. In value terms, its share stood at 22.9% in Q1FY27 vs 32.7% in Q1FY26.

- The Non-IMFL segment revenues reported 3.5% YoY decline to Rs.421cr in Q1FY27 largely impacted due to higher captive consumption and lower bulk alcohol sales during the quarter.

Exhibit 2: Q1FY27 Segmental Highlights

Particular	Q1FY27	Q1FY26	y-o-y (%)	Q4FY26	q-o-q (%)
IMFL Volumes (Million cases)					
Prestige & Above (P&A)	5.2	3.8	35.9	4.4	20.0
Regular & Others	4.6	5.4	-15.1	4.8	-3.2
Total own volume	**9.8**	**9.3**	**6.0**	**9.1**	**7.9**
P&A as % of Total own IMFL Volume	**53.2**	**41.5**		**47.8**	
Royalty brands	0.2	0.5	-63.0	0.4	-58.5
Total volume	**10.0**	**9.7**	**2.8**	**9.5**	**5.0**
Revenue Break up (Rs. crore)					
IMFL (A)	**1262.5**	**1069.6**	**18.0**	**1098.6**	**14.9**
-Prestige & Above	970.0	713.2	36.0	793.7	22.2
-Regular & Others	289.3	349.9	-17.3	294.5	-1.8
-Others	3.2	6.5	-50.8	10.4	-69.2
Non IMFL (B)	**421.0**	**436.4**	**-3.5**	**405.0**	**4.0**
Revenue from Operations (Net) (A+B)	**1683.5**	**1506.0**	**11.8**	**1503.6**	**12.0**
P&A as % of Total IMFL Revenue	76.8	66.7		72.2	
IMFL as % of Total Revenue	75.0	71.0		73.1	

Source: Company, ICICI Direct Research

Q1FY27 Earnings call highlights

- **Premium portfolio to remain the key growth driver; Volume growth guidance upgraded to 25% for FY27 from 20% earlier**
    - The Management upgraded its volume guidance for P&A segment to 25% for FY27 from 20%, supported by enhanced premiumisation, a robust innovation pipeline, wider distribution, favourable category trends and emerging growth trends in the vodka segment.
    - Luxury portfolio revenue reached ~Rs.475cr in FY26 and the company has guided for ~25% growth in FY27 led by Rampur, Royal Ranthambore, Jaisalmer Gin and Sangam World Malt. Investments in premium experiences and on-trade activations are expected to further strengthen brand equity.
    - The Management sees vodka as the largest structural growth opportunity, with category share increasing from 4.6% to 6.0% over the past year. Growth is being driven by Gen-Z consumers, premiumisation and increasing cocktail culture.
- **Margin guidance for FY27 increased to 20%; premiumisation to drive further expansion**
    - The management increased its EBITDA margin guidance to 20% for FY27 from 18% earlier, supported by higher premiumisation trends, operating leverage, disciplined cost management ahead.
    - Gross margin expanded 610bps YoY to 49.1%, driven by ~75bps benefit each from benign raw material costs and price hikes, with the balance improvement of ~380bps led by premiumisation and favourable product mix.
    - Higher packaging material costs impacted profitability by nearly Rs.30cr during the quarter; however, management expects richer product mix and pricing to offset input cost volatility going forward.
    - The India–UK FTA is expected to provide an incremental tailwind over time through lower Scotch import duties, further supporting premium portfolio profitability.
- **Brand wise highlight/strategy**
    - Magic Moments Vodka
        - Reported ~43% volume growth in Q1FY27 and recorded 3.25mn cases in Q1FY27. Growth led by recent launches in the flavoured vodka segment.
        - Flavoured variants now contribute nearly 75% of brand volumes, and flavour innovation will remain the key growth driver.
        - New launches under the "Flavours of India" range will continue to support category leadership and consumer engagement.
    - **After Dark Whisky**
        - launched with refreshed premium packaging following nearly 50% volume growth last year, has received encouraging initial response and is expected to strengthen the brand's positioning.
          Continued gaining market share driven by strong youth connect and focused marketing initiatives.
    - **8PM Premium Whisky**
        - Continued to gain market share led by focused efforts on marketing. It has started to witnessed increased traction after it partnership with Sunrisers Hyderabad in IPL. Such

partnerships are increasing the brand visibility and reach of the product in the marketplace.
- The management is focused on organically scaling its premium portfolio, including Rampur, Jaisalmer Gin, Sangam World Malt and Royal Ranthambore, through greater investments in consumer advocacy and on-trade visibility.

