

February 6, 2025

Q3FY25 Result Update

Change in Estimates | Target | Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	ACCUMULATE		ACCUMULATE	
Target Price	530		536	
Sales (Rs. m)	7,85,427	8,49,670	7,88,104	8,52,792
% Chng.	(0.3)	(0.4)		
EBITDA (Rs. m)	2,85,672	3,11,453	2,89,063	3,14,286
% Chng.	(1.2)	(0.9)		
EPS (Rs.)	17.8	19.4	18.4	20.1
% Chng.	(3.2)	(3.1)		

Key Financials - Standalone

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. bn)	654	725	785	850
EBITDA (Rs. bn)	245	252	286	311
Margin (%)	37.4	34.7	36.4	36.7
PAT (Rs. bn)	204	202	223	243
EPS (Rs.)	16.4	16.2	17.8	19.4
Gr. (%)	8.9	(1.3)	10.4	9.0
DPS (Rs.)	13.8	14.0	15.0	16.0
Yield (%)	3.1	3.2	3.4	3.6
RoE (%)	29.2	28.1	30.3	31.1
RoCE (%)	32.7	32.5	36.1	37.1
EV/Sales (x)	8.2	7.4	6.8	6.3
EV/EBITDA (x)	21.8	21.2	18.7	17.1
PE (x)	27.1	27.4	24.8	22.8
P/BV (x)	7.7	7.8	7.3	6.9

Key Data

ITC.BO | ITC IN

52-W High / Low	Rs.500 / Rs.378
Sensex / Nifty	78,133 / 23,628
Market Cap	Rs.5,540bn / \$ 63,250m
Shares Outstanding	12,512m
3M Avg. Daily Value	Rs.6814.23m

Shareholding Pattern (%)

Promoter's	-
Foreign	14.87
Domestic Institution	40.16
Public & Others	44.91
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	-	(3.8)	8.5
Relative	(0.2)	(3.2)	0.2

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Cigarette volumes positive, margins headwinds galore

Quick Pointers:

- Cig volumes up ~5.5% on volume led strategy, margin decline due to higher leaf tobacco prices
- FMCG reeling under urban slowdown and intense commodity inflation, Paper margins decline due to high wood prices, near term outlook bleak

ITC reported 5.5% cigarette volume growth and 2.1% ADJ PAT growth (accounting for all adjustments in 3Q24 and 3Q25) in a touch operating environment. Operating environment remained challenging as FMCG business reported 240bps margin decline (19.1% EBIDTA decline) and Paper business reported 30% EBIT decline (460/190bps margin decline YoY/QoQ. ITC has de-merged ITC Hotels and 3Q numbers have been adjusted for the same.

Consumer Centric businesses have a positive outlook as lower income tax rates will increase demand for both cigarettes and FMCG. We believe margin headwinds will peak out by 4Q25, we expect gradual margin recovery post that. However, given high wood prices and sustained dumping by China and Indonesia, we expect paper margins to remain under pressure for at least 1H26.

We cut our FY 25/26/27 estimates by 1.9%/3.2%/3.1% & estimate 10% EPS CAGR over FY25-27. ITC trades at 22.8x FY27 EPS with ROE/ROCE of 31.1/42% and ~80%+ dividend payout. We assign SOTP based target price of Rs530 (Rs536 earlier) based on Dec26 numbers. Retain ACCUMULATE.

3Q Revenue up 8.6%: Revenues grew by 8.6% YoY to Rs170.5bn (PLe: Rs182bn). EBITDA grew by 1.6% YoY to Rs58.3bn (PLe:Rs 6.1bn); Margins contracted by -239bps YoY to 34.2% (PLe:34.5%). On a comparable level, PAT was up ~2.1% YoY. However, Adj PAT declined by 8.2% YoY to Rs51.2bn (PLe: Rs52.4bn) owing to 1) FV gains of Rs.4.63bn upon acquisitions from wholly owned subsidiary & impact of LTCG of Rs.0.3bn in 3Q25 and 2) tax credit of Rs.4.68bn in 3Q24 on account of reassessment of provisions relating to tax positions. We estimate ~5.5% cigarette volume growth. The board declared a dividend of Rs.6.5/share.

