



**Business Analysis & Valuation Report**  
**Varun Beverages Ltd**

# Company Overview

## Introduction

Varun Beverages Ltd, (hereinafter referred as “The Company “,”VBL”) was incorporated as Varun Beverages Limited on 16 June 1995 at New Delhi as a public limited company under the Companies Act, 1956. The company obtained a certificate of commencement of business on 4 July 1995. The company started its operations at Jaipur in 1996. In 1999, the company started operations at Alwar, Jodhpur and Kosi. part of the RJ Corp group, a diversified business conglomerate with interests in beverages, quick-service restaurants, dairy and healthcare, is the second largest franchisee in the world (outside US) of carbonated soft drinks ('CSDs') and non-carbonated beverages ('NCBs') sold under trademarks owned by PepsiCo.

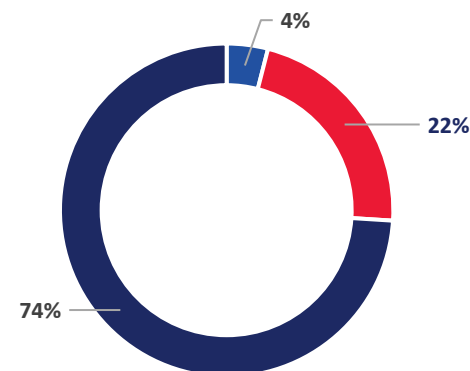
## Business Presence

The Company has presence in 26 States and 6 Union Territories in India and 9 other countries across the world viz. Nepal, Sri Lanka, Morocco, Zambia, Zimbabwe, Democratic Republic of Congo, South Africa, Lesotho & Eswatini). Further, It is having 48 manufacturing facilities, of which 36 are in India and 12 in International Geographies with more than 2,600 owned vehicles, more than 2,800 primary distributors and more than 130 depots.

## Key Products/Brands

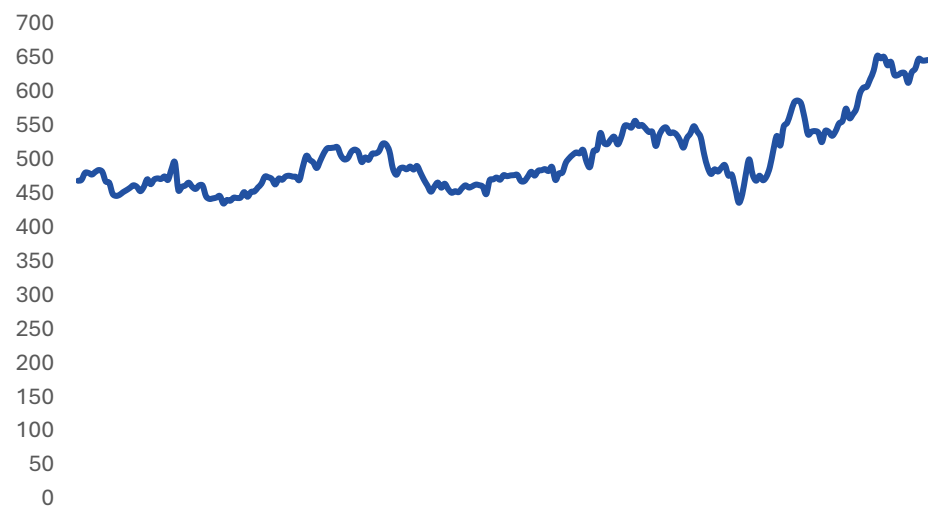
PepsiCo CSD brands produced and sold by the company include Pepsi, Diet Pepsi, Seven-Up, Mirinda Orange, Mirinda Lemon, Mountain Dew, Seven-Up Nimbooz Masala Soda, Evervess Soda, Sting and Gatorade. PepsiCo NCB brands produced and sold by the company include Tropicana (100%, Essentials & Delight), Tropicana Slice, Tropicana Frutz, Seven-Up Nimbooz and Quaker Oat Milk as well as packaged drinking water under the brand Aquafina. In addition, the company has also been granted the franchise for Ole brand of PepsiCo products in Sri Lanka.

Product Wise Revenue Breakup



■ Non carbonated Beverages ■ Package Drinking Water ■ Carbonated Soft Drink

Share Price Performance



# Global Economy Overview

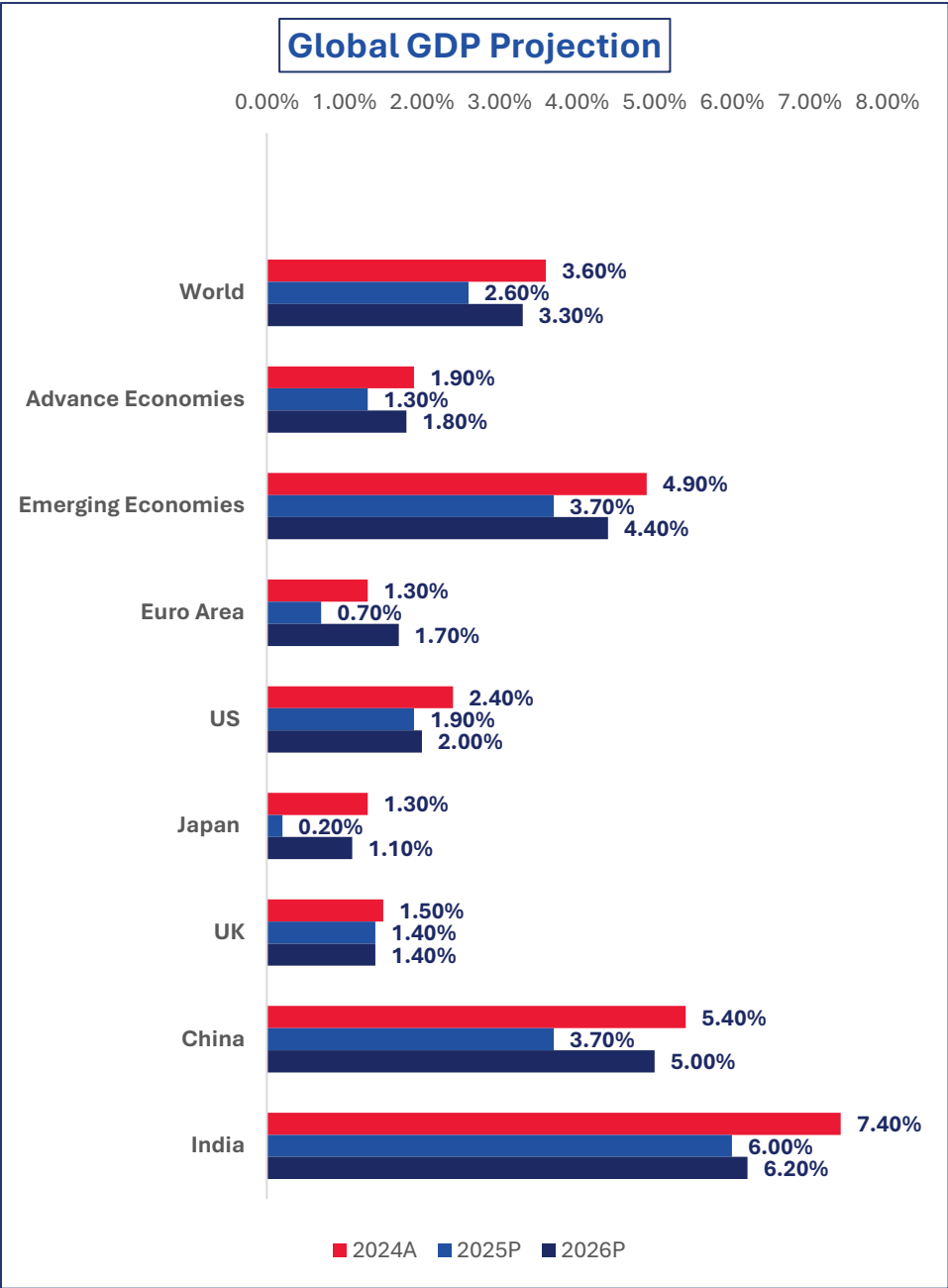
## Overview

The global economy in CY2025 is navigating a rough, shape-shifting landscape. According to the IMF WEO 2025 , global growth is projected at 3.2% in 2025, easing slightly to 3.1% in 2026, signaling resilience but also clear fatigue as protectionist policies, geopolitical friction, and tighter financial conditions begin to bite.

The year opened with sharply elevated trade tensions after tariff hikes by the U.S., pushing global policy uncertainty to multi-year highs. While the world avoided a severe shock, the IMF notes that cumulative global output losses of 0.2% are likely by 2026 due to persistent tariff-driven inefficiencies, supply-chain rerouting, and muted investment sentiment. Inflation is expected to moderate globally to 4.2% in 2025, though advanced economies especially the U.S. face stickier price pressures, partly from delayed tariff pass-through.

Advanced economies are expected to grow at 1.5%, supported by front-loaded demand and an investment boom in AI-led technologies, though labor market softening and tighter immigration rules pose medium-term risks. Emerging markets remain relatively resilient, with growth just above 4%, aided by a weaker dollar and stronger policy frameworks; however, lower development aid and fiscal stress continue to strain low-income countries.

Overall, the global economy stands at a delicate crossroads adapting to protectionism, elevated uncertainty, and structural shifts in technology and trade while policymakers attempt to maintain stability amid dim medium-term prospects.



# Indian Economy Overview

## Overview

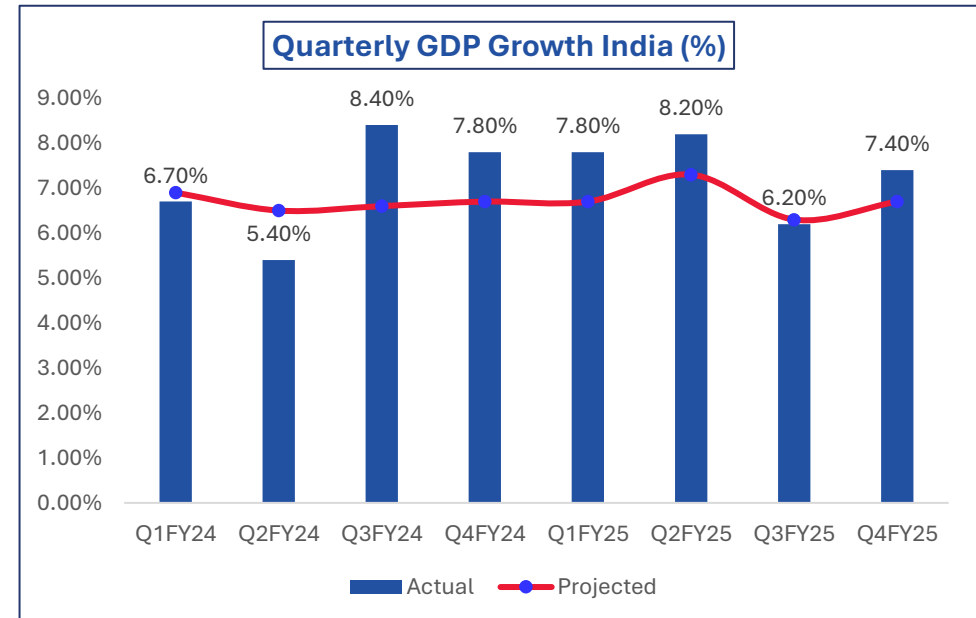
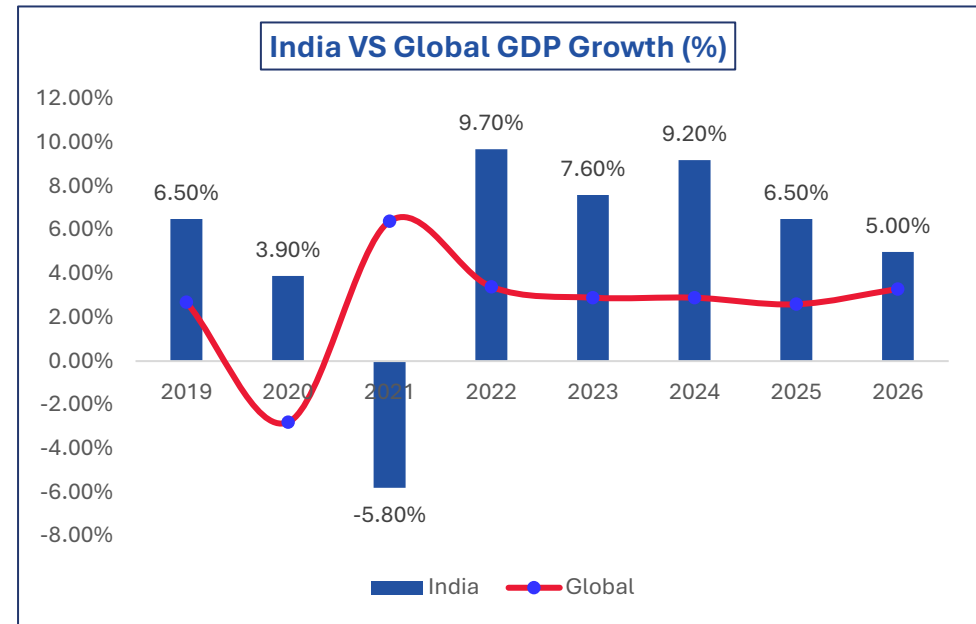
According to the Ministry of Statistics' second advance estimates and supported by broad MDA commentary, India continues to remain one of the world's fastest-growing major economies. GDP growth for FY25 is estimated at 6.5%, moderating from 7.9% in FY24, yet still sharply outperforming global peers.

Growth is driven primarily by robust services activity and the continued strength of agriculture, which is estimated to rise 4.6% aided by favorable monsoons. Private final consumption expenditure is expected to improve to 7.6% in FY25, supported by rising disposable incomes and strong demand from middle- and upper-income groups. Infrastructure push, technology adoption, healthcare expansion, and automotive sector momentum continue to provide a steady economic backbone.

The manufacturing sector shows a slower expansion at 4.3% in FY25, down from 12.3% in the previous year, reflecting global trade uncertainty and softer external demand. Construction remains resilient at 8.6% growth, supported by strong public capex.

A key structural trend shaping India's economic landscape is the shift toward premium consumption, with rising demand for luxury and high-end discretionary goods reflecting growing urban affluence and demographic tailwinds. Additionally, improving macro stability, moderate inflation prints, and stronger services exports remain supportive factors.

Despite global volatility, India's diversified growth engines, rising urban consumption, and ongoing policy reforms position it firmly as a standout performer in an otherwise cooling global environment.



