Radico Khaitan Ltd. (RADKHA)

CMP: ₹4,135 | Target:₹ 5,550 (34%) | Target Period: 12 months | BUY

October 29, 2026

Vodka's magic is getting bigger....

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 323mn litres p.a.

Q2FY27 performance: RKL reported 16.8% YoY growth in revenues to Rs.1745.1cr in Q2FY27 led by 36% YoY growth in P&A segment while regular and other revenues declined by 10% YoY in Q2FY27. Gross margins expanded 440bps YoY to 48.0% in Q2FY27 led by superior product mix and efficient sourcing of key inputs. EBITDA margins expanded 457bps YoY to 20.5%. Operating profit grew by 50.3% YoY to Rs.357.3cr while reported PAT grew by 66.5% YoY to Rs.232.3cr in Q2FY27.

Investment Rationale:

- **Prestige & Above (P&A) volumes grew by 36%; management upgraded P&A volume growth guidance to 30%:** RKL's P&A portfolio registered yet another quarter of strong performance with its sales volume growing by 35.7% YoY to 5.3mn cases in Q2FY27 (grew by 36% YoY in H1FY27 to 10.5mn cases). Magic Moment Vodka continues to be key pillar of strong volume growth in P&A segment by delivering 49% YoY sales volume growth at ~3mn cases. Excluding Vodka, P&A portfolio registered 21% YoY sales volume growth. Regular brands witnessed 9.3% volume decline in Q2. Premium luxury brands such as Rampur Indian Single Malt and Virasat Indian Single Malt are growing by 20% each while Jaisalmer India Craft Gin is growing at 22-25%. With P&A salience to IMFL sales volume going up to 53.7% in Q2FY27 (from 43.6% in Q2FY6), the blended realisation for IMFL business grew by ~15% in Q2FY27. Thus, luxury portfolio is expected to grow by 25% YoY to around Rs600cr in FY27. Backed by Strong growth in H1FY27, sustained momentum across premium and luxury brands coupled with strong traction to new launches, the management has further raised its FY27 P&A volume growth guidance to 30% from 25% earlier.
- **Vodka category share in Indian spirits market increased to 6.3%:** Changing consumer preferences, demographic tailwinds, premiumisation trends and evolving consumption occasions led to Vodka category share in Indian spirits market increasing to 6.3% from 3.7% in FY25. Vodka volumes grew at CAGR of 20% over FY22-26. Additionally, the growth in the vodka market accelerated further in last 3-4 quarters due to strong traction. Globally, Vodka accounts for 28% of the overall IMFL sales volume. This gives an indication of significant potential of growth in the category with penetration of white spirits continues to rise in India. RKL is market leader in the domestic vodka market with 60% market share. Magic Moment Vodka registered a sales volume of 6.3mn cases in H1FY27 and is likely to cross 12mn cases sales volume in FY27 (vs. 8mn cases volumes achieved in FY26).
- **EBIDTA margin guidance maintained at 20%:** RKL's gross margins improved by 612bps YoY to 49.4% in H1FY27 on back of premium mix and incremental benefits coming in from backward integration. To mitigate the impact of increasing grain prices the company built-up higher level of stocks which also supported the gross margins in Q2FY27. Richer product mix, integrated facilities and focused procurement strategy gives confidence to RKL's management to maintain EBIDTA margin guidance at 20% for FY27 even in the uncertain global environment.

Rating and Target Price: We recommend Buy with a price target of Rs.5,550 (valuing at 57x its FY28-29E average EPS of Rs97.1).

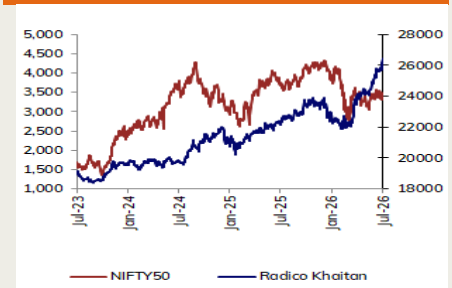
Particulars

Particuar	Amount
Market Capitalisation (₹ crore)	55366.8
Debt (FY26) -₹ crore	798.8
Cash (FY26) - ₹ crore	88.3
EV (₹ crore)	56077
52-week H/L (₹)	4747 /2500
Equity capital (₹ crore)	26.8
Face value (₹)	2

