

## Result Preview



Company	Reco	TP (INR)
<b>Consumer</b>		
<b>Staples</b>		
Britannia Inds.	Buy	7,000
Colgate-Palm.	Buy	2,150
Dabur India	Neutral	465
Emami	Buy	525
Godrej Consumer	Buy	1,300
Hind. Unilever	Buy	2,600
ITC	Neutral	335
Jyothy Labs	Neutral	225
L T Foods	Buy	500
Marico	Buy	900
Nestle India	Neutral	1,350
P & G Hygiene	Neutral	11,000
Tata Consumer	Buy	1,370
Varun Beverages	Buy	550
Zyduz Wellness	Buy	575
<b>Paints and Adhesive</b>		
Asian Paints	Neutral	2,450
Indigo Paints	Buy	1,100
Pidilite Inds.	Neutral	1,400
<b>Innerwear</b>		
Page Industries	Buy	42,500
<b>Liquor</b>		
Radico Khaitan	Buy	3,450
United Breweries	Neutral	1,650
United Spirits	Neutral	1,400
<b>QSR</b>		
United Foodbrands	Neutral	240
Devyani Intl.	Buy	155
Jubilant Food.	Neutral	500
Sapphire Foods	Buy	200
Westlife Foodworld	Neutral	525
<b>Jewelry</b>		
Kalyan Jewellers	Buy	550
P N Gadgil Jewellers	Buy	750
Senco Gold	Neutral	325
Titan Company	Buy	5,200

## Positive trends at last, but FY27 outlook uncertain

Within our consumer coverage universe, almost all segments are likely to see an increase in revenue/EBITDA growth YoY in 4QFY26: staples +8% each, paints & adhesives +7%/ +14%, liquor +10%/+23%, innerwear +9%/+5%, QSR +13%/+8%, and jewelry +38%/+47%. Demand recovery was visible across categories, and in most of the months in 4Q, we found a trend after a long time. A few categories/companies may see a slight advantage in trade pre-buying at the end of Mar'26 in anticipation of pricing actions in Apr'26.

- Staples** companies are expected to report improvement in revenue growth YoY for the domestic market. The ongoing geopolitical tension has impacted most staple companies on the international business front (with more impact in the Middle East). Companies such as Dabur and Emami will be more affected at the consolidated level due to issues in the MENA region (6-8% revenue salience). On the India front, abrupt rains in select geographies will weigh on summer-centric products such as talcum powders, beverages, energy drinks, etc. We expect the food category to continue outperforming BPC. Rural demand is expected to remain resilient, while urban demand has also shown an improving trajectory. Most companies took marginal price hikes in March (~2%) and expect more pricing in April to adjust for steep RM inflation. For 4QFY26, margins are expected to remain healthy amidst stable commodity prices, with trends reversing a bit in 1QFY27. We expect Britannia, Nestle, GCPL, Marico, LT Foods, Tata Consumer, and Zyduz Wellness to deliver double-digit YoY EBITDA growth. We expect our coverage universe to deliver a sales/ EBITDA/APAT growth of 8%/8%/6% in 4Q.
- Paint & Adhesives:** Demand has improved steadily over the last five months following a weak demand in Oct'25. Industry demand in value terms is expected to be in the mid to high single digits in 4Q. Given the RM and FG inventory, the recent cost inflation is not likely to impact 4QFY26 performance. That said, most paint companies have announced price hikes in the range of 5-8%, which will be largely effective from Apr. We expect a high-single-to-low-double digit volume growth in 4Q, aided by steady demand and partial benefits of inventory filling ahead of the price hikes. Gross margins are expected to improve, aided by benign raw material prices for most of 4Q, which should also aid EBITDA margin expansion. Pidilite is likely to sustain double-digit growth, aided by margin tailwinds and resilient underlying demand. We model sales/EBITDA/ PAT growth of 7%/ 14%/27% for our coverage universe in 4Q (vs -1%/-8%/-19% in 4QFY25).
- Liquor** companies are expected to report a mixed performance in 4QFY26. Last year's heavy base of AP and the full impact of Maharashtra Made Liquor (MML) are anticipated to moderate headline numbers. The recent taxation reforms in Karnataka are a key positive for the industry; however, policy details are still awaited. Ongoing geopolitical tensions have not had much impact on operations. While glass costs (~1/3rd of RM) are expected to see inflation. UNSP is likely to see ~3% volume decline but ~8% revenue growth, impacted by the Maharashtra excise hike and a high base in Andhra Pradesh. The Maharashtra disruption was more severe in 4Q due to full-quarter MML (vs. 45 days in 3Q). In contrast, Radico is expected to post strong double-digit, volume-led growth. The weak summer season and adverse state mix are expected to have affected beer demand for UBBL. We expect sales/EBITDA/PAT growth of 10%/23%/23% for our coverage companies in 4QFY26.