# Non-Alcoholic Beverages in India

## Overview

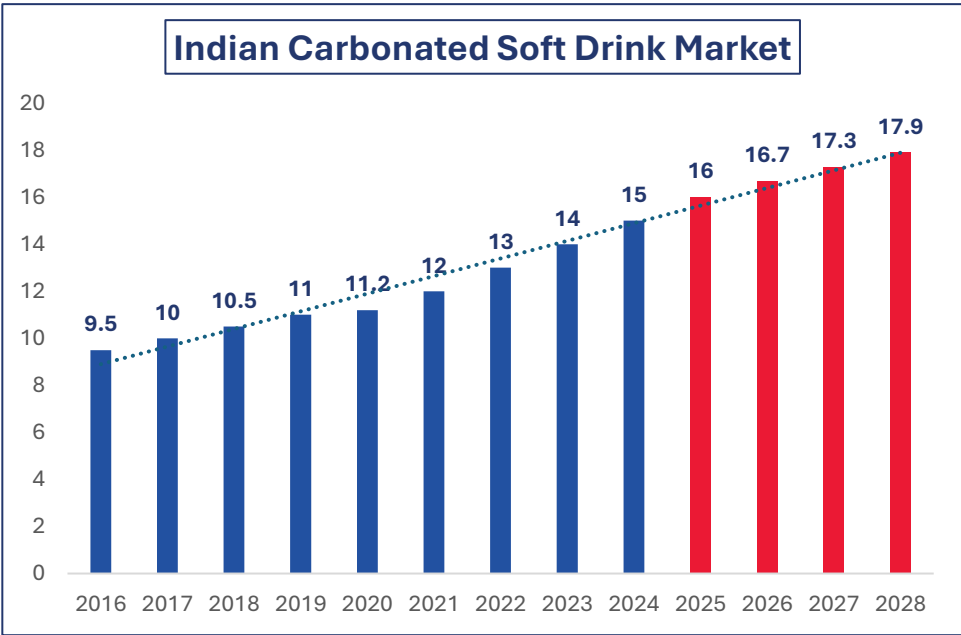
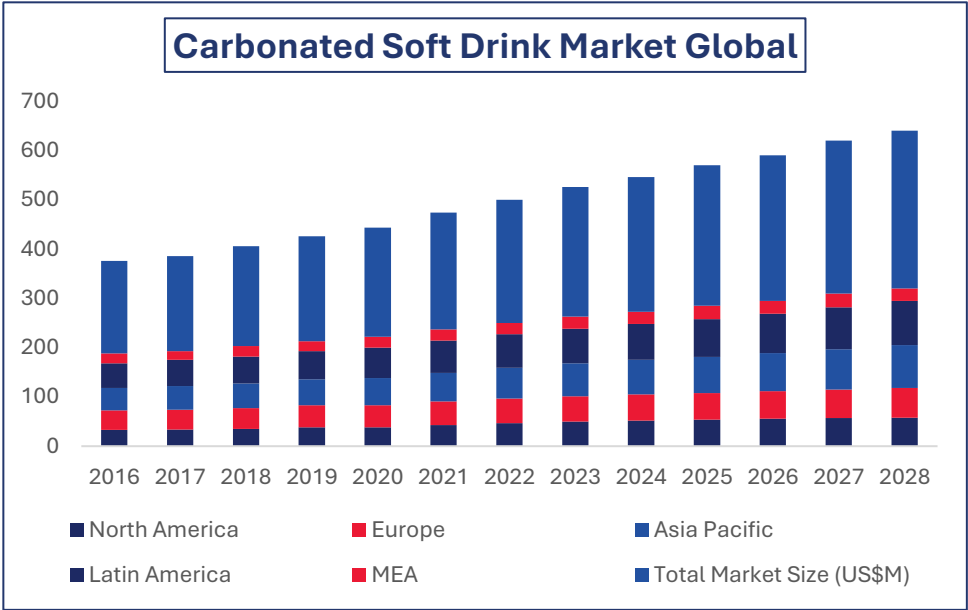
India’s non-alcoholic beverages market may expand at a compound annual growth rate of 8.7% to reach ₹1.47 trillion by 2030. Carbonates market in India registered a positive compound annual growth rate (CAGR) of 17.90% during the period 2018 to 2023 with a sales value of INR 14,68,190.26 Million in 2023, an increase of 23.82% over 2022. The market achieved its strongest performance in 2022, when it grew by 50.61% over its previous year and its weakest performance in 2020, when it fell by -26.42% over 2019.

India soft drinks market size reached USD 20.7 Billion in 2024. Looking forward, IMARC Group expects the market to reach USD 32.1 Billion by 2033, exhibiting a growth rate (CAGR) of 4.6% during 2025-2033.

The carbonated beverages import market in India witnessed a significant shift in 2024, with top exporting countries being Sri Lanka, Bhutan, Malaysia, UK, and Bangladesh.

The Indian soft drinks industry navigated a challenging landscape in 2024. Despite being a traditionally high growth market driven by increasing urbanization, a growing middle class, and evolving consumer preferences, demand remained subdued due to unexpected weather patterns and weakened consumption trends. The unseasonal rains in several parts of the country significantly impacted sales, particularly during the peak summer months, a critical period for the sector.

Looking ahead, the industry remains cautiously optimistic. The upcoming summer season, coupled with strategic marketing campaigns and an expanding portfolio of products, is expected to drive growth in the Indian soft drinks market.



# Varun Beverages Ltd- Growth Story

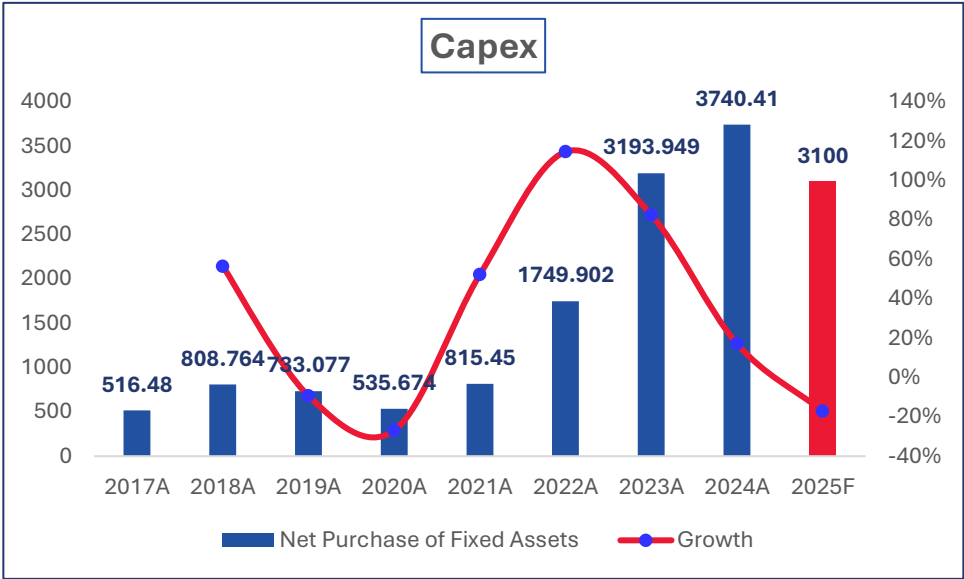
## Capex

Varun Beverages has maintained a strong investment cycle, deploying ~₹3,000 crore in CY2023 and ~₹2,000 crore in CY2024 toward new plants, high-speed filling lines, and cooler additions, which expanded overall capacity by ~18% in two years. Management has guided a further ₹3,100 crore capex for CY2025, aimed at greenfield expansion, backward-integration assets, and wider cold-chain deployment, supporting the company’s sustained double-digit volume growth momentum.

## International Market

Varun Beverages Limited (VBL) has steadily expanded its operational footprint across both domestic and international markets, strengthening its position as one of PepsiCo’s most significant global franchise partners. In India, the company’s presence spans a wide range of sub-territories covering major consumption corridors across the north, west, and parts of the south and east, supported by an extensive distribution network and strategically located manufacturing facilities.

Beyond India, the company has built a strong and growing international presence across Africa and South Asia. Its territories include Nepal, Sri Lanka, Morocco, Zambia, and Zimbabwe, with additional manufacturing capabilities and distribution rights acquired over recent years.



## Manufacturing Expansion

VBL’s snacks facility in Morocco has reached full-scale operations, while the upcoming Zimbabwe plant is advancing towards commissioning, underscoring the company’s steady progress in diversifying its portfolio beyond beverages. Furthermore, the company has incorporated a wholly-owned subsidiary in Kenya under Varun Beverages Ltd to undertake the manufacturing, distribution, and sale of beverages, reinforcing its strategic expansion across African markets.

# Financials

## Revenue

Revenue grew by 2% YoY in Q3CY25, with consolidated sales volumes rising 2.4% YoY to 273.8 Mn cases. India volumes remained flat due to prolonged rainfall across the country, partly offset by a 9% growth in international markets.

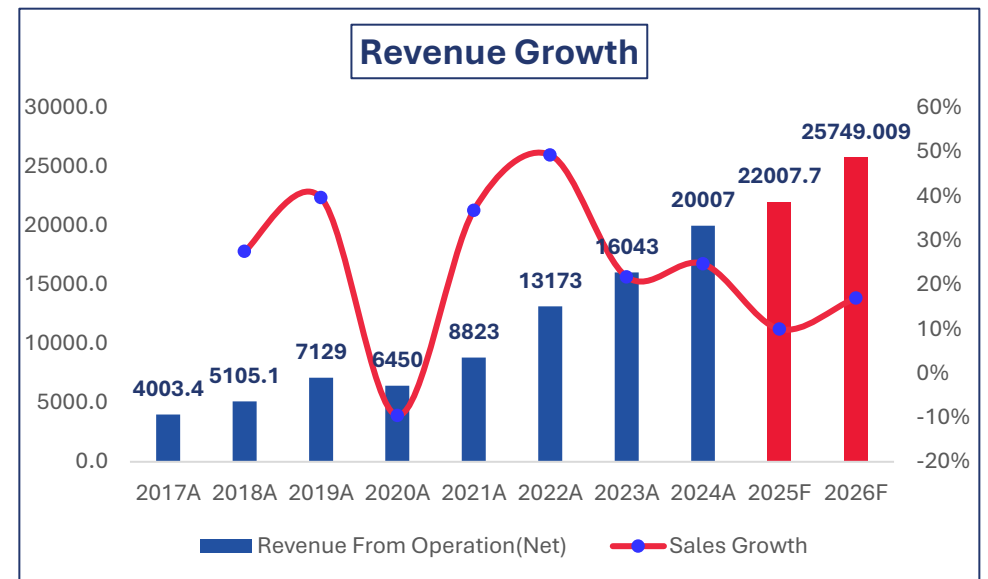
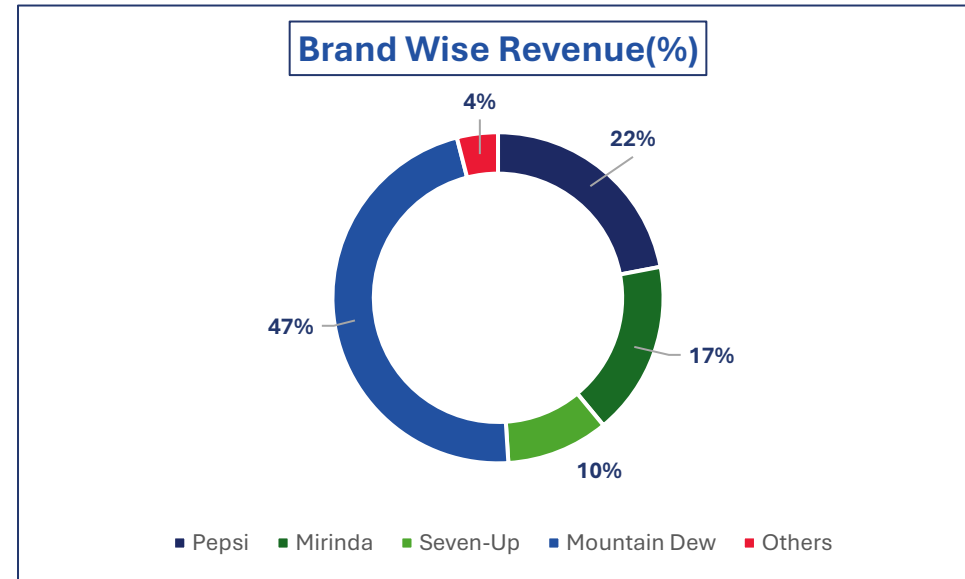
The Company has posted revenue of INR 20007 core CY2024. The revenue has grown at CAGR 31%, 23% and 26% for 3 Years , 5 Years and & Years respectively. Company is e positive about the growth in Indian and International soft drink market and confident for Two-digit growth rate this year and for next growth. Company not generate growth in second quarter but 1st and 3rd quarter they have growth as compare to last year quarters. Due to Unanticipated Rain this year.

Company has planned for next two years in African region and also in Saudi Arabia. VBL thought a partnership with Carlsberg Beer in selected African Market. Management has said they reach only four million retail` outlet out of 12 million outlet there is big room available, planning for heavily invested in chilling infrastructure. Company is working to launch new product like jeera drink, more sports drink .

Analyst consensus growth for year 2025 is INR 219922 which is 10% growth over the Year 2024 200077 crores.

Considering challenges company might such face as unfavourable weather condition, health awareness and increased tax rates.

Company will maintain 17-18% growth in next 2- 3 years due to entering into new international market expanding area and new products like jeera drink , Beer.