3QFY25: Hotels and Agri key drivers: Paper and FMCG drag

- Cigarette Revenues grew by 7.8% YoY to Rs81.4bn; EBIT grew by 4% YoY to 49.2bn. Margins contracted by 211bps YoY to 60.5% due to high leaf tobacco prices
- FMCG Revenues grew by 4% YoY to Rs54.2bn; EBIT de-grew by 27% YoY to 3.2bn. Margins contracted by 244bps YoY to 5.9% due to high input cost inflation in Palm oil, wheat, Cocoa etc
- Hotels Revenues grew by 10.6% YoY to Rs9.3bn; EBIT grew by 31% YoY to 3bn. Margins expanded by 510bps YoY to 32.4%

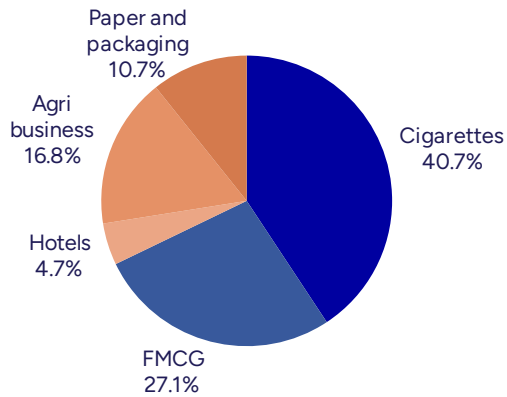
- Agri Revenues grew by 9.7% YoY to Rs33.5bn; EBIT grew by 22% YoY to 4.1bn. Margins expanded by 120bps YoY to 12.3%
- Paperboard & Paper Revenues grew by 3.1% YoY to Rs21.4bn; EBIT de-grew by 31% YoY to 2.1bn. Margins contracted by 464bps YoY to 9.6% on high wood prices and pressure on paper prices due to Chinese dumping

Exhibit 1: 3QFY25: Net Sales up 8.6%, Margins contract due to FMCG & Paper business

Y/e March	Q3FY25	Q3FY24	YoY gr. (%)	Q2FY25	9MFY25	9MFY24	YoY gr. (%)
Net Sales	170,528	156,957	8.6	186,491	527,020	480,740	9.6
Gross profit	80,453	77,471	3.8	84,117	250,490	243,233	3.0
Margins	47.2	49.4	(2.18)	45.1	47.5	50.6	(3.1)
Other Exp	22,169	20,078	10.4	22,884	68,018	62,923	8.1
EBITDA	58,284	57,394	1.6	61,233	182,471	180,311	1.2
Margins (%)	34.2	36.6	(2.4)	32.8	34.6	37.5	(2.9)
Depreciation	3,618	3,432	5.4	3,683	11,609	11,589	0.2
Interest	75.7	95.3	(20.6)	119.4	306.5	307.6	(0.4)
Other Income	10,866	11,335	(4.1)	8,737	26,616	27,379	(2.8)
PBT	68,471	67,305	1.7	67,547	201,565	197,896	1.9
Tax	17,246	11,529	49.6	16,752	50,341	43,823	14.9
Rate (%)	25.2	17.1	8.1	24.8	25.0	22.1	2.8
Adjusted PAT	51,225	55,776	(8.2)	50,795	151,225	154,073	(1.8)

