Hindustan Unilever

31 July 2025

Key categories pick up; margins to be range-bound

RESULT UPDATE

Sector: FMCG	Rating: HOLD
CMP: Rs 2,524	Target Price: Rs 2,575

Stock Info

Sensex/Nifty	81,186/ 24,768
Bloomberg	HUVR IN
Equity shares (mn)	2350
52-wk High/Low	Rs 3,035/2,136
Face value	Rs 1
M-Cap	Rs 5,925bn/US$ 68bn
3-m Avg Turnover	US$ 47mn

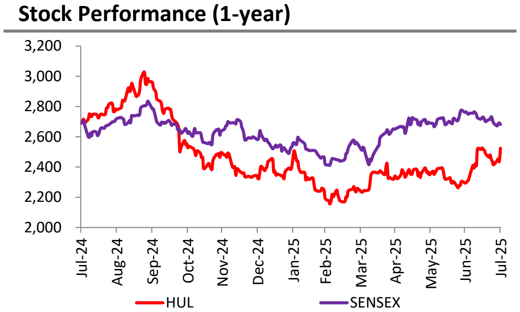
Financial Snapshot (Rs mn)

Y/E Mar	FY26E	FY27E	FY28E
Sales	670,141	721,189	777,174
PAT	102,872	113,167	125,528
EPS (Rs)	43.8	48.2	53.4
PE (x)	57.7	52.4	47.3
EV/EBITDA (x)	38.8	35.3	31.8
P/BV (x)	10.8	10.6	10.3
EV/Sales	8.7	8.1	7.5
RoE (%)	20.7	22.3	24.2
RoCE (%)	27.3	29.3	31.6
NWC (days)	-15	-15	-15
Net gearing (x)	(0.2)	(0.2)	(0.2)

Shareholding Pattern (%)

	Jun 25	Mar 25	Dec 24
Promoter	61.9	61.9	61.9
–Pledged	-	-	-
FII	10.2	10.6	11.4
DII	16.0	15.5	14.7
Others	11.9	12.0	12.0

Stock Performance (1-year)



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Steady broad-based growth: Hindustan Unilever (HUL) delivered standalone 1QFY26 results broadly in-line with our expectations. Revenues grew 4% YoY on volume growth of 3% YoY; price/mix growth of 1% was a function of (1) price hikes in soaps and beverages, (2) price cuts in Home Care to pass on raw material benefits and maintain competitiveness, and (3) negative mix of prior quarters now getting resolved. **Growth was more broad-based this quarter, with performance sequentially improving** in key 'question-mark' categories of: **(1) soaps** (mid-single digit growth; volume decline easing; *Lifebuoy* picking up QoQ; robust growth in premium Dove, Pears); **(2) skin care** (*Glow & Lovely* picking up QoQ; ex-GAL skin care growth in near-double digits) and **(3) nutrition** (Horlicks improved QoQ; Boost grew in mid-single digits). EBITDA/ PAT declined 1%/ 3% YoY.

Categories of detergents, dishwash, floor cleaners (Home Care sales/volume growth of 4% YoY/ high-single digits), hair & oral care (mid-single digit growth), tea (volume-led high-single digit growth) and coffee (double-digit growth) continued to perform well. Recent digital-first acquisitions of Oziva and Minimalist are also scaling up well with combined ARR now at c.Rs 10bn. **Encouragingly, management noted gradual QoQ volume-led recovery in consumption demand** (led by rural) which it expects should sustain, and highlighted green shoots in urban demand as well. While highlighting the QoQ progress in several categories, HUL acknowledged the need for further improvement in key brands *Lifebuoy, GAL* and *Horlicks*.

Margins trend lower: Gross margin (GPM) declined 220bps YoY/ 125bps QoQ to 49.2% largely due to price hikes in soaps and beverages lagging input-cost inflation, as well as price cuts in Home Care. HUL **expects GPMs to improve sequentially from 2Q26 onwards,** with (1) better mix (beauty & premium), (2) lower cost-pricing gap and (3) productivity gains/ cost savings. Management expects pricing growth in low-single digits going forward. Operating margin declined 115bps YoY/ 45bps QoQ to 22.3%, **and management reiterated its guidance of near-term OPMs at 22-23%**. HUL plans to re-invest GPM gains across A&P, innovations and e/q-comm.

View: While headline growth remains moderate, we are enthused by more evenly-balanced growth across categories, especially with sequential pickup in soaps, mass skin care and nutrition, even as detergents, dishwash, hair care, oral care, premium skin and beverages hold firm. We expect gradual pickup in volume growth over FY26E-FY27E as HUL rejigs its portfolio to expand into high-growth categories (premium beauty, laundry/dishwash liquids, bodywash, international foods, high-science products in nutrition) and launches products to extract growth in portfolio gaps. Realizations should benefit from sustained pricing in soaps/ beverages, and improving product mix/premiumization. However, with (1) sustenance of this recent turnaround in key categories yet to be established, (2) near/medium-term margin outlook moderated, and (3) valuations looking full, we remain cautious on the name.