# Financials

## Gross Margins

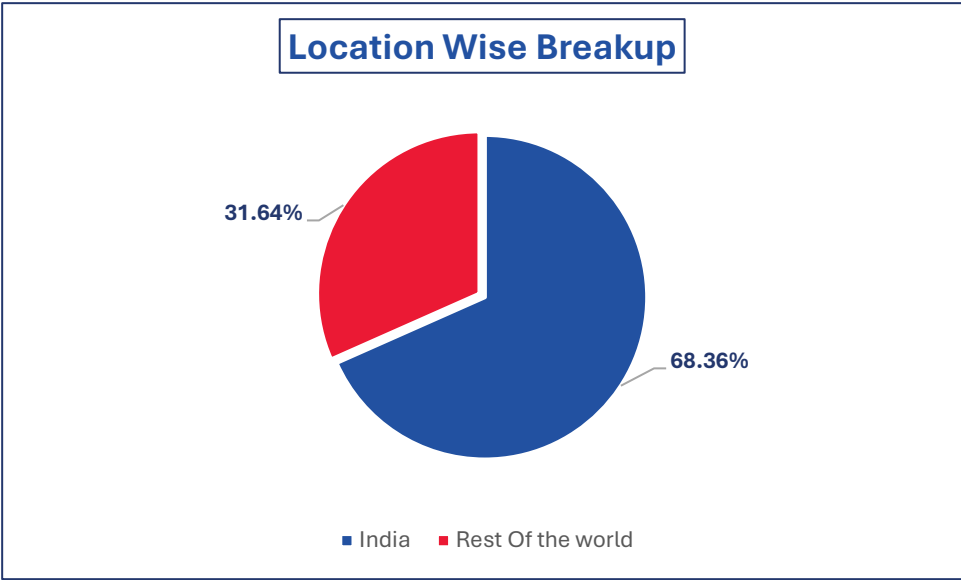
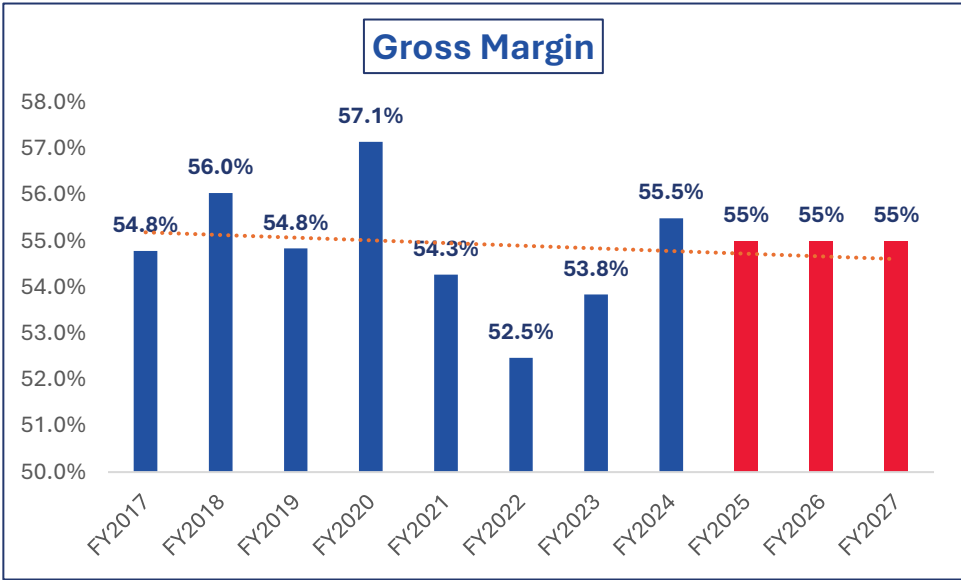
During the fiscal year, gross margins improved by 165 basis points to 55.5%, compared to 53.8% in the previous year. This expansion was primarily driven by the strategic procurement and storage of PET chips to avail price benefits, along with efforts to reduce sugar content and increased backward integration.

Gross margins improved by 119 bps to 56.7%, driven by a higher mix of water in international markets. Additionally, expenses shifted from raw material purchases to staff costs, power and fuel, and other manufacturing overheads due to increased in-house backward integration initiatives.

Raw material still consist of 90% of the total COGS and 45% Of The Revenue. Concentrated efforts, including backward integration and consolidated procurement of raw materials, are constantly made to reduce the cost of goods sold and increase the Company’s cash flows. The Company also enjoys a good bargaining power with its suppliers owing to its scale of operation, resulting in better working capital management.

While historically company has posted nearly Gross margin 54% to 57% and Median and Average is 55% for last 7 years from 2017 to 2024. Basis of our research The gross margin posted by Non-Alcoholic Beverages Market in India was 55.52%, in All Emerging Market 45.27,GLocal sector margin is 49.68% .

Due to improve supply chain and initiative backword integration, We assume that gross margin will retract 55% for short term period which is close to street estimate ( Consensus Estimate), and coverage with 5% in long term.





# Financials

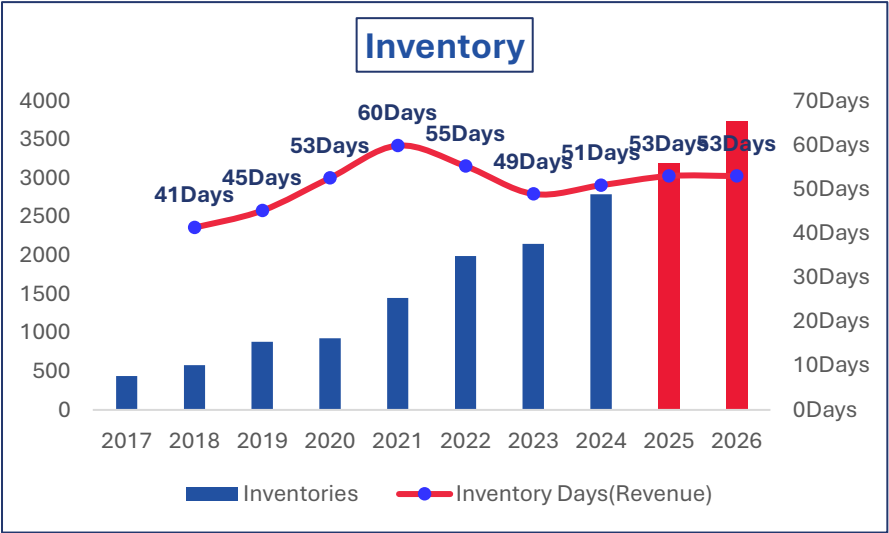
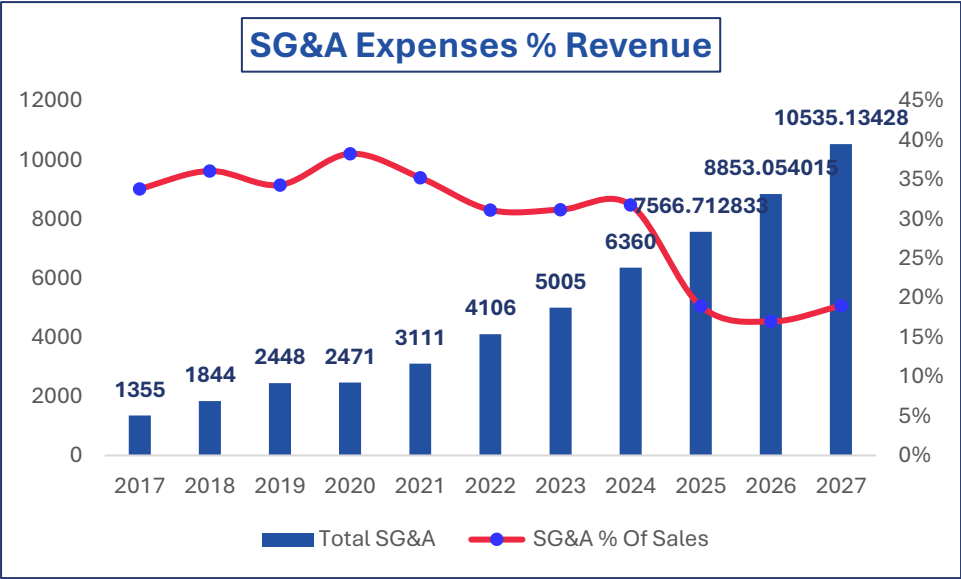
## SG&A Expenses

During the FY2024, the company has reported EBITDA margins is 23.7 which is 110bps higher than previous FY2023. Management is stuck to that the margin is lower than 21%. Because company doing backward Integration and expanding into bigger plants, New plants. Company facing some issues like Ramazan , Sugar Tax in Zimbabwe. In south Africa margins are lower because of most of the stuff we sell (80–85% of volumes) comes from our own in-house brands, and those brands have lower margins. Management is determined the operating expenses in check and gave EBITDA Margin guidance below 21%. Based on our research we have identifies that historically SG&A expenses are around 34% of total sales. Where four expenses Viz Employee Cost, Power and Fuel Cost, Selling and Distribution Cost and other operating expenses constitute 88% of total SG&A Expenses. The four key expenses directly linked with sales. We assume that SG&A expanse to remain at 34.1% level as percentage of total sales which is almost align with street estimate and management guidance.

## Inventory

The company usually increase the inventory levels during Oct-Dec and Jan- Mar Quarters to prepare for season demand. Also this period resin prices are cheapest throughout the year the company gets and edge in gross profitability by restocking the raw material when prices are cheap. The company follow same strategy for PET chips also to increase same strategy..

Historically company maintain inventory level at 12% to 13% of revenue. Inventory ratio consist around 7,5x and inventory days around 50 days. The peer company in the market inventory days which is lower/ higher than of 7 year historical inventory days of the company. Further street estimate suggest to inventory level remain flat from previous inventory days. Street estimate mean and average is for next three years around 52 to 53 and management already preparing for increase the capacity so inventory level expected to normalize to 50 to 53 days.



# Financials

## Trade Receivable

The company usually increase the Receivable levels during Apr-Jun a Quarters due to seasonality.. The company has robust collection mechanism due to which relievable level are normalized by end of the year. further 91% of the total receivable collect within six months period.

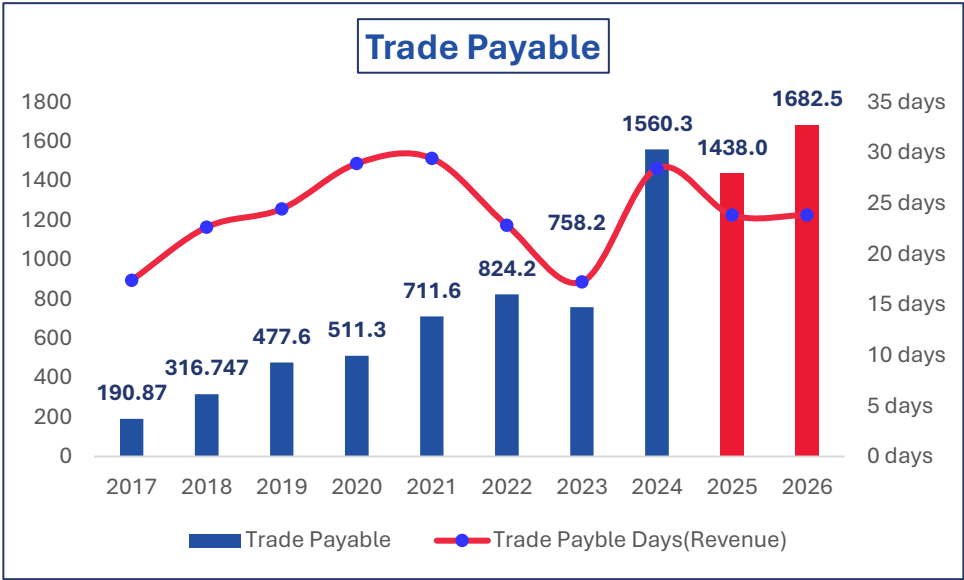
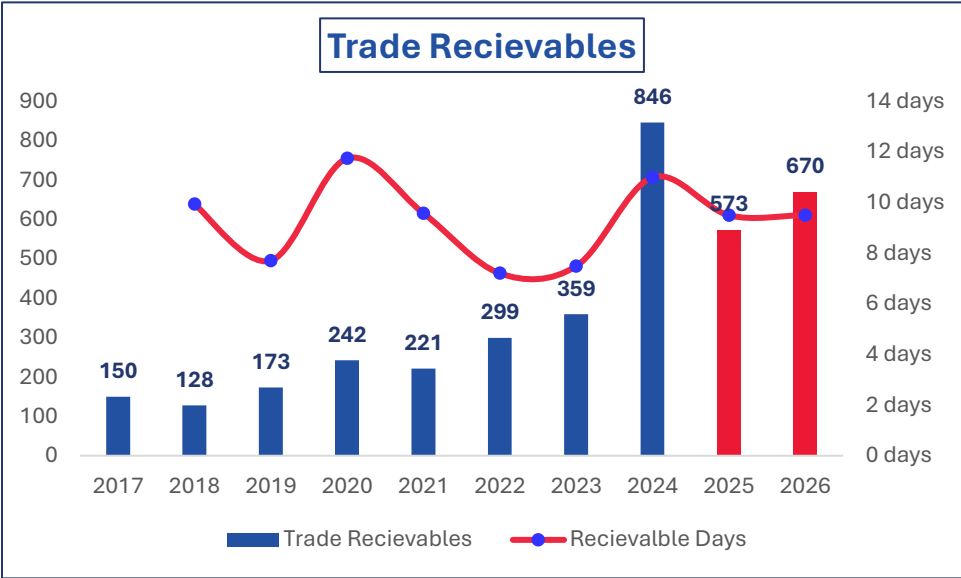
Historically company maintain receivable level at 2% to 3% of revenue. Receivable ratio consist around 38 to 40x and receivable days around 9 days. The peer company in the market receivable days which is lower/ higher than of 7 year historical inventory days of the company. Further street estimate suggest to inventory level remain flat from previous inventory days.

Street estimate mean and average is for next three years around 9 to 10. We assume that receivable days remain flat 9.5.

## Trade Payable

The Company has maintain Consistent payable of 55-60 days Except COVID Years and Last Year where payable is delayed. However in year 2024 payable is higher due to higher procurement volumes linked to capacity expansion and extended credit terms from suppliers, allowing the to optimize its cash position during a heavy investment cycle. Trade Payable Consist of 14% of COGS and 7% of Revenue.