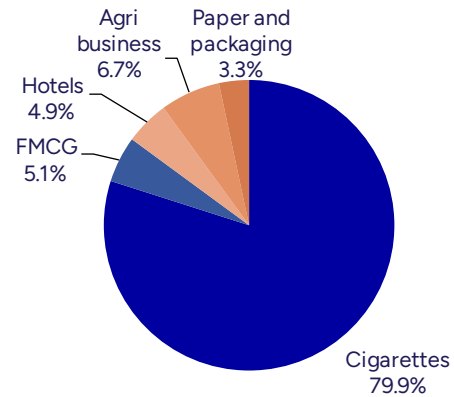
Source: Company, PL

Exhibit 2: Sales Mix: Cigarettes 40.7%, FMCG 27.1%



Source: Company, PL

Exhibit 3: Cigarettes contribute ~80% of EBIT



Source: Company, PL

Exhibit 4: SOTP on FY27- cigarette account of 61% of value

SOTP	Basis	X	EV (Rs mn)	PAT (Rs mn)	% of PAT	EPS (Rs)	Value/Share
Cigarettes	P/E	24		170836	76.6	13.7	328
FMCG - Others	EV/Sales	5.5	1542272	20642	9.3	1.7	123
Hotels (40% stake)	EV/EBIDTA	25	143,489	7889	3.5	0.6	11
Agri business	P/E	15		16400	7.4	1.3	20
Paper and packaging	P/E	14		11695	5.2	0.9	13
ITC Infotech	P/E	20		8288		0.7	13
Business Value						18.2	509
Cash and Invst			398102				32
Total Value/share							541

Source: PL

Resilient performance amidst a subdued demand environment & sharp escalation in input costs.

Staples, Biscuits, Snacks, Frozen Snacks, Dairy, Premium Soaps, Homecare and Agarbatti continue to drive Growth

Education & stationery products witnessed heightened competitive intensity especially from regional/local players on the back of reduction in paper prices. Notebooks were impacted by the high base effect and competition from local brands led by sharp drop in paper prices

Competitive intensity remained high in certain categories such as Biscuits, Snacks, Noodles, popular Soaps, including from local/regional players. ITC continues to focus on premiumisation. and growth in alternate channels

FMCG EBIDTA margins at 8.5% amidst inflationary headwinds in input costs (edible oil, wheat, maida, Potato, cocoa etc)

Paperboards remains impacted by low-priced Chinese supplies in global markets, muted domestic demand, unprecedented increase in domestic wood costs and high base effect/

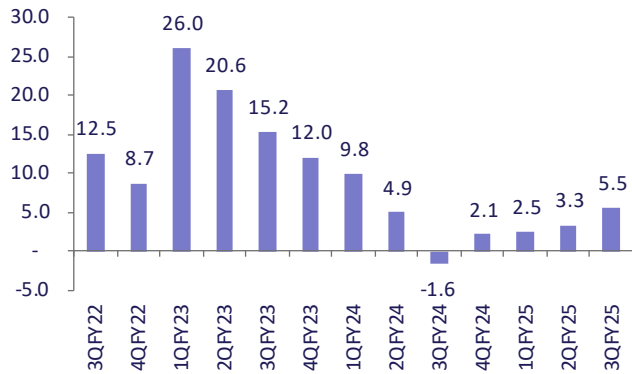
Hotel business (demerged w.e.f. 1st January, 2025) continues to grow despite of high base on account of higher occupancy and stable ARR.