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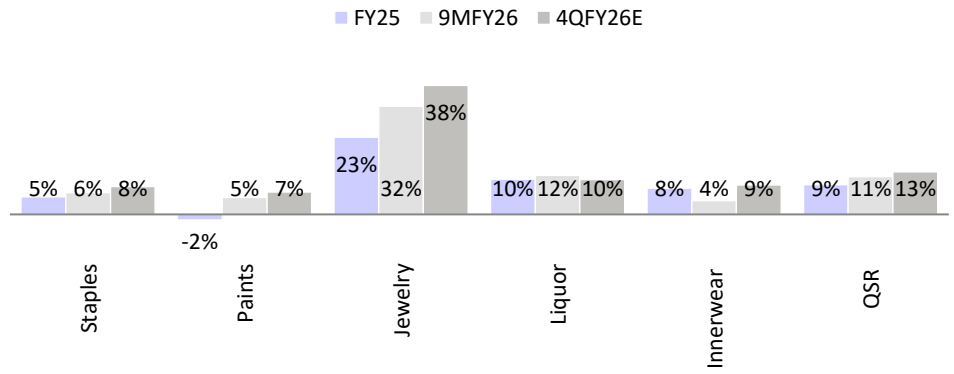
- **The innerwear** sector is witnessing a sequential uptick in demand after a prolonged slowdown in the GT channel, while e-commerce continues to grow well. 4Q is a seasonally strong quarter for the innerwear sector, contributing 35-40% of annual sales. Moreover, we expect Eid in Mar'26 to have added to the 4Q performance. We continue to monitor any pricing action in the space after a zero price hike in the last few years. Trade pre-buying benefits may be visible in 4Q as well. PAGE continues to focus on premiumization by launching new products and investing in marketing and technology. We expect a sales/EBITDA/PAT growth of 9%/5%/1% for the company.
- **QSR** companies in 4QFY26 have shown early signs of sequential improvement, with January witnessing relatively better traction. Early Navratri (last year in Apr) and Ramadan had a partial impact on demand. Still, most companies have seen better SSSG trends than 3Q. The ongoing US-Iran conflict is creating operational challenges, primarily through disruptions in LPG availability and logistics. A large proportion of stores remain dependent on commercial LPG cylinders (Domino's >70%, KFC/Pizza Hut >60%), making them vulnerable to supply-side constraints. While some players (e.g., McDonald's) have low dependence (20-25% stores). However, companies have been able to navigate the situation, and most stores across brands were operational during March. Companies have taken multiple initiatives (elective ovens, induction cooking, menu alteration, etc.); however, any supply shortage can still disrupt operations going ahead. Gross margins are expected to remain healthy, while some companies (McD, KFC) have taken value offering/discounting cards during the last six months, which can have an impact on the margin trend. Thus, restaurant margins (ROM) may showcase a divergent trend among brands. We expect sales and EBITDA growth of 13% and 8% for 4QFY26, respectively.
- **Jewelry:** In 4QFY26, gold prices surged, rising ~80% YoY and ~20% QoQ. Despite this steep inflation, consumer demand for top brands remained resilient, supported by a strong festive season and sustained momentum during the wedding period. Demand was further aided by higher old gold exchange-led purchases and attractive promotional offers. Gold coin sales continued to remain elevated amid rising gold prices. SSSG is expected to grow in high double digits, largely driven by value growth. However, margins may witness YoY pressure due to elevated gold prices; studded mix can see improvement due to stable diamond prices. We model a sales/EBITDA/PAT growth of 38%/47%/65% for our coverage jewelry companies in 4QFY26.
- **Outperformers and underperformers:** Among our coverage companies, Titan, Radico, Marico, Britannia, Nestle, and Kalyan Jewelers are expected to be outliers in 4QFY26, whereas Colgate, HUL, Emami, Dabur, and UBBL will likely be the underperformers.
- **Outlook:** 4QFY26 began on an optimistic note across consumption categories, with Jan-Feb witnessing sequential improvement from 3Q. The growth was backed by improving macros, festivities, and stable RM prices. Thus, 4Q is likely to have minimal impact of geopolitical tensions on revenue and margins. Going forward, we expect the inflationary pressure to increase, and this may result in lower spending. We remain watchful of the current RM price volatility, and the levels they set will be a key monitorable. The companies with higher exposure to international markets (MENA) will be more affected than others. Overall, near-term demand growth and margins are likely to remain muted. We cut our

estimates as we build inflationary pressure to sustain at least in 1HFY27. **Our top picks are Titan, Radico, Zydus Wellness, Britannia, and Marico.**