The Peer Companies in the market maintain payable average 78 which is higher than 10 year historical payable of the company. Further Street estimate suggest the payable level remain flat from existing payable days. In absence of management guidance and basis our research, we assume the payable days remain flat at 53 Days



# Financials

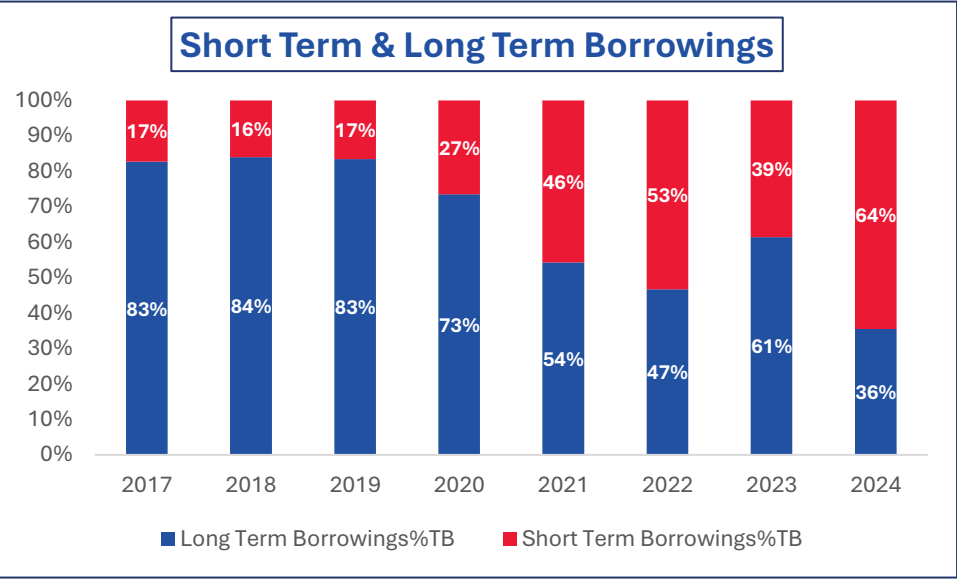
## Borrowings

In the recent years, the company has substantially reduce the long term Debt 83% of the total debt in FY2017 to 36% in FY2024 with Debt to Equity ratio is consistent at 0.8 till FY2023 and in FY2024 Debt to Equity Ratio decrease to 0.1, Debt to Capital 0.4 till FY2023 and decrease in FY2024 to 0.12, Debt to Asset 0.3 till FY2023 and decrease in FY2024 to 0.1 and Debt to EBITDA 2.0 till FY2023 decrease 0.5 in FY2024 .

Management Guide that company is completely debt-free there is no interest cost.

After using QIP funds to repay debt, India operations have almost zero finance cost, and whatever finance cost remains comes mainly from South Africa, mostly due to lease liabilities. Overall, the company is debt-free on a consolidated basis.

VBL's profit went up because finance costs dropped and other income increased. They earned more interest on their cash in India, and their international operations benefited from favorable currency movements.



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# Valuation

## Objective

The objective is to reach at the Intrinsic Value of VBL's stock. The analysis aims to assess the company's worth based on its ability to generate cash flows, future growth and risk associated with the business. We have carefully considered management's guidance while performing this analysis.

## Valuation Methodology

There are Primarily Three approaches in Valuation.(viz., Cost Approach, Market Approach and Income Approach.

For any Valuation, all the approaches may not be relevant and therefore will not give a fair estimate of value. Hence, the approach most suitable for specific Business/Company must be applied in the valuation exercise based on common practices.

The three approaches generally adopted in valuation are as under:

- Market Approach – Comparable Companies' Method and Comparable Transaction Method.
- Income Approach- Discounted Cash Flow Method
- Asset Approach- Net Asset Value Method.

## Market Approach

Under this approach, we measure the value of business of the company by applying the market multiples of listed companies which trade actively and possess attributes similar and comparable with the same company. This methodology is based on the principle that such market pricing takes place between informed buyers and informed sellers while considering all the relevant factors.

Not all Multiples are applicable to every company. Therefore, the relevant multiples should be chosen carefully and adjusted for difference between the comparable. For the purpose of Valuation of VBL, we have chosen EV/EBITDA multiple.

## Asset Approach

Under this approach, the value of the business is derived based on the difference between the value of assets and liabilities. This approach focuses on determining the value of Net Asset from the perspective of Equity Valuation. The value of net asset can be determined as follows,  $\text{Net Asset} = \text{Total asset} - \text{Total External Liabilities}$ . The value of net asset is also known as Total Equity.

## Income Approach

Under this approach, The value of the business is derived by considering free cash flow, future growth and weighted average cost of capital which signifies risk.

There are Four major steps in income approach-

Forecasting future cash flow for explicit growth period.

Discounting these cash flows to present value at the rate of return which depicts the risk in realizing the future cash flows and expected growth.

Calculation of terminal value of free cash flow post explicit growth period.

Addition of present value of terminal cash flow and free cash flow during explicit forecast period.

DCF Valuation

In INR Crore unless its stated otherwise

	Actual					Explicit Forecast Period					
	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Free Cash Flow to Firm											
EBITDA	1216	1678	2806	3633	4742	4538	5309	6318	6933	8136	8820
Less: Depreciation	(₹ 529)	(₹ 531)	(₹ 617)	(₹ 681)	(₹ 947)	(₹ 1,163)	(₹ 1,320)	(₹ 1,470)	1,638	(₹ 1,785)	(₹ 1,926)
EBIT	687	1147	2189	2952	3795	3374	3989	4847	5295	6351	6894
Less:Tax	(₹ 5)	(₹ 261)	(₹ 474)	(₹ 638)	(₹ 799)	(₹ 835)	(₹ 998)	(₹ 1,215)	1,333	(₹ 1,602)	(₹ 1,740)
EBIT(1-T)	682	886	1715	2314	2996	2539	2991	3632	3962	4749	5154
Add: Depreciation	529	531	617	681	947	1163	1320	1470	1638	1785	1926
Cash NOPAT	1210	1417	2332	2995	3943	3702	4311	5102	5600	6535	7080
Less:Reinvestment Change In Working Capital	(₹ 111)	(₹ 269)	(₹ 585)	(₹ 673)	(₹ 669)	₹ 93	(₹ 639)	(₹ 836)	(₹ 461)	(₹ 722)	(₹ 623)
Capex During the Year	(₹ 536)	(₹ 815)	(₹ 1,750)	(₹ 3,194)	(₹ 3,740)	(₹ 3,100)	(₹ 2,200)	(₹ 2,100)	2,349	(₹ 2,061)	(₹ 1,973)
Free Cash Flow to Firm	564	333	-3	-872	-466	695	1472	2166	2790	3751	4484

Discount Year	Mid Year Convention?	Yes
Discount Rate	10%	

0.5	1.5	2.5	3.5	4.5	5.5
0.95	0.87	0.79	0.72	0.65	0.59

Present Value Of Free Cash Flow to Firm	₹ 663	₹ 1,276	₹ 1,707	₹ 1,999	₹ 2,443	₹ 2,654
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DCF Calculation Perpetuity Growth

Perpetuity Growth	4.37%
Terminal Year FCFF(1+PGR)	₹ 4,680
Terminal Value	₹ 83,118.52
Present Value OF Termial Value	₹ 49,208.26
Present Value Of FCFF	₹ 10,740.91
Enterprise Value	₹ 59,949.17
Implied Exit Multiple	6.8 x
Eimplied EV/EBITDA	12.6 x
Less:Debt	(₹ 2,364)
Add: Cash	₹ 2,449
Less: Minority Interest	(₹ 130)
Add: Non Operating Asset	₹ 127
Equity Value	₹ 60,031.12
Less:Value of Option	(₹ 32)
Equity Value for Shareholder	₹ 59,999.32

DCF Calculation Exit Growth

Perletuity Growth	14.00x
Termial year EBITDA	₹ 8,819.77
Terminal Value	1,23,476.720
Present Value OF Termial Value	₹ 73,101.34
Present Value Of FCFF	₹ 10,740.91
Enterprise Value	₹ 83,842.25
Implied Exit Multiple	9.5 x
Eimplied EV/EBITDA	57.4 x
Less:Debt	(₹ 2,364)
Add: Cash	₹ 2,449.28
Less: Minority Interest	(₹ 130)
Add: Non Operating Asset	126.726
Equity Value	₹ 83,924.19
Less:Value of Option	(₹ 32)
Equity Value for Shareholder	₹ 83,892.39

Market Price  
INR 161,811Cr

Intrinsic Value  
INR 59999.32Cr

WACC  
10%

Terminal Growth  
4.37%

Perpetuity Growth	WACC					
	₹ 59,999.32	4.00%	6.00%	8.00%	10.00%	12.00%
	4.00%	#DIV/0!	181581	87881	56801	41365
	5.00%	-366161	354056	114308	66534	46173
		#####				
	6.00%	-178251	##	167161	81133	52583
	7.00%	-115614	-335841	325721	105466	61558
EXIT Growth	8.00%	-84296	-163367	#DIV/0!	154130	75021
	9.00%	-65505	-105876	-308519	300124	97458
	WACC					
	₹ 83,892.39	4.00%	6.00%	8.00%	10.00%	12.00%
	10x	84357	76375	69297	63006	57402
	11x	91466	82777	75073	68228	62131
	12x	98574	89178	80849	73449	66860
	13x	105683	95580	86625	78671	71588
	14x	112791	101981	92401	83892	76317
	15x	119899	108382	98177	89114	81046

# Weighted Average Cost Of Capital (WACC)

## WACC Input

Country	India
Local Currency 10Y Government Bond Yeild	6.53%
India's Moody's Sovereign Rating	Baa3
Credit Default Spread As Per Dr Damodaran	2.16%
Implied US Equity Risk Premium	3.79%
Asset Beta	0.9
Asset Beta Variation(+/-)	0.05
Debt To Equity	14.12%
Debt To Capital(Gearing)	12.38%

Perticulars	Low	Medium	Hgh
Risk Free Rate	4.37%	4.37%	4.37%
Equity Risk Premium	5.95%	5.95%	5.95%
Asset Beta	0.85	0.9	0.95
D/E Ratio	14.12%	14.12%	14.12%
Equity Beta	0.94	1.03	1.08
<b>CAPM Cost Of Equity</b>	<b>9.96%</b>	<b>10.48%</b>	<b>10.82%</b>
Small Size Premium	2.60%	2.60%	2.60%
Asset Specific Premium	0%	0.00%	0.00%
<b>Modified Cost Of Equity</b>	<b>12.56%</b>	<b>13.08%</b>	<b>13.42%</b>
Pre Tax Cost Of Debt	6.98%	6.98%	6.98%
Marginal Tax Rate	25%	25.00%	25.00%
<b>Post Tax Cost Of Debt</b>	<b>5.24%</b>	<b>5.24%</b>	<b>5.24%</b>
Capital Gearing(D/D+E)	12.38%	12.38%	12.38%
Weighted Average Cost Of Capital	11.66%	9.83%	10.13%
<b>Weighted Average Cost Of Capital(Rounded)</b>	<b>12.00%</b>	<b>10.00%</b>	<b>11.00%</b>

Tax Rate Considered As Marginal Tax rate of india

Asset Beta Is considered as median of 5 years beta of comps adjusttent for blume affect

Equity Beta = Asset Beta \*(1+D/E ratio\*(1-Tax Rate)))

Marginal Tax Rate	25%
Company Credit Rating Available?	Yes
Company is a Large Firm or Small Firm?	L
Provide Credit Rating	Aaa/AAA
Interest Coverage Ratio	7.9
ICR Based Corporate Default Spread	0.60%
Small Size Premium	2.60%
Asset Specific Risk Premium	

## Risk Free Rate

We have considered 0 as the risk-free rate in estimation of cost of equity of0.The risk-free rate of India is calculated by considering local currency 10 years Government bond yield adjusted for spread of India

## Asset Beta

We have estimated an asset beta rangeof 1 to 1with the mod point of 1. Based on observation median of 5 years monthly asset beta of benchmarking listed companies adjusted for bloom effect.

## Equity Risk Premium

An ERP of 0has been adopted as based on US implied equity risk premium, relative equity volatility of ICE BoFA Public Sector issues Emerging Market index, S&P Emerging BMI Index and Country risk premium of India.

## Cost Of Debt

For the purpose of assessing the cost of Debt ,We have used Country's Risk-Free Rate, Country's default spread and Corporate default spread based on company's debt rating and Interest coverage ratio.

## Cost Of Debt

Empirically small sized asset have exceeded the returns as compared to large sized assets. We have used the study on size premium conducted by incwert which is based on diff between actual returns and CAPM expected returns arranged in decile basis market capitalization of Indian companies.

### Beta Analysis-5 Year Monthly

Comparable Company	Ticker	Beta(2 Years)	Beta(5 Years)	No of Weekly Observation	Market Cap	Asset Beta	Debt to Equity	Equity Beta	Debt to Capital	Considered	Narrow Set
Tata Consumer Product Ltd	TATACONS	0.8	0.96	60	10,458	0.882	11.87%	0.96	10.61%		
CCL India Product Ltd	CCLP	0.63	0.74	60	1,245	0.437	92.25%	0.74	47.98%		
EASTROC BEVERAGES GROUP CO -A	605499	0.8	0.76	60	16,268	0.466	84.06%	0.76	45.67%		
Mixue Group -H	2097	0.41	-0.64	60	16,849	-0.637	0.61%	-0.64	0.61%		
HEBEI YANGYUAN ZHIHUI BEVE-A	603156	0.9	0.95	60	4,067	0.873	11.80%	0.95	10.56%		
CHINA Resource Beverages HOL	2460	0.87	1.13	60	2,656	0.993	18.34%	1.13	1.56%		
Carabao Group PCL	CBG	0.95	1.05	60	1,228	0.966	11.59%	1.05	15.50%		
Nongfu Spring CO Ltd-H	9633	1.02	0.72	60	57,168	0.649	14.51%	0.72	12.67%		
Yantai North Andre Juice	2218	0.63	0.73	60	10,458	0.730	0.00%	0.73	0.00%		
OSOTSPA PCL	OSP	0.99	0.97	60	1,245	0.912	8.50%	0.97	7.84%	N	FALSE
										Y	TRUE
Median - Broad Set						0.80	11.84%	0.86	10.59%		
Average - Broad Set						0.63	25.35%	0.74	15.30%		
Median - Considered Set						0.88	13.19%	0.96	11.64%		
Average - Considered Set						0.77	31.62%	0.91	19.05%		

### Beta Analysis-2 Year Weekly

Comparable Company	Ticker	Beta(2 Years)	Beta(5 Years)	No of Weekly Observation	Market Cap	Asset Beta	Debt to		Debt to Capital	Considered	Narrow Set
							Equity	Equity Beta			
Tata Consumer Product Ltd	TATACONS	0.8	0.96	104	10,458	0.735	11.87%	0.8	10.61%	Y	TRUE
CCL India Product Ltd	CCLP	0.63	0.74	104	1,245	0.372	92.25%	0.63	47.98%	Y	TRUE
EASTROC BEVERAGES GROUP CO -A	605499	0.8	0.76	104	16,268	0.491	84.06%	0.8	45.67%	Y	TRUE
Mixue Group -H	2097	0.41	-0.64	104	16,849	0.408	0.61%	0.41	0.61%	N	FALSE
HEBEI YANGYUAN ZHIHUI BEVE-A	603156	0.9	0.95	104	4,067	0.827	11.80%	0.9	10.56%	Y	TRUE
CHINA Resource Beverages HOL	2460	0.87	1.13	104	2,656	0.765	18.34%	0.87	1.56%	Y	TRUE
Carabao Group PCL	CBG	0.95	1.05	104	1,228	0.874	11.59%	0.95	15.50%	Y	TRUE
Nongfu Spring CO Ltd-H	9633	1.02	0.72	104	57,168	0.920	14.51%	1.02	12.67%	Y	TRUE
Yantai North Andre Juice	2218	0.63	0.73	104	10,458	0.630	0.00%	0.63	0.00%	N	FALSE
OSOTSPA PCL	OSP	0.99	0.97	104	1,245	0.931	8.50%	0.99	7.84%	Y	TRUE
Median - Broad Set							0.75	11.84%	0.84	10.59%	
Average - Broad Set							0.70	25.35%	0.80	15.30%	
Median - Considered Set							0.80	13.19%	0.89	11.64%	
Average - Considered Set							0.74	31.62%	0.87	19.05%	