- **Innovation pipeline continues to be robust; tequila launch planned for FY27**
  - Innovation will continue to support premiumisation, with the company expanding its vodka portfolio through new India-inspired flavours under the Magic Moments franchise.
  - Tequila is planned for launch during FY27, strengthening Radico's presence in the premium white spirits category.
  - Management's near-term focus remains on scaling recently launched brands rather than pursuing multiple new product introductions.

- **Geography wise highlights**
  - Karnataka
    - Karnataka's revised excise policy continues to benefit premium players. While the premium category grew 9%, Radico's P&A portfolio delivered 83% growth, supported by its strong premium brand portfolio.
  - Maharashtra
    - Maharashtra continues to stabilise following policy changes, with the ML business remaining steady at 6–7 lakh cases and 7–8% market share.
    - It is expecting gradual recovery in volumes in Maharashtra.
  - Tamil Nadu
    - Management remains optimistic on Tamil Nadu, believing Morpheus Brandy is well positioned to benefit if the state transitions towards an open distribution model.
    - It also highlighted that positive discussion with the government are underway w.r.t opening of the market. The management reiterated that opening of the market will lead to similar growth trajectory as it was witnessed in Andhra Pradesh when the route to market was changed last year.
  - Bihar
    - Bihar continues to remain a large long-term opportunity given its sizeable historical consumption base prior to prohibition. The management is not seeing any major change in policy in the immediate quarters ahead.
  - International expansion remains on track with presence across 100+ countries and 63 travel retail locations, while Rampur and Jaisalmer Gin continue to strengthen visibility across airline and global retail channels.
- **Other updates**
  - Management expects the company to become net debt-free by Q2FY27, supported by strong operating cash flows and continued deleveraging.
  - Maintenance capex is expected at Rs.150–170cr annually. Post deleveraging, management will evaluate capital allocation

between higher shareholder payouts and value-accretive acquisitions, while reiterating its preference for organic growth.

- A&P spend will remain at 6–7% of sales, with greater focus on digital marketing, retail visibility, influencer engagement and on-trade activations rather than increasing overall spending.

Revision in earnings estimates

We have increased our earnings estimates for FY27 and FY28 to factor in strong beat in our estimates in Q1FY27. Also, management has increased its growth guidance for P&A segment to 25% and EBIDTA margin guidance to 20%. We have factored in the same in our earnings estimates.

Exhibit 3: Changes in headline estimates

(₹ crore)	FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	7059.2	6975.5	-1.2	8101.6	8132.5	0.4
EBIDTA	1192.0	1365.6	14.6	1397.5	1710.4	22.4
EBIDTA Margins (%)	16.9	19.6	269	17.2	21.0	378
PAT	746.9	882.7	18.2	909.3	1145.0	25.9
EPS (Rs.)	55.8	66.0	18.2	68.0	85.6	25.9