Exhibit 5: Cigarette volumes grew ~5.5%, Cigarettes margins at 60.5%

	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25
Cigarette Volume gr %	4.9	-1.6	2.0	2.5	3.3	5.5
Sales (INR m)	1,95,995	1,87,355	1,92,965	2,30,247	2,23,773	199,810
Cigarettes	76,577	75,488	79,248	79,181	81,773	81,363
FMCG	52,916	52,091	53,002	54,910	55,777	54,182
Hotels	6,494	8,420	8,979	6,656	7,277	9,313
Agri business	39,310	30,547	31,007	69,733	57,805	33,508
Paper and packaging	20,699	20,809	20,729	19,767	21,141	21,445
Sales growth (YoY)	5.0	2.5	2.2	9.3	14.2	6.6
Cigarettes	10.1	3.6	7.7	6.1	6.8	7.8
FMCG	8.3	7.6	7.2	6.3	5.4	4.0
Hotels	21.2	18.2	14.9	10.9	12.1	10.6
Agri business	(1.7)	(2.2)	(13.4)	22.2	47.1	9.7
Paper and packaging	(9.5)	(9.7)	(6.7)	(6.8)	2.1	3.1
EBIT (INR m)	60,186	60,248	61,636	61,990	63,135	61,606
Cigarettes	47,817	47,281	49,233	49,596	50,234	49,240
FMCG	4,386	4,318	4,773	4,759	4,418	3,171
Hotels	1,258	2,297	2,671	1,464	1,512	3,015
Agri business	3,567	3,393	2,026	3,558	4,547	4,125
Paper and packaging	3,158	2,960	2,934	2,613	2,425	2,055
EBIT growth (YoY)	3.6	(1.4)	0.3	2.5	4.9	2.3
Cigarettes	8.0	2.3	5.0	6.5	5.1	4.1
FMCG	36.8	24.1	(4.9)	10.4	0.7	(26.6)
Hotels	49.8	57.1	33.8	11.5	20.2	31.3
Agri business	3.3	(13.3)	(34.0)	(0.0)	27.5	21.6
Paper and packaging	(49.9)	(51.2)	(34.1)	(44.7)	(23.2)	(30.6)
EBIT Margin (%)						
Cigarettes	62.4	62.6	62.1	62.6	61.4	60.5
FMCG	8.3	8.3	9.0	8.7	7.9	5.9
Hotels	19.4	27.3	29.7	22.0	20.8	32.4
Agri business	9.1	11.1	6.5	5.1	7.9	12.3
Paper and packaging	15.3	14.2	14.2	13.2	11.5	9.6