# Beta Analysis

Bloom Beta - 5 Year Analysis

Comparable Company	Ticker	Beta(2 Years)	Beta(5 Years)	No of Weekly Observation	Market Cap	Asset Beta	Debt to Equity	Equity Beta	Debt to Capital	Considered	Narrow Set
Tata Consumer Product Ltd	TATACONS	0.8	0.96	60	10,458	0.894	11.87%	0.97	10.61%	Y	TRUE
CCL India Product Ltd	CCLP	0.63	0.74	60	1,245	0.488	92.25%	0.83	47.98%	Y	TRUE
EASTROC BEVERAGES GROUP CO -A	605499	0.8	0.76	60	16,268	0.515	84.06%	0.84	45.67%	Y	TRUE
Mixue Group -H	2097	0.41	-0.64	60	16,849	-0.098	0.61%	-0.10	0.61%	N	FALSE
HEBEI YANGYUAN ZHIHUI BEVE-A	603156	0.9	0.95	60	4,067	0.888	11.80%	0.97	10.56%	Y	TRUE
CHINA Resource Beverages HOL	2460	0.87	1.13	60	2,656	0.956	18.34%	1.09	1.56%	Y	TRUE
Carabao Group PCL	CBG	0.95	1.05	60	1,228	0.951	11.59%	1.03	15.50%	Y	TRUE
Nongfu Spring CO Ltd-H	9633	1.02	0.72	60	57,168	0.733	14.51%	0.81	12.67%	Y	TRUE
Yantai North Andre Juice	2218	0.63	0.73	60	10,458	0.819	0.00%	0.82	0.00%	N	FALSE
OSOTSPA PCL	OSP	0.99	0.97	60	1,245	0.921	8.50%	0.98	7.84%	Y	TRUE
Median - Broad Set						0.85	11.84%	0.90	10.59%		
Average - Broad Set						0.71	25.35%	0.82	15.30%		
Median - Considered Set						0.89	13.19%	0.97	11.64%		
Average - Considered Set						0.79	31.62%	0.94	19.05%		

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# Comparable Companies description

Comparable Companies	Description
<b>Varun Beverages Ltd</b>	
Varun Beverages Ltd (VBL) is one of the largest franchise bottlers of PepsiCo globally. Based in India, it manufactures, bottles, and distributes carbonated soft drinks, juices, and packaged water across India and multiple international markets (Africa, Middle East). VBL thrives on scale, distribution muscle, and rising per-capita beverage consumption in emerging markets.	
<b>Mixue Group</b>	
Mixue Group is a China-based quick-service beverage and ice-cream giant, best known for ultra-affordable pricing. Its core strength lies in a franchise-heavy model, deep supply-chain control, and massive store count across Asia. Mixue wins on volume, not margins a classic cost leadership play.	
<b>Tata Consumer Products Ltd</b>	
Tata Consumer Products Ltd (TCPL) is the FMCG arm of the Tata Group, housing iconic brands in tea, coffee, salt, packaged foods, and beverages. With brands like Tata Tea, Tata Salt, and Tata Coffee, TCPL blends heritage + premiumization, aiming to dominate the Indian household consumption story.	
<b>CCL Products India Ltd</b>	
CCL Products India Ltd is a global leader in instant coffee manufacturing, primarily operating in the B2B segment. It supplies private-label and branded coffee to international clients. The company benefits from export-led growth, operational efficiency, and long-term client contracts.	
<b>Celsius Holdings Inc</b>	
Celsius Holdings Inc is a US-based functional energy drink company focused on fitness-conscious consumers. Positioned as a “better-for-you” alternative, Celsius rides trends like health, metabolism boosting, and sugar-free consumption, making it a strong challenger brand in the energy drink market.	
<b>Arca Continental SAB de CV</b>	
Arca Continental is one of the largest Coca-Cola bottlers in Latin America, operating across Mexico, Ecuador, Peru, Argentina, and the US. It also runs snack and food operations. The company benefits from geographic diversification, strong cash flows, and Coca-Cola’s global brand power.	
<b>Coca-Cola HBC AG</b>	
Coca-Cola HBC AG is a strategic bottling partner of The Coca-Cola Company, serving Europe, Africa, and parts of Asia. With operations across developed and emerging markets, it balances stable volumes with premium product growth and strong ESG focus.	
<b>JDE Peet’s NV</b>	
JDE Peet’s NV is a global coffee and tea powerhouse, owning brands like Jacobs, Peet’s Coffee, L’OR, and Douwe Egberts. It operates across retail and out-of-home channels, leveraging brand strength, pricing power, and recurring consumer demand.	
<b>Coca-Cola Femsa SAB de CV</b>	
Coca-Cola Femsa (KOF) is the world’s largest Coca-Cola bottler by volume, operating across Latin America. The business is highly cash-generative, driven by population growth, rising consumption, and operational scale, with resilience even in volatile economies.	
<b>Eastroc Beverage Group Co Ltd</b>	
Eastroc Beverage Group is a China-based functional beverage company, best known for energy and electrolyte drinks. It focuses on mass-market affordability and has benefited from China’s growing demand for sports and functional beverages.	
<b>Coca-Cola Consolidated Inc</b>	
Coca-Cola Consolidated Inc is the largest Coca-Cola bottler in the United States, handling production and distribution across multiple states. The company is characterized by stable demand, predictable cash flows, and operational efficiency tied closely to Coca-Cola’s core portfolio.	

# Relative Valuation

Market Data							Financials									Multiples								
Relative Valuation	Ticker	Share Price	Market Cap	Debt	Cash & Cash Equivalents	Enterprise Value	2024A Sales	2025F Sales	2026F Sales	2024A EBITDA	2025F EBITDA	2026F EBITDA	2024A PAT	2025F PAT	2026F PAT	2024A EV/Sales	2025F EV/Sales	2026F EV/Sales	2024A EV/EBITDA	2025F EV/EBITDA	2026F EV/EBITDA	Price/ Earning	2025F Price/ Earning	2026F Price/ Earning
Varun Beverages Ltd	VBL IN	481.4	1,62,319	2,740.1	2,375.8	1,62,683.3	19445	21860	25257	4787	5115	5914	2650	3024	3536	8.37x	7.44x	6.44x	33.98x	31.80x	27.51x	61.25x	53.68x	45.90x
Mixue Group	2097 HK	412	1,82,033.0	105.2	4,928.9	1,77,209.4	28861	41702	47335	7076	9911	11364	5162	7384	8473	6.14x	4.25x	3.74x	25.04x	17.88x	15.59x	35.26x	24.65x	21.48x
Tata Consumer Products Ltd	TATACONS IN	1148.6	1,13,728.0	2,406.6	1,625.8	1,14,508.8	15206	17618	19826	2284	2479	2805	1395	1262	1644	7.53x	6.50x	5.78x	50.13x	46.18x	40.82x	81.52x	90.11x	69.18x
CCL Products India Ltd	CCLP IN	1030	13,690.6	1,760.5	95.0	15,356.1	3777	3960	4550	644	676	793	250	310	361	4.07x	3.88x	3.38x	23.85x	22.71x	19.36x	54.74x	44.11x	37.88x
Celsius Holdings Inc	CELH US	43.84	1,02,382.0	7,150.1	6,609.5	1,02,922.6	11342	21988	29027	1980	5428	6696	1372	2955	3689	9.07x	4.68x	3.55x	51.98x	18.96x	15.37x	74.64x	34.65x	27.75x
Arca Continental SAB de CV	AC* MM	10.56	1,65,770.0	30,129.0	2,150.1	1,93,749.0	109750	122544	128277	22819	24866	26256	9381	10537	11356	1.77x	1.58x	1.51x	8.49x	7.79x	7.38x	17.67x	15.73x	14.60x
Coca-Cola HBC AG	CCH LN	42.2	1,67,126.0	42,413.0	16,600.0	1,92,939.0	97337	120893	128485	14024	18520	20202	7471	10090	10888	1.98x	1.60x	1.50x	13.76x	10.42x	9.55x	22.37x	16.56x	15.35x
JDE Peet's NV	JDEP NA	31.71	1,64,598.0	47,740.8	9,130.0	2,03,208.8	79983	105336	107715	15966	16528	17165	6915	9847	9319	2.54x	1.93x	1.89x	12.73x	12.30x	11.84x	23.80x	16.72x	17.66x
Coca-Cola Femsa SAB de CV	KOFUBL MM	78.5	1,76,869.0	38,761.1	3,175.2	2,12,454.9	128176	145350	153795	24111	28485	30182	11178	11784	12881	1.66x	1.46x	1.38x	8.81x	7.46x	7.04x	15.82x	15.01x	13.73x
Eastroc Beverage Group Co Ltd	605499 CH	261.58	1,74,668.0	8,632.0	6,686.6	1,76,613.4	18411	26719	33291	4852	7607	9560	3800	5790	7367	9.59x	6.61x	5.31x	36.40x	23.22x	18.47x	45.97x	30.17x	23.71x
Coca-Cola Consolidated Inc	COKE US	165.78	1,28,333.0	15,936.0	12,699.0	1,31,570.0	577281	n/a	n/a	100645	n/a	n/a	56775	n/a	n/a	0.23x	0.00x	0.00x	1.31x	0.00x	0.00x	2.26x	0.00x	0.00x
High																9.59x	6.61x	5.78x	51.98x	46.18x	40.82x	81.52x	90.11x	69.18x
75th Percentile																7.18x	4.57x	3.69x	33.56x	21.77x	17.75x	52.55x	33.53x	26.74x
Average																4.46x	3.25x	2.80x	23.25x	16.69x	14.54x	37.41x	28.77x	24.13x
Median																3.30x	2.90x	2.63x	18.80x	15.09x	13.60x	29.53x	20.68x	19.57x
25th Percentile																1.74x	1.55x	1.47x	8.73x	7.71x	7.29x	17.21x	15.55x	14.38x
Low																0.23x	0.00x	0.00x	1.31x	0.00x	0.00x	2.26x	0.00x	0.00x

## Realtive Valuation

Sales	19445.0
EBITDA	2284.1
Earnings	2650.0
Valuation Multiples	EV/Sales
EV/Sales	3.30x
Enterprise Value	64234.17
Less:Debt	(₹ 2,364)
Add: Cash	₹ 2,449
Less: Minority Interest	(₹ 130)
Add: Non Operating Asset	₹ 127
Equity Value	₹ 64,316
Less:Value of Option	(₹ 55)
Equity Value for Shareholder	₹ 64,261

## Realtive Valuation

Sales	19445.0
EBITDA	2284.1
Earnings	2650.0
Valuation Multiples	EV/EBITDA
EV/EBITDA	18.80x
Enterprise Value	42948.49
Less:Debt	(₹ 2,364)
Add: Cash	₹ 2,449
Less: Minority Interest	(₹ 130)
Add: Non Operating Asset	₹ 127
Equity Value	₹ 43,030
Less:Value of Option	(₹ 55)
Equity Value for Shareholder	₹ 42,975

## Realtive Valuation

Sales	19445.0
EBITDA	2284.1
Earnings	2650.0
Valuation Multiples	Price/ Earning
Price/ Earning	29.53x
Equity Value	78258.87
Less:Debt	-
Add: Cash	-
Less: Minority Interest	-
Add: Non Operating Asset	-
Equity Value	₹ 78,259
Less:Value of Option	(₹ 55)
Equity Value for Shareholder	₹ 78,203

