

July 30, 2025

## Analyst Meet Update

☑ Change in Estimates | ☑ Target | ■ Reco

### Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
<b>Rating</b>	<b>HOLD</b>		<b>HOLD</b>	
<b>Target Price</b>	<b>3,994</b>		<b>3,923</b>	
Sales (Rs. m)	7,06,696	8,45,038	7,13,618	8,59,867
% Chng.	(1.0)	(1.7)		
EBITDA (Rs. m)	51,544	60,898	52,437	62,363
% Chng.	(1.7)	(2.3)		
EPS (Rs.)	45.7	52.3	45.4	52.9
% Chng.	0.6	(1.1)		

### Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	5,07,888	5,93,581	7,06,696	8,45,038
EBITDA (Rs. m)	41,038	44,870	51,544	60,898
Margin (%)	8.1	7.6	7.3	7.2
PAT (Rs. m)	25,351	27,066	29,759	34,042
EPS (Rs.)	39.0	41.6	45.7	52.3
Gr. (%)	6.2	6.8	9.9	14.4
DPS (Rs.)	-	-	-	-
Yield (%)	-	-	-	-
RoE (%)	14.6	13.5	13.0	13.0
RoCE (%)	19.4	18.0	17.3	16.8
EV/Sales (x)	5.5	4.7	4.0	3.3
EV/EBITDA (x)	67.5	61.9	54.3	46.2
PE (x)	109.9	102.9	93.6	81.8
P/BV (x)	14.9	13.0	11.4	10.0

### Key Data AVEU.BO | DMART IN

52-W High / Low	Rs.5,485 / Rs.3,337
Sensex / Nifty	81,482 / 24,855
Market Cap	Rs.2,786bn/ \$ 31,867m
Shares Outstanding	651m
3M Avg. Daily Value	Rs.2541.22m

### Shareholding Pattern (%)

Promoter's	74.65
Foreign	8.18
Domestic Institution	9.15
Public & Others	8.03
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	(2.1)	19.7	(14.8)
Relative	0.5	12.8	(14.9)

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## Store expansion and growth a priority

### Quick Pointers:

- Aims to open ~ 20% more stores in FY26 and higher number in coming years
- D'Mart Ready losses increased 34% in FY25, overall, ROE to decline to ~12.5% by FY27.

**D-Mart's annual analyst call reinforced our cautious stance due to 1) Rising land acquisition costs, increasing wage inflation, and a deteriorating product mix which can further pressurize margins in the near to medium term. 2) Structural challenges persist in the apparel segment. 3) stiff competition from quick commerce players (more in top 20 cities). And 4) little visibility on D-Mart Ready's path to profitability (FY25 margins declined 120bps with 34% higher losses at Rs2.48bn).**

**D'Mart has incurred a capex of Rs33bn in FY25 (Rs13bn in FY20), and we expect a capex of Rs50bn in FY29. We note that margin erosion and mix change have resulted in deterioration in ROE from 18% to 14% and cash surplus has also come down to ~Rs9bn (Rs40bn raised in QIP in Feb20). We expect ROE to decline to 12.5% over next 2 years (assuming debt funding of capex, higher decline with fund raises).**

**D'Mart has shown just 6.3% EBIDTA CAGR growth in past four quarters and is expected to return to double-digit growth from 2Q26 onwards on a low base. We factor in growth of 15-16% in Bills cuts and ~3% in average bill value over FY25-27 with 35bps margin contraction, resulting in 12.2% EPS CAGR. Although growth rate over next couple of years is expected to be higher than past 2 years, accelerated capex and gradual decline in ROE will prevent any major re-rating from current valuations of 78.7xJune27 EPS. Retail Hold.**

## Analyst Call takeaways

### D'Mart ready – Not eyeing Quick commerce, expect steady scale up

- D-Mart appears confident in its e-commerce venture, D-Mart Ready and does not have any plans to enter Quick commerce. However, in the near term, the focus will be on scaling the business rather than prioritizing profitability.
- D-Mart Ready has expanded its reach, especially in metro cities, and aims to maintain healthy double-digit sales growth by focusing on value and reducing delivery time to within six hours.
- D-Mart Ready has captured some market share from D-Mart's physical stores, particularly in metro areas.
- Losses for D-Mart Ready have significantly increased from Rs1,857mn to Rs2,487mn, primarily due to higher operating expenses, which rose 29.3% YoY. This came alongside moderate sales growth of 21%, as competitive pressure from quick commerce players remains high.

