

Godrej Consumer Products | ADD

Positives getting priced in; downgrade to ADD

GCPL's 3QFY26 sales rose by 8.8% YoY (in line) with India UVG of 9% (led by growth businesses and some recovery in Soaps). Operating performance was ahead of our forecast led by better-than-expected EBITDA margin for India (25.2% vs. our estimate of 24.3%) and Indonesia (22.6% vs. our estimate of 21%). In FY27E, India volume could inch up - management expects high-single-digit UVG led by normalisation of Soaps volume and improving scale of the growth business (Air car, fabric care, incense sticks, Premium HI). On the international front, a) worst is behind for the Indonesia business and gradual sales recovery should follow, and b) Africa should sustain high-single-digit volume growth; but acceleration in reported sales growth will be function of currency movement. On the profitability front, gross margin may not materially change considering the shift in product mix, and improvement in EBITDA margin will be led by savings in media and other overheads. We like GCPL's portfolio interventions and our forecasts (Consol/India sales CAGR of 9%/9.7% and margin expansion of 180bps over FY26-28E) adequately capture the positives. We roll forward to Dec'27E to arrive at a revised TP of INR 1,355 (earlier INR 1,290, 48x Dec'27E). Post the recent run-up (+12% in past 1 month) in stock price, NTM valuation of c.51x is closer to the long-term average and limits the upside. Our rating changes to ADD (from BUY earlier), as per the new rating system.

- **Revenue performance broadly in line with expectations:** Consolidated net sales grew 8.8% YoY to 40.8bn (in line), supported by underlying volume growth (UVG) of 7% YoY. Standalone business (India) sales increased by 11% YoY with domestic volume growing by 9% (in line) led by a favourable base, sustained momentum in growth categories (Air Care, Laundry, Hair care & incense sticks) and recovery in Soaps volume (although the pace of recovery was slower vs. management expectation as GST transition weighed on growth in the first half of the quarter). HI volumes were relatively muted due to intense winter in the quarter. International business reported sales growth of c.8% YoY as strong growth in GAUM (+19.5% YoY) was offset by c.3%/5% YoY decline in Indonesia/Latam sales.
- **Better-than-expected India and Indonesia margins drove EBITDA beat:** Consolidated gross margin (GM) fell 126bps YoY to 52.6% (in line) but improved 80bps QoQ (India GM was up 110bps QoQ led by moderation in input costs, calibrated pricing and flexibility in blend in Soaps/detergents). Staff cost increased by 10.8% YoY; however, savings in media spend (down 6% YoY, India A&P down 6.6% YoY to 10% of sales) and other expenses (-1% YoY led by savings in supply chain) resulted in consolidated EBITDA rising by 16.5% YoY to INR 8.8bn (3% above estimate) with margin expanding 142bps YoY to 21.6%. India business margin expanded by 225bps YoY to 25.2% (vs. our estimate of c.24.3% and within management guidance of c.24-26%). Adjusted PAT, up 14% YoY to INR 5.7bn, was in line due to higher tax rate.
- **Segmental performance:** **1) Home-care** sales grew 12% led by air freshener and fabric care. Management highlighted that HI recorded broad-based market share gains and delivered positive growth, despite the severe winter. GCPL aspires to deliver mid-single-digit growth, gradually inching up to high-single-digit in the medium to long term. **2) Personal Care** grew 7%, with soaps turning positive on improved affordability post GST rationalisation and stability in input prices. **3) Indonesia** sales fell 3% YoY, though UVG at 5% and margin at 22.6% (+110bps YoY) indicates early signs of stabilisation in pricing/competitive intensity. **4) GAUM** Sales/EBITDA grew 19%/18% YoY, supported by strong traction in hair fashion and air fresheners. **5) Latam/others** sales fell 5% in INR terms with EBITDA down 36% YoY.



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Recommendation and Price Target

Current Reco.	ADD
Previous Reco.	BUY
Current Price Target (12M)	1,355
Upside/(Downside)	9.2%
Previous Price Target	1,290
Change	5.0%

Key Data – GCPL IN

Current Market Price	INR1,240
Market cap (bn)	INR1,269.2/US\$13.8
Free Float	38%
Shares in issue (mn)	1,023.0
Diluted share (mn)	1,023.0
3-mon avg daily val (mn)	INR1,511.6/US\$16.4
52-week range	1,309/980
Sensex/Nifty	81,538/25,049
INR/US\$	92.0