### Raw material prices remain stable in 4Q; 1QFY27 to bear the brunt

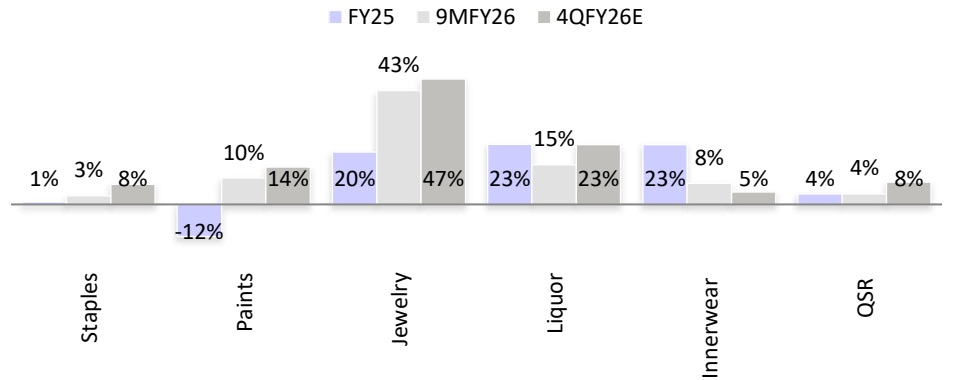
- Commodity prices remained stable for most of the quarter on a YoY basis. We expect a YoY recovery in margins for most consumer companies. Most agricultural commodities and prices of non-agricultural commodities, including wheat, cocoa, maize, TiO<sub>2</sub>, and VAM, have seen moderation. However, select commodities such as copra and gold continued to see YoY inflationary pressure, while copra has seen a sharp decline from its peak (~35%).
- The RM pricing scenario has completely changed since Mar'26 onwards amidst the ongoing geopolitical pressures. Steep crude inflation and INR depreciation will raise RM/PM costs for most staple companies; the effect will be more prominent in 1QFY27. Currently, it is difficult to gauge where the commodity prices will head. We continue to closely monitor key RM prices such as crude and its derivatives, palm oil, etc.
- **Agricultural commodities:** Wheat prices dipped 13% YoY and 3% QoQ. Barley prices declined 6% YoY and 2% QoQ. Maize dipped 23% YoY (-33% QoQ). Cocoa prices declined 60% YoY and 34% QoQ, offering relief to companies like Nestlé and HUL. Coffee prices remained flat YoY, while tea prices were up 3% YoY. Copra prices surged 70% YoY while declining 2% QoQ (down ~35% from the peak levels). Palm oil prices were up 2% YoY and 4% QoQ.
- **Non-agricultural commodities** remain a mixed bag, with a few experiencing moderation in prices, while the rest remain inflationary. Crude oil prices rose 7% YoY and 27% QoQ (at USD126/barrel). Other commodities such as TiO<sub>2</sub> and TiO<sub>2</sub> (China) continue to show a downward trend. VAM (China) prices rose 6% YoY and 7% QoQ. Gold prices jumped 80% YoY and 20% QoQ, putting pressure on the margins of jewelry companies.
- Companies remain focused on maintaining a strategic balance between revenue growth and margin expansion amid evolving market dynamics. We expect no significant adverse impact on 4QFY26 margins; however, 1QFY27 margins may take a hit. Most staple companies have taken a marginal price hike in March and are planning calibrated price hikes in the coming months. This approach aims to navigate cost pressures effectively while maintaining competitive positioning.