# Ratio Analysis

In INR Crore unless its stated otherwise

	Actual								Explicit Forecast Period					
	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Liquidity Ratios														
Current Assets	₹ 930	₹ 1,141	₹ 1,672	₹ 1,799	₹ 2,546	₹ 3,404	₹ 4,236	₹ 7,863	₹ 7,166	₹ 9,083	₹ 11,538	₹ 13,836	₹ 17,283	₹ 20,781
Current Liabilities	₹ 1,589	₹ 1,741	₹ 2,220	₹ 2,435	₹ 3,020	₹ 3,968	₹ 4,153	₹ 4,524	₹ 3,759	₹ 4,153	₹ 4,668	₹ 4,861	₹ 5,203	₹ 5,598
Current Ratio	0.59 x	0.66 x	0.75 x	0.74 x	0.84 x	0.86 x	1.02 x	1.74 x	1.91 x	2.19 x	2.47 x	2.85 x	3.32 x	3.71 x
Current Assets	₹ 930	₹ 1,141	₹ 1,672	₹ 1,799	₹ 2,546	₹ 3,404	₹ 4,236	₹ 7,863	₹ 7,166	₹ 9,083	₹ 11,538	₹ 13,836	₹ 17,283	₹ 20,781
Inventory	₹ 439	₹ 578	₹ 882	₹ 929	₹ 1,448	₹ 1,994	₹ 2,151	₹ 2,791	₹ 3,196	₹ 3,739	₹ 4,449	₹ 4,841	₹ 5,406	₹ 5,946
Prepaid Expenses	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0	₹ 0
Current Liabilities	₹ 1,589	₹ 1,741	₹ 2,220	₹ 2,435	₹ 3,020	₹ 3,968	₹ 4,153	₹ 4,524	₹ 3,759	₹ 4,153	₹ 4,668	₹ 4,861	₹ 5,203	₹ 5,598
Current Ratio	0.31 x	0.32 x	0.36 x	0.36 x	0.36 x	0.36 x	0.50 x	1.12 x	1.06 x	1.29 x	1.52 x	1.85 x	2.28 x	2.65 x
Inventory Days	89 days	94 days	100 days	123 days	131 days	116 days	106 days	114 days	118 days	118 days	118 days	109 days	111 days	110 days
Receivables Days	14 days	9 days	9 days	14 days	9 days	8 days	8 days	15 days	10 days	10 days	10 days	10 days	10 days	10 days
Payables Days	71 days	61 days	53 days	94 days	138 days	115 days	99 days	62 days	32 days	32 days	32 days	24 days	24 days	24 days
Cash Conversion Days	31 days	42 days	56 days	42 days	2 days	10 days	15 days	67 days	95 days	95 days	95 days	94 days	96 days	96 days
Leverage Ratios/ Solvency Ratio														
Total Debt	₹ 2,118	₹ 2,463	₹ 2,993	₹ 2,921	₹ 3,581	₹ 4,064	₹ 5,605	₹ 2,911	₹ 2,267	₹ 2,425	₹ 2,638	₹ 2,490	₹ 2,631	₹ 2,768
Total Equity	₹ 1,768	₹ 2,006	₹ 3,360	₹ 3,589	₹ 4,197	₹ 5,216	₹ 7,085	₹ 16,739	₹ 18,744	₹ 21,139	₹ 23,691	₹ 26,490	₹ 29,854	₹ 32,986
Debt to Equity Ratio	120%	123%	89%	81%	85%	78%	79%	17%	12%	11%	11%	9%	9%	8%
Total Debt	₹ 2,118	₹ 2,463	₹ 2,993	₹ 2,921	₹ 3,581	₹ 4,064	₹ 5,605	₹ 2,911	₹ 2,267	₹ 2,425	₹ 2,638	₹ 2,490	₹ 2,631	₹ 2,768
Total Assets	₹ 5,283	₹ 6,031	₹ 8,389	₹ 8,458	₹ 9,581	₹ 11,618	₹ 15,187	₹ 23,143	₹ 24,383	₹ 27,180	₹ 30,265	₹ 33,273	₹ 36,997	₹ 40,542
Debt to Asset Ratio	40%	41%	36%	35%	37%	35%	37%	13%	9%	9%	9%	7%	7%	7%
Total Equity	₹ 1,768	₹ 2,006	₹ 3,360	₹ 3,589	₹ 4,197	₹ 5,216	₹ 7,085	₹ 16,739	₹ 18,744	₹ 21,139	₹ 23,691	₹ 26,490	₹ 29,854	₹ 32,986
Total Assets	₹ 5,283	₹ 6,031	₹ 8,389	₹ 8,458	₹ 9,581	₹ 11,618	₹ 15,187	₹ 23,143	₹ 24,383	₹ 27,180	₹ 30,265	₹ 33,273	₹ 36,997	₹ 40,542
Equity Ratio	33%	33%	40%	42%	44%	45%	47%	72%	77%	78%	78%	80%	81%	81%
Profitability/ Margin Ratios														
Gross Profit	₹ 2,193	₹ 2,861	₹ 3,910	₹ 3,686	₹ 4,788	₹ 6,912	₹ 8,638	₹ 11,102	₹ 12,104	₹ 14,162	₹ 16,853	₹ 19,083	₹ 21,704	₹ 23,745
Total Sales	₹ 4,003	₹ 5,105	₹ 7,129	₹ 6,450	₹ 8,823	₹ 13,173	₹ 16,043	₹ 20,007	₹ 22,008	₹ 25,749	₹ 30,641	₹ 35,340	₹ 39,463	₹ 43,409
Gross Profit Margin	55%	56%	55%	57%	54%	52%	54%	55%	55%	55%	55%	54%	55%	55%
EBITDA	₹ 838	₹ 1,017	₹ 1,462	₹ 1,216	₹ 1,678	₹ 2,806	₹ 3,633	₹ 4,742	₹ 4,538	₹ 5,309	₹ 6,318	₹ 6,933	₹ 8,136	₹ 8,820
Total Sales	₹ 4,003	₹ 5,105	₹ 7,129	₹ 6,450	₹ 8,823	₹ 13,173	₹ 16,043	₹ 20,007	₹ 22,008	₹ 25,749	₹ 30,641	₹ 35,340	₹ 39,463	₹ 43,409
EBITDA Margin	21%	20%	21%	19%	19%	21%	23%	24%	21%	21%	21%	20%	21%	20%
EBIT	₹ 491	₹ 632	₹ 973	₹ 687	₹ 1,147	₹ 2,189	₹ 2,952	₹ 3,795	₹ 3,374	₹ 3,989	₹ 4,847	₹ 5,295	₹ 6,351	₹ 6,894
Total Sales	₹ 4,003	₹ 5,105	₹ 7,129	₹ 6,450	₹ 8,823	₹ 13,173	₹ 16,043	₹ 20,007	₹ 22,008	₹ 25,749	₹ 30,641	₹ 35,340	₹ 39,463	₹ 43,409
EBIT Margin	12%	12%	14%	11%	13%	17%	18%	19%	15%	15%	16%	15%	16%	16%
Net Income	₹ 212	₹ 297	₹ 467	₹ 358	₹ 747	₹ 1,550	₹ 2,101	₹ 2,634	₹ 2,506	₹ 2,994	₹ 3,646	₹ 3,998	₹ 4,806	₹ 5,220
Total Sales	₹ 4,003	₹ 5,105	₹ 7,129	₹ 6,450	₹ 8,823	₹ 13,173	₹ 16,043	₹ 20,007	₹ 22,008	₹ 25,749	₹ 30,641	₹ 35,340	₹ 39,463	₹ 43,409
Net Profit Margin	5%	6%	7%	6%	8%	12%	13%	13%	11%	12%	12%	11%	12%	12%

# Ratio Analysis

## Efficiency Ratios

Revenue	₹ 4,003	₹ 5,105	₹ 7,129	₹ 6,450	₹ 8,823	₹ 13,173	₹ 16,043	₹ 20,007	₹ 22,008	₹ 25,749	₹ 30,641	₹ 35,340	₹ 39,463	₹ 43,409
Total Assets	₹ 5,283	₹ 6,031	₹ 8,389	₹ 8,458	₹ 9,581	₹ 11,618	₹ 15,187	₹ 23,143	₹ 24,383	₹ 27,180	₹ 30,265	₹ 33,273	₹ 36,997	₹ 40,542
Asset Turnover Ratio	76%	85%	85%	76%	92%	113%	106%	86%	90%	95%	101%	106%	107%	107%
Change in Revenue	-	₹ 1,102	₹ 2,024	-₹ 679	₹ 2,373	₹ 4,350	₹ 2,870	₹ 3,964	₹ 2,001	₹ 3,741	₹ 4,892	₹ 4,698	₹ 4,123	₹ 3,946
Change in Assets	-	₹ 748	₹ 2,359	₹ 69	₹ 1,123	₹ 2,037	₹ 3,569	₹ 7,956	₹ 1,239	₹ 2,797	₹ 3,085	₹ 3,009	₹ 3,723	₹ 3,545
Asset Turnover Ratio	-	147%	86%	-985%	211%	214%	80%	50%	161%	134%	159%	156%	111%	111%
COGS	₹ 1,810	₹ 2,244	₹ 3,219	₹ 2,764	₹ 4,035	₹ 6,261	₹ 7,405	₹ 8,905	₹ 9,903	₹ 11,587	₹ 13,789	₹ 16,256	₹ 17,758	₹ 19,664
Inventory	₹ 439	₹ 578	₹ 882	₹ 929	₹ 1,448	₹ 1,994	₹ 2,151	₹ 2,791	₹ 3,196	₹ 3,739	₹ 4,449	₹ 4,841	₹ 5,406	₹ 5,946
Inventory Turnover Ratio	412%	388%	365%	298%	279%	314%	344%	319%	310%	310%	310%	336%	329%	331%

## Coverage Ratios

Total Debt	₹ 2,118	₹ 2,463	₹ 2,993	₹ 2,921	₹ 3,581	₹ 4,064	₹ 5,605	₹ 2,911	₹ 2,267	₹ 2,425	₹ 2,638	₹ 2,490	₹ 2,631	₹ 2,768
EBITDA	₹ 838	₹ 1,017	₹ 1,462	₹ 1,216	₹ 1,678	₹ 2,806	₹ 3,633	₹ 4,742	₹ 4,538	₹ 5,309	₹ 6,318	₹ 6,933	₹ 8,136	₹ 8,820
Debt to EBITDA coverage Ratio	253%	242%	205%	240%	213%	145%	154%	61%	50%	46%	42%	36%	32%	31%
EBIT	-	₹ 632	₹ 973	₹ 687	₹ 1,147	₹ 2,189	₹ 2,952	₹ 3,795	₹ 3,374	₹ 3,989	₹ 4,847	₹ 5,295	₹ 6,351	₹ 6,894
Interest	-	₹ 223	₹ 324	₹ 294	₹ 207	₹ 204	₹ 292	₹ 483	₹ 143	₹ 126	₹ 139	₹ 141	₹ 141	₹ 151
Debt Repayment	-	₹ 402	₹ 712	₹ 686	₹ 1,088	₹ 391	₹ 1,018	-₹ 3,473	-₹ 494	₹ 354	₹ 47	-₹ 24	₹ 260	-₹ 1,166
Debt to EBITDA coverage Ratio	-	101%	94%	70%	89%	368%	225%	-127%	-962%	831%	2603%	4534%	1585%	-679%
EBIT	₹ 491	₹ 632	₹ 973	₹ 687	₹ 1,147	₹ 2,189	₹ 2,952	₹ 3,795	₹ 3,374	₹ 3,989	₹ 4,847	₹ 5,295	₹ 6,351	₹ 6,894
Interst Expenses	₹ 215	₹ 223	₹ 324	₹ 294	₹ 207	₹ 204	₹ 292	₹ 483	₹ 143	₹ 126	₹ 139	₹ 141	₹ 141	₹ 151
Interest Coverage Ratio	229%	283%	300%	234%	554%	1073%	1011%	786%	2360%	3166%	3488%	3749%	4504%	4574%

# Common Size Income Statement

	Actual								Explicit Forecast Period					
In INR Crore unless its stated otherwise	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Income Statement														
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Less: Cost of Goods Sold	-45.2%	-44.0%	-45.2%	-42.9%	-45.7%	-47.5%	-46.2%	-44.5%	-45.0%	-45.0%	-45.0%	-46.0%	-45.0%	-45.3%
Gross Profit	54.8%	56.0%	54.8%	57.1%	54.3%	52.5%	53.8%	55.5%	55.0%	55.0%	55.0%	54.0%	55.0%	54.7%
Less: Selling, General and Admin (SG&A)														
Employee Cost	-11.6%	-11.4%	-11.4%	-13.8%	-11.4%	-9.2%	-9.0%	-9.4%	-11.4%	-11.4%	-11.4%	-11.4%	-11.4%	-11.4%
Power & Fuel Cost	-4.0%	-3.8%	-3.9%	-4.1%	-3.7%	-3.6%	-3.4%	-3.1%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%
Selling and Distribution Cost	-2.9%	-3.0%	-2.4%	-2.4%	-3.6%	-3.2%	-3.2%	-3.3%	-3.1%	-3.1%	-3.1%	-3.1%	-3.1%	-3.1%
Other Operating Expenses	-10.9%	-12.2%	-11.6%	-13.5%	-12.2%	-11.6%	-11.4%	-11.9%	-11.7%	-11.7%	-11.7%	-11.7%	-11.7%	-11.7%
Other SG&A Expenses	-4.5%	-5.6%	-5.1%	-4.4%	-4.3%	-3.5%	-4.2%	-4.0%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%
EBITDA	20.9%	19.9%	20.5%	18.8%	19.0%	21.3%	22.6%	23.7%	20.6%	20.6%	20.6%	19.6%	20.6%	20.3%
EBITDA Margin	20.9%	19.9%	20.5%	18.8%	19.0%	21.3%	22.6%	23.7%	20.6%	20.6%	20.6%	19.6%	20.6%	20.3%
Less: Depreciation and interest														
Depreciation	-8.7%	-7.5%	-6.9%	-8.2%	-6.0%	-4.7%	-4.2%	-4.7%	-5.3%	-5.1%	-4.8%	-4.6%	-4.5%	-4.4%
EBIT	12.3%	12.4%	13.7%	10.7%	13.0%	16.6%	18.4%	19.0%	15.3%	15.5%	15.8%	15.0%	16.1%	15.9%
EBIT Margin	12%	12%	14%	11%	13%	17%	18%	19%	15%	15%	16%	15%	16%	16%
Less: Loan Interest														
Interest Expense	-5%	-4%	-5%	-5%	-2%	-2%	-2%	-2%	-1%	0%	0%	0%	0%	0%
Less:Exceptional Item Before Tax	0%	0%	0%	-1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Add: Other Income	0%	0%	1%	1%	1%	0%	0%	1%	1%	1%	1%	1%	1%	1%
PBT	7%	8%	10%	6%	11%	15%	17%	17%	15%	16%	16%	15%	16%	16%
PBT Grwoth %		17%	15%	-42%	103%	35%	11%	0%	-12%	2%	2%	-5%	8%	-1%
Pre-Tax Profit														
Less: Taxes	-1.9%	-2.6%	-3.1%	-0.1%	-3.0%	-3.6%	-4.0%	-4.0%	-3.8%	-3.9%	-4.0%	-3.8%	-4.1%	-4.0%
Net Income	5.3%	5.8%	6.6%	5.5%	8.5%	11.8%	13.1%	13.2%	11.4%	11.6%	11.9%	11.3%	12.2%	12.0%

## Common Size Balance Sheet

[illegible]

## Common Size Balance Sheet

**Actual**      **Explicit Forecast Period**

*In INR Crore unless its stated otherwise*

FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
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## Balance Sheet

## Liabilities and Shareholders' Equity

Short Term Liabilities	6.7%	6.3%	5.6%	8.4%	16.0%	16.9%	13.2%	6.6%	3.6%	3.8%	4.0%	3.2%	3.2%	3.2%
Lease Liabilities	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%	0.3%	0.5%	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%
Trade Payable	3.6%	5.3%	5.7%	6.0%	7.4%	7.1%	5.0%	6.7%	5.9%	6.2%	6.6%	7.1%	7.0%	7.0%
Other Financial Liabilities	16.5%	14.1%	12.2%	10.1%	4.1%	4.8%	5.0%	3.0%	2.9%	2.6%	2.3%	2.1%	1.9%	1.7%
Other Current Liabilities	2.8%	2.4%	2.4%	3.8%	3.2%	4.2%	3.1%	2.1%	2.0%	1.8%	1.6%	1.5%	1.3%	1.2%
Provisions	0.3%	0.3%	0.4%	0.4%	0.5%	0.3%	0.5%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%
Current Tax Liabilities	0.1%	0.5%	0.2%	0.0%	0.1%	0.6%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%
<b>Total Current Liabilities</b>	<b>30.1%</b>	<b>28.9%</b>	<b>26.5%</b>	<b>28.8%</b>	<b>31.5%</b>	<b>34.2%</b>	<b>27.3%</b>	<b>19.5%</b>	<b>15.4%</b>	<b>15.3%</b>	<b>15.4%</b>	<b>14.6%</b>	<b>14.1%</b>	<b>13.8%</b>

