

05 June 2024

Asian Paints Ltd

Thrust on growth and brand strength - Annual Report analysis

ANNUAL REPORT ANALYSIS

Sector: Paints	Rating: BUY
CMP: Rs 2,960	Target Price: Rs 3,280

Stock Info

Sensex/Nifty	74,382/ 22,620
Bloomberg	APNT IN
Equity shares (mn)	959.20
52-wk High/Low	Rs 3567/2671
Face value	Rs 1
M-Cap	Rs 2839bn/US\$ 34bn
3-m Avg volume	US\$ 46.7mn

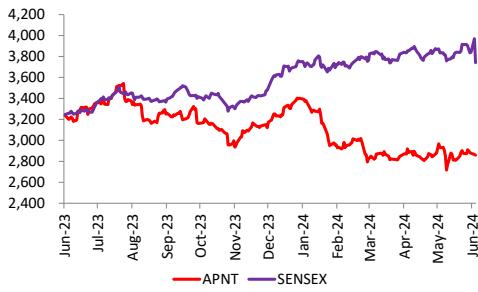
Financial Snapshot (Rs mn)

Y/E Mar	FY25E	FY26E	FY27E
Sales	3,84,715	4,27,119	4,74,126
PAT	54,684	59,136	64,845
EPS (Rs)	57.0	61.7	67.6
PE (x)	51.9	48.0	43.8
EV/EBITDA (x)	35.8	32.4	29.2
P/BV (x)	13.6	12.2	11.0
EV/Sales	7.3	6.5	5.9
RoE (%)	27.6	26.8	26.4
RoCE (%)	29.3	28.7	28.3
NWC (days)	68	66	64
Net gearing (x)	(0.2)	(0.2)	(0.2)

Shareholding Pattern (%)

	Mar 24	Dec 23	Sep 23
Promoter	52.6	52.6	52.6
-Pledged	-	-	-
FII	15.9	17.3	17.7
DII	17.4	16.3	15.8
Others	14.1	13.8	13.9

Stock Performance (1-year)



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In Asian Paints' (APNT) FY24 Annual Report, management highlighted stable FY24 decorative volume growth of c.9% YoY (past 5-year CAGR at c.16%) while revenue growth moderated to 3% YoY. Management expects double-digit decorative volume growth in FY25, noting a rural demand resurgence. APNT expects premium segment sales to rebound with easing prices, and is sustaining its leadership in projects/institutional segment (robust FY24 growth).

APNT will significantly ramp up A&P/ brand-building spends over FY25, prioritizing those over price cuts (FY24 A&P cost +13% YoY, +40bps YoY to 3.7% of revenue). APNT reiterated its OPM guidance of 18-20% (FY24 OPM +320bps YoY to 21.4%). It expects the VAE/VAM domestic production supply to boost OPMs by 1-1.5%. We introduce FY27E estimates and expect FY25E-FY27E revenue/EBITDA/EPS CAGR of 10%/ 8%/ 6%. We maintain BUY rating on APNT with target price of Rs 3,280.

Emphasis on dealer/influencer initiatives: Management particularly emphasized APNT's initiatives for the dealer/influencer community, such as instant direct benefit transfer of loyalty points, health insurance for contractors and collaboration with architects/ interior designers. APNT now connects with 267k+ influencers (240k in FY23) and plans to add 10k retail touchpoints annually (c.163k in FY24).

Business segment updates: In international (c.9% of revenue, FY24 sales -1% YoY), APNT expects macro-economic challenges to persist in South Asia (Nepal) and Egypt in FY25. In home décor (c.4% of revenue), FY24 sales grew 3% YoY impacted by kitchen/bath weakness. Management reiterated its goal of home décor contributing 8-10% of overall decorative business sales in the next 3 years.

New product launches: APNT launched 24/16 new decorative/industrial products in FY24, contributing c.11% to revenues. Its launches at affordable price points, such as latex paints, are aimed at growing the organized market in the bottom-of-pyramid segments, expanding per capita consumption and widening the industry base.

Balance sheet and cash flow analysis: We expect APNT's RoCE and RoE to come off from FY24 (c.33%/31%) over FY25E-FY27E due to (1) earnings growth limited by higher operating costs, and (2) a high capex spending plan of Rs 87.5bn. APNT generated robust FCF of Rs 39bn in FY24 (vs Rs 29bn in FY23); we expect FCF to hold firm over FY25E-FY27E supported by moderate earnings growth over the period.

Our view: We expect APNT to deliver strong double-digit volume growth in FY25E-FY27E, driven by (1) a rural demand rebound, (2) strong growth in bottom-of-pyramid categories, (3) premium and luxury launches, and (4) expanding distribution. We expect meaningful pressure on OPMs over FY25E-FY27E (c.-130bps) exerted by adverse price/mix, sharp increase in A&P spends and higher other operating costs. We expect stepped-up brand-building initiatives to support APNT's strong volume growth trajectory and dominant market share. We believe APNT is well-placed to counter the threat from new entrants and cement its leadership position in the industry with high volume growth, best-in-class OPMs and robust cash flows.

Valuation and risks: We maintain BUY rating on APNT with target price of Rs 3,280 (11% upside), valuing the stock at 53x FY26E P/E with 6% EPS CAGR over FY25E-FY27E. Key risks: volume growth and OPMs slipping on rising competitive intensity.

Investors are advised to refer disclosures made at the end of the research report.

Key takeaways from the Annual Report FY24

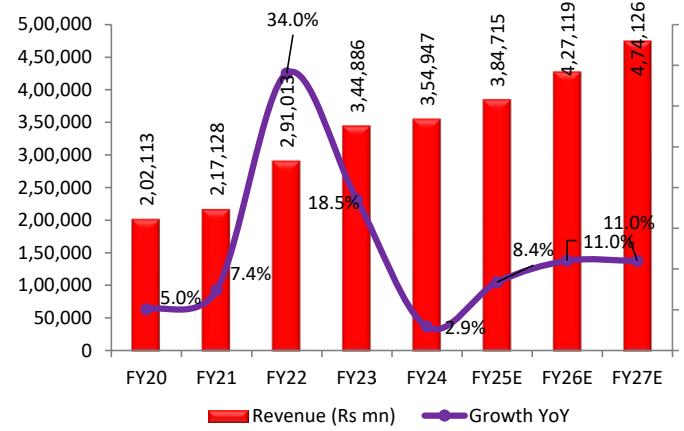
Demand outlook

Management highlighted stable FY24 decorative volume growth of c.9% YoY (past 5-year volume CAGR at c.16%), with strong growth in economy/bottom-of-pyramid and luxury segments. However, revenue growth tapered down to 3% YoY vs the past 5-year CAGR of c.13%. This was on account of (1) demand moderation and downtrading in premium segment, mainly in rural markets that were deeply impacted by lingering effect of high retail inflation; and (2) price cuts (c.3.7% taken in 4QFY24).