**Exhibit 1: Revenue growth for our coverage universe in FY25, 9MFY26, and 4QFY26E (%)**



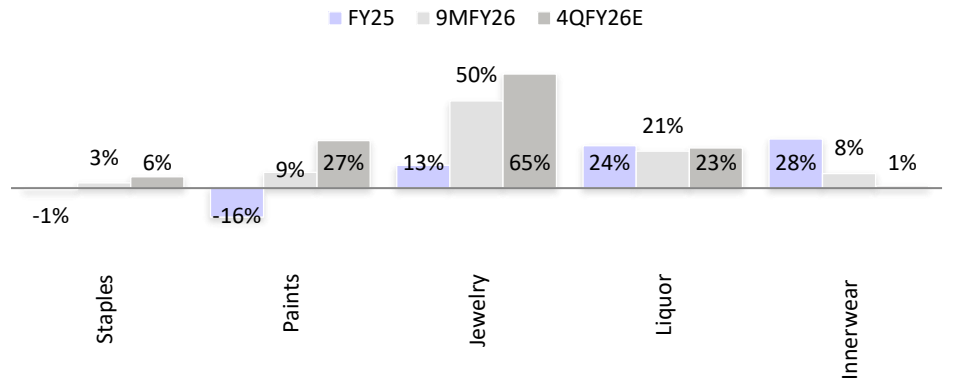
Source: Company, MOFSL

**Exhibit 2: EBITDA growth for our coverage universe in FY25, 9MFY26, and 4QFY26E (%)**



Source: Company, MOFSL

**Exhibit 3: APAT growth for our coverage universe in FY25, 9MFY26, and 4QFY26E (%)**



Source: Company, MOFSL

**Exhibit 4: Summary of our 4QFY26 earnings estimates**

Sector	CMP (INR)	Reco	Sales (INR m)			EBITDA (INR m)			Net profit (INR m)		
			Mar'26	Var YoY (%)	Var QoQ (%)	Mar'26	Var YoY (%)	Var QoQ (%)	Mar'26	Var YoY (%)	Var QoQ (%)
<b>Staples</b>											
Britannia	5443	Buy	49,220	11.1	-1.0	9,605	19.3	-6.6	6,694	19.7	-6.8
Colgate	1829	Buy	15,271	4.4	2.8	5,106	2.5	15.5	3,770	6.2	14.3
Dabur	417	Neutral	29,283	3.5	-17.7	4,565	6.9	-37.8	3,500	6.6	-39.6
Emami	398	Buy	9,454	-1.8	-17.9	2,063	-6.0	-46.3	1,546	-14.7	-54.6
Godrej Consumer	995	Buy	39,859	10.8	-2.8	8,726	14.9	-0.9	5,828	34.9	3.6
Hind. Unilever	2065	Buy	1,62,207	3.5	-1.3	38,237	5.7	-2.0	26,897	4.8	2.6
ITC	293	Neutral	1,98,705	5.9	-0.9	68,058	4.4	-1.1	50,941	0.4	-1.9
Jyothy Labs	208	Neutral	7,135	7.0	-3.5	1,068	-4.6	-3.5	858	6.4	5.7
L T Foods	387	Buy	28,065	25.9	-0.1	3,026	17.2	-3.7	1,603	-0.2	1.9
Marico	762	Buy	33,278	21.9	-5.9	5,310	15.9	-11.2	3,907	13.9	-13.5
Nestle	1192	Neutral	64,334	16.9	13.5	15,978	13.1	29.8	10,347	18.5	34.0
P&G Hygiene	9763	Neutral	10,334	4.2	-18.1	2,415	15.2	-39.9	1,875	20.1	-37.8
Tata Consumer	1042	Buy	52,714	14.4	3.1	7,338	18.2	1.8	3,767	21.2	-6.2
Varun Beverages	404	Buy	59,642	7.1	41.9	13,424	6.2	105.5	7,772	7.0	192.4
Zydus Wellness	444	Buy	14,314	56.8	48.3	2,757	45.1	351.9	2,234	30.0	2,203.5
<b>Paints</b>											
Asian Paints	2169	Neutral	87,506	4.7	-1.3	16,170	12.6	-9.2	11,609	32.7	-4.7
Indigo Paints	768	Buy	4,247	9.6	18.4	988	13.0	44.5	656	15.3	52.1
Pidilite Inds.	1273	Neutral	34,994	11.4	-5.7	7,447	17.7	-21.3	5,246	17.3	-22.4
<b>Innerwear</b>											
Page Industries	33940	Buy	11,937	8.7	-13.9	2,462	4.7	-22.6	1,658	1.1	-23.2
<b>Liquor</b>											
Radico Khaitan	2624	Buy	15,830	21.4	2.3	2,695	51.7	0.9	1,594	75.7	-3.2
United Breweries	1486	Neutral	24,739	6.6	19.4	1,935	3.9	-14.2	1,045	7.3	5.0
United Spirits	1223	Neutral	31,943	8.4	-13.3	6,026	19.3	-2.5	4,278	14.1	-8.3
<b>QSR</b>											
Devyani Intl.	97	Buy	14,018	15.6	-2.7	2,006	-0.1	-11.5	-25	Loss	PL
Jubilant Foodworks	447	Neutral	17,649	11.2	-2.0	3,517	15.1	-4.8	634	28.3	-20.1
Sapphire Foods	154	Buy	8,063	13.3	-0.9	1,123	5.7	-16.3	39	-21.3	8.8
United Foodbrands	213	Neutral	3,427	17.0	-9.0	568	6.5	-16.8	-117	Loss	PL
Westlife Foodworld	459	Neutral	6,452	7.0	-3.8	825	3.9	-16.4	-19	PL	PL
<b>Jewelry</b>											
Kalyan Jewellers	394	Buy	83,979	35.9	-18.8	6,057	51.7	-19.3	3,530	88.1	-21.2
P N Gadgil Jewellers	565	Buy	29,476	85.6	-10.8	2,052	118.0	-16.0	1,280	106.5	-25.1
Senco Gold	289	Neutral	20,092	45.8	-34.6	1,869	47.2	-54.5	877	40.4	-67.4
Titan Company	4098	Buy	1,99,422	33.7	-21.5	21,837	42.1	-19.5	13,822	58.7	-23.1

**Exhibit 5: Volume growth expectations in 4QFY26**

Volume growth (%)	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
Asian Paints	10.0	7.0	-0.5	1.6	1.8	3.9	10.9	8.0	9.2
Britannia	6.0	8.0	8.0	6.0	3.0	2.0	-3.0	6.0	9.0
Colgate	1.0	7.0	8.0	4.0	0.0	-3.0	-5.0	-2.0	2.0
Dabur	3.0	5.2	-7.0	1.2	-5.0	-1.0	2.0	3.0	4.0
Emami	6.4	8.7	1.7	4.0	5.0	-3.0	-16.0	9.0	0.0
Godrej Consumer	9.0	8.0	7.0	0.0	4.0	5.0	3.0	9.0	8.0
HUL	2.0	4.0	3.0	0.0	2.0	4.0	0.0	4.0	5.0
ITC	2.0	3.0	3.5	6.0	5.0	6.0	6.0	6.5	0.0
Jyothy labs	10.0	10.8	3.0	8.0	5.0	3.6	2.8	7.2	6.0
Marico	3.0	4.0	5.0	6.0	7.0	9.0	7.0	8.0	9.1
Nestle	4.0	2.0	-1.5	2.5	2.0	2.0	7.0	12.0	12.0
Page Industries	6.1	2.6	6.7	4.7	8.5	1.9	2.5	1.4	6.6
UBBL	10.9	5.0	5.0	8.0	5.0	11.0	-3.0	-1.3	3.7
United spirits	3.7	3.5	-4.4	10.2	6.9	9.4	7.7	-3.2	-3.3
-P&A	3.7	5.1	-3.7	11.2	9.2	9.0	8.0	-2.0	-1.0
Radico Khaitan	-1.0	-4.1	-2.4	15.5	27.5	37.5	37.7	16.6	8.4
Radico Khaitan (P&A)	14.5	14.2	12.7	18.0	16.4	40.7	21.6	25.9	21.4