Valuation: We marginally trim our FY26E-FY27E estimates by 1-2%; we introduce FY28E estimates, and build revenue/PAT CAGR of 7% over FY25-FY28E. We maintain our HOLD rating; we roll forward valuation to June-2027E EPS (from March-2027) and value the stock at P/E of 52x (at a discount to its historical long-period average multiple to factor in near-term demand uncertainty and range-bound margins), leading to a TP of Rs 2,575 (vs Rs 2,410 earlier).

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

1QFY26 Result highlights

- On consolidated basis Revenue/EBITDA/Adj.PAT growth of 5.1%/-0.7%/-4.5% YoY respectively led by 4% volume growth, with high-single digit volume growth in Home Care, low-single digit volume growth in Beauty, low-single digit volume decline in Personal Care and mid-single digit volume growth in Foods. Standalone volumes grew 3% with value growth of 4%.
- Overall revenue growth of 5.1% YoY as a result of 1.8% growth in home care, 10.7% growth in beauty & wellbeing, 6.5% growth in personal care and 4.3% growth in foods.
- Overall gross margin contracted 187 bps to 50.1%, impacted by RM inflation; EBITDA margin down by 132 bps to 22.5% with higher staff costs (+10.7% YoY, -22 bps YoY as % of sales) and other expenses (+4.4% YoY, +9 bps as % of sales).
- EBIT margin grew by 89bps in personal care, and declined by 48bps/300bps/409bps YoY for home care/beauty & wellbeing/food & refreshment respectively.

Segmental Performance

- **Home care:** The segmental USG was 4% YoY, and volumes grew in high-single digit during Q1 FY26. Outperformance by premium fabric wash drove the segmental growth. The liquid portfolio continued to deliver strong double-digit volume growth. Household care segment delivered high-double digit value growth driven by broad-based performance in dishwash.
- **Beauty & wellbeing:** The Beauty & Wellbeing delivered 7% USG and low-single digit volume growth. The hair care sub-segment grew mid-single digits on a high base. Future core & Market Maker delivered double-digit growth. The skin care & colour cosmetics sub-segment grew in low-single digits. Strong performance underpinned in health & wellbeing by on-trend innovations.
- **Personal Care:** The USG of 6% YoY and volumes declined by low-single digit. Skin cleansing delivered mid-single digit growth. Non-hygiene and bodywash witnessed positive growth momentum, delivering mid-single digit and double digit, respectively. In oral care, pricing led the mid-single digit growth.
- **Foods:** The food segment USG up by 5% YoY and volumes grew by mid-single digit; the segment showed some recovery on sequential basis. The company's Tea portfolio delivered high-single digit growth driven by pricing and volume. Coffee portfolio delivered strong double-digit growth. Lifestyle Nutrition continued to strengthen its market leadership and saw sequential improvement in performance. Ketchup & other brands delivered single digit volume. Early onset of rains led to high single digit volume growth in Ice cream sub-segment**.**

Conference call takeaways

- **Demand & Outlook**
  - Management expects sustained gradual volume-led recovery in consumption demand QoQ.
  - Recovery still being led by rural growth (1/3rd of overall business for HUL).
  - Urban markets showing some green shoots, still below rural; uptick coming from small cities, e-comm, q-comm.
  - EBITDA margin guided at 22-23% for next 2-3 quarters; management intends to ramp up investment across P&L lines.
- **Cost & Margins**
  - Key raw materials showing signs of softening on QoQ basis. Negative mix of prior quarters nearly resolved now.
  - Gross profit margins (GPM) improvement expected from 2Q onwards, led by (1) better mix (beauty & premium), (2) lower cost-pricing gap and (3) productivity gains/ cost savings.
  - 1Q GPM lower due to (1) price cuts in Home Care to pass on RM benefits and maintain competitiveness; (2) cost vs price gap (tea pricing was on replacement-cost basis and not on cumulative-cost basis).
  - Reiterated OPM guidance of 22-23%, with GPM gains to be reinvested in A&P, innovations, e-comm, q-comm.
- **Tea**
  - Tea segment saw volume-led growth.
  - Procured significant amount of raw tea at peak levels last year June-Oct; now prices softening.
  - Management indicated tea prices should continue softening QoQ as new crop has been good, peaked last month.
  - HUL did not pass on the full cost to customers, which supported volume growth.
- **Soaps**
  - Lifebuoy performance improved QoQ; more work to be done - initiatives like brand modernization, range expansion.
  - Robust growth in premium portfolio - Dove, Pears; Lux gained market share.
  - Liquids delivered very strong results.
  - Overall soap's volume decline eased from levels seen during peak-inflation.
- **Beauty & Wellness**
  - Glow and Lovely (GAL) performance improved QoQ; slight decline YoY; more work needs to be done.
  - HUL renovating its portfolio with lighter sensorials, introduce new formats & categories like serum, sunscreen.