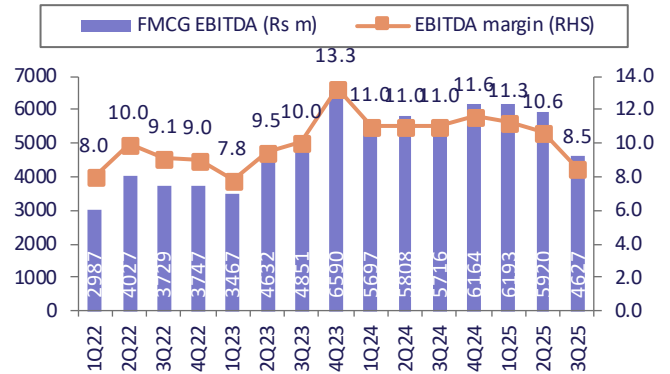
Source: Company, PL

Exhibit 6: Cigarette Volumes up ~5.5%



Source: Company, PL

Exhibit 7: FMCG margins down 243bps at 8.5%



Source: Company, PL

- Cigarette volumes grew ~5.5%; EBIT up 4.1%:** Cigarette Revenues grew by 7.8% YoY to Rs81.4bn; EBIT grew by 4% YoY to 49.2bn. Margins contracted by 211bps YoY to 60.5% due to high leaf tobacco prices. The Cigarette Segment witnessed robust growth driven by volumes, differentiated and premium offerings. No increase in excise duty in the recent budget fares well for ITC. Significant cost increases in leaf tobacco were partially offset by an improved product mix, strategic cost management, and carefully adjusted pricing actions. ITC continues to reinforce market standing through innovation, portfolio fortification & new launches.
- FMCG EBITDA margins up 5.9%:** FMCG Revenues grew by 4% YoY to Rs54.2bn; EBIT de-grew by 27% YoY to 3.2bn. Margins contracted by 244bps YoY to 5.9% due to high input cost inflation in Palm oil, potato, wheat, Cocoa and packaging costs. Stationary business suffered due to high base and local competition led by a sharp drop in paper prices. Staples, Snacks, Frozen Snacks, Dairy, Premium Soaps, Homecare and Agarbatti continue to drive growth. Certain categories in Noodles, Snacks, Biscuits & Popular soaps continue to face heightened competitive intensity (including local players). Strong performance continues in premium portfolio & alternate channels
- Hotels Revenues up 10.6% YoY:** Hotels Revenues grew by 10.6% YoY to Rs9.3bn; EBIT grew by 31% YoY to 3bn. Margins expanded by 510bps YoY to 32.4%. Hotels segment was demerged w.e.f. 1st January, 2025. Hotels Segment delivered strong quarters with F&B, Retail & Wedding segments driving growth. Outlook remains strong given rising Revpar and occupancy levels.
- Paperboards, Paper & Packaging:** Paperboard & Paper Revenues grew by 3.1% YoY to Rs21.4bn; EBIT de-grew by 31% YoY to 2.1bn. Margins contracted by 464bps YoY to 9.6% on high wood prices and pressure on paper prices due to Chinese dumping Low priced Chinese & Indonesian supplies, lower realizations and soft domestic demand continue to impact industry performance. Wood costs witnessed an unabated increase worsened by heavy cyclonic rainfall in core plantation areas. Robust growth in exports is driven by new business development. Higher domestic wood prices and inability to pass on higher input costs will continue to pressurize margins in the near term.

- **Agri Business:** Agri Revenues grew by 9.7% YoY to Rs33.5bn; EBIT grew by 22% YoY to 4.1bn. Margins expanded by 120bps YoY to 12.3%. Robust growth in leaf tobacco exports was driven by new business development & agile execution. Strong growth in value added agriculture exports of spices & coffee whereas stock limits & export restrictions on wheat continue to limit business opportunities.

Exhibit 8: Cigarettes and FMCG to drive growth over FY25-27

	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales (Rs m)						
Cigarettes	2,00,748	2,41,527	2,59,770	2,77,967	2,92,764	3,07,519
FMCG	1,59,648	1,90,815	2,10,479	2,26,726	2,55,458	2,87,940
Agri	1,61,961	1,81,723	1,62,059	1,95,921	2,17,311	2,40,052
Paper and Paperboard	76,416	90,814	80,627	85,394	91,963	98,407
Sales Growth (%)						
Cigarettes	15.4	20.3	7.6	7.0	5.3	5.0
FMCG	8.5	19.5	10.3	7.7	12.7	12.7
Agri	28.7	12.2	(10.8)	20.9	10.9	10.5
Paper and Paperboard	36.0	18.8	(11.2)	5.9	7.7	7.0
EBIT (Rs m)						
Cigarettes	1,48,691	1,79,271	1,89,329	2,01,292	2,13,718	2,26,285
FMCG	9,232	13,742	17,891	19,839	24,907	30,234
Agri	10,312	13,277	12,803	17,241	19,558	24,005
Paper and Paperboard	17,000	22,940	13,303	11,955	15,634	19,681
EBIT Margin (%)						
Cigarettes	63.4	63.6	62.4	62.0	62.5	63.0
FMCG	5.8	7.2	8.5	8.8	9.8	10.5
Agri	6.4	7.3	7.9	8.8	9.0	10.0
Paper and Paperboard	22.2	25.3	16.5	14.0	17.0	20.0
EBIT Growth (%)						
Cigarettes	16.9	20.6	5.6	6.3	6.2	5.9
FMCG	10.9	48.8	30.2	10.9	25.5	21.4
Agri	25.6	28.8	-3.6	34.7	13.4	22.7
Paper and Paperboard	54.7	34.9	-42.0	-10.1	30.8	25.9