Source: Company, ICICI Direct Research

Exhibit 4: Key Operating Assumptions

Particulars	FY25	FY26	FY27E	FY28E
Sales volume (mn cases)				
Prestige & Above (P&A)	13.0	16.7	20.9	24.9
Contribution %	46.1	45.6	53.1	55.4
Growth % (YoY)	15.5%	28.5%	25.4%	18.7%
Regular & Others	15.2	19.9	18.5	20.0
Contribution %	53.9	54.4	46.9	44.6
Growth % (YoY)	13.3%	30.9%	-7.1%	8.0%
Royalty Brands	3.2	1.7	1.1	1.2
Growth % (YoY)	-22.2%	-45.4%	-34.9%	6.6%
Total Sales volume	**31.4**	**38.3**	**40.6**	**46.0**
y-o-y%	9.1	22.2	5.8	13.5
Realisation (Rs. Per case)				
Prestige & Above (P&A)	1800	1834	1856	1902
Growth % (YoY)	4.9%	1.9%	1.2%	2.5%
Regular & Others	648	634	636	648
Growth % (YoY)	2.3%	-2.2%	0.2%	2.0%
Revenue (Rs. In cr)				
IMFL - Prestige & Above (P&A)	2340	3064	3886	4730
Contribution %	69.4%	70.3%	76.1%	77.9%
Growth % (YoY)	21.1%	30.9%	26.9%	21.7%
IMFL - Regular & Others	986	1262	1176	1295
Contribution %	29.3%	29.0%	23.0%	21.3%
Growth % (YoY)	15.9%	28.0%	-6.8%	10.2%
Others	45	29	41	48
Growth % (YoY)	18.4%	-	-	-
Total IMFL	3371.6	4355.3	5103.5	6073.2
Growth % (YoY)	19.5%	29.2%	17.2%	19.0%
Total Non-IMFL	1479.3	1694.9	1872.0	2059.2
Growth % (YoY)	14.0%	14.6%	10.4%	10.0%
Total Revenues	**4851.2**	**6050.2**	**6975.5**	**8132.5**
Growth % (YoY)	17.8%	24.7%	15.3%	16.6%

Source: Company, ICICI Direct Research

Financial summary

Exhibit 5: Profit and loss statement ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Total Operating Income	**4851.2**	**6050.4**	**6975.5**	**8132.5**
Growth (%)	17.8	24.7	15.3	16.6
Raw Material Expenses	2773.9	3309.5	3644.7	4167.9
Gross Profit	2077.3	2740.9	3330.8	3964.6
Gross Profit Margins (%)	42.8	45.3	47.8	48.8
Employee Expenses	216.9	244.0	280.6	322.7
Other Expenditure	1186.8	1475.4	1684.6	1931.5
Total Operating Expenditure	**4177.5**	**5028.9**	**5609.9**	**6422.0**
EBITDA	**673.6**	**1021.5**	**1365.6**	**1710.4**
Growth (%)	33.1	51.6	33.7	25.2
Interest	73.8	64.0	52.0	30.1
Depreciation	140.1	153.0	166.5	176.9
Other Income	4.9	11.8	12.8	13.8
PBT	464.6	816.3	1160.0	1517.3
Less Tax	119.4	203.2	292.3	382.4
Adjusted PAT	**345.1**	**613.0**	**867.7**	**1135.0**
Growth (%)	35.0	77.6	41.5	30.8
Share of Profits	0.5	5.5	15.0	10.0
Adjusted PAT (after share of profit)	345.6	618.5	882.7	1145.0
Exceptional items	0.0	-14.1	0.0	0.0
Reported PAT	**345.6**	**604.5**	**882.7**	**1145.0**
Growth (%)	-	74.9	46.0	29.7
EPS (Adjusted)	**25.8**	**46.2**	**66.0**	**85.6**