- Skin care ex-GAL grew nearly double digits; GAL should improve next few quarters.

- **Nutrition**
  - Nutrition saw QoQ improvement, led by mid-single digit growth in Boost.
  - Horlick's improved QoQ; YoY decline narrowed.
  - Took actions in Horlicks like improved pack-price architecture, narrowed price gap between sachet and large packs .

- **Minimalist & Oziva**
  - Both brands now add up to ARR of Rs 10bn. Overall Rs 30bn of big bets in Beauty growing at 25%+.
  - Oziva ARR improved from Rs 1bn to Rs 4.5bn with revenue 3x YoY. Offline expansion now planned.
  - Minimalist strong double digit growth; plans to expand beyond skin category to hair care & body care led by (1) R&D innovations, (2) supply chain synergies, (3) offline distribution and (4) leveraging parent's network reach.

Exhibit 1: Quarterly performance (Consolidated)

YE March (Rs mn)	Q1FY26	Q1FY25	Q4FY25	YoY (%)	QoQ (%)
Net Revenues	**1,65,140**	**1,57,070**	**1,56,700**	**5.1**	**5.4**
Cost of materials	53,260	48,170	48,210	10.6	10.5
(% of sales)	32.3	30.7	30.8		
Purchase of stock in trade	29,150	27,280	28,020	6.9	4
(% of sales)	17.7	17.4	17.9		
Gross Profit	**82,730**	**81,620**	**80,470**	**1.4**	**2.8**
Gross margin (%)	**50.10%**	**52.00%**	**51.40%**		
Employee cost	7,260	6,560	8,560	10.7	-15.2
(% of sales)	4.4	4.2	5.5		
Selling & admin	16,560	16,810	15,100	-1.5	9.7
(% of sales)	10	10.7	9.6		
Others	21,730	20,810	20,620	4.4	5.4
(% of sales)	13.2	13.2	13.2		
EBITDA	**37,180**	**37,440**	**36,190**	**-0.7**	**2.7**
EBITDA margin (%)	**22.5**	**23.8**	**23.1**		
Other income	2,010	2,570	3,090	-21.8	-35
PBIDT	**39,190**	**40,010**	**39,280**	**-2**	**-0.2**
Depreciation	3,610	3,290	3,470	9.7	4
Finance cost	1,270	930	800	36.6	58.8
PBT	**34,310**	**35,790**	**35,010**	**-4.1**	**-2**
Tax	8,920	9,290	8,870	-4	0.6
ETR (%)	26	26	25.3		
JV & Associate	-130	-40	-120		
Adjusted PAT	**25,260**	**26,460**	**26,020**	**-4.5**	**-2.9**
PATAMI margin	15.3	16.8	16.6		
Exceptional item	2,300	-360	-1,380		
Reported PAT	**27,560**	**26,100**	**24,640**	**5.6**	**11.9**
No. of shares (mn)	2,350.00	2,350.00	2,350.00		
Adj EPS (Rs)	**10.7**	**11.3**	**11.1**		

Source: Company, Systematix Institutional Research

Exhibit 2: Quarterly performance (Standalone)

YE March (Rs mn)	Q1FY26	Q1FY25	Q4FY25	YoY (%)	QoQ (%)
Net Revenues	**1,59,310**	**1,53,390**	**1,52,140**	**3.9**	**4.7**
Cost of materials	48,080	44,300	43,500	8.5	10.5
(% of sales)	30.2	28.9	28.6		
Purchase of stock in trade	32,810	30,180	31,840	8.7	3
(% of sales)	20.6	19.7	20.9		
Gross Profit	**78,420**	**78,910**	**76,800**	**-0.6**	**2.1**
Gross margin (%)	**49.20%**	**51.40%**	**50.50%**		
Employee cost	6,570	6,020	7,890	9.1	-16.7
(% of sales)	4.1	3.9	5.2		
Selling & admin	15,560	16,440	14,540	-5.4	7
(% of sales)	9.8	10.7	9.6		
Others	20,710	20,390	19,710	1.6	5.1
(% of sales)	13	13.3	13		
EBITDA	**35,580**	**36,060**	**34,660**	**-1.3**	**2.7**
EBITDA margin (%)	**22.3**	**23.5**	**22.8**		
Other income	2,470	2,570	2,990	-3.9	-17.4
PBIDT	**38,050**	**38,630**	**37,650**	**-1.5**	**1.1**
Depreciation	3,240	2,980	3,130	8.7	3.5
Finance cost	1,100	850	750	29.4	46.7
PBT	**33,710**	**34,800**	**33,770**	**-3.1**	**-0.2**
Tax	8,810	9,080	8,610	-3	2.3
ETR (%)	26.1	26.1	25.5		
Adjusted PAT	**24,900**	**25,720**	**25,160**	**-3.2**	**-1**
PATAMI margin	15.6	16.8	16.5		
Exceptional item	2,420	-340	-230		
Reported PAT	**27,320**	**25,380**	**24,930**	**7.6**	**9.6**
No. of shares (mn)	2,350.00	2,350.00	2,350.00		
Adj EPS (Rs)	**10.6**	**10.9**	**10.7**		