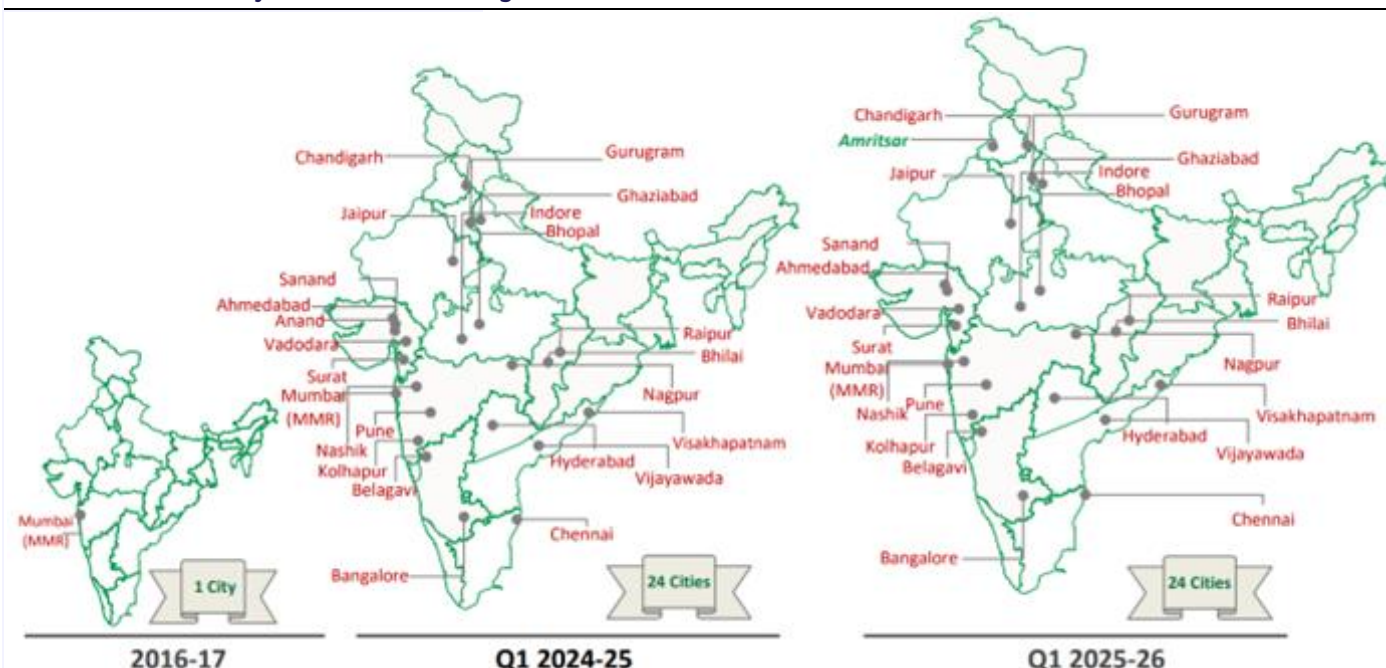
- Gross margin declined by 10 basis points year-over-year due to increased discounts and deflation in commodity prices. However, we expect gross margins to remain largely stable at current levels, with a margin of error of  $\pm 10$  basis points, despite rising competition. We project sales to grow at a CAGR of 22% over the medium to long term, with losses expected to reduce gradually as competitive intensity increases with more players entering the quick commerce space.

**Exhibit 1: D'Mart ready revenue grew by 21% in FY25, EBITDA losses increased to Rs1289mn from Rs730mn**

(Rs mn)	FY21	FY22	FY23	FY24	FY25
Sales	7913	16672	22020	28992	35024
<i>Growth</i>	124%	111%	32%	32%	21%
Gross profit	1031	2042	2739	3617	4331
<i>Gross margin</i>	13.0%	12.2%	12.4%	12.5%	12.4%
Total operating expenses	1325	2437	3502	4347	5621
<i>% of NS</i>	16.7%	14.6%	15.9%	15.0%	16.0%
EBITDA	-294	-396	-763	-730	-1289
<i>EBITDA Margin</i>	-3.7%	-2.4%	-3.5%	-2.5%	-3.7%
Interest expense	89	182	208	160	160
Depreciation	442	857	992	1,002	1,070
PBT	(806)	(1,421)	(1,937)	(1,848)	(2,474)
PAT	(806)	(1,438)	(1,943)	(1,857)	(2,487)

Source: Company, PL

**Exhibit 2: D'Mart Ready – Presence in existing 24 cities vs 25 cities in Q4FY25 as it exits Anand**



Source: Company, PL

- D-Mart Ready does not plan to expand to new cities at this stage. The current focus is on deepening penetration in existing cities to drive sales and profitability through operating leverage.