Price Performance

%	1M	6M	12M
Absolute	3.7	0.6	8.3
Relative*	8.7	2.1	1.6

* To the BSE Sensex

Financial Summary

(INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	1,39,741	1,42,848	1,54,966	1,69,082	1,84,723
Sales Growth (%)	5.9	2.2	8.5	9.1	9.3
EBITDA	30,705	30,031	32,200	36,829	41,692
EBITDA Margin (%)	21.8	20.9	20.7	21.7	22.4
Adjusted Net Profit	19,827	19,127	21,811	25,789	29,871
Diluted EPS (INR)	19.4	18.7	21.3	25.2	29.2
Diluted EPS Growth (%)	11.2	-3.5	14.0	18.2	15.8
ROIC (%)	-69.2	16.4	18.7	21.2	24.1
ROE (%)	15.0	15.5	17.1	18.2	19.5
P/E (x)	64.0	66.3	58.2	49.2	42.5
P/B (x)	10.1	10.6	9.4	8.6	8.0
EV/EBITDA (x)	41.6	42.4	39.1	33.9	29.7
Dividend Yield (%)	0.4	2.0	0.9	1.2	1.6

Source: Company data, JM Financial. Note: Valuations as of 23/Jan/2026

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ.

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

3QFY26 conference call highlights

■ India Business

– Overall performance

- Standalone business delivered high-single-digit UVG. EBITDA margin has **reverted to its normative range** and management **expects to sustain this trajectory in 4QFY27E**, supported by favourable input costs and disciplined cost control.
- India business delivered UVG of 9%, largely driven by strong growth in air care, laundry, hair care and incense sticks.
- **Volume trajectory for soaps, though positive, was lower than management's expectations** as old inventory was only liquidated by mid-November.
- **Margin levers for India business** – a) normalisation of soaps margin, b) significant savings in media costs, c) savings on the back of supply chain initiatives (new factories in laundry and soaps) and d) savings from change in blend-flex of soaps/detergent (shield against inflationary vegetable oil prices). Most of these levers are **structural in nature and will persist but margin delivery will be range-bound (24-26%)**.

– Home care segment

- Homecare grew c.12%, led by strong performance in hair fresheners and fabric care.
- New-molecule rollout continues to drive market share gains across all formats (electrics, coils and incense). **Management expects high market share gains to sustain.**
- **Incense sticks** business continues to gain scale with profitability now improving. The company has **undertaken a weighted average price hike of 30% since launch** and there is **no slowdown in volume growth**, but margins have improved.
- Premium HI growth remains muted though market share and volumes continue to grow.
- The company has gained market share across all formats in HI.
- Industry growth (ex-incense sticks) is marginally positive; including incense sticks, it is in mid-single digit in value terms.

– Personal care segment

- Personal care recovered strongly and grew by 7%, as soaps demonstrated positive growth supported by improving affordability post GST reduction and stable commodity prices.
- The pace of market share gains in soaps has been lower than before, but market share is still rising. Moving ahead, management expects acceleration in volume and revenue growth, assuming commodity prices are stable.
- Management highlighted that unit growth is significantly higher than overall volume growth (as small pack grammage size is still lower vs. base 3Q). Once this normalises, it will be back to reasonable volume growth.

■ International Business

– Indonesia

- While pricing pressures persist, management sees **early signs of stabilisation** as the business delivered UVG of 5% led by shampoo, hair colour, and baby care with market share gains across all categories.
- Adjusting for change in distribution-related accounting, sales were flat YoY.
- Management indicated that Indonesia has likely bottomed out; it has moved back to 4-5% volume growth and pricing growth will follow soon.
- Management highlighted that peak competitive intensity is behind and early signs of stabilisation are being seen.

- Africa/USA/Middle East

- Africa/USA/Middle East delivered sales growth of 19% in INR terms with EBITDA growth of 18% YoY led by strong performance in hair fashion and air fresheners. Customer response to the launch of Air Pocket has been encouraging in these markets.
- Africa EBITDA margin has improved strongly and is now in mid-teens. Management sees further scope for improvement, albeit without sharp step-ups.
- Management **expects growth in bottom line to be faster than in top line** for the next few years.
- Management remains cautious on double-digit revenue growth due to currency volatility but **continues to target high-single-digit volume growth in Africa**.

■ Guidance

- For consolidated business, management reiterated its guidance of **high-single-digit consolidated revenue growth** for FY26E. **Consolidated EBITDA growth may moderate** due to macro headwinds in both Indonesia and LATAM, but it remains confident of delivering a **robust exit trajectory**.
- For the India business, management expects to report **high-single-digit (6-8%) underlying volume growth** and EBITDA margin to be in its **normative range of 24-26%** for FY26E.
- Management focus is to gradually lift India volume from 6% to 9% over the next 18-24 months. Long-term aspiration remains to deliver double-digit volume growth.
- In the long term, management expects **soaps category to deliver value growth of 4-6%** - a function of low-single-digit volume and pricing growth respectively.
- Management identified four key high-growth categories (air care, laundry liquids, incense sticks and EDP) with large TAM and potential to deliver 30%+ volume growth. As these categories scale up, they are expected to be key drivers in achieving the company's double-digit volume growth aspiration.