Source: Company, Systematix Institutional Research

Exhibit 3: Segmental performance (Consolidated)

YE March (Rs mn)	Q1FY26	Q1FY25	Q4FY25	YoY (%)	QoQ (%)
Segment revenue					
Home care	57,770	56,730	58,150	1.83%	-0.65%
Beauty & Wellbeing	36,310	32,810	32,650	10.67%	11.21%
Personal care	25,400	23,860	21,260	6.45%	19.47%
Foods & Refreshments	40,160	38,500	38,960	4.31%	3.08%
Others	5,500	5,170	5,680	6.38%	-3.17%
Net Sales	**1,65,140**	**1,57,070**	**1,56,700**	**5.14%**	**5.39%**
Segmental EBIT Margin	**Q1FY26**	**Q1FY25**	**Q4FY25**	**YoY (%)**	**QoQ (%)**
Home care	19.54%	20.02%	18.80%	-48 bps	75 bps
Beauty & Wellbeing	27.51%	30.51%	32.04%	-300 bps	-452 bps
Personal care	18.70%	17.81%	18.72%	89 bps	-2 bps
Foods & Refreshments	18.55%	22.63%	19.01%	-409 bps	-47 bps

Source: Company, Systematix Institutional Research

Exhibit 4: Segmental performance (Standalone)

YE March (Rs mn)	Q1FY26	Q1FY25	Q4FY25	YoY (%)	QoQ (%)
Segment revenue					
Home care	57,830	56,750	58,180	1.90%	-0.60%
Beauty & Wellbeing	33,490	31,990	31,130	4.69%	7.58%
Personal care	25,410	23,860	21,240	6.50%	19.63%
Foods & Refreshments	40,160	38,500	38,960	4.31%	3.08%
Others	2,420	2,290	2,630	5.68%	-7.98%
Net Sales	**1,59,310**	**1,53,390**	**1,52,140**	**3.86%**	**4.71%**
Segmental EBIT Margin	**Q1FY26**	**Q1FY25**	**Q4FY25**	**YoY (%)**	**QoQ (%)**
Home care	18.90%	19.54%	18.15%	-64 bps	75 bps
Beauty & Wellbeing	29.17%	31.45%	33.31%	-227 bps	-414 bps
Personal care	18.50%	17.52%	18.46%	98 bps	4 bps
Foods & Refreshments	16.24%	19.12%	16.09%	-288 bps	14 bps

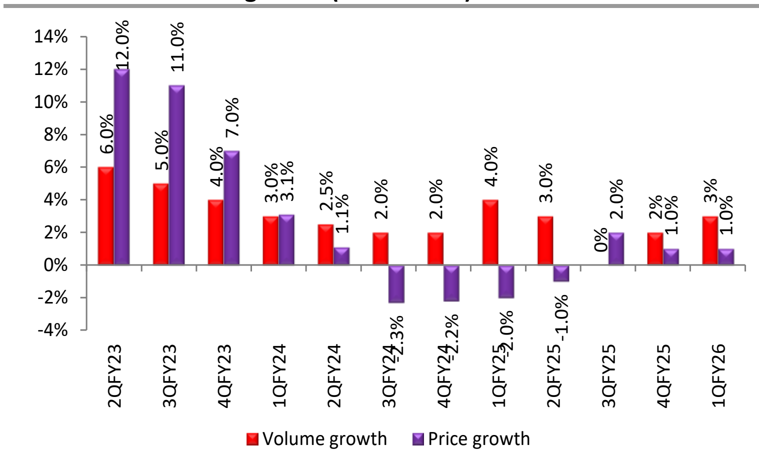
Source: Company, Systematix Institutional Research

Exhibit 5: Change in Estimates

Rs mn	Old Estimates		New Estimates			Variation (%)	
	FY26E	FY27E	FY26E	FY27E	FY28E	FY26E	FY27E
Net Sales	676,465	731,979	670,141	721,189	777,174	-0.9%	-1.5%
EBITDA	151,866	167,623	150,764	165,493	183,004	-0.7%	-1.3%
EBITDA Margin	22.5%	22.9%	22.5%	22.9%	23.5%		
Adj. PAT	104,657	115,609	102,872	113,167	125,528	-1.7%	-2.1%