Shareholding pattern

	Dec-25	Mar-26	Jun-26	Sep-26
Promoters	40.2	40.2	40.2	40.2
FII	19.8	17.6	18.2	19.4
DII	24.0	27.4	28.1	27.2
Others	15.9	14.8	13.5	13.2

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)	FY24	FY25	FY26	2-year CAGR (FY24-26)	FY27E	FY28E	FY29E	3-year CAGR (FY26-29E)
Revenues	4118.5	4851.2	6050.4	21.2	7019.8	8227.0	9483.8	16.2
EBIDTA	506.1	673.6	1021.5	42.1	1390.1	1734.0	2085.2	26.9
EBIDTA Margins(%)	12.3	13.9	16.9		19.8	21.1	22.0	
Adjusted PAT	262.2	345.6	618.5	53.6	901.0	1162.6	1436.7	32.4
EPS (Rs.)	19.6	25.8	46.2		67.3	86.9	107.4	
PE (x)	210.9	160.0	89.5		61.4	47.6	38.5	
EV to EBIDTA (x)	111.2	83.7	54.9		40.1	31.8	26.1	
RoE (%)	10.5	12.5	18.5		21.8	23.0	22.8	
RoCE (%)	11.3	13.6	20.6		24.6	29.6	29.3	

Source: Company, ICICI Direct Research

Q2FY27 – Key Performance highlights

- Consolidated revenues reported 16.8% YoY growth to Rs.1,745.1cr. P&A segment revenues reported strong growth of 39% YoY to Rs.996cr while regular and others declined by 9.3% YoY to Rs.292.7cr in Q2FY27 due to policy changes in Maharashtra and Karnataka and due to high base of 83% YoY growth in Q2FY26.
- RKL's IMFL sales volume grew by 7.1% YoY to 10mn cases largely driven by 35.7% volume growth in P&A category. Regular & others reported 9.7% YoY decline in volumes to 4.6mn cases.
- Gross margins for the quarter witnessed 440bps YoY expansion to 48.0% in Q2FY27. Improved product mix due to increase in salience of P&A category coupled with availability low-cost inventory aided in strong gross margin expansion despite supply related uncertainties.
- Operating EBITDA margins witnessed 457bps YoY expansion to 20.5%, largely in-line with expansion in the gross margins. Operating profit grew by 50.3% YoY to Rs.357.3cr in Q2FY27.
- Strong operating performance coupled with lower interest cost (-30% YoY) aided 67% YoY growth in reported PAT to Rs.232.3cr in Q2FY27.

Exhibit 1: Q2FY27 Consolidated result snapshot (₹ crore)

Particular	Q2FY27	Q2FY26	y-o-y (%)	Q1FY27	q-o-q (%)
Gross Sales	**5582.7**	**5056.7**	**10.4**	**5867.7**	**-4.9**
Excise duty	3837.6	3562.8	7.7	4184.0	-8.3
Net Sales	**1745.1**	**1493.9**	**16.8**	**1683.7**	**3.6**
Raw material cost	906.7	841.9	7.7	826.9	9.6
Employee cost	66.2	58.5	13.2	68.4	-3.2
Advertisement & Publicity	184.3	154.3	19.5	180.1	2.3
Other expenses	230.6	201.5	14.4	229.4	0.5
Total operating expenses	1387.8	1256.3	10.5	1304.8	6.4
Operating profit	**357.3**	**237.6**	**50.3**	**378.9**	**-5.7**
Other income	5.0	2.4	113.2	1.8	185.3
Interest expense	11.4	16.3	-29.9	11.7	-2.0
Depreciation	43.2	37.4	15.5	41.2	4.7
Profit before tax	**307.7**	**186.3**	**65.1**	**327.8**	**-6.1**
Tax	76.8	47.4	62.2	75.4	1.9
Adjusted PAT (before MI)	**230.9**	**139.0**	**66.2**	**252.4**	**-8.5**
Minority interest (MI)	1.5	0.6	142.0	7.2	-79.5
Adjusted PAT (after MI)	**232.3**	**139.6**	**66.5**	**259.6**	**-10.5**
Extraordinary item	0.0	0.0		0.0	
Reported PAT	**232.3**	**139.6**	**66.5**	**259.6**	**-10.5**
EPS (Rs.)	**17.3**	**10.4**	**66.2**	**18.9**	**-8.5**
Margins	**Q2FY27**	**Q2FY26**	**bps**	**Q1FY27**	**Bps**
GPM (%)	48.0	43.6	440	50.9	-284
OPM (%)	20.5	15.9	457	22.5	-203
NPM (%)	13.2	9.3	393	15.0	-176
Tax rate (%)	25.0	25.4	-46	23.0	198