■ Update on strategic moves/ new categories/M&A

- **Foray into pet food:** Initial results from test marketing in Tamil Nadu are a mixed bag. Though consumer traction remains encouraging, the company is taking time to get the right mix (i.e., achieve desired level of market share).
- The newly launched **toilet cleaner Spic** has seen positive results in Tamil Nadu but the company will wait for 6-8 months before deciding on whether to roll it out nationally or in the South. It is selling at a price index of c.70 to the market leader.
- **Muuchstac acquisition:** Successfully completed on 10th Nov'25 with operations now fully live. Management refrained from giving any guidance for FY27E; however, it reiterated strong headroom for growth (i.e., INR 10bn category size growing at 20%).
- **Park Avenue:** overall growth has been slower vs. last year. There has been a rapid consumer shift from deodorants to EDP and the company has rapidly scaled this category to INR 1bn in gross sales.

Exhibit 1. 3QFY26: Overall operational performance largely in line with pre-quarter commentary

INR mn	3QFY26	3QFY25	YoY growth	3QFY26E	% variance	9MFY26	9MFY25	YoY growth
Revenue								
Home Care	12,264	10,950	12.0%	12,374	-0.9%	32,488	29,260	11.0%
Personal Care	11,171	10,440	7.0%	11,157	0.1%	35,300	34,680	1.8%
Exports / Unbranded	1,405	970	44.9%	1,358	3.5%	3,742	2,600	43.9%
Domestic Revenue	24,840	22,360	11.1%	24,888	-0.2%	71,530	66,540	7.5%
Indonesia	4,930	5,080	-3.0%	4,928	0.0%	14,200	14,860	-4.4%
Africa	9,210	7,710	19.5%	9,098	1.2%	24,300	19,570	24.2%
Latam	2,490	2,620	-5.0%	2,489	0.0%	6,960	6,990	-0.4%
International Revenue	16,630	15,410	7.9%	16,514	0.7%	45,460	41,420	9.8%
Total Consolidated Revenue	40,991	37,684	8.8%	41,322	-0.8%	115,861	107,663	7.6%
EBITDA								
India	6,250	5,125	22.0%	5,934	5.3%	16,470	16,053	2.6%
Indonesia	1,114	1,092	2.0%	1,035	7.7%	2,984	3,171	-5.9%
Africa	1,345	1,141	17.8%	1,346	-0.1%	3,365	2,849	18.1%
Latam	189	299	-36.6%	224	-15.5%	542	531	2.2%
Consolidated EBITDA	8,804	7,559	16.5%	8,539	3.1%	23,083	22,400	3.0%
Depreciation	664	619		699		1,914	1,615	
Interest	789	897		780		2,413	2,606	
Other Income	559	831		658		2,033	2,462	
PBT before exceptional items	7,910	6,874	15.1%	7,718	2.5%	20,789	20,642	0.7%
Exceptional expense & Forex	910	57		0		1,402	318	
PBT	7,000	6,817		7,718		19,387	20,324	
Tax	2,021	1,834		1,968		5,290	5,921	
PAT	4,979	4,983		5,750		14,097	14,403	
Adjusted PAT	5,720	5,020	13.9%	5,750	-0.5%	15,682	14,689	6.8%
EBITDA Margin %								
India	25.2%	22.9%	224 bps	23.8%	132 bps	23.0%	24.1%	-110 bps
Indonesia	22.6%	21.5%	110 bps	21.0%	160 bps	21.0%	21.3%	-32 bps
Africa	14.6%	14.8%	-20 bps	14.8%	-20 bps	13.8%	14.6%	-71 bps
Latam	7.6%	11.4%	-380 bps	9.0%	-140 bps	7.8%	7.6%	20 bps
Consolidated EBITDA margin %	21.5%	20.1%	142 bps	20.7%	81 bps	19.9%	20.8%	-88 bps

Source: Company, JM Financial

Exhibit 2. 3QFY26 snapshot: Revenue growth largely in line; however, tight control over other expenses (including A&P) drove EBITDA beat