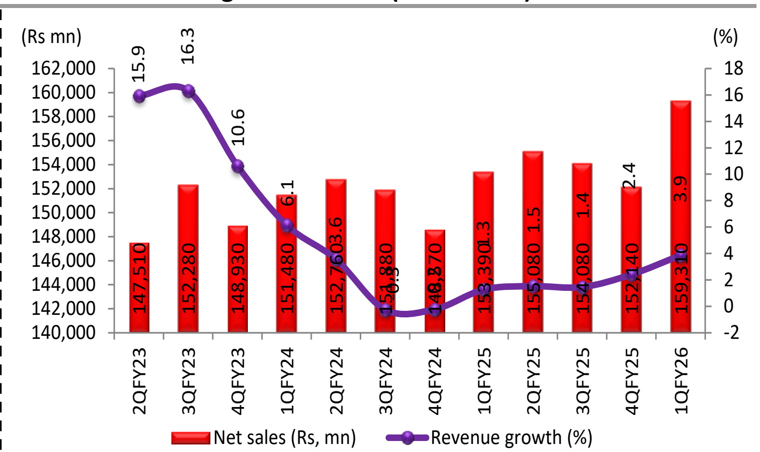
Source: Company, Systematix Institutional Research

Exhibit 6: 3% volume growth (Standalone)



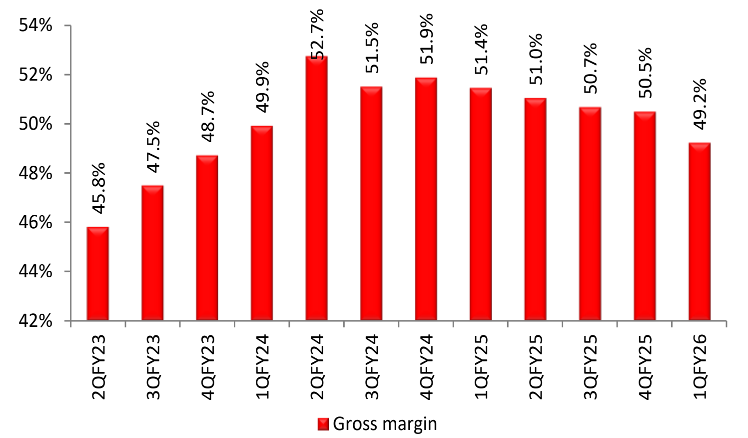
Source: Company, Systematix Institutional Research

Exhibit 7: Revenue grew 3.9% YoY (Standalone)



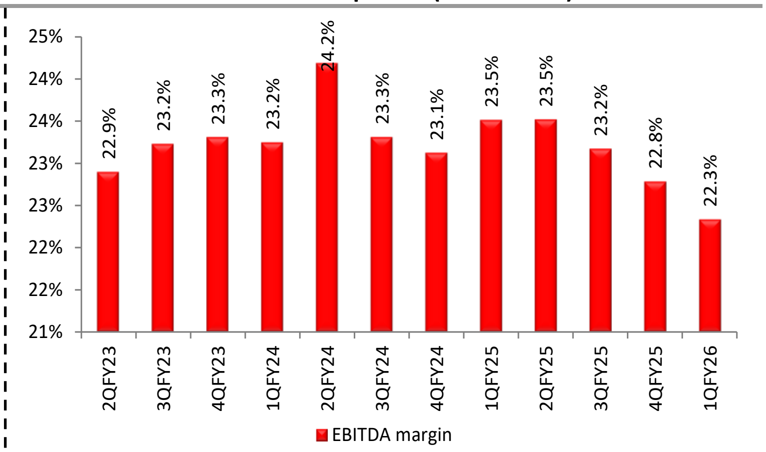
Source: Company, Systematix Institutional Research

Exhibit 8: Gross margin declined 51bps YoY (Standalone)



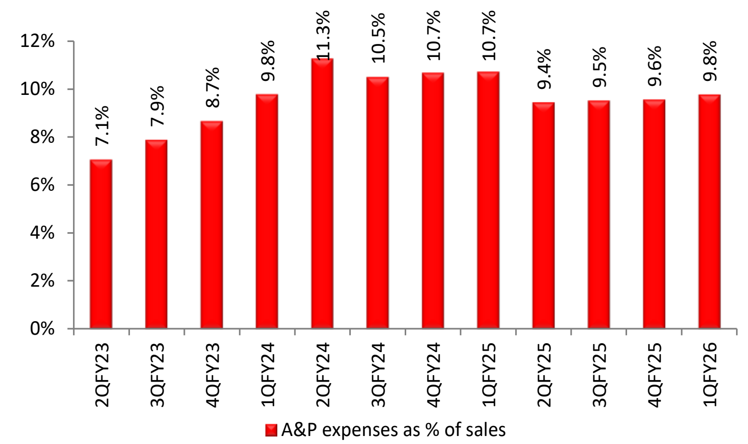
Source: Company, Systematix Institutional Research