Source: Company, ICICI Direct Research

H1FY27 – Key Performance highlights

- RKL's consolidated revenues grew by 14.3% YoY to Rs.3428.8cr in H1FY27. This was driven by 37% YoY growth in the P&A category to Rs1,966cr. Overall volume growth in H1 stood at 5% to 20mn cases, with P&A sales volume growing in upwards of 35% to ~10mn cases.
- Gross margins improved by 612bps YoY to 49.4%. Strong expansion in the gross margins flowed through EBIDTA margins, which improved by 581bps YoY to 21.5% in H1FY27. Operating profit grew by 56.7% YoY to Rs736.2cr.
- Strong operating performance coupled with lower interest cost (-28% YoY) aided 73% YoY growth in Adjusted PAT to Rs.491.9cr in H1FY27.

Segmental Highlights

- **Prestige & Above**

  In Q2FY27, Prestige & Above (P&A) category reported 35.7% YoY growth in volumes to 5.3mn cases delivering the growth on a relatively high base of 22% YoY growth in Q2FY26. Magic Moments vodka continued to outperform in the category delivering 49% YoY growth to 2.96mn cases in Q2FY27 led by launch of new flavoured vodka, which are gaining strong traction in key markets. Excluding Vodka, P&A category sales volume grew by 20%+ during the quarter. Revenue from P&A segment reported 39% YoY growth to Rs.996 and as per our calculation realisation grew by 2% YoY to Rs.1,886 per case.

  P&A segment volume salience continued to witness improvement on YoY basis. In Q2FY27, P&A segment volume salience further improved to 53.7% in Q2FY27 vs 43.6% in Q2FY26.

- **Regular & Others**

  In Q2FY27, the Regular and Others category reported 9.7% YoY decline in volumes to 4.6mn cases (stood flat on QoQ basis). Volumes were impacted due policy changes in Maharashtra and Karnataka and due to high base of 79% YoY growth in Q2FY26. Revenues for the category declined by 9.3% YoY to Rs.292.7cr in Q2FY27 and as per our calculation, realisation stood flat at Rs.643.

  Regular & other segment volume salience declined to 46.3% in Q2FY27 vs 56.4% in Q2FY26. In value terms, its share stood at 22.7% in Q2FY27 vs 30.8% in Q2FY26.

- Non-IMFL segment revenues stood flat at Rs452.9cr largely impacted due to higher captive consumption and lower bulk alcohol sales during the quarter.

Exhibit 2: Q2FY27 Segmental Highlights

Particular	Q2FY27	Q2FY26	y-o-y (%)	Q1FY27	q-o-q (%)
IMFL Volumes (Million cases)					
Prestige & Above (P&A)	5.3	3.9	35.7	5.2	1.1
Regular & Others	4.6	5.0	-9.7	4.6	-1.1
Total own volume	**9.8**	**8.9**	**10.1**	**9.8**	**0.1**
P&A as % of Total own IMFL Volume	53.7	43.6		53.2	
Royalty brands	0.2	0.4	-57.1	0.2	5.9
Total volume	**10.0**	**9.4**	**7.1**	**10.0**	**0.2**
Revenue Break up (Rs. crore)					
IMFL (A)	**1292.2**	**1047.4**	**23.4**	**1262.5**	**2.4**
-Prestige & Above	996.0	718.4	38.6	970.0	2.7
-Regular & Others	292.7	322.8	-9.3	289.3	1.2
-Others	3.5	6.2	-43.5	3.2	9.4
Non IMFL (B)	**452.9**	**446.5**	**1.4**	**421.0**	**7.6**
Revenue from Operations (Net) (A+B)	**1745.1**	**1493.9**	**16.8**	**1683.5**	**3.7**
P&A as % of Total IMFL Revenue	77.1	68.6		76.8	
IMFL as % of Total Revenue	74.0	70.1		75.0	