- D-Mart Ready will continue to target value-seeking consumers in the online food and grocery segment, as opposed to quick commerce customers who prioritize convenience even at higher prices.
- D-Mart Ready is focused on increasing order frequency and average ticket size, ensuring 100% of deliveries are completed within 24 hours, and gradually increasing the proportion of deliveries made within 6 hours.
- D-Mart ready is looking at increasing its consumer outreach to increase sales throughput, as it has not been doing any advertising.

## **Other Takeaways**

### **Store expansion to accelerate, real prices soaring up**

- Store expansion is expected to accelerate from current levels, with a particular focus on the northern region. Smaller cities will see a higher number of store additions, as they offer better ROI at lower investment costs. Current CEO will personally oversee the northern expansion for six months until the end of his term in January 2026.
- Real estate prices are continuously rising across India. Management expects this trend to continue, which could pose challenges in finding new locations at reasonable prices.
- New stores will have an approximate area of 40,000 sqft, with a focus on delivering better and more consistent in-store experience, along with ensuring higher fill rates and reducing long queues
- Uttar Pradesh presents a significant growth opportunity as one of the largest states, and management remains confident in the growth potential of the northern region.
- D-Mart is likely to consider raising funds through debt to support its accelerated store expansion, targeting the opening of 20% higher stores (50 new stores in FY25) the near to medium term. The total long-term opportunity is estimated to be around 1,800 to 1,900 stores.

### **D'Mart is poised to Capture any opportunity coming in from new D2C brands**

- D2C brands are currently outperforming larger FMCG brands. If a product is strong and generates significant revenue, D-Mart is well-positioned to capitalize on such opportunities to drive increased footfalls.
- D-Mart is planning to enter new categories through private labels by following the "20-20-20" rule: targeting categories where it can capture at least 20% market share, source products at 20% lower cost than major brands, and sell them at a margin 20% higher than those of leading brands.

### **Apparel continues to remain under pressure amidst rising competition**

- Demand in the apparel segment continues to remain soft, amid rising competitive intensity from retail chains such as Zudio.

- Apparel can be considered a private label category for D-Mart, as the company retains pricing power. Going forward, D-Mart will focus solely on basic apparel, with no plans to enter the mid-range or premium segments.
- General merchandise is experiencing a shift in consumer preference toward lower-priced products, which is impacting margins due to a deteriorating product mix.

#### Higher investment, wage inflation & change in mix to curtail margins

- D-Mart is intensifying its expansion efforts, aiming to open new stores equivalent to 20% of its existing base each year. However, soaring land costs are expected to impact earnings in the near to medium term.
- Increasing competitive pressure from quick commerce players, along with commodity deflation, is likely to keep gross margins at current levels.
- Wage inflation—particularly at the warehouse level—has seen a significant rise. Combined with increasing headcount, this is putting additional pressure on margins.
- A shift in the product mix within the non-FMCG segment is being observed, with consumers increasingly opting for lower-priced items. This has negatively impacted margins due to a deteriorating mix.
- D-Mart continues to target a sales CAGR of 15%–20% over the medium to long term, driven by aggressive store expansion and a strong focus on delivering better value propositions to consumers.

**Exhibit 3: Consolidated Revenues grew by 16.3% YoY, Gross margin down 28 bps YoY**

Y/e March	1QFY26	1QFY25	YoY gr. (%)	4QFY25	FY26E	FY25	YoY gr. (%)
<b>Net Sales</b>	<b>1,63,597</b>	<b>1,40,691</b>	<b>16.3</b>	<b>1,48,719</b>	<b>7,13,618</b>	<b>5,93,585</b>	<b>16.9</b>
Gross Profit	25,047	21,933	14.2	21,061	1,04,188	88,068	17.2
% of NS	15.3	15.6	(0.279)	14.2	14.6	14.8	0.0
Other Expenses	12,057	9,720	24.0	11,510	51,751	43,190	26.6
% of NS	7.4	6.9	0.5	7.7	7.3	7.3	0.6
<b>EBITDA</b>	<b>12,990</b>	<b>12,213</b>	<b>6.4</b>	<b>9,551</b>	<b>52,437</b>	<b>44,877</b>	<b>9.4</b>
Margins (%)	7.9	8.7	(0.7)	6.4	7.3	7.6	(0.5)
Depreciation	2,317	1,928	20.2	2,409	10,494	8,695	19.0
Interest	293	160	83.6	190	2,410	695	19.5
Other Income	194	416	(53.3)	251	921	1,243	(15.1)
<b>PBT</b>	<b>10,575</b>	<b>10,541</b>	<b>0.3</b>	<b>7,203</b>	<b>40,455</b>	<b>36,731</b>	<b>6.1</b>
Tax	2,847	2,805	1.5	1,695	10,882	9,652	4.3
Tax rate (%)	26.9	26.6	0.3	23.5	26.9	26.3	(0.5)
<b>Adjusted PAT</b>	<b>7,728</b>	<b>7,737</b>	<b>(0.1)</b>	<b>5,508</b>	<b>29,572</b>	<b>27,081</b>	<b>6.8</b>