Management expects double-digit decorative volume growth in FY25. It will continue to strongly focus on bottom-of-pyramid segment which offers good growth potential (in the company's view). **APNT earlier noted a rural demand resurgence** witnessed in April (rural growth was weak in 4Q24). The projects/institutional business delivered robust growth in FY24 with APNT sustaining its leadership position here. Management also expects government business to pick up post-elections. While the company sees a volume-value gap of 5-6% persisting going forward, it expects a resurgence in the premium segment in FY25.

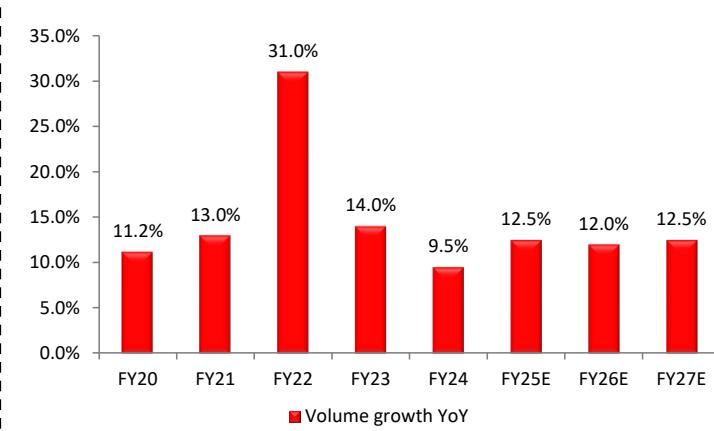
Our view: We expect APNT to continue to deliver strong double-digit volume growth in FY25E-FY27E, driven by (1) a rural demand rebound, (2) strong growth and market-share gains in bottom-of-pyramid categories (economy emulsions), (3) product launch initiatives in premium and luxury segments, (4) entry into new categories that bring in additional high-growth revenue streams, and (5) expanding distribution network (c.163k touchpoints in FY24 vs c.150k in FY23). While we factor in negative price/mix to limit value growth in FY25E (c.8% YoY), we expect a pricing recovery to push up value growth in FY26E/FY27E (+11% YoY). We expect GPMs (+470bps YoY to 43.4% in FY24) to continue to benefit from benign input costs and sourcing/formulation efficiencies that APNT is able to extract on an ongoing basis.

Exhibit 1: Revenue growth – 10% CAGR over FY25E-FY27E



Source: Company, Systematix Institutional Research

Exhibit 2: Volume growth – 12% CAGR over FY25E-FY27E



Source: Company, Systematix Institutional Research

Operating costs and margins – brand-building spends to sharply increase

APNT's FY24 operating margins (OPM) expanded by 320bps YoY to 21.4%, trailing GPM expansion mainly due to increases in employee expenses (+15% YoY, +70bps YoY to 6.6% of revenue) and advertising & promotion (A&P) costs (+13% YoY, +40bps YoY to 3.7% of revenue) in FY24.

Management will significantly ramp up A&P/brand-building spends over the next few quarters, prioritizing marketing spend over price cuts (as indicated on the 4QFY24 call). However, APNT reiterated its OPM guidance of 18-20%, and expects A&P cost at 3-5% of sales. It expects the Vinyl Acetate Ethylene Emulsion (VAE)/ Vinyl Acetate Monomer (VAM) domestic production supply to boost OPMs by 1-1.5%, driven by cost advantage.

We expect A&P/ brand-building spends to sharply increase over FY25E-FY27E, as the company steps up its aggression to counter the new competitor. We factor in a c.44%/ 22%/ 19% YoY increase in A&P costs over FY25E/ FY26E/ FY27E, making up c.4.9%/ 5.4%/ 5.8% of revenue over the same period. We expect these initiatives to support APNT's strong volume growth trajectory and dominant market share position.

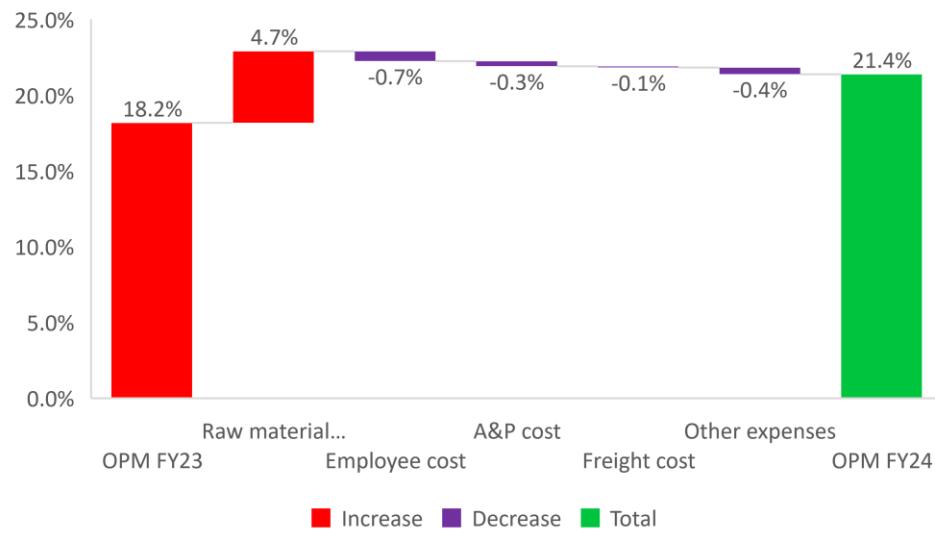
We continue to factor in a meaningful decline in the company's OPMs in FY25E (front-loaded in 1HFY25E) and moderate pressure in FY26E-FY27E, on account of adverse product mix, negative pricing and sharply higher A&P/ brand-building/ distribution/ R&D/ overhead costs, partly offset by APNT's initiatives in supply chain efficiencies and cost-optimization exercises. We expect cumulative OPM decline of c.130bps over FY25E-FY27E due to the above.