INR mn	CONSOLIDATED					PARENT		
	3QFY26	3QFY25	YoY growth	3QFY26E	% variance	3QFY26	3QFY25	YoY growth
Net Sales	40,795	37,491	8.8%	41,097	-0.7%	24,841	22,372	11.0%
Other Operating Income	197	193	1.7%	225	-12.7%	263	245	7.0%
Total Revenue	40,991	37,684	8.8%	41,322	-0.8%	25,103	22,617	11.0%
Gross Profit	21,477	20,209	6.3%	21,577	-0.5%	13,180	12,135	8.6%
Gross Profit Margin %	52.6%	53.9%	-126 bps	52.5%	14 bps	53.1%	54.2%	-118 bps
Staff Cost	3,281	2,961	10.8%	3,185	3.0%	1,488	1,155	28.9%
Advertisement & Publicity	3,414	3,644	-6.3%	3,288	3.8%	2,493	2,669	-6.6%
Other Expenses	6,174	6,238	-1.0%	6,791	-9.1%	3,211	3,432	-6.4%
EBITDA	8,804	7,559	16.5%	8,539	3.1%	6,250	5,125	22.0%
EBITDA margin %	21.6%	20.2%	142 bps	20.8%	80 bps	25.2%	22.9%	225 bps
Depreciation	664	619	7.3%	699	-4.9%	393	373	5.6%
EBIT	8,140	6,941	17.3%	7,840	3.8%	5,857	4,753	23.2%
Interest Expense	789	897	-12.0%	780	1.2%	472	488	-3.1%
Financial Other Income	559	831	-32.7%	658	-15.0%	314	629	-50.1%
PBT pre-exceptional / forex impact	7,910	6,874	15.1%	7,718	2.5%	5,698	4,894	16.4%
PBT post exceptional / forex impact	7,000	6,817	2.7%	7,718	-9.3%	5,069	4,874	4.0%
Taxes	2,021	1,834	10.2%	1,968	2.7%	1,238	1,478	-16.2%
Reported Net Profit	4,979	4,983	-0.1%	5,750	-13.4%	3,831	3,396	12.8%

Source: Company, JM Financial

Exhibit 3. Quarterly financial performance – consolidated basis

INR mn	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2FY26	3QFY26
Net Sales	34,179	35,684	36,228	33,651	33,108	36,471	37,491	35,778	36,419	38,025	40,795
YoY	10.5%	6.1%	1.5%	6.1%	-3.1%	2.2%	3.5%	6.3%	10.0%	4.3%	8.8%
Other Operational Income	311	336	368	205	208	192	193	201	200	226	197
Gross Profit	18,534	19,771	20,454	18,999	18,608	20,381	20,402	18,890	19,005	19,931	21,673
Staff cost	3,140	3,356	2,761	3,237	2,796	3,106	2,961	2,625	3,090	2,700	3,281
A&P spends	3,204	3,659	3,433	3,063	3,308	3,640	3,644	3,101	3,138	3,757	3,414
Other expenses	5,762	5,714	5,853	5,142	5,260	6,039	6,238	5,573	5,831	6,141	6,174
EBITDA	6,428	7,042	8,407	7,557	7,244	7,596	7,559	7,592	6,946	7,333	8,804
YoY	23.4%	29.9%	15.7%	17.9%	12.7%	7.9%	-10.1%	0.5%	-4.1%	-3.5%	16.5%
Depreciation	763	609	539	499	495	501	619	726	594	656	664
Interest	740	773	666	785	878	831	897	896	865	759	789
Other income	691	659	701	638	771	860	831	737	845	629	559
PBT	5,617	6,319	7,903	6,912	6,643	7,124	6,874	6,708	6,332	6,547	7,910
YoY	23.1%	31.5%	17.5%	19.6%	18.3%	12.7%	-13.0%	-3.0%	-4.7%	-8.1%	15.1%
Pre-tax Exceptional Income/(Expense)	818	125	69	23,757	203	58	57	314	195	297	910
Tax	1,611	1,866	2,024	2,087	1,933	2,154	1,834	2,275	1,613	1,657	2,021
PAT	3,188	4,328	5,811	- 18,932	4,507	4,913	4,983	4,119	4,525	4,593	4,979
YoY	-7.6%	20.6%	6.4%	-518.7%	41.4%	13.5%	-14.2%	NM	0.4%	-6.5%	-0.1%
Adjusted PAT	4,130	4,430	5,860	5,740	4,700	4,970	5,020	4,354	4,710	4,870	5,720
YoY	19.0%	17.5%	6.0%	22.4%	13.8%	12.2%	-14.3%	NM	0.2%	-2.0%	13.9%
% to net sales	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2FY26	3QFY26
Gross margin	53.3%	54.5%	55.4%	55.9%	55.6%	55.4%	53.9%	52.2%	51.6%	51.8%	52.6%
Staff cost	9.2%	9.4%	7.6%	9.6%	8.4%	8.5%	7.9%	7.3%	8.5%	7.1%	8.0%
A&P spends	9.4%	10.3%	9.5%	9.1%	10.0%	10.0%	9.7%	8.7%	8.6%	9.9%	8.4%
Other expenses	16.9%	16.0%	16.2%	15.3%	15.9%	16.6%	16.6%	15.6%	16.0%	16.1%	15.1%
EBITDA margin	18.8%	19.7%	23.2%	22.5%	21.9%	20.8%	20.2%	21.2%	19.1%	19.3%	21.6%