Source: Company, PL



**Exhibit 4: Added 9 stores in 1QFY26: Cost of retail increased by ~50bps YoY**

Rs mn	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26
No. of Stores	336	341	365	371	377	387	415	424
Area (mn Sq.ft.)	14	14	15.1	15.4	15.8	16.1	17.2	17.6
Sales/store	371	391	351	373	376	407	361	380
% growth	6.5%	5.2%	7.0%	4.7%	1.2%	4.1%	2.7%	1.9%
Sales/Ft	8,984	9,429	8,460	8,991	9,007	9,759	8,686	9,156
% growth	6.0%	4.3%	6.4%	4.4%	0.3%	3.5%	2.7%	1.8%
Gross Profit/Ft	1255	1339	1160	1340	1277	1372	1170	1340
EBIDTA/FT	731	798	642	801	708	774	589	755
Cost of retail %	6.7	6.6	7.0	6.9	7.3	7.1	7.7	7.4

Source: Company, PL

**Exhibit 5: Gross Profit/Ft and EBITDA/Ft sustain growth, cost of retail to remain range bound**

	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026E	FY2027E
Sales/Ft	32879	27306	27454	31096	32941	33896	35512	37092
Gross Profit/Ft	5500	4318	4507	5185	5273	5453	5585	5814
EBIDTA/FT	3107	2098	2459	2922	2880	2778	2790	2880
Capex/Ft	10338	9586	9898	11512	13552	14197	14410	15021
Cost of retail %	6.6%	7.6%	6.7%	6.6%	6.7%	7.3%	7.3%	7.3%
Working Cap/Ft	2194	1813	1890	1904	1785	2158	2354	2498

Source: Company, PL

**Exhibit 6: Bill cuts to grow by 15.5% YoY to 408mn in FY26**

	FY18	FY19	FY20	FY21	FY22	FY23E	FY24	FY25	FY26E	FY27E
D'Mart Bills (mn)	134	172	201	152	181	258	303	353	408	473
Growth		28.0%	16.9%	-24.4%	19.1%	42.5%	17.4%	16.5%	15.5%	16.0%
Number of Stores	155	176	214	234	284	324	365	415	475	540
Addition	24	21	38	20	50	40	41	50	60	65
Bills/Store/Day	2575	2847	2824	1859	1915	2325	2410	2529	2553	2598
Growth	4%	10.6%	-0.8%	-34.2%	3.0%	21.4%	3.6%	2.9%	1.2%	1.8%
Average Bill Value (Rs/Bill)	1117	1158	1228	1565	1677	1621	1635	1686	1733	1780
Growth	2.0%	3.7%	6.0%	27.5%	7.2%	-3.3%	0.8%	0.1%	3.0%	2.8%

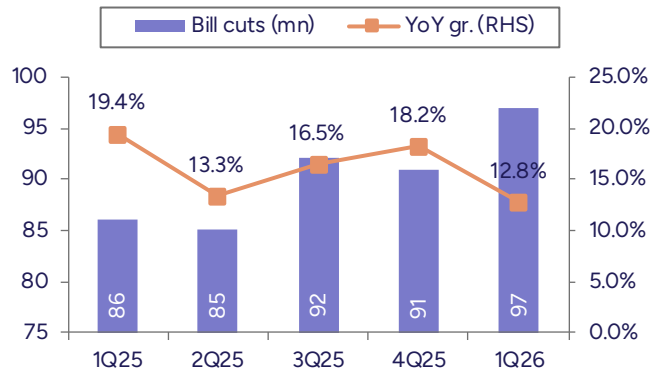
Source: Company, PL

**Exhibit 7: Store expansion picks up in mature cluster as the ratio moves up from 41% to 64%**

Stores	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24	FY25
<b>Total Stores</b>	<b>110</b>	<b>131</b>	<b>155</b>	<b>176</b>	<b>214</b>	<b>234</b>	<b>284</b>	<b>324</b>	<b>365</b>	<b>415</b>
Addition	21	21	24	21	38	20	50	40	41	50
Mature Clusters (Top 5 States)	106	120	133	152	174	185	219	248	276	308
Addition	19	14	13	19	22	11	34	29	28	32
% of Total	90.5	66.7	54.2	90.5	57.9	55.0	68.0	72.5	41.4	64.0
<b>Total States</b>	<b>7</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
Stores in Emerging Clusters	4	11	22	24	40	49	65	76	89	107
% of Total	3.6	8.4	14.2	13.6	18.7	20.9	22.9	23.5	24.3	25.8
Emerging Cluster Addition	2	7	11	2	16	9	16	11	13	18
% of Total	9.5	33.3	45.8	9.5	42.1	45.0	32.0	27.5	31.7	36.0