Long Term liabilities	32.0%	32.8%	28.1%	23.4%	18.9%	14.9%	21.0%	3.6%	3.4%	3.1%	2.9%	2.7%	2.4%	2.3%
Lease Liabilities	0.0%	0.0%	0.0%	0.3%	0.3%	1.4%	1.3%	1.5%	1.5%	1.3%	1.2%	1.1%	1.0%	0.9%
Provisions	1.4%	1.7%	2.0%	2.4%	2.2%	1.8%	1.4%	0.8%	0.8%	0.7%	0.6%	0.6%	0.5%	0.5%
Deferred Tax Liabilities (Non-Current)	2.8%	3.2%	3.4%	2.7%	3.2%	2.9%	2.3%	2.1%	2.0%	1.8%	1.6%	1.5%	1.3%	1.2%
Other Noncurrent Liabilities	0.2%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Non-Current Liabilities</b>	<b>36.5%</b>	<b>37.9%</b>	<b>33.5%</b>	<b>28.8%</b>	<b>24.7%</b>	<b>20.9%</b>	<b>26.0%</b>	<b>8.1%</b>	<b>7.7%</b>	<b>6.9%</b>	<b>6.3%</b>	<b>5.8%</b>	<b>5.2%</b>	<b>4.8%</b>

Share Capital	3.4%	3.0%	3.4%	3.4%	4.5%	5.6%	4.3%	2.9%	2.8%	2.5%	2.2%	2.0%	1.8%	1.7%
Other Equity	30.0%	30.1%	36.2%	38.2%	38.1%	38.3%	41.4%	68.8%	73.6%	74.8%	75.6%	77.2%	78.5%	79.4%
Minority Interest	0.0%	0.1%	0.4%	0.8%	1.2%	1.0%	1.0%	0.6%	0.5%	0.5%	0.4%	0.4%	0.4%	0.3%
<b>Total Shareholders' Equity</b>	<b>33.5%</b>	<b>33.3%</b>	<b>40.0%</b>	<b>42.4%</b>	<b>43.8%</b>	<b>44.9%</b>	<b>46.7%</b>	<b>72.3%</b>	<b>76.9%</b>	<b>77.8%</b>	<b>78.3%</b>	<b>79.6%</b>	<b>80.7%</b>	<b>81.4%</b>

[illegible]

# Income Statement

	Actual								Explicit Forecast Period					
<i>In INR Crore unless its stated otherwise</i>	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Income Statement														
Sales	₹ 4,003.4	₹ 5,105.1	₹ 7,129.0	₹ 6,450.0	₹ 8,823.0	₹ 13,173.0	₹ 16,043.0	₹ 20,007.0	₹ 22,007.7	₹ 25,749.0	₹ 30,641.3	₹ 35,339.7	₹ 39,462.6	₹ 43,408.9
Less: Cost of Goods Sold	(₹ 1,810)	(₹ 2,244)	(₹ 3,219)	(₹ 2,764)	(₹ 4,035)	(₹ 6,261)	(₹ 7,405)	(₹ 8,905)	(₹ 9,903)	(₹ 11,587)	(₹ 13,789)	(₹ 16,256)	(₹ 17,758)	(₹ 19,664)
Gross Profit	₹ 2,193	₹ 2,861	₹ 3,910	₹ 3,686	₹ 4,788	₹ 6,912	₹ 8,638	₹ 11,102	₹ 12,104	₹ 14,162	₹ 16,853	₹ 19,083	₹ 21,704	₹ 23,745
<u>Less: Selling, General and Admin (SG&amp;A)</u>														
Employee Cost	(₹ 463)	(₹ 583)	(₹ 811)	(₹ 890)	(₹ 1,008)	(₹ 1,217)	(₹ 1,447)	(₹ 1,885)	(₹ 2,508)	(₹ 2,935)	(₹ 3,492)	(₹ 4,028)	(₹ 4,498)	(₹ 4,948)
Power & Fuel Cost	(₹ 160)	(₹ 195)	(₹ 279)	(₹ 267)	(₹ 330)	(₹ 479)	(₹ 550)	(₹ 630)	(₹ 832)	(₹ 973)	(₹ 1,158)	(₹ 1,336)	(₹ 1,492)	(₹ 1,641)
Selling and Distribution Cost	(₹ 115)	(₹ 154)	(₹ 168)	(₹ 157)	(₹ 316)	(₹ 418)	(₹ 510)	(₹ 670)	(₹ 681)	(₹ 797)	(₹ 948)	(₹ 1,094)	(₹ 1,221)	(₹ 1,343)
Other Operating Expenses	(₹ 436)	(₹ 624)	(₹ 824)	(₹ 873)	(₹ 1,074)	(₹ 1,532)	(₹ 1,828)	(₹ 2,373)	(₹ 2,585)	(₹ 3,024)	(₹ 3,599)	(₹ 4,151)	(₹ 4,635)	(₹ 5,099)
Other SG&A Expenses	(₹ 181)	(₹ 288)	(₹ 366)	(₹ 283)	(₹ 382)	(₹ 460)	(₹ 670)	(₹ 802)	(₹ 960)	(₹ 1,124)	(₹ 1,337)	(₹ 1,542)	(₹ 1,722)	(₹ 1,894)
EBITDA	₹ 838	₹ 1,017	₹ 1,462	₹ 1,216	₹ 1,678	₹ 2,806	₹ 3,633	₹ 4,742	₹ 4,538	₹ 5,309	₹ 6,318	₹ 6,933	₹ 8,136	₹ 8,820
EBITDA Margin	20.9%	19.9%	20.5%	18.8%	19.0%	21.3%	22.6%	23.7%	20.6%	20.6%	20.6%	19.6%	20.6%	20.3%
<u>Less: Depreciation and interest</u>														
Depreciation	(₹ 347)	(₹ 385)	(₹ 489)	(₹ 529)	(₹ 531)	(₹ 617)	(₹ 681)	(₹ 947)	(₹ 1,163)	(₹ 1,320)	(₹ 1,470)	(₹ 1,638)	(₹ 1,785)	(₹ 1,926)
EBIT	₹ 491	₹ 632	₹ 973	₹ 687	₹ 1,147	₹ 2,189	₹ 2,952	₹ 3,795	₹ 3,374	₹ 3,989	₹ 4,847	₹ 5,295	₹ 6,351	₹ 6,894
EBIT Margin	12%	12%	14%	11%	13%	17%	18%	19%	15%	15%	16%	15%	16%	16%
<u>Less: Loan Interest</u>														
Interest Expense	(₹ 215)	(₹ 223)	(₹ 324)	(₹ 294)	(₹ 207)	(₹ 204)	(₹ 292)	(₹ 483)	(₹ 143)	(₹ 126)	(₹ 139)	(₹ 141)	(₹ 141)	(₹ 151)
Less:Exceptional Item Before Tax	-	-	-	(₹ 67)-	-	-	-	-	-	-	-	-	-	-
Add: Other Income	₹ 13	₹ 22	₹ 42	₹ 37	₹ 68	₹ 39	₹ 79	₹ 121	₹ 110	₹ 129	₹ 153	₹ 177	₹ 197	₹ 217
PBT	₹ 289	₹ 431	₹ 691	₹ 363	₹ 1,008	₹ 2,024	₹ 2,739	₹ 3,433	₹ 3,341	₹ 3,991	₹ 4,862	₹ 5,330	₹ 6,407	₹ 6,960
PBT Grwoth %		49%	60%	-47%	178%	101%	35%	25%	-3%	19%	22%	10%	20%	9%
<u>Pre-Tax Profit</u>														
	#REF!													
Less: Taxes	(₹ 77)	(₹ 134)	(₹ 224)	(₹ 5)	(₹ 261)	(₹ 474)	(₹ 638)	(₹ 799)	(₹ 835)	(₹ 998)	(₹ 1,215)	(₹ 1,333)	(₹ 1,602)	(₹ 1,740)
Net Income	₹ 212	₹ 297	₹ 467	₹ 358	₹ 747	₹ 1,550	₹ 2,101	₹ 2,634	₹ 2,506	₹ 2,994	₹ 3,646	₹ 3,998	₹ 4,806	₹ 5,220



# Balance Sheet

	Actual							Explicit Forecast Period						
<i>In INR Crore unless its stated otherwise</i>	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
<b>Balance Sheet</b>														
<b>Assets</b>														
Cash	₹ 65	₹ 43	₹ 138	₹ 105	₹ 151	₹ 154	₹ 242	₹ 2,266	₹ 1,784	₹ 2,818	₹ 4,117	₹ 5,595	₹ 8,102	₹ 10,700
Bank Balance	₹ 30	₹ 51	₹ 33	₹ 85	₹ 186	₹ 131	₹ 218	₹ 183	₹ 183	₹ 183	₹ 183	₹ 183	₹ 183	₹ 183
Inventory	₹ 439	₹ 578	₹ 882	₹ 929	₹ 1,448	₹ 1,994	₹ 2,151	₹ 2,791	₹ 3,196	₹ 3,739	₹ 4,449	₹ 4,841	₹ 5,406	₹ 5,946
Trade Receivables	₹ 150	₹ 128	₹ 173	₹ 242	₹ 221	₹ 299	₹ 359	₹ 846	₹ 573	₹ 670	₹ 798	₹ 920	₹ 1,027	₹ 1,130
Others current Assets	₹ 247	₹ 341	₹ 447	₹ 439	₹ 540	₹ 826	₹ 1,266	₹ 1,777	₹ 1,431	₹ 1,674	₹ 1,992	₹ 2,297	₹ 2,565	₹ 2,822
<b>Total Current Assets</b>	<b>₹ 930</b>	<b>₹ 1,141</b>	<b>₹ 1,672</b>	<b>₹ 1,799</b>	<b>₹ 2,546</b>	<b>₹ 3,404</b>	<b>₹ 4,236</b>	<b>₹ 7,863</b>	<b>₹ 7,166</b>	<b>₹ 9,083</b>	<b>₹ 11,538</b>	<b>₹ 13,836</b>	<b>₹ 17,283</b>	<b>₹ 20,781</b>
Net Property, Plant & Equipment	₹ 3,541	₹ 3,860	₹ 5,893	₹ 5,827	₹ 5,155	₹ 5,442	₹ 6,803	₹ 10,623	₹ 12,736	₹ 13,793	₹ 14,600	₹ 15,488	₹ 15,941	₹ 16,164
Right Of Use Assets					₹ 573	₹ 916	₹ 1,035	₹ 1,363	₹ 1,267	₹ 1,171	₹ 1,075	₹ 979	₹ 883	₹ 787
Capital Work In progress % Net Fixed Assets	₹ 145	₹ 352	₹ 64	₹ 67	₹ 497	₹ 607	₹ 1,922	₹ 1,162	₹ 1,162	₹ 1,162	₹ 1,162	₹ 1,162	₹ 1,162	₹ 1,162
Other Intangible Assets	₹ 445	₹ 536	₹ 562	₹ 557	₹ 559	₹ 551	₹ 547	₹ 1,119	₹ 1,038	₹ 957	₹ 877	₹ 796	₹ 715	₹ 634
Goodwill	₹ 2	₹ 2	₹ 24	₹ 24	₹ 24	₹ 24	₹ 24	₹ 301	₹ 301	₹ 301	₹ 301	₹ 301	₹ 301	₹ 301
Investment in joint Venture	-	-	-	-	-	-	₹ 18	₹ 53	₹ 53	₹ 53	₹ 53	₹ 53	₹ 53	₹ 53
Non Cureent Financial Asset	₹ 20	₹ 21	₹ 46	₹ 42	₹ 42	₹ 49	₹ 65	₹ 127	₹ 127	₹ 127	₹ 127	₹ 127	₹ 127	₹ 127
Other Non Cureent Assets	₹ 153	₹ 86	₹ 115	₹ 130	₹ 184	₹ 627	₹ 537	₹ 512	₹ 512	₹ 512	₹ 512	₹ 512	₹ 512	₹ 512
Deffered Tax Assets	₹ 8	₹ 33	₹ 13	₹ 11	₹ 2	-	-	₹ 20	₹ 20	₹ 20	₹ 20	₹ 20	₹ 20	₹ 20
<b>Total Non-Current Assets</b>	<b>₹ 4,314</b>	<b>₹ 4,890</b>	<b>₹ 6,717</b>	<b>₹ 6,659</b>	<b>₹ 7,035</b>	<b>₹ 8,214</b>	<b>₹ 10,952</b>	<b>₹ 15,280</b>	<b>₹ 17,217</b>	<b>₹ 18,097</b>	<b>₹ 18,726</b>	<b>₹ 19,438</b>	<b>₹ 19,714</b>	<b>₹ 19,761</b>
<b>Asset classified as Held for Sale</b>	<b>₹ 38-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Assets</b>	<b>₹ 5,283</b>	<b>₹ 6,031</b>	<b>₹ 8,389</b>	<b>₹ 8,458</b>	<b>₹ 9,581</b>	<b>₹ 11,618</b>	<b>₹ 15,187</b>	<b>₹ 23,143</b>	<b>₹ 24,383</b>	<b>₹ 27,180</b>	<b>₹ 30,265</b>	<b>₹ 33,273</b>	<b>₹ 36,997</b>	<b>₹ 40,542</b>