Exhibit 3: Common-size P&L table

	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Revenue	100.0%							
Raw material cost	56.3%	55.7%	62.9%	61.3%	56.6%	56.1%	55.6%	55.0%
Gross profit	43.7%	44.3%	37.1%	38.7%	43.4%	43.9%	44.4%	45.0%
Employee cost	6.8%	7.1%	6.1%	5.9%	6.6%	6.8%	6.8%	6.8%
A&P expense	4.5%	3.6%	3.2%	3.3%	3.7%	4.9%	5.4%	5.8%
Freight	6.0%	6.2%	6.3%	6.1%	6.2%	6.3%	6.3%	6.4%
Other expenses	5.8%	5.0%	4.9%	5.2%	5.6%	5.6%	5.7%	5.9%
OPM	20.6%	22.4%	16.5%	18.2%	21.4%	20.4%	20.2%	20.1%

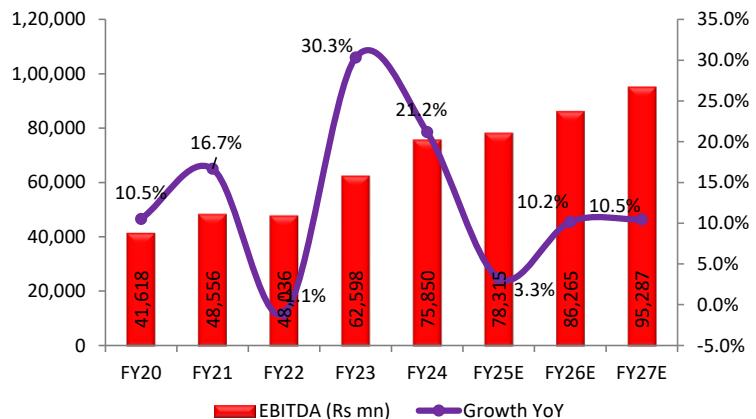
Source: Company, Systematix Institutional Research

Exhibit 4: FY24 EBITDA margin expansion led by benign raw material costs



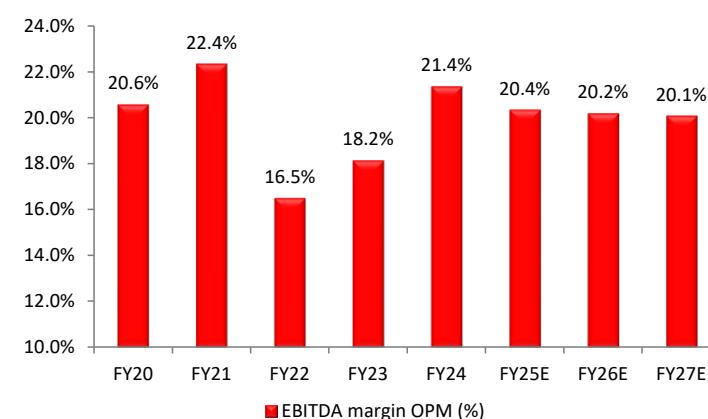
Source: Company, Systematix Institutional Research

Exhibit 5: EBITDA – 8% CAGR over FY25E-FY27E



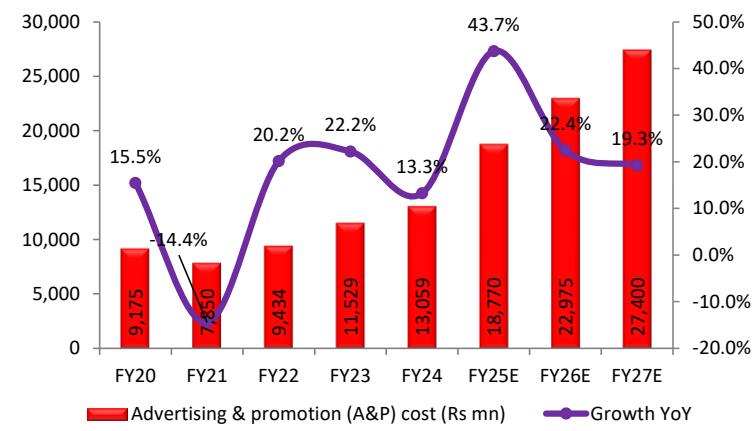
Source: Company, Systematix Institutional Research

Exhibit 6: EBITDA margin to contract 130bps over FY25E-FY27E



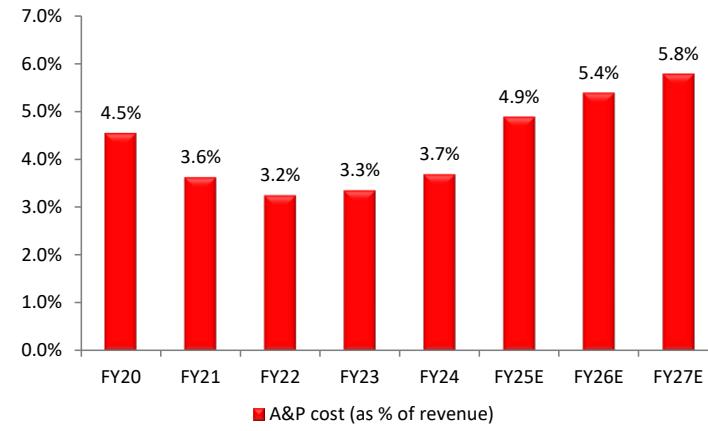
Source: Company, Systematix Institutional Research

Exhibit 7: A&P cost growth trend



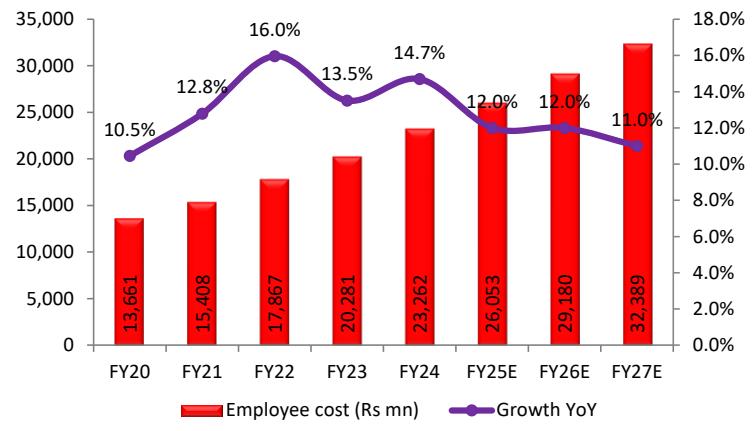
Source: Company, Systematix Institutional Research