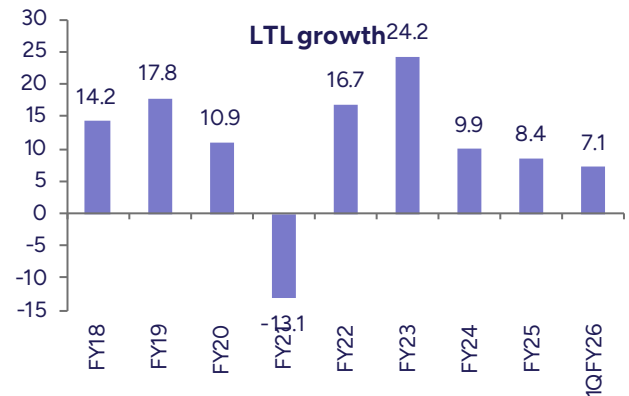
Source: Company, PL

**Exhibit 8: Bill Cuts grew by 12.8% YoY in 1QFY26**



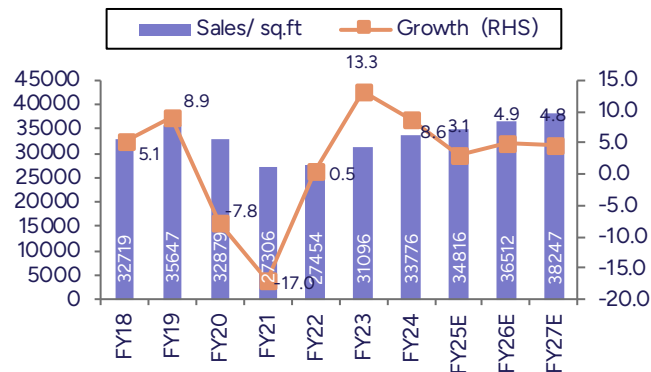
Source: Company, PL

**Exhibit 9: LTL sales growth at 7.1% in 1QFY26**



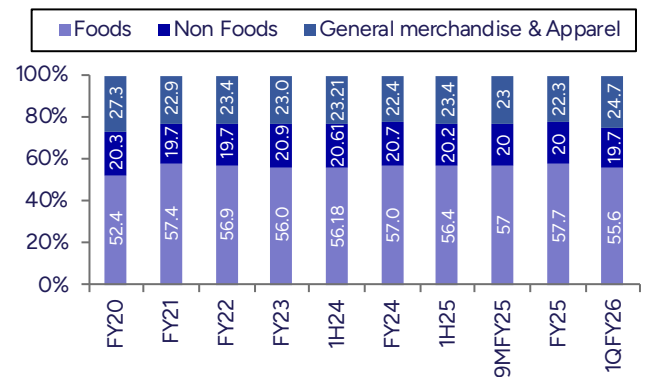
Source: Company, PL

**Exhibit 10: Sales/Sq. ft. grew by 3.2% in FY25**



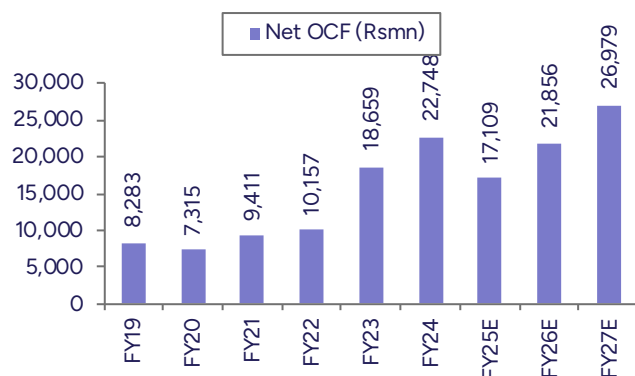
Source: Company, PL

**Exhibit 11: Foods continue to remain highest contributor**



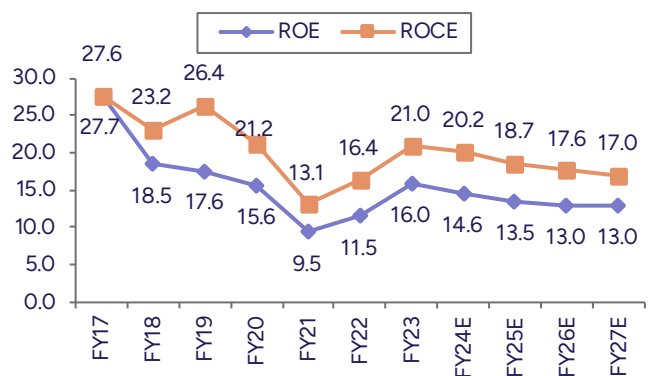
Source: Company, PL

**Exhibit 12: CFO declined by 40% in FY25**



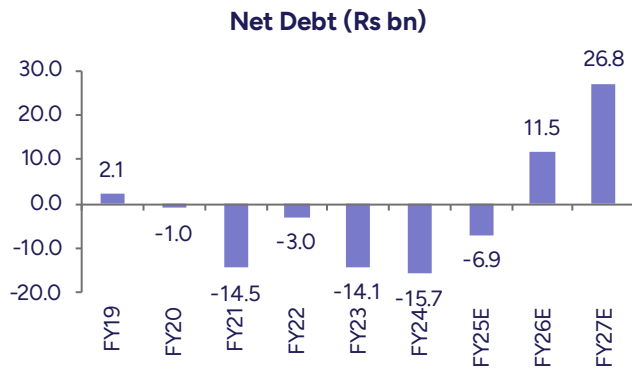
Source: Company, PL

**Exhibit 13: ROE, ROCE slides gradually**



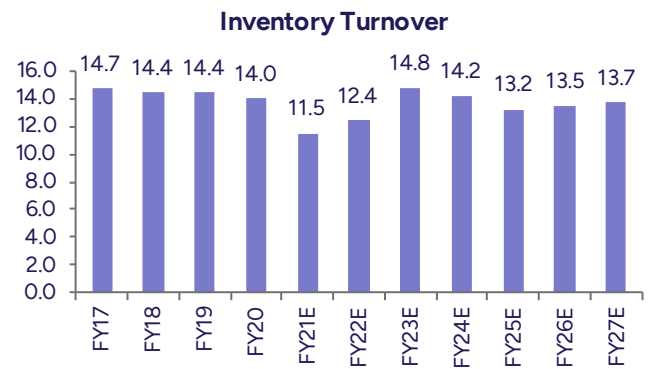
Source: Company, PL

**Exhibit 14: D'Mart to turn net debt positive in FY26**



Source: Company, PL

**Exhibit 15: Inventory turnover to remain stable at 13-14 levels**



Source: Company, PL

## Financials

### Income Statement (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
<b>Net Revenues</b>	<b>5,07,888</b>	<b>5,93,581</b>	<b>7,06,696</b>	<b>8,45,038</b>
YoY gr. (%)	18.6	16.9	19.1	19.6
Cost of Goods Sold	4,32,745	5,05,517	6,03,519	7,22,085
Gross Profit	75,143	88,064	1,03,178	1,22,953
Margin (%)	14.8	14.8	14.6	14.6
Employee Cost	9,061	11,659	14,191	17,067
Other Expenses	25,044	31,534	37,443	44,988
<b>EBITDA</b>	<b>41,038</b>	<b>44,870</b>	<b>51,544</b>	<b>60,898</b>
YoY gr. (%)	12.8	9.3	14.9	18.1
Margin (%)	8.1	7.6	7.3	7.2
Depreciation and Amortization	7,308	8,695	10,091	12,049
<b>EBIT</b>	<b>33,730</b>	<b>36,175</b>	<b>41,453</b>	<b>48,850</b>
Margin (%)	6.6	6.1	5.9	5.8
Net Interest	581	695	1,581	3,041
Other Income	1,465	1,243	846	771
<b>Profit Before Tax</b>	<b>34,613</b>	<b>36,724</b>	<b>40,718</b>	<b>46,579</b>