Source: Company, MOFSL

**Exhibit 6: Revenue growth trends for our coverage universe**

Companies name	Revenue growth (%)								
	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
<b>Staples</b>									
Britannia	1	6	5	8	9	9	4	8	11
Colgate	10	13	10	5	(2)	(4)	(6)	2	4
Dabur	5	7	(5)	3	1	2	5	6	3
Emami	7	10	3	5	8	(0)	(10)	10	(2)
Godrej Consumer	6	(3)	2	3	6	10	4	9	11
HUL*	(0)	1	2	2	3	5	2	4	7
ITC	2	8	17	4	5	16	(6)	7	6
Jyothy	7	8	0	4	1	1	0	5	7
LT Foods	14	16	7	17	7	19	31	23	26
Marico	2	7	8	15	20	23	31	27	22
Nestle	9	3	1	4	4	6	11	19	17
P&G Hygiene	13	10	(0)	10	(1)	1	1	1	4
Tata consumer	9	16	13	17	17	10	18	15	11
Varun Beverages	11	28	24	38	29	(2)	2	14	7
Zydus Wellness	10	20	12	15	17	2	32	109	57
Zydus Wellness - Organic									8
<b>Paints &amp; Adhesives</b>									
Asian Paints	(1)	(2)	(5)	(6)	(4)	(0)	6	4	5
Indigo Paints	18	8	7	(3)	1	(1)	4	5	10
Pidilite	8	4	5	8	8	11	10	10	11
<b>Liquor</b>									
United Breweries	21	9	12	10	9	16	(3)	4	7
United Spirits	7	8	(1)	15	11	8	12	7	8
Radico Khaitan	30	19	21	11	21	33	34	20	21
<b>Innerwear</b>									
Page Industries	3	4	11	7	11	3	4	6	9
<b>QSR</b>									
Jubilant Food.	15	10	9	19	10	18	16	12	11
Devyani International	39	44	49	54	16	11	13	12	16
Westlife Foodworld	1	0	1	9	7	7	4	3	7
Sapphire Foods	13	10	8	14	13	8	7	8	13
United Foodbrands	6	(6)	1	(1)	(2)	(3)	(0)	14	17
<b>Jewelry</b>									
Titan	21	12	16	25	19	25	29	43	34
Kalyan	34	27	37	40	37	31	30	42	36
Senco	40	8	31	24	21	30	2	50	46
PN Gadgil	-	33	46	24	5	3	9	36	86

\*HUL underlying revenue growth (ex-ice cream) Source: Company, MOFSL

**Exhibit 7: EBITDA growth trends for our coverage universe**

Companies name	EBITDA growth (%)								
	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
<b>Staples</b>									
Britannia	(2)	9	(10)	3	2	0	22	22	19
Colgate	18	22	3	(3)	(6)	(11)	(6)	(3)	3
Dabur	14	8	(16)	2	(9)	2	6	8	7
Emami	6	14	7	8	4	(1)	(29)	13	(6)
Godrej Consumer	14	7	5	(16)	(0)	(4)	(4)	16	15
HUL*	(1)	2	(0)	1	2	(1)	(1)	6	6
ITC	0	1	5	(2)	(2)	1	(1)	8	4
Jyothy	19	14	2	(2)	3	(7)	(15)	(4)	(5)
LT Foods	25	13	(5)	5	5	10	35	26	17
Marico	12	9	5	4	4	5	7	12	16
Nestle	19	5	(4)	(1)	5	(0)	5	10	13
P&G Hygiene	72	(38)	2	20	(19)	103	(2)	8	15
Tata consumer	23	22	17	(1)	(1)	(9)	7	28	26
Varun Beverages	24	32	30	39	28	0	(0)	13	6
Zyduz Wellness	18	52	17	17	17	0	17	312	45
Zyduz Wellness - Organic									10
<b>Paints &amp; Adhesives</b>									
Asian Paints	(9)	(20)	(28)	(20)	(15)	(4)	21	9	13
Indigo Paints	18	(4)	(1)	(8)	3	(6)	12	20	13
Pidilite	26	15	13	8	10	16	11	19	18
<b>Liquor</b>									
United Breweries	166	28	23	(3)	31	9	(43)	60	4
United Spirits	7	19	8	20	40	(9)	33	5	19
Radico Khaitan	55	25	35	29	45	56	46	45	52
<b>Innerwear</b>									
Page Industries	22	2	20	32	43	21	(0)	5	5
<b>QSR</b>									
Jubilant Food.	1	1	1	11	20	16	16	18	15
Devyani International	15	29	25	50	16	(8)	(2)	3	(0)
Westlife Foodworld	(16)	(24)	(21)	(5)	3	7	(4)	8	4
Sapphire Foods	5	2	(3)	10	3	(9)	(9)	(0)	6
United Foodbrands	37	9	3	(7)	(3)	(10)	(17)	11	7
<b>Jewelry</b>									
Titan	9	11	8	23	29	47	23	41	42
Kalyan	15	16	26	33	35	35	25	52	52
Senco	31	62	107	(41)	45	69	30	282	47
PN Gadgil	-	44	59	33	6	71	49	99	118