Exhibit 8: A&P cost (as % of sales)



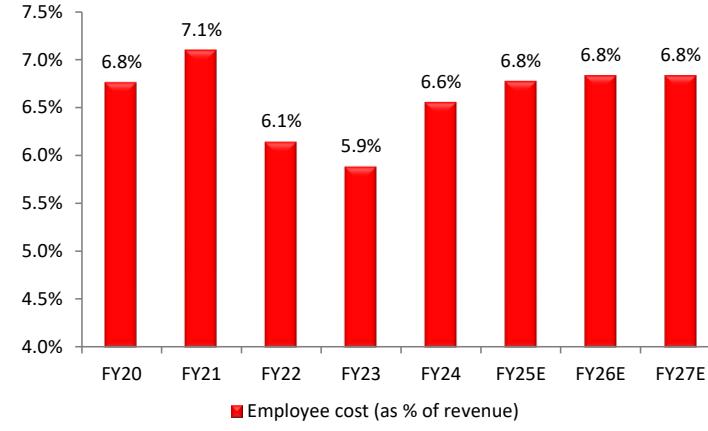
Source: Company, Systematix Institutional Research

Exhibit 9: Employee cost growth trend



Source: Company, Systematix Institutional Research

Exhibit 10: Employee cost (as % of sales)



Source: Company, Systematix Institutional Research

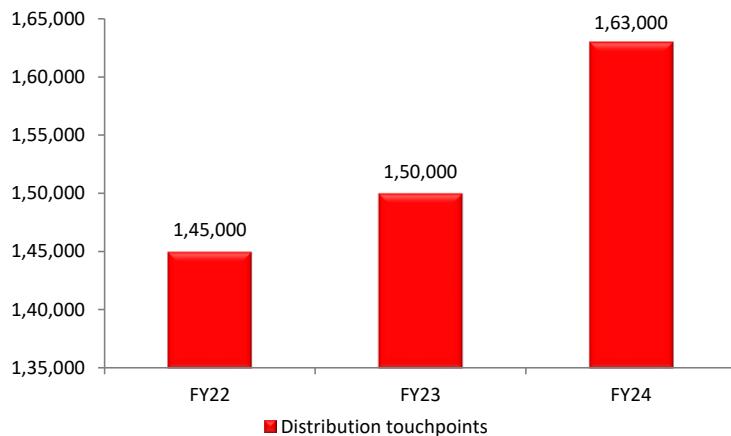
Emphasis on connections with dealers, influencers

In the FY24 Annual Report, management has particularly emphasized APNT's relationships with the dealer and influencer community (contractors, painters, architects, interior designers) and the company's benefits/ initiatives for them. The company now claims to have a connect with c.267k+ influencers (vs 240k in FY23).

APNT plans to add c.10k retail touchpoints annually going forward (c.163k in FY24). We believe these growing influencer connects and initiatives assume greater significance in the light of the new competitor Birla Opus claiming a contractor enrolment of c.300k in the launch phase itself.

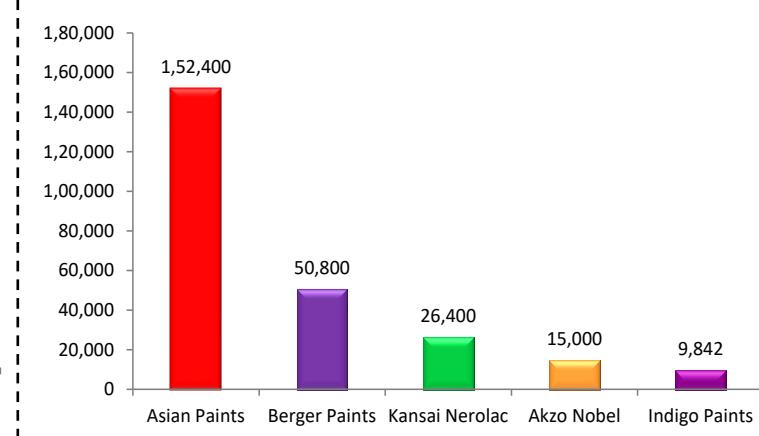
- **Instant Direct Benefit Transfer:** For its contractor community, APNT introduced an instant Direct Benefit Transfer (DBT) feature that allows immediate, anytime redemption of loyalty points.
- **'Legends' programme:** The company also introduced the 'Legends' programme which rewards contractors for their long-term loyalty to the company.
- **Health insurance for contractors:** APNT highlights that it is the only company to offer health insurance to contractors.
- **Training and upskilling:** The company has also stepped up training and upskilling programs for the contractor community (total of c.680k+ trainings imparted at Asian Paints Colour Academy).
- **Architects and interior designers (AIDs):** APNT is collaborating with 150+ leading AIDs under its 'Category Expertise' programmes for its executive cadres in the top 11 cities, to understand market dynamics and deepen penetration.
- APNT highlights that majority of its distribution connects have endured across generations of dealer families.

Exhibit 11: Distribution touchpoints



Source: Company, Systematix Institutional Research

Exhibit 12: Tinting machine network of top companies



Source: Company, Systematix Institutional Research

Business segment updates

International business (c.9% of revenue)

- **International business sales declined 1% YoY**, supported by strong growth in Middle East (10% YoY, c.32% of international sales) and parts of Africa (7% YoY, c.24% of international).
- **However, Asia sales declined (-12% YoY, c.39% of international)** due to macro-economic weakness, challenging demand and tight liquidity in key markets of Nepal and Bangladesh, while Sri Lanka recovered.
- **African markets of Egypt and Ethiopia were impacted** by high inflation, pressuring operating costs and requiring steep price hikes.

- **International business profitability improved YoY** with PBT growth of 7% YoY and PBT margin improving 40bps to 5.5% in FY24.
- **Management expects macro-economic challenges to persist** in South Asia (Nepal) and Egypt in FY25. In Egypt, the situation can improve with political stability and IMF support. APNT is witnessing significant growth in waterproofing and home painting service in international markets.