Margin (%)	6.8	6.2	5.8	5.5
Total Tax	9,257	9,652	10,953	12,530
Effective tax rate (%)	26.7	26.3	26.9	26.9
<b>Profit after tax</b>	<b>25,356</b>	<b>27,072</b>	<b>29,765</b>	<b>34,049</b>
Minority interest	6	6	6	7
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>25,351</b>	<b>27,066</b>	<b>29,759</b>	<b>34,042</b>
YoY gr. (%)	6.6	6.8	9.9	14.4
Margin (%)	5.0	4.6	4.2	4.0
Extra Ord. Income / (Exp)	(88)	(88)	-	-
<b>Reported PAT</b>	<b>25,262</b>	<b>26,978</b>	<b>29,759</b>	<b>34,042</b>
YoY gr. (%)	6.4	6.8	10.3	14.4
Margin (%)	5.0	4.5	4.2	4.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	25,262	26,978	29,759	34,042
<b>Equity Shares O/s (m)</b>	<b>651</b>	<b>651</b>	<b>651</b>	<b>651</b>
<b>EPS (Rs)</b>	<b>39.0</b>	<b>41.6</b>	<b>45.7</b>	<b>52.3</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>1,42,577</b>	<b>1,74,285</b>	<b>2,13,169</b>	<b>2,54,619</b>
Tangibles	1,41,487	1,73,137	2,11,906	2,53,231
Intangibles	1,090	1,148	1,263	1,389
<b>Acc: Dep / Amortization</b>	<b>24,601</b>	<b>30,420</b>	<b>37,716</b>	<b>46,362</b>
Tangibles	23,814	29,562	36,769	45,318
Intangibles	787	858	946	1,044
<b>Net fixed assets</b>	<b>1,17,976</b>	<b>1,43,865</b>	<b>1,75,453</b>	<b>2,08,258</b>
Tangibles	1,17,673	1,43,575	1,75,137	2,07,912
Intangibles	304	290	316	345
Capital Work In Progress	9,352	10,994	12,093	13,302
Goodwill	783	783	783	783
Non-Current Investments	2,348	1,701	2,962	4,664
Net Deferred tax assets	(919)	(1,125)	(962)	(776)
Other Non-Current Assets	19,246	21,864	27,067	30,916
<b>Current Assets</b>				
Investments	1,067	13	14	15
Inventories	39,273	50,444	60,239	71,515
Trade receivables	1,664	1,538	1,839	2,199
Cash & Bank Balance	15,728	6,940	10,459	11,182
Other Current Assets	2,397	3,137	3,612	4,308