Exhibit 9: EBITDA declined 23bps YoY (Standalone)



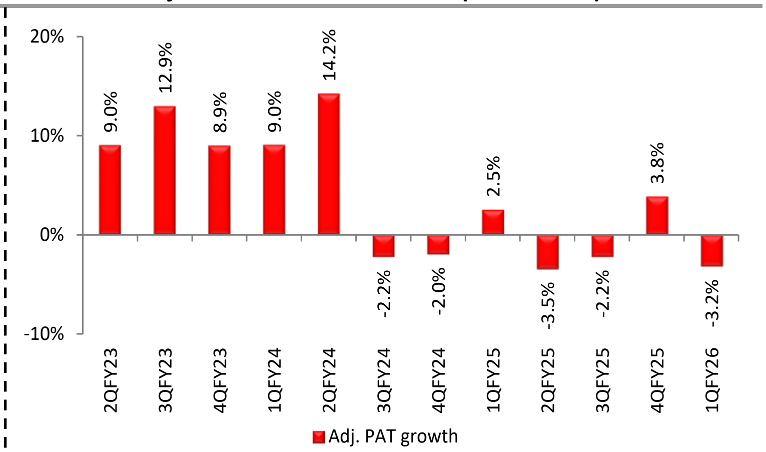
Source: Company, Systematix Institutional Research

Exhibit 10: A&P spends declined 5.4% year on year (Standalone)



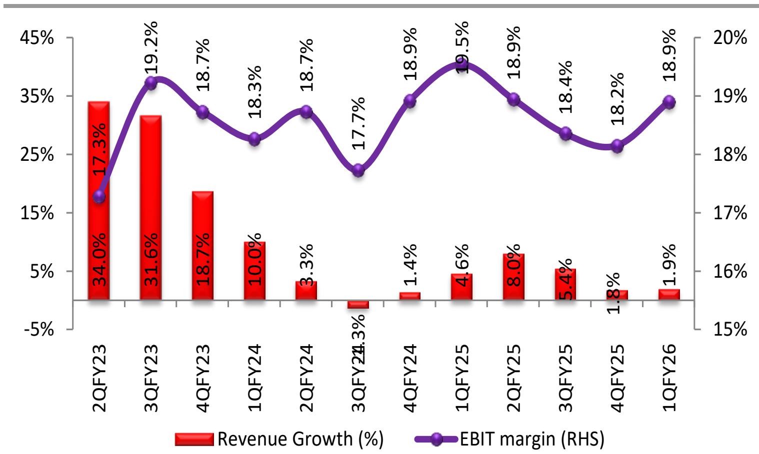
Source: Company, Systematix Institutional Research

Exhibit 11: Adj. PAT decline of 3.2% YoY (Standalone)



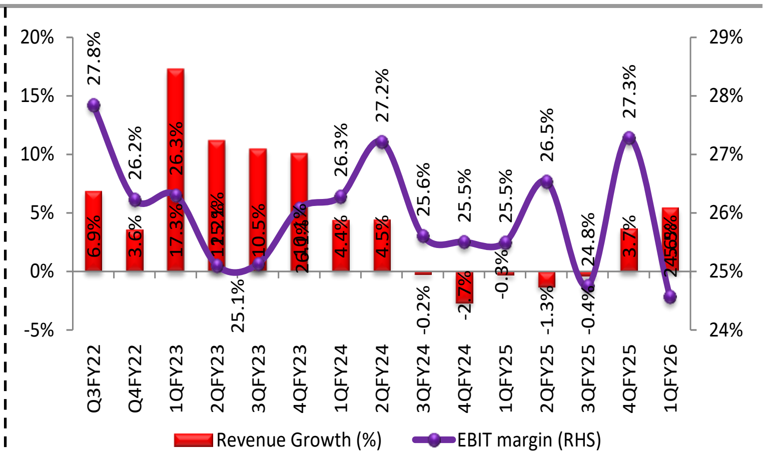
Source: Company, Systematix Institutional Research