Source: Company, PL

Exhibit 9: Large scale consumer activations at Maha Kumbh Mela 2025, Prayagraj



Source: PL, Company

Exhibit 10: Innovation-led launches in FMCG business

Fortifying the Core				Addressing Adjacencies		New Growth Vectors
						
Classmate eduGames infinity	Bingo! Sour Cream & Herbs Popped Chips	Fiamo Soap Japanese Hokkaido	Sunfeast! Wowzers Enrobed cracker	Bingo! Hot & Spicy Korean Style Nachos	Bingo! Namkeen Pudina Twist	Dermafique Serum Advance Radiance
						
Aashirvaad Svasti Milk Creamy Rich	Aashirvaad Ready to cook Chapati	Aashirvaad Roasted Short Vermicelli	Classmate pen Loop Ball Pen	ITC Master Chef Sabudana Tikki		
						
Right Shift Oats ++ With Millets and Seeds	Fabelle Exquisite Hazelnut Mousse	Dermafique Shower Gel Aqua Surge	Activate			

Source: PL, Company

Financials

Income Statement (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	6,54,408	7,24,760	7,85,427	8,49,670
YoY gr. (%)	(0.9)	10.8	8.4	8.2
Cost of Goods Sold	2,69,821	3,30,418	3,47,624	3,76,282
Gross Profit	3,84,587	3,94,342	4,37,802	4,73,388
Margin (%)	58.8	54.4	55.7	55.7
Employee Cost	37,322	39,964	42,250	45,599
Other Expenses	45,215	48,751	51,544	53,934
EBITDA	2,44,786	2,51,828	2,85,672	3,11,453
YoY gr. (%)	2.2	2.9	13.4	9.0
Margin (%)	37.4	34.7	36.4	36.7
Depreciation and Amortization	16,478	18,638	19,728	21,010
EBIT	2,28,308	2,33,190	2,65,944	2,90,443
Margin (%)	34.9	32.2	33.9	34.2
Net Interest	457	457	457	457
Other Income	35,383	34,037	35,334	38,395
Profit Before Tax	2,63,233	2,66,770	2,91,820	3,18,381
Margin (%)	40.2	36.8	37.2	37.5
Total Tax	58,938	64,869	71,496	78,003
Effective tax rate (%)	22.4	24.3	24.5	24.5
Profit after tax	2,04,295	2,01,901	2,20,324	2,40,378
Minority interest	-	-	-	-
Share Profit from Associate	-	-	2,700	3,000
Adjusted PAT	2,04,295	2,01,901	2,23,024	2,43,378
YoY gr. (%)	9.4	(1.2)	10.5	9.1
Margin (%)	31.2	27.9	28.4	28.6
Extra Ord. Income / (Exp)	(76)	-	-	-
Reported PAT	2,04,220	2,01,901	2,23,024	2,43,378
YoY gr. (%)	8.9	(1.1)	10.5	9.1
Margin (%)	31.2	27.9	28.4	28.6
Other Comprehensive Income	22,811	-	-	-
Total Comprehensive Income	2,27,030	2,01,901	2,23,024	2,43,378
Equity Shares O/s (m)	12,485	12,497	12,509	12,521
EPS (Rs)	16.4	16.2	17.8	19.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	3,59,599	3,86,799	4,13,999	4,41,199
Tangibles	3,36,105	3,63,105	3,90,105	4,17,105
Intangibles	23,494	23,694	23,894	24,094
Acc: Dep / Amortization	1,15,065	1,32,228	1,50,456	1,69,929
Tangibles	1,12,128	1,28,935	1,46,805	1,65,917
Intangibles	2,937	3,292	3,651	4,012
Net fixed assets	2,44,534	2,54,571	2,63,543	2,71,270
Tangibles	2,23,977	2,34,169	2,43,300	2,51,188
Intangibles	20,557	20,402	20,244	20,082
Capital Work In Progress	10,780	20,000	20,000	20,000
Goodwill	5,772	5,772	5,772	5,772
Non-Current Investments	2,28,246	2,27,711	2,44,896	2,63,687
Net Deferred tax assets	(20,837)	(19,795)	(18,805)	(17,865)
Other Non-Current Assets	23,238	25,691	27,194	28,792
Current Assets				
Investments	1,19,169	1,19,585	1,25,668	1,44,444
Inventories	1,26,315	1,12,049	1,19,280	1,26,711
Trade receivables	33,115	25,555	27,690	29,950
Cash & Bank Balance	62,177	63,645	70,151	72,676
Other Current Assets	11,342	15,220	16,494	17,843
Total Assets	8,73,276	8,79,670	9,32,028	9,94,176
Equity				
Equity Share Capital	12,485	12,497	12,509	12,521
Other Equity	7,09,848	7,01,452	7,44,886	7,96,129
Total Networkth	7,22,333	7,13,949	7,57,395	8,08,650
Non-Current Liabilities				
Long Term borrowings	18	18	18	18
Provisions	2,215	2,260	2,412	2,605
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	44,896	49,537	52,232	56,436
Other current liabilities	79,261	89,996	96,834	1,04,038
Total Equity & Liabilities	8,73,276	8,79,670	9,32,027	9,94,176