\*HUL underlying EBITDA growth (ex-ice cream)

Source: Company, MOFSL

**Exhibit 8: APAT growth trends for our coverage universe**

Companies name	APAT growth (%)								
	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
<b>Staples</b>									
Britannia	-4	16	-9	4	4	-2	23	23	20
Colgate	20	26	5	-2	-7	-12	-8	2	6
Dabur	11	8	-17	2	-8	3	6	9	7
Emami	13	21	19	6	9	8	-27	13	-15
Godrej Consumer	23	24	12	-14	-25	0	-3	12	35
HUL*	-2	2	-2	3	3	-5	-4	1	4
ITC	0	0	2	-11	-1	3	1	11	0
Jyothy	32	17	1	-4	3	-5	-16	-7	6
LT Foods	16	11	-7	-5	8	10	10	10	0
Marico	5	9	11	4	8	9	7	13	14
Nestle	22	6	-3	-12	-4	-13	-5	12	19
P&G Hygiene	72	-39	1	17	-16	111	-1	12	20
Tata consumer	38	-5	10	-18	-18	10	5	42	38
Varun Beverages	25	26	24	40	35	5	19	42	7
Zyduz Wellness	-2	19	154	2033	14	-13	-135	52	30
<b>Paints &amp; Adhesives</b>									
Asian Paints	-1	-25	-29	-24	-31	-6	17	10	33
Indigo Paints	10	-16	-11	-3	6	-1	11	20	15
Pidilite	30	21	19	8	20	19	8	22	17
<b>Liquor</b>									
United Breweries	731	27	23	-25	20	6	-64	56	7
United Spirits	10	25	5	21	60	-1	48	11	14
Radico Khaitan	52	21	33	30	60	84	69	72	76
<b>Innerwear</b>									
Page Industries	38	4	29	34	52	22	0	5	1
<b>QSR</b>									
Jubilant Food.	(44)	(31)	(28)	(2)	43	29	23	33	28
Devyani International	(95)	(17)	PL	PL	PL	(94)	PL	PL	PL
Westlife Foodworld	(96)	(89)	(98)	(59)	96	(65)	PL	68	PL
Sapphire Foods	(82)	(67)	(66)	29	189	PL	PL	(72)	(21)
United Foodbrands	NM	NM	NM	5	NM	NM	NM	LP	Loss
<b>Jewelry</b>									
Titan	5	-5	2	18	13	53	20	44	59
Kalyan	96	23	35	44	36	49	43	72	88
Senco	24	85	189	-50	94	104	41	396	40
PN Gadgil	-	59	141	49	13	96	50	99	107

\*HUL underlying PAT growth (ex-ice cream)

Source: Company, MOFSL

**Exhibit 9: Gross and EBITDA margin expansions in 4QFY26E (%)**

Companies	Gross Margin	YoY (bp)	QoQ (bp)	EBITDA Margin	YoY (bp)	QoQ (bp)
<b>Staples</b>						
Britannia	43.0%	292	-24	19.5%	135	-118
Colgate	70.6%	0	64	33.4%	-62	369
Dabur	47.1%	41	-129	15.6%	51	-504
Emami	66.9%	101	-372	21.8%	-97	-1154
Godrej Consumer	52.8%	27	-10	21.9%	79	41
HUL	51.5%	17	12	23.6%	48	-15
ITC	57.3%	-149	-73	34.3%	-49	-8
Jyothy	47.4%	-179	89	15.0%	-182	0
LT Foods	35.0%	-74	82	10.8%	-81	-41
Marico	44.1%	-450	53	16.0%	-82	-95
Nestle	55.9%	-29	15	24.8%	-82	311
P&G Hygiene	63.0%	279	-358	23.4%	223	-847
Tata consumer	42.7%	79	-7	15.3%	187	125
Varun Beverages	55.1%	53	-28	22.5%	-20	697
Zydus Wellness	65.4%	1045	195	19.3%	-155	1294
<b>Paints &amp; Adhesives</b>						
Asian Paints	44.3%	34	-14	18.5%	130	-161
Indigo Paints	46.3%	-49	-42	23.3%	70	421
Pidilite	56.5%	143	-3	21.3%	114	-424
<b>Liquor</b>						
United Breweries	42.9%	79	-247	7.8%	-20	-306
United Spirits	46.4%	194	-51	18.9%	172	209
Radico Khaitan	46.3%	284	-20	17.0%	341	-25
<b>Innerwear</b>						
Page Industries	60.4%	-52	246	20.6%	-80	-232
<b>QSR</b>						
Barbeque Nation	67.0%	-150	67	16.6%	-164	-155
Devyani intl.	69.4%	90	50	14.3%	-226	-143
Jubilant Food.	74.6%	8	-30	19.9%	67	-58
Sapphire Foods	67.0%	-120	-172	13.9%	-100	-256
Westlife Foodworld	67.8%	-223	31	12.8%	-38	-193
<b>Jewelry</b>						
Kalyan	13.4%	-34	29	7.2%	75	-4
PN Gadgil	14.7%	271	38	7.0%	104	-44
Senco	18.5%	170	-140	9.3%	10	-400
Titan	21.9%	-89	212	11.0%	65	28