# Balance Sheet

	Actual								Explicit Forecast Period					
<i>In INR Crore unless its stated otherwise</i>	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
<b>Liabilities and Shareholders' Equity</b>														
Short Term Liabilities	₹ 353	₹ 378	₹ 467	₹ 714	₹ 1,529	₹ 1,968	₹ 2,005	₹ 1,524	₹ 880	₹ 1,030	₹ 1,226	₹ 1,060	₹ 1,184	₹ 1,302
Lease Liabilities	-	-	-	-	₹ 14	₹ 24	₹ 39	₹ 105	₹ 105	₹ 105	₹ 105	₹ 105	₹ 105	₹ 105
Trade Payable	₹ 191	₹ 317	₹ 478	₹ 511	₹ 712	₹ 824	₹ 758	₹ 1,560	₹ 1,438	₹ 1,683	₹ 2,002	₹ 2,360	₹ 2,579	₹ 2,855
Other Financial Liabilities	₹ 874	₹ 851	₹ 1,026	₹ 854	₹ 393	₹ 559	₹ 764	₹ 704	₹ 704	₹ 704	₹ 704	₹ 704	₹ 704	₹ 704
Other Current Liabilities	₹ 147	₹ 147	₹ 204	₹ 318	₹ 310	₹ 489	₹ 465	₹ 492	₹ 492	₹ 492	₹ 492	₹ 492	₹ 492	₹ 492
Provisions	₹ 17	₹ 16	₹ 30	₹ 33	₹ 50	₹ 29	₹ 83	₹ 74	₹ 74	₹ 74	₹ 74	₹ 74	₹ 74	₹ 74
Current Tax Liabilities	₹ 7	₹ 33	₹ 15	₹ 4	₹ 14	₹ 75	₹ 39	₹ 66	₹ 66	₹ 66	₹ 66	₹ 66	₹ 66	₹ 66
<b>Total Current Liabilities</b>	<b>₹ 1,589</b>	<b>₹ 1,741</b>	<b>₹ 2,220</b>	<b>₹ 2,435</b>	<b>₹ 3,020</b>	<b>₹ 3,968</b>	<b>₹ 4,153</b>	<b>₹ 4,524</b>	<b>₹ 3,759</b>	<b>₹ 4,153</b>	<b>₹ 4,668</b>	<b>₹ 4,861</b>	<b>₹ 5,203</b>	<b>₹ 5,598</b>
Long Term liabilities	₹ 1,691	₹ 1,980	₹ 2,355	₹ 1,980	₹ 1,813	₹ 1,727	₹ 3,189	₹ 841	₹ 841	₹ 849	₹ 866	₹ 883	₹ 901	₹ 919
Lease Liabilities	-	-	-	₹ 24	₹ 31	₹ 165	₹ 198	₹ 357	₹ 357	₹ 357	₹ 357	₹ 357	₹ 357	₹ 357
Provisions	₹ 73	₹ 105	₹ 170	₹ 204	₹ 209	₹ 204	₹ 213	₹ 189	₹ 189	₹ 189	₹ 189	₹ 189	₹ 189	₹ 189
Deferred Tax Liabilities (Non-Current)	₹ 150	₹ 192	₹ 283	₹ 226	₹ 311	₹ 337	₹ 343	₹ 488	₹ 488	₹ 488	₹ 488	₹ 488	₹ 488	₹ 488
Other Noncurrent Liabilities	₹ 12	₹ 7	₹ 1	₹ 1	₹ 1	₹ 1	₹ 7	₹ 5	₹ 5	₹ 5	₹ 5	₹ 5	₹ 5	₹ 5
<b>Total Non-Current Liabilities</b>	<b>₹ 1,927</b>	<b>₹ 2,284</b>	<b>₹ 2,809</b>	<b>₹ 2,434</b>	<b>₹ 2,365</b>	<b>₹ 2,434</b>	<b>₹ 3,949</b>	<b>₹ 1,879.8</b>	<b>₹ 1,880</b>	<b>₹ 1,888</b>	<b>₹ 1,905</b>	<b>₹ 1,922</b>	<b>₹ 1,940</b>	<b>₹ 1,958</b>
Share Capital	₹ 182	₹ 183	₹ 289	₹ 289	₹ 433	₹ 650	₹ 650	₹ 676	₹ 676	₹ 676	₹ 676	₹ 676	₹ 676	₹ 676
Other Equity	₹ 1,587	₹ 1,816	₹ 3,040	₹ 3,235	₹ 3,647	₹ 4,453	₹ 6,287	₹ 15,934	₹ 17,938	₹ 20,333	₹ 22,886	₹ 25,684	₹ 29,048	₹ 32,180
Minority Interest	(₹ 1)	₹ 8	₹ 31	₹ 65	₹ 117	₹ 113	₹ 148	₹ 130	₹ 130	₹ 130	₹ 130	₹ 130	₹ 130	₹ 130
<b>Total Shareholders' Equity</b>	<b>₹ 1,768</b>	<b>₹ 2,006</b>	<b>₹ 3,360</b>	<b>₹ 3,589</b>	<b>₹ 4,197</b>	<b>₹ 5,216</b>	<b>₹ 7,085</b>	<b>₹ 16,739</b>	<b>₹ 18,744</b>	<b>₹ 21,139</b>	<b>₹ 23,691</b>	<b>₹ 26,490</b>	<b>₹ 29,854</b>	<b>₹ 32,986</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>₹ 5,283</b>	<b>₹ 6,031</b>	<b>₹ 8,389</b>	<b>₹ 8,458</b>	<b>₹ 9,582</b>	<b>₹ 11,618</b>	<b>₹ 15,188</b>	<b>₹ 23,143</b>	<b>₹ 24,383</b>	<b>₹ 27,180</b>	<b>₹ 30,265</b>	<b>₹ 33,273</b>	<b>₹ 36,997</b>	<b>₹ 40,542</b>

# Cash Flow Statement

	Actual							Explicit Forecast Period						
<i>In INR Crore unless its stated otherwise</i>	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
<b>Cash Slow Statement</b>														
Profit Before tax	₹ 290	₹ 431	₹ 691	₹ 362	₹ 1,007	₹ 2,024	₹ 2,739	₹ 3,433	₹ 3,341	₹ 3,991	₹ 4,862	₹ 5,330	₹ 6,407	₹ 6,960
Add: Interest Expenses	₹ 198	₹ 198	₹ 297	₹ 264	₹ 171	₹ 162	₹ 244	₹ 408	₹ 143	₹ 126	₹ 139	₹ 141	₹ 141	₹ 151
Add: Depreciation	₹ 347	₹ 385	₹ 489	₹ 529	₹ 531	₹ 617	₹ 681	₹ 947	₹ 1,163	₹ 1,320	₹ 1,470	₹ 1,638	₹ 1,785	₹ 1,926
Add: Other items	₹ 40	₹ 109	₹ 35	₹ 45	(₹ 72)	(₹ 58)	₹ 67	(₹ 13)-	-	-	-	-	-	-
Less: Change in Working Capital	(₹ 197)	(₹ 50)	(₹ 85)	(₹ 111)	(₹ 269)	(₹ 585)	(₹ 673)	(₹ 669)	₹ 93	(₹ 639)	(₹ 836)	(₹ 461)	(₹ 722)	(₹ 623)
Less: Tax Paid	(₹ 57)	(₹ 73)	(₹ 120)	(₹ 78)	(₹ 124)	(₹ 373)	(₹ 668)	(₹ 728)	(₹ 835)	(₹ 998)	(₹ 1,215)	(₹ 1,333)	(₹ 1,602)	(₹ 1,740)
<b>Cash Flow From Operating Activities</b>	<b>₹ 620</b>	<b>₹ 1,000</b>	<b>₹ 1,307</b>	<b>₹ 1,012</b>	<b>₹ 1,244</b>	<b>₹ 1,787</b>	<b>₹ 2,390</b>	<b>₹ 3,379</b>	<b>₹ 3,905</b>	<b>₹ 3,800</b>	<b>₹ 4,419</b>	<b>₹ 5,316</b>	<b>₹ 6,010</b>	<b>₹ 6,674</b>
Net Purchase of Fixed Assets	(₹ 516)	(₹ 809)	(₹ 733)	(₹ 536)	(₹ 815)	(₹ 1,750)	(₹ 3,194)	(₹ 3,740)	(₹ 3,100)	(₹ 2,200)	(₹ 2,100)	(₹ 2,349)	(₹ 2,061)	(₹ 1,973)
Net Purchase of investment	₹ 0	₹ 0	₹ 0	-	-	-	(₹ 21)	(₹ 38)-	-	-	-	-	-	-
Interest Recieived	₹ 5	₹ 6	₹ 5	₹ 9	₹ 13	₹ 23	₹ 22	₹ 28-	-	-	-	-	-	-
Aquisition of Company	-	-	(₹ 8)	-	-	-	-	--	-	-	-	-	-	-
Others	(₹ 234)	(₹ 70)	(₹ 1,583)	₹ 56	(₹ 209)	₹ 22	(₹ 97)	(₹ 567)-	-	-	-	-	-	-
<b>Cash Flow From Investing Activities</b>	<b>(₹ 745)</b>	<b>(₹ 873)</b>	<b>(₹ 2,319)</b>	<b>(₹ 471)</b>	<b>(₹ 1,011)</b>	<b>(₹ 1,705)</b>	<b>(₹ 3,290)</b>	<b>(₹ 4,317)</b>	<b>(₹ 3,100)</b>	<b>(₹ 2,200)</b>	<b>(2,100)</b>	<b>(2,349)</b>	<b>(2,061)</b>	<b>(1,973)</b>
Net Proceed From long term Borrowings	484	732	560	(₹ 460)	214	340	1125	(₹ 3,737)	₹ 0	₹ 8	₹ 17	₹ 17	₹ 18	₹ 18
Net Proceed from short term borrowings	(₹ 57)	₹ 24	₹ 89	₹ 247	(₹ 85)	(₹ 1)	₹ 381	₹ 186	-₹ 643	₹ 150	₹ 196	-₹ 165	₹ 124	₹ 118
Dividend Paid	(₹ 46)	(₹ 46)	(₹ 69)	(₹ 72)	(₹ 108)	(₹ 162)	(₹ 227)	(₹ 325)	(₹ 501)	(₹ 599)	(₹ 1,094)	(₹ 1,199)	(₹ 1,442)	(₹ 2,088)
Interets paid	(₹ 156)	(₹ 189)	(₹ 303)	(₹ 277)	(₹ 179)	(₹ 172)	(₹ 269)	(₹ 465)	(₹ 143)	(₹ 126)	(₹ 139)	(₹ 141)	(₹ 141)	(₹ 151)
Net Proceed from issue of debentures	₹ 300	(₹ 300)	-	(₹ 11)	-	-	-	-	-	-	-	-	-	-
Proceed from Share Issue	₹ 4	₹ 1	₹ 900	-	-	-	₹ 4	₹ 7,512	-	-	-	-	-	-
Redemption of financial Liabilities	-	-	-	-	(₹ 19)	(₹ 23)	(₹ 30)	(₹ 156)	-	-	-	-	-	-
Others	(₹ 371)	(₹ 5)	(₹ 69)	-	-	-	-	(₹ 61)	-	-	-	-	-	-
<b>Cash Flow From Financing Activities</b>	<b>₹ 159</b>	<b>₹ 218</b>	<b>₹ 1,107</b>	<b>(₹ 574)</b>	<b>(₹ 178)</b>	<b>(₹ 18)</b>	<b>₹ 985</b>	<b>₹ 2,954</b>	<b>(₹ 1,287)</b>	<b>(₹ 567)</b>	<b>(₹ 1,020)</b>	<b>(₹ 1,489)</b>	<b>(₹ 1,441)</b>	<b>(₹ 2,102)</b>
<b>Net change in cash and cash equivalents (D=A+B+C)</b>	<b>₹ 34</b>	<b>₹ 344</b>	<b>₹ 95</b>	<b>(₹ 33)</b>	<b>₹ 55</b>	<b>₹ 64</b>	<b>₹ 85</b>	<b>₹ 2,016</b>	<b>(₹ 483)</b>	<b>₹ 1,034</b>	<b>₹ 1,299</b>	<b>₹ 1,478</b>	<b>₹ 2,507</b>	<b>₹ 2,598</b>
<b>Cash and Cash Equivalents at Beginning of Period</b>	<b>₹ 33</b>	<b>₹ 65</b>	<b>₹ 43</b>	<b>₹ 138</b>	<b>₹ 105</b>	<b>₹ 151</b>	<b>₹ 154</b>	<b>₹ 242</b>	<b>₹ 2,264</b>	<b>₹ 1,784</b>	<b>₹ 2,818</b>	<b>₹ 4,117</b>	<b>₹ 5,595</b>	<b>₹ 8,102</b>
Effect of Exchange Rate Changes on Cash	(₹ 1)	(₹ 64)	(₹ 1)	(₹ 1)	₹ 3	(₹ 64)	₹ 2	₹ 6	₹ 2-	-	-	-	-	-
<b>Closing Cash Balance</b>	<b>₹ 66</b>	<b>₹ 345</b>	<b>₹ 138</b>	<b>₹ 105</b>	<b>₹ 163</b>	<b>₹ 151</b>	<b>₹ 241</b>	<b>₹ 2,264</b>	<b>₹ 1,784</b>	<b>₹ 2,818</b>	<b>₹ 4,117</b>	<b>₹ 5,595</b>	<b>₹ 8,102</b>	<b>₹ 10,700</b>

# Valuation Summary

Valuation Method	Enterprise Value	Equity Value Available for Shareholders	Value Per Share	Market Price	Discount / Premium	Discount / Premium %
Discounted Cashflow – Perpetuity Growth	59949.17	59999.32	177.43	481.4	303.97	63%
Discounted Cashflow – Exit Multiple	83842.25	83892.39	248.09	481.4	233.31	48%
Relative Valuation – EV / Sales	42948.49	42998.64	127.16	481.4	354.24	74%
Relative Valuation – EV / EBITDA	42948.49	42998.64	127.16	481.4	354.24	74%
Relative Valuation – P / E	42948.49	42998.64	127.16	481.4	354.24	74%

## Analysis

According to DCF Valuation the share is trading at a premium of 303.97and 233.31 for perpetuity growth method and exit multiple, respectively. However, according to relative valuation the share is trading at a discount of 354.24, 354.24 and 354.24 according to EV/Sales method, EV/EBITDA and P/E method.

## Analysis considering DCF valuation for Perpetual Growth

According to DCF valuation, the share is trading at a premium of INR 303.97, indicating that the stock appears overvalued. This premium can be attributed to the following factors:

### Strong Market Position:

Varun Beverages Limited (VBL) is one of the largest bottlers of PepsiCo products, enjoying a dominant position across India and select international markets. Its scale, distribution strength, and long-standing association with PepsiCo support premium investor perception.

### Consistent Revenue Growth:

VBL has demonstrated strong and consistent revenue growth driven by volume expansion, new territory additions, and favorable consumption trends. This steady performance leads investors to assign higher valuation multiples.

### Capacity Expansion and Geographic Diversification:

Continuous investments in manufacturing capacity and expansion into new domestic and international markets improve long-term growth visibility, which is reflected in higher market valuations.

### Operational Efficiency and Margin Improvement:

Improved operating leverage, better cost control, and efficiency gains have strengthened margins, encouraging investors to price the stock above its intrinsic value.

### Lower Perceived Risk:

Strong brand partnerships, predictable demand patterns, and stable cash flows reduce perceived business risk, justifying a premium valuation under DCF assumptions.