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	2,63,233	2,64,770	2,91,820	3,18,381
Add. Depreciation	16,478	18,638	19,728	21,010
Add. Interest	457	457	457	457
Less Financial Other Income	35,383	34,037	35,334	38,395
Add. Other	36,588	(3,090)	(1,931)	(1,900)
Op. profit before WC changes	3,16,757	2,80,775	3,10,074	3,37,949
Net Changes-WC	(11,158)	32,162	(10,338)	(21,625)
Direct tax	(58,938)	(64,869)	(71,496)	(78,003)
Net cash from Op. activities	2,46,661	2,48,068	2,28,240	2,38,321
Capital expenditures	(26,016)	(37,896)	(28,699)	(28,737)
Interest / Dividend Income	-	-	-	-
Others	(64,584)	535	(17,184)	(18,791)
Net Cash from Invt. activities	(90,600)	(37,360)	(45,883)	(47,528)
Issue of share cap. / premium	33,739	(36,621)	(1,917)	(1,491)
Debt changes	(15)	-	-	-
Dividend paid	(1,91,639)	(1,71,665)	(1,74,961)	(1,87,632)
Interest paid	(457)	(457)	(457)	(457)
Others	(174)	37	(192)	(215)
Net cash from Fin. activities	(1,58,547)	(2,08,705)	(1,77,528)	(1,89,795)
Net change in cash	(2,485)	2,002	4,829	998
Free Cash Flow	2,20,645	2,10,172	1,99,541	2,09,584

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	16.4	16.2	17.8	19.4
CEPS	17.7	17.6	19.4	21.1
BVPS	57.9	57.1	60.5	64.6
FCF	17.7	16.8	16.0	16.7
DPS	13.8	14.0	15.0	16.0
Return Ratio(%)				
RoCE	32.7	32.5	36.1	37.1
ROIC	33.0	33.5	36.1	37.4
RoE	29.2	28.1	30.3	31.1
Balance Sheet				
Net Debt : Equity (x)	(0.3)	(0.3)	(0.3)	(0.3)
Net Working Capital (Days)	64	44	44	43
Valuation(x)				
PER	27.1	27.4	24.8	22.8
P/B	7.7	7.8	7.3	6.9
P/CEPS	17.7	17.6	19.4	21.1
EV/EBITDA	21.8	21.2	18.7	17.1
EV/Sales	8.2	7.4	6.8	6.3
Dividend Yield (%)	3.1	3.2	3.4	3.6