Source: Company, ICICI Direct Research

Q2FY27 Earnings call highlights

- **Premium portfolio to remain the key growth driver; Volume growth guidance upgraded to 30% for FY27 from 25% earlier**
    - The Management upgraded its volume guidance for P&A segment to 30% for FY27 from 25% on back of strong 35% growth in H1FY27 (ahead of industry growth of 5.8-6%) of industry growth and expected strong H2FY27 boosted by festive season.
    - The growth in P&A category will be 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 maintained its guidance of ~25% growth in FY27. Affordable single malt brands such as Virasat India single malt whisky priced at Rs3,500-4,000 per bottle is gaining strong traction in the Indian market. Other brands such as Rampur Indian Single Malt and Jaisalmer Indian Craft Gin from connoisseur in India and Abroad.
    - On sub-category front, Vodka will continue to grow ahead of P&A segment due to sustain increase in share of Vodka to overall IMFL sales in the coming years.
- **EBIDTA Margin guidance for FY27 maintained at 20%**
    - Higher packaging material costs impacted profitability by nearly Rs.27cr in Q2FY27 and Rs57cr in H1FY27. However richer product mix, strong raw material procurement strategy and benefits from backward integration aided in mitigating the supply chain impact and post strong EBIDTA margin expansion of 457bps YoY to 20.5%.
    - Food grains prices are expected to decline with new crop expected to come in the market. However, packaging cost (including Pet

bottle and glass) is expected to remain volatile due to global uncertainties.

- Better product mix with strong growth in the P&A category will help in mitigating the uncertainties in the coming quarters. Hence the management has maintained its guidance of 20% EBIDTA margins for FY27. It expects the margin improvement to sustain in the medium term.

- **Vodka growing faster; Non-vodka brands growing in 20s**
  - Magic moment Vodka register strong volume growth of 49% YoY to 2.95mn cases. It achieved a sales volume of ~6mn cases in H1FY27. Changing consumer preferences, demographic tailwinds, premiumisation trends and evolving consumption occasions led to Vodka category share in Indian spirits market increasing to 6.3% from 3.7% in FY25.
  - Management expects Vodka category's share to further expand in the coming years. 1% increase in the share of the category would result in incremental opportunity of 4-4.5mn cases. RKL being a market leader with 60% market share can grab large pie of the opportunity through its distribution expansion and innovative offerings in the form of flavored vodka.
  - On the other hand, Non-Vodka categories are growing by 20%+ with luxury single malt brands scaling up well while Jaisalmer gin growing at 25%.

- **Geography wise highlights**
  - Karnataka
    - Reduction in the excise duties in Karnataka aided in strong growth of 100% in the state. Karnataka contributes ~6% to overall sales volume.
  - Maharashtra
    - RKL's P&A category came back to growth in Maharashtra in Q2.
    - Vodka is gaining strong traction and contributes ~11% to overall liquor in Maharashtra.
  - Tamil Nadu
    - Tamil Nadu is one of the largest markets for liquor industry in India. It is the largest market for brandy category and second largest market for vodka category. RKL's Morpheus brandy is one of the largest premium selling brands in Tamil Nadu.
    - On positive side, order have started coming in on a tertiary basis (from consumer end). RKL's volumes are also up by 20% because of increase in tertiary orders.
    - Further state has done new addition to the policy by introducing digital payment to brands priced at above Rs1,000 per bottle. This help in new brands to enter the market.
  - Telangana
    - Industry body had a discussion with the Telangana government on price hike. The government has to take decision on same.

- Internationally, RKL is first Indian company to be present across four major UK airports, The company is progressing towards achieving its target of presence in 100 travel retail outlets from current 63 travel retail outlets.

- **Other updates**

  - IMFL segment has EBIDTA margins of 24% while non-IMFL segment EBIDTA margins stands at 8-9%.
  - The company has build-up higher level of low-priced stock to mitigate the impact of increasing grain prices. However, this has resulted in the higher working capital during the quarter.
  - The company has further strengthened its leadership team with Mr. Dilip Banthiya been elevated to Executive Director & CFO position while Mr.Saket Somani has been elevated to Deputy CFO.

Revision in earnings estimates

We have increased our earnings estimates for FY27E and FY28E by 2.1% and 1.5% respectively to factor in higher than expected volume growth in P&A category.