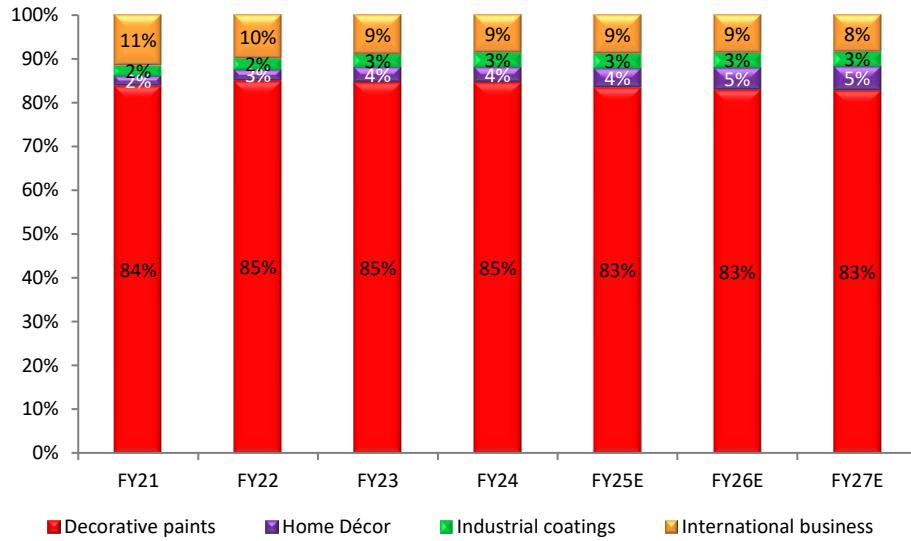
Home Décor (c.4% of revenue)

- **Home décor FY24 sales grew c.3% YoY**, impacted by declines in kitchen/bath (c.-8%/-16% YoY) while White Teak (decorative lights) and Weatherseal (uPVC windows and doors) grew c.23%/2x YoY. Kitchen/bath saw marginal operating losses.
- **The bath business was impacted** by price cuts, a high base, competition from new entrants and rapid commoditization in some products. APNT will continue to synergize the kitchen and bath businesses with the home décor umbrella.
- **APNT is amalgamating the Sleek kitchen business** within itself to generate revenue synergies, share consumer insights, optimize back-end operations and better integrate with the home décor foray.
- **In White Teak**, APNT is transitioning from a Company Owned, Company Operated (COCO) model to a Franchise Owned, Company Operated (FOCO) model. **In uPVC windows and doors**, APNT is the second-largest organized domestic player. **APNT's home painting service** brand is the largest in India, serving 140k customers in FY24.
- **Management plans to further expand its Beautiful Homes store network** to 85-90 in FY25 and to 150-200 over the next 5 years (from 60 in FY24 and 42 in FY23). It also plans to expand the store size from current c.6k sq.ft. to more than 10-15k sq.ft.
- **Management reiterated its goal of home décor contributing 8-10%** of overall decorative business sales in the next 3 years.

Industrial business (AP-PPG: c.3% of revenue)

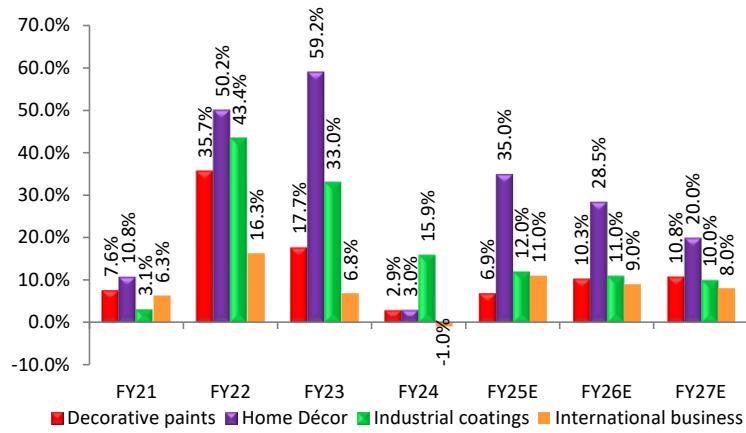
- **Industrial (AP-PPG) business FY24 sales grew c.13% YoY**, aided by infrastructure projects; network expansion; higher capex in export fabrication, building/factories and wind power; powder coatings' expansion to the pipe/valves segment; and partner loyalty programs.
- **PBT margin improved 340bps YoY** to 11.7% on soft raw materials costs.
- **Auto business (PPG-AP) FY24 sales grew c.10% YoY** with strong recovery in two-wheelers in 2HFY24.
- **PBT margin improved 480bps YoY** to 17.7% on soft raw material costs and innovations in sourcing/formulation efficiencies.

Exhibit 13: Segment-wise revenue mix trend



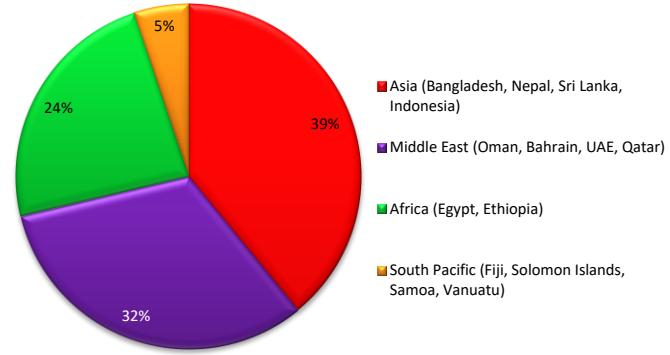
Source: Company, Systematix Institutional Research

Exhibit 14: Segment-wise revenue growth trend



Source: Company, Systematix Institutional Research

Exhibit 15: International business sales' mix FY24



Source: Company, Systematix Institutional Research

New product launches

APNT launched 24/16 new decorative/industrial products in FY24, highlighting that new launches contributed c.11% to revenues for the year (vs 22 decorative innovations in FY23 contributing c.10% to revenues). The company unveiled project 'Anveshan' in FY24, seeking disruptive innovations in economical water-based interior paints, wood finishes, high-end exterior finishes and interior waterproofing. The project yielded the following product innovations:

- NeoBharat latex paint in the value-for-money interior category, to disrupt the economy segment and democratize paint adoption;
- Damp Sheath Interior, a waterproofing undercoat with 3-year warranty;
- Flash, a wood polish offering grain-filling and gloss

Management indicated that as the market leader (c.50% share in decorative paints), it recognizes the need to expand per capita consumption of paints (currently at c.4 kg) and widen the industry base. APNT's innovative product launches at affordable price points – latex paints, economy emulsions – are aimed at these objectives. APNT