Source: Company, JM Financial

Exhibit 4. Quarterly financial performance – standalone basis

INR mn	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
India Volume growth	10.0%	4.0%	5.0%	7.0%	8.0%	7.0%	0.0%	4.0%	5.0%	3.0%	9.0%
Net Sales	19,711	21,291	21,602	20,075	21,395	22,777	22,372	21,600	23,070	23,622	24,841
YoY	8.7%	9.0%	9.4%	12.2%	8.5%	7.0%	3.6%	7.6%	7.8%	3.7%	11.0%
Other Operational Income	344	392	439	261	234	230	245	249	230	279	263
Gross Profit	11,442	12,581	13,041	11,760	12,207	12,874	12,380	11,344	11,951	12,328	13,442
Staff cost	1,178	1,437	1,171	1,200	1,229	1,326	1,155	1,029	1,247	1,221	1,488
A&P spends	2,467	2,794	2,534	2,316	2,575	2,636	2,669	2,323	2,316	2,500	2,493
Other expenses	2,467	2,794	2,534	2,316	2,575	2,636	2,669	2,323	2,316	2,500	2,493
EBITDA	4,974	5,574	6,478	5,412	5,343	5,585	5,125	4,942	5,023	5,196	6,250
YoY	20.0%	30.2%	18.9%	12.4%	7.4%	0.2%	-20.9%	-8.7%	-6.0%	-7.0%	22.0%
Depreciation	453	325	270	221	273	273	373	491	355	397	393
Interest	1,828	1,575	553	606	638	754	629	589	653	467	314
Other income	247	362	362	371	425	450	488	549	530	454	472
PBT	6,101	6,463	6,400	5,426	5,282	5,616	4,894	4,491	4,791	4,813	5,698
YoY	49.0%	49.2%	14.3%	9.7%	-13.4%	-13.1%	-13.1%	-23.5%	-9.3%	-14.3%	16.4%
Pre-tax Exceptional Income/ (Exp)	777	12	59	10,680	20	1	0	102	-	-	630
Tax	1,406	1,602	1,615	1,756	1,584	1,690	1,478	1,904	1,244	1,250	1,238
PAT	3,905	4,849	4,726	- 7,009	3,678	3,925	3,415	2,485	3,547	3,563	3,831
YoY	22.2%	47.7%	3.1%	-272.0%	-5.8%	-19.0%	-27.7%	NM	-3.6%	-9.2%	12.2%
Adj. PAT	4,477	3,790	4,770	4,647	3,692	3,930	3,416	2,542	3,547	3,563	4,303
% to net sales	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2FY26	3QFY26
Gross margin	56.3%	57.3%	58.3%	57.3%	56.0%	55.5%	54.2%	51.4%	50.8%	51.0%	53.1%
Staff cost	6.0%	6.7%	5.4%	6.0%	5.7%	5.8%	5.2%	4.8%	5.4%	5.2%	6.0%
A&P spends	12.5%	13.1%	11.7%	11.5%	12.0%	11.6%	11.9%	10.8%	10.0%	10.6%	10.0%
Other expenses	12.5%	13.1%	11.7%	11.5%	12.0%	11.6%	11.9%	10.8%	10.0%	10.6%	10.0%
EBITDA margin	25.2%	26.2%	30.0%	27.0%	25.0%	24.5%	22.9%	22.9%	21.8%	22.0%	25.2%