Exhibit 12: Home care sees 1.9% growth, high-single digit volumes



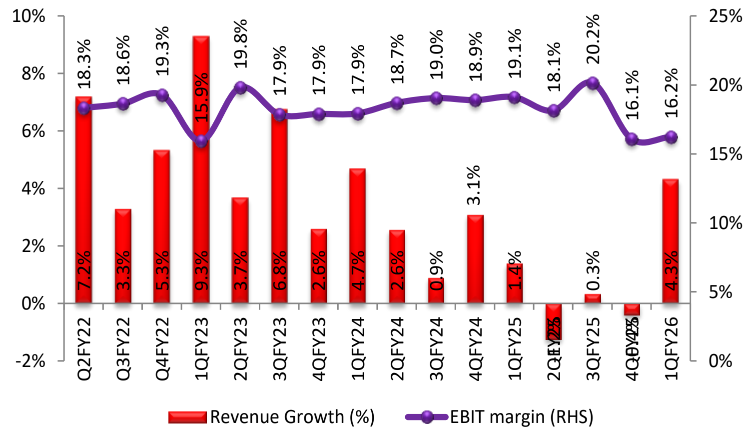
Source: Company, Systematix Institutional Research

Exhibit 13: B&W+PC grew by 5.5%



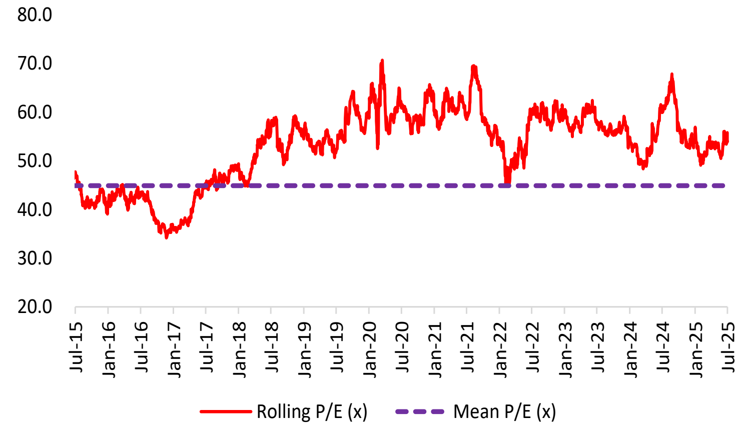
Source: Company, Systematix Institutional Research

Exhibit 14: F&R – grew 4.3%, volume growth mid-single digit



Source: Company, Systematix Institutional Research

Exhibit 15: HUL currently trades at 56x 1-yr fwd P/E



Source: Bloomberg, Systematix Institutional Research

FINANCIALS

Profit & Loss Statement

YE: Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	**6,18,960**	**6,31,210**	**6,70,141**	**7,21,189**	**7,77,174**
RM Cost	1,92,460	1,93,050	2,08,749	2,22,847	2,36,261
Purchase of trad. Goods	1,05,140	1,12,730	1,20,625	1,29,814	1,39,891
Gross Profits	**3,21,360**	**3,25,430**	**3,40,766**	**3,68,527**	**4,01,022**
Employee costs	30,090	30,770	32,167	33,896	35,750
Selling & Admin costs	1,44,640	1,46,150	1,57,836	1,69,138	1,82,268
Total Expenses	**4,72,330**	**4,82,700**	**5,19,377**	**5,55,695**	**5,94,170**
EBITDA	**1,46,630**	**1,48,510**	**1,50,764**	**1,65,493**	**1,83,004**
Depreciation	12,160	13,550	14,491	15,559	16,627
Other income	8,110	10,170	9,662	10,145	10,652
EBIT	**1,42,580**	**1,45,130**	**1,45,934**	**1,60,079**	**1,77,028**
cost	3,340	3,950	4,661	4,894	5,139
PBT	**1,39,240**	**1,41,180**	**1,41,273**	**1,55,185**	**1,71,890**
Taxes	36,440	37,440	38,131	41,748	46,091
Share in JV/ MI	(90)	(300)	(270)	(270)	(270)
Adj. PAT	**1,02,710**	**1,03,440**	**1,02,872**	**1,13,167**	**1,25,528**
Extraordinaries/Excecptional	(60)	(3,050)	(2,300)	-	-
Reported PAT	**1,02,770**	**1,06,490**	**1,05,172**	**1,13,167**	**1,25,528**
No. of shares (mn)	2,350	2,350	2,350	2,350	2,350
Adj. EPS	**43.7**	**44.0**	**43.8**	**48.2**	**53.4**