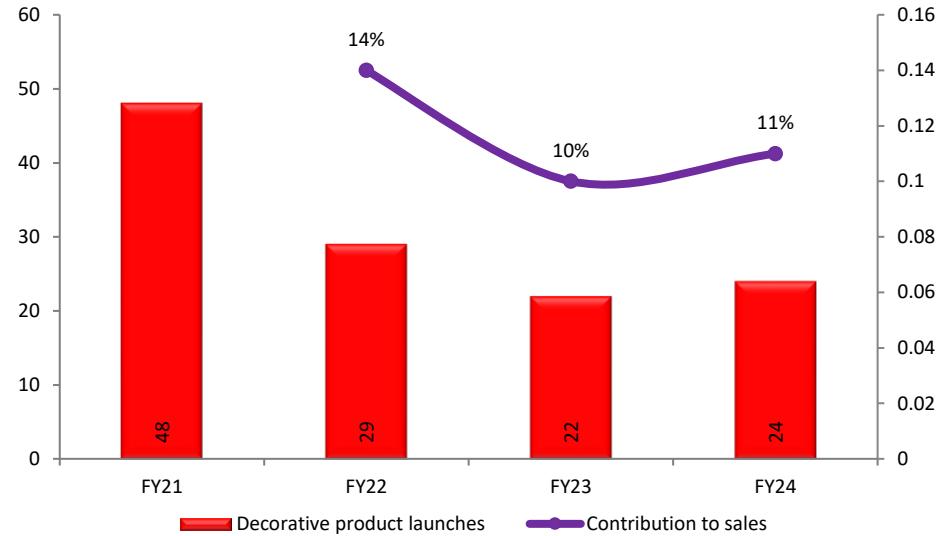
continues to be sharply focused on growing the organized market in the low-economy/ bottom-of-pyramid segments with these launches.

Exhibit 16: Product innovations in FY24

Product	Brand	Features/ benefits
Latex paint	NeoBharat Latex Paint	Quick-drying paint; smooth finish, 3x durability at the price of distemper
Waterproofing	SmartCare Damp Proof Xtreme	Effective on terraces in extreme moisture, against efflorescence; 10-yr warranty
Waterproofing	SmartCare Damp Proof Play	With acrylic tintable coating: tile-like finish, waterproofing, and rain protection
Waterproofing	SmartCare Damp Sheath Primer	Prevents surface dampness from manifesting itself on topcoat, enhances its life
Emulsion - Exterior	Apex Ultima Protek Duralife	Offering 15 years of waterproofing warranty, making it the industry's highest
Enamels	Apcolite Insect Shield	Insect-repellent paint effective against mosquitoes, ants, cockroaches, and flies
Wood coatings	WoodTech Flash	Gloss and grain filling at a competitive price against local polish
Wood coatings	WoodTech Emporio Self Heal	Wood finish product with self-healing properties, a first of its kind in the category

Source: Company, Systematix Institutional Research

Exhibit 17: New product launches (contribution to sales)



Source: Company, Systematix Institutional Research

Capex and capacity updates

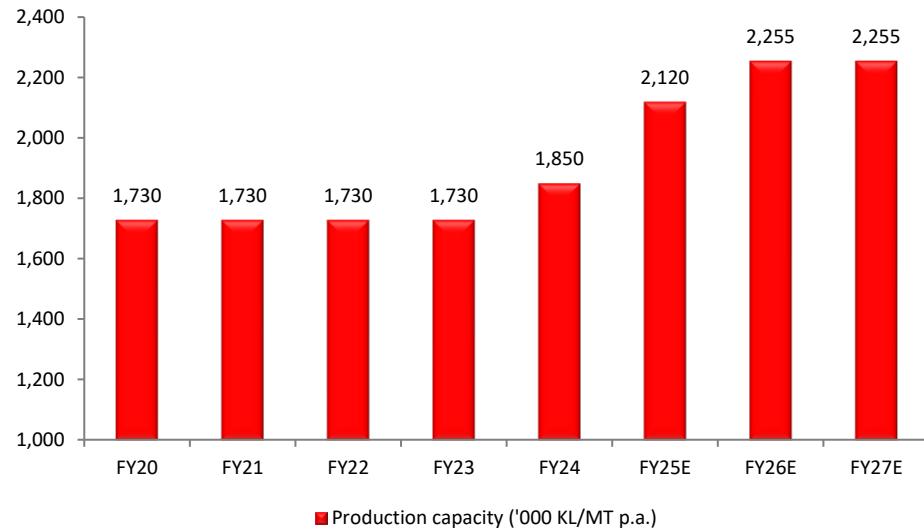
APNT had announced a Rs 87.5bn investment plan in FY23, mainly consisting of (1) Rs 34bn over 3 years on four brownfield expansion projects, (2) Rs 20bn on a greenfield plant for water-based products in Madhya Pradesh with a capacity of c.400k KL p.a. (APNT's 9th decorative plant in India), (3) Rs 21 bn over 3 years on a manufacturing facility for Vinyl Acetate Ethylene Emulsion (VAE)/ Vinyl Acetate Monomer (VAM) in India, and (4) Rs 5.5bn on a white cement manufacturing plant in Fujairah, UAE.

With completion of APNT's brownfield expansions in Khandala (Maharashtra) and Kasna (Uttar Pradesh) in FY24, its total in-house production capacity has increased from 1.73mn KL p.a. in FY23 to 1.85mn KL p.a. in FY24.

Management expects brownfield expansions at Ankleshwar (Gujarat) and Mysuru (Karnataka) to be completed in CY24. With these additions, we estimate APNT's capacity would increase from 1.85mn KL p.a. in FY24 to c.2.25mn KL p.a. in FY27E. The Madhya Pradesh greenfield plant has been allotted land in Pithampur, and APNT is targeting plant completion in CY28.

Backward integration projects: APNT has received all statutory approvals for the VAE/VAM plant, and management expects plant completion in CY26. It is targeting white cement plant commissioning in CY25.