<b>Total Assets</b>	<b>2,11,772</b>	<b>2,43,203</b>	<b>2,96,994</b>	<b>3,50,100</b>
<b>Equity</b>				
Equity Share Capital	6,507	6,507	6,507	6,507
Other Equity	1,80,471	2,07,770	2,37,554	2,71,610
<b>Total Network</b>	<b>1,86,978</b>	<b>2,14,278</b>	<b>2,44,061</b>	<b>2,78,118</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	-	-	22,000	38,000
Provisions	92	127	169	220
Other non current liabilities	3,992	5,558	5,214	4,927
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	9,848	10,708	12,880	15,401
Other current liabilities	9,943	11,414	11,714	12,664
<b>Total Equity &amp; Liabilities</b>	<b>2,11,772</b>	<b>2,43,203</b>	<b>2,96,994</b>	<b>3,50,100</b>

Source: Company Data, PL Research

**Cash Flow (Rs m)**

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	34,613	36,724	40,718	46,579
Add. Depreciation	7,308	8,695	10,091	12,049
Add. Interest	581	695	1,581	3,041
Less Financial Other Income	1,465	1,243	846	771
Add. Other	(2,302)	(166)	(6,925)	(5,970)
Op. profit before WC changes	40,201	45,947	45,465	55,698
Net Changes-WC	(1,725)	(9,414)	(8,644)	(9,340)
Direct tax	(9,257)	(9,652)	(10,953)	(12,530)
<b>Net cash from Op. activities</b>	<b>29,218</b>	<b>26,881</b>	<b>25,868</b>	<b>33,828</b>
Capital expenditures	(28,771)	(36,245)	(42,779)	(46,062)
Interest / Dividend Income	-	-	-	-
Others	867	966	(1)	(1)
<b>Net Cash from Invst. activities</b>	<b>(27,904)</b>	<b>(35,279)</b>	<b>(42,781)</b>	<b>(46,063)</b>
Issue of share cap. / premium	918	310	13	-
Debt changes	-	-	22,000	16,000
Dividend paid	-	-	-	-
Interest paid	(581)	(695)	(1,581)	(3,041)
Others	(6)	(6)	-	-
<b>Net cash from Fin. activities</b>	<b>331</b>	<b>(390)</b>	<b>20,432</b>	<b>12,959</b>
<b>Net change in cash</b>	<b>1,645</b>	<b>(8,788)</b>	<b>3,519</b>	<b>723</b>
Free Cash Flow	447	(9,364)	(16,911)	(12,234)