Source: Company, Systematix Institutional Research

Balance Sheet

YE: Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Equity capital	2,350	2,350	2,350	2,350	2,350
Reserves and surplus	5,09,830	4,91,670	5,00,157	5,11,744	5,24,567
Net worth	**5,12,180**	**4,94,020**	**5,02,507**	**5,14,094**	**5,26,917**
Minority	2,050.0	2,070.0	2,070.0	2,070.0	2,070.0
Total Debt	**130**	**10**	**10**	**10**	**10**
Other LT liabilities	33,970	34,510	35,472	36,481	37,541
Total sources	**5,48,330**	**5,30,610**	**5,40,059**	**5,52,655**	**5,66,538**
Net Block	80,310	86,250	85,759	82,200	77,573
Intangible assets	4,57,130	4,57,100	4,57,100	4,57,100	4,57,100
Net deferred tax	(96,150)	(1,09,700)	(1,09,700)	(1,09,700)	(1,09,700)
Other assets	12,190	12,670	13,304	13,969	14,667
CWIP	10,250	10,090	10,090	10,090	10,090
Investments	45,600	37,530	37,530	37,530	37,530
Cash	**75,590**	**75,540**	**76,405**	**95,365**	**1,16,035**
Inventories	40,220	44,150	47,736	51,372	55,360
Debtors	29,970	38,190	40,392	43,469	46,843
Other current assets	21,880	25,120	27,729	28,176	29,612
Current Assets	**92,070**	**1,07,460**	**1,15,857**	**1,23,017**	**1,31,815**
Creditors	1,04,860	1,13,150	1,15,668	1,24,479	1,34,142
Other CL	23,800	33,180	30,618	32,436	34,430
Current Liabilities	**1,28,660**	**1,46,330**	**1,46,286**	**1,56,915**	**1,68,573**
Net Working Capital	**(36,590)**	**(38,870)**	**(30,429)**	**(33,898)**	**(36,757)**
Total Uses	**5,48,330**	**5,30,610**	**5,40,059**	**5,52,655**	**5,66,538**

Source: Company, Systematix Institutional Research

Cash Flow

YE: Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT	**1,39,260**	**1,44,150**	**1,41,273**	**1,55,185**	**1,71,890**
Add: Depreciation	12,160	13,630	14,491	15,559	16,627
Add:	3,170	3,720	4,661	4,894	5,139
Less: taxes paid	(3,810)	(22,680)	(38,131)	(41,748)	(46,091)
Add: other adjustments	(4,820)	(12,080)	-	-	-
Less: WC changes	8,730	(7,880)	(8,441)	3,469	2,859
Total OCF	**1,54,690**	**1,18,860**	**1,13,853**	**1,37,359**	**1,50,423**
OCF w/o WC changes	1,45,960	1,26,740	1,22,294	1,33,890	1,47,564
Net Capital Expenditure	(14,570)	(12,620)	(14,000)	(12,000)	(12,000)
Change in investments	(42,920)	69,000	-	-	-
Int./Divid. Recev. & Others	4,250	8,350	(634)	(665)	(698)
Total ICF	**(53,240)**	**64,730**	**(14,634)**	**(12,665)**	**(12,698)**
Free Cash Flows	1,40,120	1,06,240	99,853	1,25,359	1,38,423
Share issuances	-	-	-	-	-
Change in borrowings	(850)	-	-	-	-
Dividends	(94,160)	(1,24,730)	(94,655)	(1,01,850)	(1,12,976)
Payment	(5,330)	(6,280)	(4,661)	(4,894)	(5,139)
Others	-	-	962	1,010	1,060
Total FCF	**(1,00,340)**	**(1,31,010)**	**(98,354)**	**(1,05,735)**	**(1,17,054)**
Net change in cash	**1,110**	**52,580**	**865**	**18,960**	**20,670**
Opening cash & CE	7,010	8,120	60,710	61,575	80,535
Closing cash & balance	75,590	75,540	76,405	95,365	1,16,035

Source: Company, Systematix Institutional Research

Ratios

YE: Mar	FY24	FY25	FY26E	FY27E	FY28E
Yoy growth in Revenue	2.2	2.0	6.2	7.6	7.8
Yoy growth in EBITDA	3.6	1.3	1.5	9.8	10.6
Yoy growth in Net income	0.6	0.7	(0.5)	10.0	10.9
Effective tax rate	26.2	26.5	26.0	26.0	26.0
EBITDA margin	23.7	23.5	22.5	22.9	23.5
PAT margin	16.6	16.4	15.4	15.7	16.2
ROACE (pre-tax)	26.3	26.9	27.3	29.3	31.6
ROAE	20.3	20.6	20.7	22.3	24.2
Net debt to equity (x)	**(0.1)**	**(0.2)**	**(0.2)**	**(0.2)**	**(0.2)**
Inventory days	24	26	26	26	26
Debtors days	18	22	22	22	22
Payable days	62	65	63	63	63
NWC days	(20)	(18)	(15)	(15)	(15)
Per share numbers (Rs)					
Reported earnings	43.7	44.0	43.8	48.2	53.4
Dividend	42.0	53.0	40.3	43.3	48.1
Book Value	237.1	228.7	232.6	238.0	243.9
Valuations (x)					
Price to diluted earnings	57.7	57.3	57.7	52.4	47.3
EV / EBITDA	35.8	35.2	38.8	35.3	31.8
Price to sales	8.6	8.4	8.9	8.2	7.6

Source: Company, Systematix Institutional Research

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