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Profit/(Loss) after taxation	340.3	601.2	854.9	1121.1
Add: Depreciation & Amort.	140.1	153.0	166.5	176.9
Add:Other income	4.9	11.8	12.8	13.8
Net Increase in Current Assets	-497.7	-38.3	-546.5	-432.7
less: 'Net Increase in Current Liabilities	-151.4	-9.7	-117.7	-121.2
CF from Operating activities	**138.9**	**737.5**	**605.3**	**1000.3**
Investments & Bank bal	-12.7	-112.5	-196.4	-20.0
(Purchase)/Sale of Fixed Assets	-219.7	-302.8	-155.0	-125.0
Intangible assets	-0.1	-1.9	0.0	0.0
Others				
CF from Investing activities	**-232.5**	**-417.2**	**-351.4**	**-145.0**
(inc)/Dec in Loan	71.9	-303.9	1.2	-675.0
Change in equity & reserves	22.5	69.5	15.0	10.0
Dividend paid	-53.5	-120.5	-160.7	-200.8
Deferred Tax Liabiility	6.6	64.8	0.0	0.0
CF from Financing activities	**47.5**	**(290.1)**	**(144.5)**	**(865.8)**
Net Cash Flow	-46.1	30.1	109.4	-10.5
Cash and Cash Equivalent	86.3	40.2	70.3	179.7
Cash	**40.2**	**70.3**	**179.7**	**169.2**
Free Cash Flow	**-73.1**	**595.0**	**460.4**	**940.3**

Source: Company, ICICI Direct Research

Exhibit 7: Balance sheet ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Equity Capital	26.8	26.8	26.8	26.8
Reserve and Surplus	2726.9	3289.0	4010.9	4955.0
Total Shareholders' funds	2753.7	3315.7	4037.7	4981.8
Total Debt	1102.7	798.8	800.0	125.0
Other non-current liabilities/Deferred tax liabilities	98.5	163.3	163.3	163.3
Total Liabilities	**3955.0**	**4277.8**	**5001.0**	**5270.1**
Gross Block - Fixed Assets	2352.1	2580.0	2790.0	2915.0
Accumulated Depreciation	548.3	678.1	844.6	1021.5
Net Block	1803.8	1901.9	1945.4	1893.5
Capital WIP	23.3	74.9	20.0	20.0
Fixed Assets	1827.1	1976.8	1965.4	1913.5
Investments	280.4	392.3	431.8	476.7
Goodwill & Other intangible assets	7.0	8.9	8.9	8.9
Inventory	1076.8	1165.6	1427.5	1655.7
Debtors	1182.2	1189.6	1463.2	1655.7
Other Current Assets	118.2	115.1	120.8	126.9
Loans & Advances	89.6	34.9	40.1	46.1
Cash	40.2	70.3	179.7	169.2
Bank balance	17.5	18.1	175.0	150.0
Total Current Assets	2524.5	2593.4	3406.3	3803.5
Creditors	312.5	325.7	392.6	455.3
Provisions	25.0	29.1	29.1	29.1
Other Current Liabilities	346.5	338.9	389.7	448.1
Total Current Liabilities	684.0	693.7	811.4	932.6
Net Current Assets	1840.5	1899.7	2594.9	2870.9
Application of Funds	**3955.0**	**4277.8**	**5001.0**	**5270.1**

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios

(Year-end March)	FY25	FY26	FY27E	FY28E
Per share data (|)				
Adjusted EPS	25.8	46.2	66.0	85.6
Cash EPS	36.3	57.2	77.2	98.0
BV per share	205.9	248.0	302.0	372.6
Operating Ratios (%)				
Gross Profit Margins	42.8	45.3	47.8	48.8
OPM	13.9	16.9	19.6	21.0
PAT Margins	7.1	10.1	12.4	14.0
Return Ratios (%)				
RoE	12.5	18.5	21.5	22.8
RoCE	13.6	20.6	24.2	29.4
Valuation Ratios (x)				
P/E	169.3	94.6	66.3	51.1
EV / EBITDA	88.5	58.0	43.2	34.1
EV / Net Sales	12.3	9.8	8.4	7.2
Market Cap / Sales	12.1	9.7	8.4	7.2
Price to Book Value	21.2	17.6	14.5	11.7
Solvency Ratios				
Debt / EBITDA	1.6	0.8	0.6	0.1
Debt / Equity	0.4	0.2	0.2	0.0
Inventory days	88	78	80	80
Debtor days	96	80	82	80
Creditor days	25	22	22	22
WC Days	158	136	140	138

Source: Company, ICICI Direct Research

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Reduce: -15% to -5%;

Sell: <-15%

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