Source: Company Data, PL Research

**Key Financial Metrics**

Y/e Mar	FY24	FY25	FY26E	FY27E
<b>Per Share(Rs)</b>				
EPS	39.0	41.6	45.7	52.3
CEPS	50.2	55.0	61.2	70.8
BVPS	287.3	329.3	375.1	427.4
FCF	0.7	(14.4)	(26.0)	(18.8)
DPS	-	-	-	-
<b>Return Ratio(%)</b>				
RoCE	19.4	18.0	17.3	16.8
ROIC	17.3	15.3	14.5	14.4
RoE	14.6	13.5	13.0	13.0
<b>Balance Sheet</b>				
Net Debt : Equity (x)	(0.1)	0.0	0.0	0.1
Net Working Capital (Days)	22	25	25	25
<b>Valuation(x)</b>				
PER	109.9	102.9	93.6	81.8
P/B	14.9	13.0	11.4	10.0
P/CEPS	85.3	77.9	69.9	60.4
EV/EBITDA	67.5	61.9	54.3	46.2
EV/Sales	5.5	4.7	4.0	3.3
Dividend Yield (%)	-	-	-	-

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

Y/e Mar	Q2FY25	Q3FY25	Q4FY25	Q1FY26
<b>Net Revenue</b>	<b>1,44,445</b>	<b>1,59,726</b>	<b>1,48,719</b>	<b>1,63,597</b>
YoY gr. (%)	14.4	17.7	16.9	16.3
Raw Material Expenses	1,22,897	1,36,204	1,27,658	1,38,550
Gross Profit	21,548	23,522	21,061	25,047
Margin (%)	14.9	14.7	14.2	15.3
<b>EBITDA</b>	<b>10,938</b>	<b>12,172</b>	<b>9,551</b>	<b>12,990</b>
YoY gr. (%)	8.8	8.7	1.2	6.4
Margin (%)	7.6	7.6	6.4	7.9
Depreciation / Depletion	2,078	2,281	2,409	2,317
<b>EBIT</b>	<b>8,860</b>	<b>9,891</b>	<b>7,142</b>	<b>10,673</b>
Margin (%)	6.1	6.2	4.8	6.5
Net Interest	163	182	190	293
Other Income	335	241	251	194
<b>Profit before Tax</b>	<b>9,032</b>	<b>9,950</b>	<b>7,203</b>	<b>10,575</b>
Margin (%)	6.3	6.2	4.8	6.5
Total Tax	2,438	2,715	1,695	2,847
Effective tax rate (%)	27.0	27.3	23.5	26.9
<b>Profit after Tax</b>	<b>6,594</b>	<b>7,235</b>	<b>5,508</b>	<b>7,728</b>
Minority interest	(2)	-	-	-
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>6,596</b>	<b>7,236</b>	<b>5,508</b>	<b>7,728</b>
YoY gr. (%)	5.8	4.8	(2.2)	(0.1)
Margin (%)	4.6	4.5	3.7	4.7
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>6,596</b>	<b>7,236</b>	<b>5,508</b>	<b>7,728</b>
YoY gr. (%)	5.8	4.8	(2.2)	(0.1)
Margin (%)	4.6	4.5	3.7	4.7
Other Comprehensive Income	(63)	(43)	41	(24)
<b>Total Comprehensive Income</b>	<b>6,533</b>	<b>7,193</b>	<b>5,549</b>	<b>7,705</b>
Avg. Shares O/s (m)	648	648	651	651
<b>EPS (Rs)</b>	<b>10.2</b>	<b>11.2</b>	<b>8.5</b>	<b>11.9</b>

Source: Company Data, PL Research

**Price Chart**



**Recommendation History**

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	12-Jul-25	Hold	3,923	4,064
2	09-Jul-25	Hold	4,063	4,213
3	04-May-25	Hold	3,975	4,059
4	09-Apr-25	Hold	3,942	4,054
5	04-Apr-25	Hold	3,942	4,158
6	13-Jan-25	Hold	3,964	3,686
7	08-Jan-25	Hold	4,300	3,843
8	13-Oct-24	Hold	4,748	4,573
9	07-Oct-24	Accumulate	5,166	4,738

**Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Reduce	2,248	2,402
2	Avenue Supermarts	Hold	3,923	4,064
3	Britannia Industries	BUY	5,941	5,839
4	Colgate Palmolive	Hold	2,453	2,376
5	Dabur India	Hold	501	514
6	Emami	Accumulate	697	573
7	Hindustan Unilever	Accumulate	2,601	2,393
8	ITC	BUY	538	417
9	Jubilant FoodWorks	Hold	689	688
10	Kansai Nerolac Paints	Accumulate	284	251
11	Marico	Accumulate	718	726
12	Metro Brands	Hold	1,195	1,167
13	Mold-tek Packaging	Accumulate	805	761
14	Nestle India	Hold	2,392	2,322
15	Pidilite Industries	BUY	3,428	3,060
16	Restaurant Brands Asia	Accumulate	89	82
17	Titan Company	BUY	3,830	3,451
18	Westlife Foodworld	Hold	745	772

**PL's Recommendation Nomenclature (Absolute Performance)**

<b>Buy</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly

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