Source: Company, MOFSL

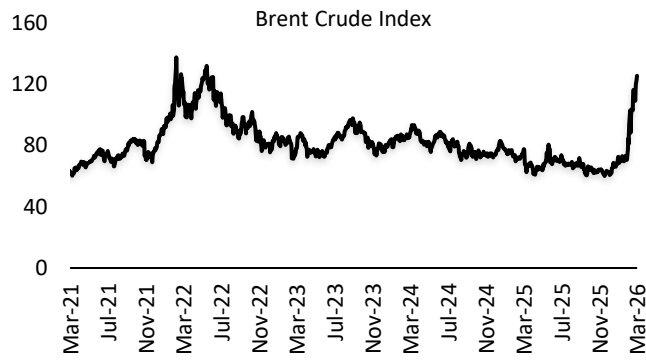
**Exhibit 10: Trend in commodity prices**

Commodity	Unit	CMP	Average prices of commodities					Change in prices (%)		
			4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	YoY	QoQ	vs CMP
<b>Non- Agri Commodity</b>										
Brent Crude	\$/barrel	126	76	68	69	64	81	7%	27%	55%
Titanium Dioxide	INR/kg	320	337	327	317	301	295	-12%	-2%	8%
Titanium Dioxide China	CNY/MT	14,670	15,099	14,892	13,657	13,690	14,010	-7%	2%	5%
VAM China	USD/MT	865	809	782	767	804	860	6%	7%	1%
Soda Ash	INR/50kg	1,675	1,848	1,600	1,565	1,525	1,587	-14%	4%	6%
Glass	India WPI Index	173	174	174	173	173	173	-1%	0%	0%
Gold	MCX Gold (INR/10gm)	1,46,126	83,375	94,876	1,02,287	1,25,742	1,51,105	81%	20%	-3%
HDPE	INR/10kg	1,550	942	928	946	871	1,026	9%	18%	51%
<b>Agri Commodity</b>										
Wheat	INR/quintal	2,400	2,947	2,630	2,732	2,643	2,553	-13%	-3%	-6%
Sugar	INR/quintal	4,080	4,074	4,088	4,068	4,112	4,056	0%	-1%	1%
Mentha	INR/KG	1,215	1,021	1,007	1,062	1,103	1,168	14%	6%	4%
Cashew	India WPI Index	177	168	172	172	180	179	7%	-1%	-1%
Maize	INR/quintal	1,848	2,377	2,262	2,357	1,902	1,839	-23%	-3%	0%
Molasses	India WPI Index	162	158	161	163	162	161	2%	-1%	1%
Barley	INR/quintal	2,200	2,391	2,276	2,304	2,295	2,245	-6%	-2%	-2%
Tea	India WPI Tea	177	173	194	176	184	179	3%	-3%	-1%
Cocoa beans	USD/MT	3,300	9,668	9,359	7,940	5,870	3,893	-60%	-34%	-15%
Coffee	India WPI Coffee	233	230	234	239	231	233	1%	1%	0%
Tobacco	India WPI Tobacco	114	114	114	114	114	114	0%	0%	0%
Milk	India WPI Milk	192	187	189	191	192	192	3%	0%	0%
SMP	US\$/CWT	178	136	132	125	114	141	4%	24%	26%
Copra	Copra WPI Index	396	234	281	391	403	397	70%	-2%	0%
Cotton	USD/LB	70	71	70	70	66	65	-7%	-1%	7%
Yarn	NNS Cotton Yarn Hosiery Yarn Carded 30 price INR/kg India	240	231	233	228	225	235	2%	5%	2%
<b>Oil Commodities</b>										
Palm Fatty acid	USD/MT	1,132	1,038	902	970	1,016	1,055	2%	4%	7%
Malaysia Palm oil	MYR/MT	4,700	4,712	4,071	4,275	4,164	4,174	-11%	0%	13%
Coconut Oil	INR/quintal	34,500	18,460	23,131	32,223	32,095	32,960	79%	3%	5%
Rice Bran oil	Rice Bran oil Index	181	177	177	179	180	181	2%	0%	0%
Sunflower oil	INR/MT	1,60,500	1,32,328	1,30,508	1,30,939	1,40,790	1,53,135	16%	9%	5%