Exhibit 18: Production capacity trend



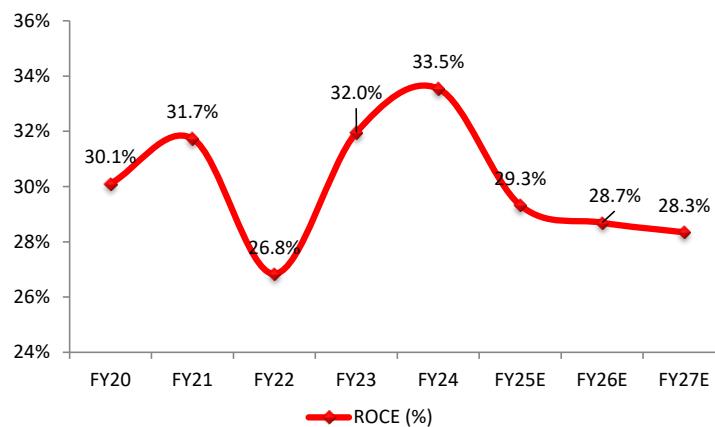
Source: Company, Systematix Institutional Research

Balance sheet and cash flow analysis

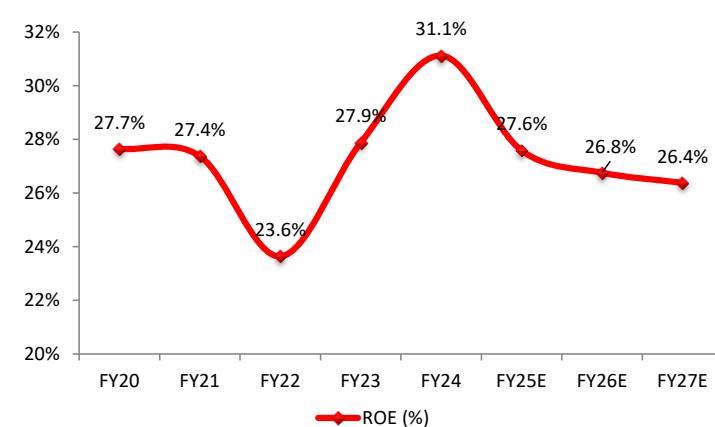
Return ratios to come off (to normalized levels) on high capex plans: We expect APNT's RoCE and RoE to come off from their high levels of FY24 and normalize over FY25E-FY27E, as (1) earnings growth is limited by higher operating costs, and (2) the company embarks on a high capex spending plan of Rs 87.5bn to expand greenfield/brownfield capacities and technology & product capabilities, and to backward integrate.

Working capital cycle expected to improve gradually over FY25E-FY27E: APNT's cash conversion cycle improved meaningfully in FY24 (72 days vs 76 days in FY23) mainly driven by better inventory days. We expect the cash conversion cycle to gradually improve further to 64 days in FY27E, and working capital to sales ratio to also improve slightly, supported by efficiencies in supply chain management and investments in advanced technological capabilities with increasing use of AI.

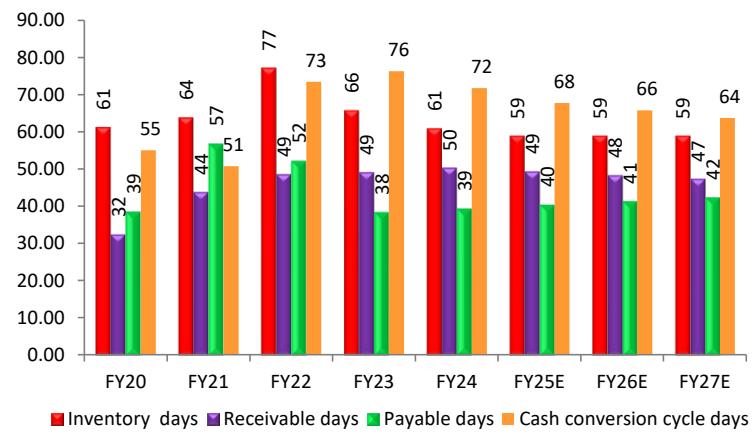
FCF to hold firm over FY25E-FY27E despite large capex: APNT generated robust FCF of Rs 39bn in FY24 (vs Rs 29bn in FY23) driven by strong earnings growth. The company is expected to significantly increase its capex spending over FY25E-FY27E on account of planned greenfield/brownfield capacity expansions included in its Rs 87.5bn investment plan. However, we still expect FCF to hold firm over FY25E-FY27E, supported by moderate 6% earnings CAGR over this period.

Exhibit 19: RoCE to normalize over FY25E-FY27E

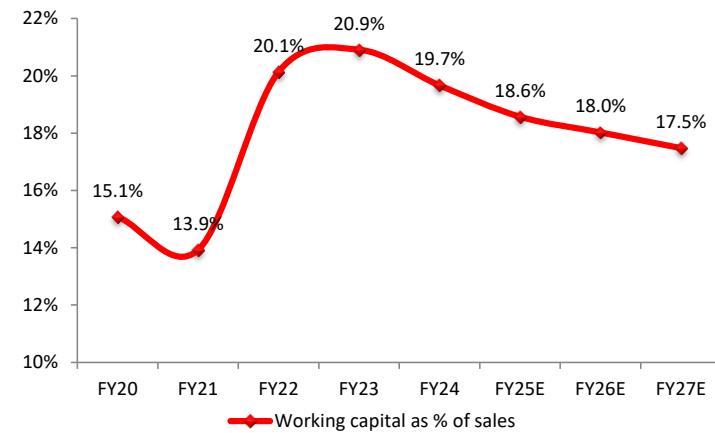
Source: Company, Systematix Institutional Research

Exhibit 20: RoE to stabilize at c.26% in FY27E

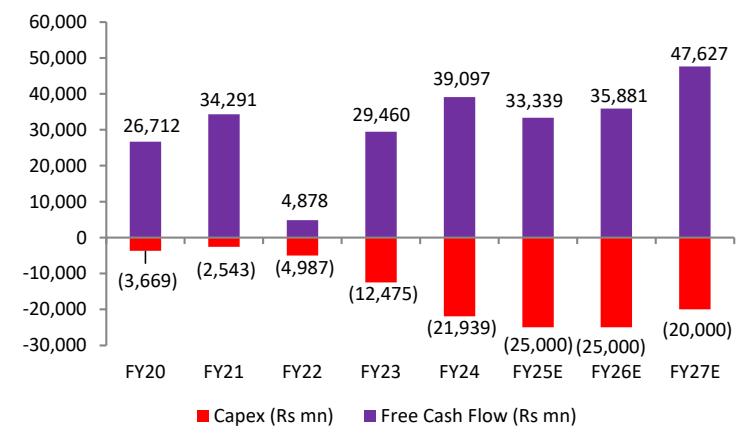
Source: Company, Systematix Institutional Research