Source: Company, JM Financial

Exhibit 5. Quarterly segmental overview

Segmental Information	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
Domestic Sales (INR mn)											
Home Care	7,520	9,130	10,470	8,756	8,150	10,160	10,950	9,981	9,454	10,770	12,264
YoY	13.4%	5.1%	4.7%	6.0%	8.4%	11.3%	4.6%	14.0%	16.0%	6.0%	12.0%
Personal Care	11,570	11,450	10,350	10,439	12,480	11,760	10,440	10,856	12,605	11,525	11,171
YoY	6.3%	12.6%	18.3%	19.7%	7.9%	2.7%	0.9%	4.0%	1.0%	-2.0%	7.0%
Branded sales	19,090	20,580	20,820	19,194	20,630	21,920	21,400	20,838	22,059	22,294	23,435
YoY	9.0%	9.1%	11.0%	13.0%	8.1%	6.5%	2.8%	8.6%	6.9%	1.7%	9.5%
Exports / Miscellaneous	620	710	780	881	770	860	970	762	1,011	1,326	1,405
Total Domestic Sales	19,710	21,290	21,600	20,075	21,400	22,780	22,370	21,600	23,070	23,620	24,840
YoY	8.7%	9.0%	9.4%	12.2%	8.6%	7.0%	3.6%	7.6%	7.8%	3.7%	11.0%
International Sales (INR mn)											
Indonesia	4,507	4,730	4,665	4,983	4,651	5,138	5,079	5,043	4,481	4,802	4,937
YoY	19.7%	15.7%	7.7%	14.7%	3.2%	8.6%	8.9%	1.2%	-3.7%	-6.6%	-2.8%
Africa (Incl. son)	8,486	8,158	9,233	5,937	5,446	6,446	7,724	6,903	7,074	8,047	9,226
YoY	8.9%	-5.0%	-8.3%	-22.9%	-35.8%	-21.0%	-16.3%	16.3%	29.9%	24.8%	19.4%
Latam	1,808	1,826	993	2,900	1,953	2,476	2,636	2,572	2,264	2,091	2,465
YoY	17.4%	4.7%	-45.7%	42.5%	8.0%	35.6%	165.4%	-11.3%	15.9%	-15.6%	-6.5%
Total International Sales	14,801	14,714	14,890	13,821	12,050	14,060	15,440	14,519	13,819	14,939	16,627
YoY	13.0%	2.1%	-8.3%	-1.9%	-18.6%	-4.4%	3.7%	5.0%	14.7%	6.3%	7.7%
International EBITDA (INR mn)											
Indonesia	861	825	955	1,235	1,083	995	1,092	1,353	941	929	1,114
YoY	51.3%	20.1%	11.8%	33.2%	25.8%	20.6%	14.3%	9.6%	-13.2%	-6.6%	2.0%
Africa (Incl. son)	579	657	1,005	806	782	926	1,141	1,160	904	1,116	1,345
YoY	27.3%	56.4%	17.0%	60.1%	35.1%	41.0%	13.5%	43.8%	15.6%	20.5%	17.8%
Latam	14	-14	-36	118	92	140	299	137	184	169	189
YoY	-5.7%	-146.8%	-139.1%	NM	543.8%	NM	NM	16.8%	100.3%	20.9%	-36.6%
Total International EBITDA	1,455	1,467	1,924	2,160	1,963	2,062	2,532	2,651	2,028	2,215	2,648
YoY	40.2%	29.1%	6.6%	34.9%	34.9%	40.5%	31.6%	22.7%	3.3%	7.4%	4.6%
EBITDA margins											
Indonesia	19%	17%	20%	25%	23%	19%	22%	27%	21%	19%	23%
Africa (Incl. son)	7%	8%	11%	14%	14%	14%	15%	17%	13%	14%	15%
Latam	1%	-1%	-4%	4%	5%	6%	11%	5%	8%	8%	8%
Total International EBITDA margin	10%	10%	13%	16%	16%	15%	16%	18%	15%	15%	16%

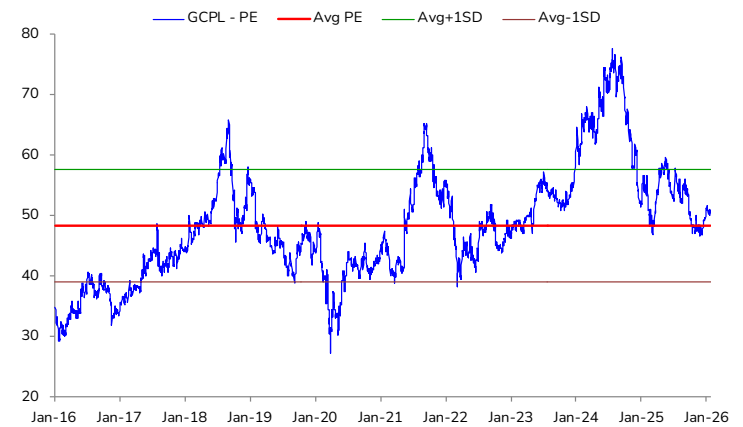
Source: Company, JM Financial

Exhibit 6. GCPL's 5yr avg. PE Band



Source: Company, Bloomberg, JM Financial

Exhibit 7. GCPL's 10yr avg. PE Band



Source: Company, Bloomberg, JM Financial

Exhibit 8. Revision in estimates

INR mn	Revised			Earlier			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Sales	154,966	169,082	184,723	154,695	169,283	185,754	0.2%	-0.1%	-0.6%
EBITDA	32,200	36,829	41,692	31,615	35,787	40,627	1.9%	2.9%	2.6%
PAT	21,811	25,789	29,871	21,684	25,381	29,563	0.6%	1.6%	1.0%
EPS	21.3	25.2	29.2	21.2	24.8	28.9	0.6%	1.6%	1.0%

Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	1,39,741	1,42,848	1,54,966	1,69,082	1,84,723
Sales Growth	5.9%	2.2%	8.5%	9.1%	9.3%
Other Operating Income	1,221	795	840	1,014	1,108
Total Revenue	1,40,961	1,43,643	1,55,806	1,70,096	1,85,831
Cost of Goods Sold/Op. Exp	63,203	65,361	73,930	79,675	86,383
Personnel Cost	12,493	11,488	12,397	13,442	14,593
Other Expenses	34,560	36,763	37,279	40,151	43,163
EBITDA	30,705	30,031	32,200	36,829	41,692
EBITDA Margin	21.8%	20.9%	20.7%	21.7%	22.4%
EBITDA Growth	20.9%	-2.2%	7.2%	14.4%	13.2%
Depn. & Amort.	2,410	2,340	2,639	2,766	2,860
EBIT	28,295	27,691	29,561	34,063	38,832
Other Income	2,690	3,161	2,819	3,383	3,825
Finance Cost	2,964	3,501	3,221	2,969	2,723
PBT before Excep. & Forex	28,021	27,351	29,160	34,477	39,935
Excep. & Forex Inc/Loss(-)	-26,039	-632	0	0	0
PBT	1,982	26,719	29,160	34,477	39,935
Taxes	7,588	8,196	7,348	8,688	10,064
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	0	0	0
Reported Net Profit	-5,605	18,523	21,811	25,789	29,871
Adjusted Net Profit	19,827	19,127	21,811	25,789	29,871
Net Margin	14.1%	13.3%	14.0%	15.2%	16.1%
Diluted Share Cap. (mn)	1,022.8	1,023.0	1,023.0	1,023.0	1,023.0
Diluted EPS (INR)	19.4	18.7	21.3	25.2	29.2
Diluted EPS Growth	11.2%	-3.5%	14.0%	18.2%	15.8%
Total Dividend + Tax	5,114	25,575	10,906	15,473	20,910
Dividend Per Share (INR)	5.0	25.0	10.7	15.1	20.4

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	26,751	27,351	29,160	34,477	39,935
Depn. & Amort.	2,410	2,340	2,639	2,766	2,860
Net Interest Exp. / Inc. (-)	274	340	402	-414	-1,102
Inc (-) / Dec in WCap.	-4,559	351	-85	-867	-880
Others	-437	86	0	0	0
Taxes Paid	-3,739	-4,701	-7,286	-8,619	-9,988
Operating Cash Flow	20,700	25,768	24,829	27,343	30,825
Capex	306	402	-4,500	-3,000	-2,500
Free Cash Flow	21,006	26,169	20,329	24,343	28,325
Inc (-) / Dec in Investments	-9,085	-5,517	-6,205	-7,447	-6,702
Others	-24,851	1,680	2,819	3,383	3,825
Investing Cash Flow	-33,630	-3,436	-7,887	-7,064	-5,377
Inc / Dec (-) in Capital	0	47	0	0	0
Dividend + Tax thereon	-5,114	-25,573	-6,543	-13,646	-18,735
Inc / Dec (-) in Loans	22,652	7,318	-1,958	-3,696	-3,324
Others	-3,474	-3,607	-3,239	-2,987	-2,742
Financing Cash Flow	14,063	-21,815	-11,740	-20,329	-24,802
Inc / Dec (-) in Cash	1,133	517	5,203	-50	646
Opening Cash Balance	4,337	4,314	4,831	10,033	9,983
Closing Cash Balance	5,469	4,831	10,033	9,983	10,630