Exhibit 3: Changes in headline estimates

(₹ crore)	FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	6975.5	7019.8	0.6	8132.5	8227.0	1.2
EBIDTA	1365.6	1390.1	1.8	1710.4	1734.0	1.4
EBIDTA Margins (%)	19.6	19.8	23	21.0	21.1	5
PAT	882.7	901.0	2.1	1145.0	1162.6	1.5
EPS (Rs.)	66.0	67.3	2.1	85.6	86.9	1.5

Source: Company, ICICI Direct Research

Exhibit 4: Key Operating Assumptions

Particulars	FY26	FY27E	FY28E	FY29E
Sales volume (mn cases)				
Prestige & Above (P&A)	16.7	21.7	25.8	29.9
Contribution %	45.6	54.1	56.4	58.2
Growth % (YoY)	28.5%	30.1%	18.8%	16.0%
Regular & Others	19.9	18.5	19.9	21.5
Contribution %	54.4	45.9	43.6	41.8
Growth % (YoY)	30.9%	-7.3%	8.0%	8.0%
Royalty Brands	1.7	1.0	1.1	1.1
Growth % (YoY)	-45.4%	-41.9%	6.6%	6.6%
Total Sales volume	**38.3**	**41.2**	**46.8**	**52.6**
y-o-y%	22.2	7.4	13.6	12.4
Realisation (Rs. Per case)				
Prestige & Above (P&A)	1834	1865	1912	1959
Growth % (YoY)	1.9%	1.7%	2.5%	2.5%
Regular & Others	634	635	647	660
Growth % (YoY)	-2.2%	0.1%	2.0%	2.0%
Revenue (Rs. In cr)				
IMFL - Prestige & Above (P&A)	3064	4051	4931	5863
Contribution %	70.3%	77.3%	78.7%	80.0%
Growth % (YoY)	30.9%	32.2%	21.7%	18.9%
IMFL - Regular & Others	1262	1172	1291	1422
Contribution %	29.0%	22.4%	20.6%	19.4%
Growth % (YoY)	28.0%	-7.2%	10.2%	10.2%
Others	29	18	48	12
Growth % (YoY)	-	-	-	-
Total IMFL	4355.3	5240.5	6269.7	7330.8
Growth % (YoY)	29.2%	20.3%	19.6%	16.9%
Total Non-IMFL	1694.9	1779.4	1957.3	2153.0
Growth % (YoY)	14.6%	5.0%	10.0%	10.0%
Total Revenues	**6050.2**	**7019.8**	**8227.0**	**9483.8**
Growth % (YoY)	24.7%	16.0%	17.2%	15.3%

Source: Company, ICICI Direct Research

Financial summary

Exhibit 5: Profit and loss statement ₹ crore

(Year-end March)	FY26	FY27E	FY28E	FY29E
Total Operating Income	**6050.4**	**7019.8**	**8227.0**	**9483.8**
Growth (%)	24.7	16.0	17.2	15.3
Raw Material Expenses	3309.5	3653.8	4216.3	4794.1
Gross Profit	2740.9	3366.0	4010.7	4689.8
Gross Profit Margins (%)	45.3	48.0	48.8	49.5
Employee Expenses	244.0	280.6	322.7	371.1
Other Expenditure	1475.4	1695.3	1953.9	2233.4
Total Operating Expenditure	**5028.9**	**5629.7**	**6492.9**	**7398.6**
EBITDA	**1021.5**	**1390.1**	**1734.0**	**2085.2**
Growth (%)	51.6	36.1	24.7	20.3
Interest	64.0	52.0	30.1	8.1
Depreciation	153.0	166.5	176.9	184.6
Other Income	11.8	12.8	13.8	14.9
PBT	816.3	1184.5	1540.9	1907.4
Less Tax	203.2	298.5	388.3	480.7
Adjusted PAT	**613.0**	**886.0**	**1152.6**	**1426.7**
Growth (%)	77.6	44.5	30.1	23.8
Share of Profits	5.5	15.0	10.0	10.0
Adjusted PAT (after share of profit)	618.5	901.0	1162.6	1436.7
Exceptional items	-14.1	0.0	0.0	0.0
Reported PAT	**604.5**	**901.0**	**1162.6**	**1436.7**
Growth (%)	74.9	49.1	29.0	23.6
EPS (Adjusted)	**46.2**	**67.3**	**86.9**	**107.4**