Exhibit 21: Working capital cycle to improve over FY25E-FY27E

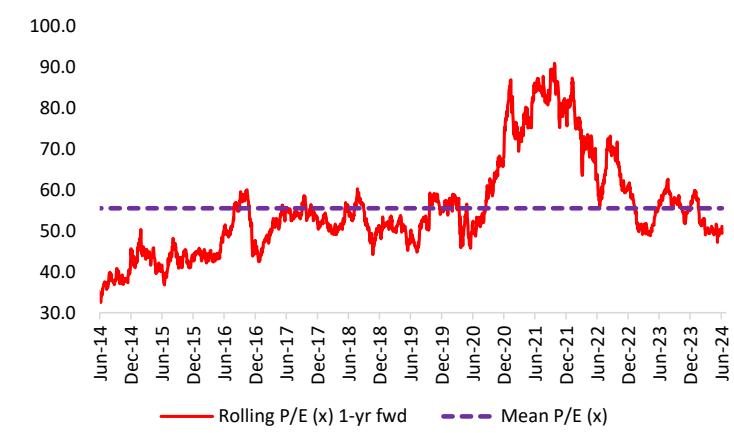
Source: Company, Systematix Institutional Research

Exhibit 22: Working capital (to sales) to improve over FY25E-FY27E

Source: Company, Systematix Institutional Research

Exhibit 23: FCF to hold firm over FY25E-FY27E despite high capex

Source: Company, Systematix Institutional Research

Exhibit 24: APNT 1-year forward P/E (x)

Source: Company, Systematix Institutional Research

FINANCIALS (CONSOLIDATED)

Profit & Loss Statement

YE: Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
Revenue	3,44,886	3,54,947	3,84,715	4,27,119	4,74,126
Gross profit	1,33,321	1,54,045	1,68,910	1,89,663	2,13,382
GP margin (%)	38.7%	43.4%	43.9%	44.4%	45.0%
Operating profit	62,598	75,850	78,315	86,265	95,287
OP margin (%)	18.2%	21.4%	20.4%	20.2%	20.1%
Depreciation	8,580	8,530	10,512	12,637	14,751
EBIT	54,018	67,320	67,803	73,629	80,536
Interest expense	1,445	2,052	2,364	2,931	2,964
Other income	3,865	6,880	7,568	8,324	9,157
Profit before tax	56,439	72,148	73,007	79,022	86,728
Taxes	14,935	18,464	18,713	20,243	22,199
Tax rate (%)	26.5%	25.6%	25.6%	25.6%	25.6%
Minority/Associates	50	355	391	357	316
Adj. PAT	41,553	54,039	54,684	59,136	64,845
Exceptional loss	(489)	563	-	-	-
Net profit	41,065	54,602	54,684	59,136	64,845
Adj. EPS	43.3	56.3	57.0	61.7	67.6

Source: Company, Systematix Institutional Research

Balance Sheet

YE: Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
Equity capital	959	959	959	959	959
Reserves		1,63,500	1,93,278	2,16,223	2,41,057
Debt		9,722	11,071	12,571	14,071
Deferred tax liab (net)					
Other non current liabilities	8,145	13,703	13,703	13,703	13,703
Total liabilities	1,82,326	2,19,012	2,43,457	2,69,791	2,98,526
Fixed Asset	65,616	94,258	1,08,746	1,21,110	1,26,359
Investments	15,647	13,845	13,845	13,845	13,845
Other Non-current Assets	11,179	15,534	15,534	15,534	15,534
Inventories	62,106	59,234	62,094	68,938	76,525
Sundry debtors	46,369	48,891	51,937	56,491	61,409
Cash & equivalents	35,408	42,874	50,105	57,399	73,811
Loans and Advances	21,654	24,605	25,835	27,127	28,483
Sundry creditors	36,354	38,313	42,581	48,444	55,075
Other current liabilities	39,300	41,916	42,058	42,208	42,365
Total Assets	1,82,326	2,19,012	2,43,457	2,69,791	2,98,526

Source: Company, Systematix Institutional Research

Cash Flow

YE: Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
PBT	56,888	73,478	74,470	80,558	88,341
Depreciation	8,580	8,530	10,512	12,637	14,751
Tax paid	(14,943)	(18,351)	(18,713)	(20,243)	(22,199)
Working capital Δ	(7,721)	101	(2,726)	(6,677)	(7,074)
Other operating items	(870)	(2,722)	(5,203)	(5,394)	(6,192)
Operating cashflow	41,934	61,036	58,339	60,881	67,627
Capital expenditure	(12,475)	(21,939)	(25,000)	(25,000)	(20,000)
Free cash flow	29,460	39,097	33,339	35,881	47,627
Equity raised	-	-	-	-	-
Investments	16	(2,530)	-	-	-
Debt financing/disposal	2,382	867	1,500	1,500	1,500
Interest Paid	(1,420)	(1,906)	(2,364)	(2,931)	(2,964)
Dividends paid	(19,361)	(25,509)	(32,811)	(35,482)	(38,907)
Other items	(3,291)	(3,985)	7,568	8,324	9,157
Net Δ in cash	7,787	6,035	7,231	7,293	16,412

Source: Company, Systematix Institutional Research

Ratios

YE: Mar	FY23	FY24	FY25E	FY26E	FY27E
Revenue growth (%)	18.5	2.9	8.4	11.0	11.0
Op profit growth (%)	30.3	21.2	3.3	10.2	10.5
Adj Net profit growth (%)	32.1	30.0	1.2	8.1	9.7
OPM (%)	18.2	21.4	20.4	20.2	20.1
Net profit margin (%)	12.0	15.2	14.2	13.8	13.7
RoCE (%)	32.0	33.5	29.3	28.7	28.3
RoNW (%)	27.9	31.1	27.6	26.8	26.4
EPS Adj (Rs)	43.3	56.3	57.0	61.7	67.6
DPS (Rs)	25.7	33.3	34.2	37.0	40.6
BVPS (Rs)	166.7	195.2	218.1	242.7	269.8
Debtor days	49	50	49	48	47
Inventory days	66	61	59	59	59
Creditor days	38	39	40	41	42
P/E (x)	68.3	52.5	51.9	48.0	43.8
P/B (x)	17.8	15.2	13.6	12.2	11.0
EV/EBITDA (x)	44.9	37.0	35.8	32.4	29.2

Source: Company, Systematix Institutional Research

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