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	1,25,986	1,20,039	1,35,307	1,47,450	1,58,586
Share Capital	1,023	1,023	1,023	1,023	1,023
Reserves & Surplus	1,24,963	1,19,016	1,34,284	1,46,427	1,57,563
Preference Share Capital	0	0	0	0	0
Minority Interest	0	0	0	0	0
Total Loans	31,546	38,826	36,868	33,173	29,848
Def. Tax Liab. / Assets (-)	-2,804	938	938	938	938
Total - Equity & Liab.	1,54,729	1,59,803	1,73,113	1,81,561	1,89,372
Net Fixed Assets	1,03,585	1,09,258	1,11,119	1,11,353	1,10,993
Gross Fixed Assets	73,723	75,356	79,856	82,856	85,356
Intangible Assets	50,264	51,454	51,454	51,454	51,454
Less: Depn. & Amort.	21,236	22,189	24,828	27,594	30,453
Capital WIP	834	4,636	4,636	4,636	4,636
Investments	35,037	36,446	42,651	50,098	56,800
Current Assets	42,496	47,271	55,206	58,731	63,291
Inventories	12,709	14,186	14,965	15,865	17,332
Sundry Debtors	15,354	18,191	19,310	21,069	22,512
Cash & Bank Balances	5,469	4,831	10,033	9,983	10,630
Loans & Advances	2,300	2,576	2,834	3,117	3,429
Other Current Assets	6,663	7,487	8,065	8,697	9,388
Current Liab. & Prov.	26,389	33,172	35,864	38,621	41,712
Current Liabilities	23,228	29,980	32,399	34,859	37,625
Provisions & Others	3,161	3,192	3,465	3,762	4,087
Net Current Assets	16,107	14,100	19,343	20,110	21,579
Total - Assets	1,54,729	1,59,803	1,73,113	1,81,561	1,89,372

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	14.1%	13.3%	14.0%	15.2%	16.1%
Asset Turnover (x)	0.9	0.9	0.9	0.9	1.0
Leverage Factor (x)	1.2	1.3	1.3	1.3	1.2
RoE	15.0%	15.5%	17.1%	18.2%	19.5%

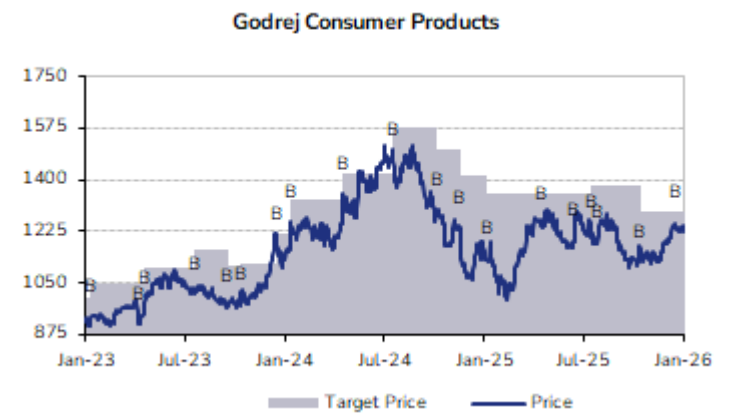
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	123.2	117.3	132.3	144.1	155.0
ROIC	-69.2%	16.4%	18.7%	21.2%	24.1%
ROE	15.0%	15.5%	17.1%	18.2%	19.5%
Net Debt/Equity (x)	0.1	0.0	-0.1	-0.1	-0.2
P/E (x)	64.0	66.3	58.2	49.2	42.5
P/B (x)	10.1	10.6	9.4	8.6	8.0
EV/EBITDA (x)	41.6	42.4	39.1	33.9	29.7
EV/Sales (x)	9.1	8.9	8.1	7.3	6.7
Debtor days	40	46	45	45	44
Inventory days	33	36	35	34	34
Creditor days	75	92	92	92	92

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
8-Nov-22	Buy	1,000	
1-Feb-23	Buy	1,050	5.0
28-Apr-23	Buy	1,050	0.0
10-May-23	Buy	1,100	4.8
8-Aug-23	Buy	1,165	5.9
9-Oct-23	Buy	1,110	-4.7
1-Nov-23	Buy	1,115	0.5
8-Jan-24	Buy	1,220	9.4
1-Feb-24	Buy	1,335	9.4
8-May-24	Buy	1,420	6.4
8-Aug-24	Buy	1,580	11.3
25-Oct-24	Buy	1,500	-5.1
8-Dec-24	Buy	1,415	-5.7
25-Jan-25	Buy	1,350	-4.6
7-May-25	Buy	1,350	0.0
4-Jul-25	Buy	1,350	0.0
7-Aug-25	Buy	1,380	2.2
17-Aug-25	Buy	1,380	0.0
2-Nov-25	Buy	1,290	-6.5
6-Jan-26	Buy	1,290	0.0

Recommendation History



APPENDIX I

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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Rating	Meaning
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ADD	Expected return \geq 5% and $<$ 15% over the next twelve months.
REDUCE	Expected return \geq -10% and $<$ 5% over the next twelve months.
SELL	Expected return $<$ -10% over the next twelve months.

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