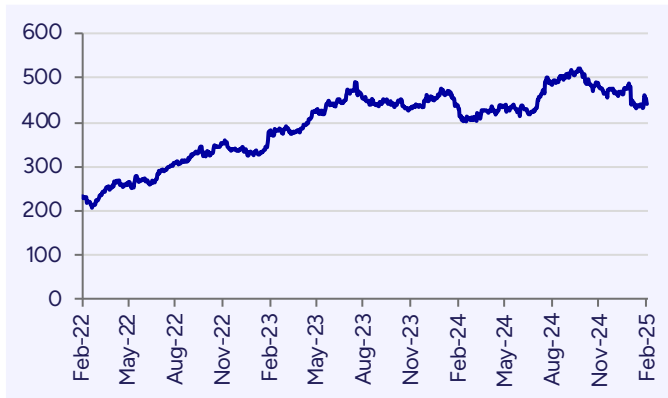
Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	1,65,793	1,70,001	1,86,491	1,70,528
YoY gr. (%)	1.1	7.4	12.7	3.5
Raw Material Expenses	66,529	71,885	90,278	77,701
Gross Profit	99,264	98,116	96,213	92,827
Margin (%)	59.9	57.7	51.6	54.4
EBITDA	61,626	62,955	61,233	58,284
YoY gr. (%)	(0.8)	0.7	1.4	(3.3)
Margin (%)	37.2	37.0	32.8	34.2
Depreciation / Depletion	4,154	4,309	3,683	3,618
EBIT	57,473	58,646	57,550	54,666
Margin (%)	34.7	34.5	30.9	32.1
Net Interest	121	111	119	76
Other Income	7,986	7,013	8,737	10,866
Profit before Tax	65,338	65,547	67,547	68,471
Margin (%)	39.4	38.6	36.2	40.2
Total Tax	15,115	16,343	16,752	17,246
Effective tax rate (%)	23.1	24.9	24.8	25.2
Profit after Tax	50,223	49,205	50,795	51,225
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	50,223	49,205	50,795	51,225
YoY gr. (%)	0.2	0.4	3.1	(8.2)
Margin (%)	30.3	28.9	27.2	30.0
Extra Ord. Income / (Exp)	(21)	(30)	(12)	4,158
Reported PAT	50,202	49,175	50,783	55,383
YoY gr. (%)	(1.3)	0.3	3.1	(0.6)
Margin (%)	30.3	28.9	27.2	32.5
Other Comprehensive Income	15,250	(1,476)	(4,499)	2,763
Total Comprehensive Income	65,452	47,699	46,285	58,146
Avg. Shares O/s (m)	12,309	12,309	12,309	12,309
EPS (Rs)	4.1	4.0	4.1	4.2

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	08-Jan-25	Accumulate	536	450
2	24-Oct-24	Accumulate	539	472
3	07-Oct-24	Accumulate	541	504
4	01-Aug-24	Accumulate	519	494
5	09-Jul-24	Accumulate	491	434
6	23-May-24	Accumulate	491	441
7	09-Apr-24	Accumulate	488	426

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Reduce	2,123	2,354
2	Avenue Supermarts	Hold	3,964	3,686
3	Britannia Industries	BUY	5,815	4,860
4	Colgate Palmolive	Hold	2,801	2,679
5	Dabur India	Hold	561	534
6	Emami	Accumulate	716	554
7	Hindustan Unilever	Accumulate	2,691	2,343
8	ITC	Accumulate	536	450
9	Jubilant FoodWorks	Hold	719	750
10	Kansai Nerolac Paints	Reduce	274	257
11	Marico	Accumulate	704	671
12	Metro Brands	Hold	1,177	1,199
13	Mold-tek Packaging	Accumulate	709	628
14	Nestle India	Accumulate	2,606	2,300
15	Pidilite Industries	Accumulate	3,318	2,910
16	Restaurant Brands Asia	Hold	76	72
17	Titan Company	BUY	3,833	3,491
18	Westlife Foodworld	Hold	778	718

PL's Recommendation Nomenclature (Absolute Performance)

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

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