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement ₹ crore

(Year-end March)	FY26	FY27E	FY28E	FY29E
Profit/(Loss) after taxation	601.2	873.2	1138.8	1411.8
Add: Depreciation & Amort.	153.0	166.5	176.9	184.6
Add:Other income	11.8	12.8	13.8	14.9
Net Increase in Current Assets	-38.3	-556.4	-453.3	-553.3
less: 'Net Increase in Current Liabilities	-9.7	-119.0	-124.0	-141.5
CF from Operating activities	**737.5**	**615.1**	**1000.2**	**1199.5**
Investments & Bank bal	-112.5	-196.4	-20.0	-51.4
(Purchase)/Sale of Fixed Assets	-302.8	-155.0	-125.0	-125.0
Intangible assets	-1.9	0.0	0.0	0.0
Others				
CF from Investing activities	**-417.2**	**-351.4**	**-145.0**	**-176.4**
(inc)/Dec in Loan	-303.9	1.2	-675.0	0.0
Change in equity & reserves	69.5	15.0	10.0	10.0
Dividend paid	-120.5	-160.7	-200.8	-200.8
Deferred Tax Liabiility	64.8	0.0	0.0	0.0
CF from Financing activities	**(290.1)**	**(144.5)**	**(865.8)**	**(190.8)**
Net Cash Flow	30.1	119.3	-10.6	832.2
Cash and Cash Equivalent	40.2	70.3	189.5	178.9
Cash	**70.3**	**189.5**	**178.9**	**1,011.2**
Free Cash Flow	**595.0**	**470.2**	**940.2**	**1139.5**

Source: Company, ICICI Direct Research

Exhibit 7: Balance sheet ₹ crore

(Year-end March)	FY26	FY27E	FY28E	FY29E
Equity Capital	26.8	26.8	26.8	26.8
Reserve and Surplus	3289.0	4029.3	4991.0	6226.9
Total Shareholders' funds	3315.7	4056.0	5017.8	6253.7
Total Debt	798.8	800.0	125.0	125.0
Other non-current liabilities/Deferred tax liabilities	163.3	163.3	163.3	163.3
Total Liabilities	**4277.8**	**5019.3**	**5306.1**	**6542.0**
Gross Block - Fixed Assets	2580.0	2790.0	2915.0	3040.0
Accumulated Depreciation	678.1	844.6	1021.5	1206.1
Net Block	1901.9	1945.4	1893.5	1833.9
Capital WIP	74.9	20.0	20.0	20.0
Fixed Assets	1976.8	1965.4	1913.5	1853.9
Investments	392.3	431.8	476.7	528.2
Goodwill & Other intangible assets	8.9	8.9	8.9	8.9
Inventory	1165.6	1432.4	1670.9	1940.9
Debtors	1189.6	1468.2	1670.9	1940.9
Other Current Assets	115.1	120.8	126.9	133.2
Loans & Advances	34.9	40.1	46.1	53.0
Cash	70.3	189.5	178.9	1011.2
Bank balance	18.1	175.0	150.0	150.0
Total Current Assets	2593.4	3426.0	3843.7	5229.3
Creditors	325.7	393.9	459.5	533.8
Provisions	29.1	29.1	29.1	29.1
Other Current Liabilities	338.9	389.7	448.1	515.4
Total Current Liabilities	693.7	812.7	936.8	1078.2
Net Current Assets	1899.7	2613.3	2906.9	4151.0
Application of Funds	**4277.8**	**5019.3**	**5306.1**	**6542.0**

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios

(Year-end March)	FY26	FY27E	FY28E	FY29E
Per share data (₹)				
Adjusted EPS	46.2	67.3	86.9	107.4
Cash EPS	57.2	78.6	99.3	120.3
BV per share	247.6	302.9	374.7	467.1
Operating Ratios (%)				
Gross Profit Margins	45.3	48.0	48.8	49.5
OPM	16.9	19.8	21.1	22.0
PAT Margins	10.1	12.6	14.0	15.0
Return Ratios (%)				
RoE	18.5	21.8	23.0	22.8
RoCE	20.6	24.6	29.6	29.3
Valuation Ratios (x)				
P/E	89.5	61.4	47.6	38.5
EV / EBITDA	54.9	40.1	31.8	26.1
EV / Net Sales	9.2	7.9	6.7	5.7
Market Cap / Sales	9.2	7.9	6.7	5.8
Price to Book Value	16.7	13.7	11.0	8.9
Solvency Ratios				
Debt / EBITDA	0.8	0.6	0.1	0.1
Debt / Equity	0.2	0.2	0.0	0.0
Inventory days	78	80	80	80
Debtor days	80	82	80	80
Creditor days	22	22	22	22
WC Days	136	140	138	138

Source: Company, ICICI Direct Research

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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%

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