Source: Bloomberg, MOFSL

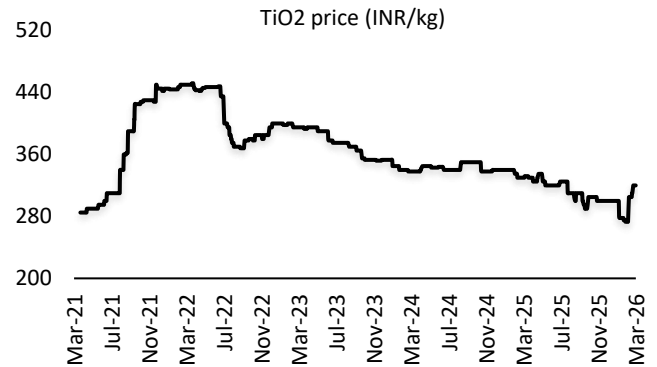
 \*CMP as of 1<sup>st</sup> April

**Exhibit 11: Crude oil prices up 7% YoY/27% QoQ in Mar'26**



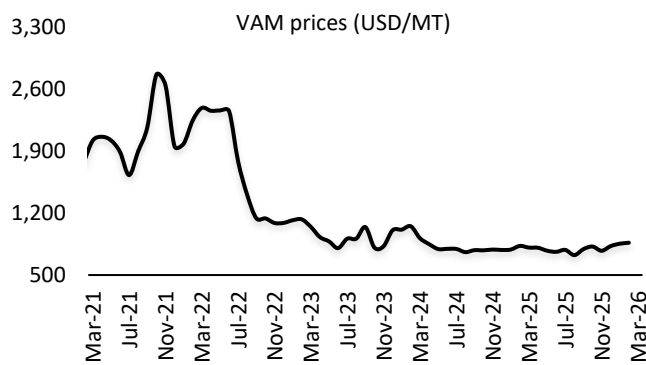
Source: Bloomberg, MOFSL

**Exhibit 12: TiO2 prices down 12% YoY/2% QoQ in Mar'26**



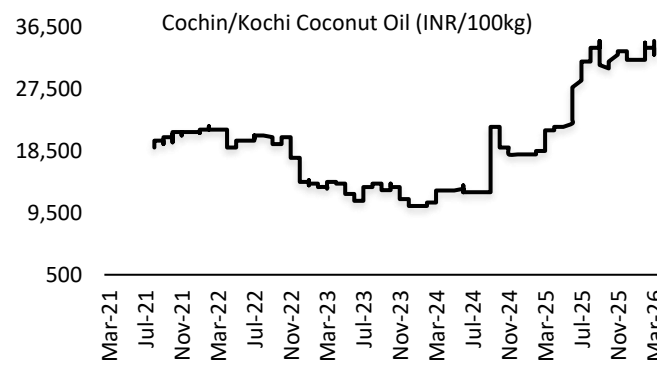
Source: Bloomberg, MOFSL

**Exhibit 13: VAM prices up 6% YoY/7% QoQ in Mar'26**



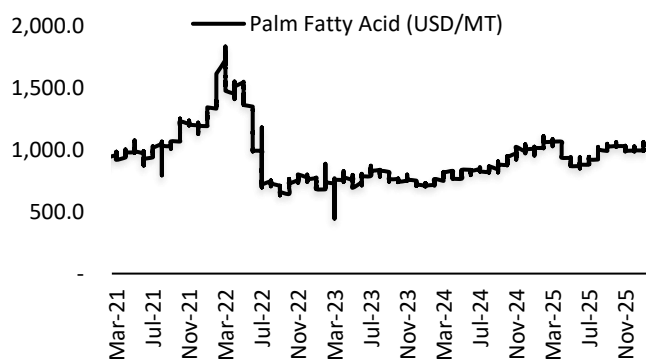
Source: Bloomberg, MOFSL

**Exhibit 14: Coconut oil prices up 79% YoY/3% QoQ in Mar'26**



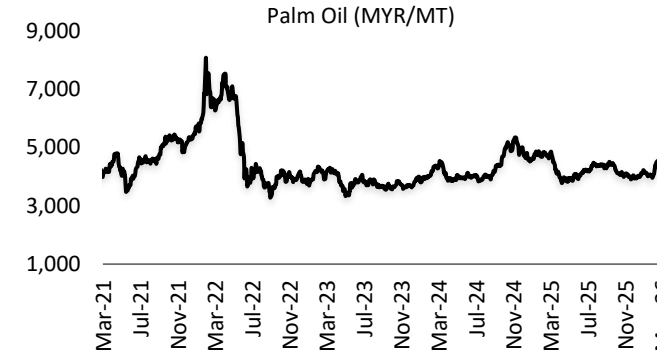
Source: Company, MOFSL

**Exhibit 15: PFAD prices up 2% YoY/4% QoQ in Mar'26**



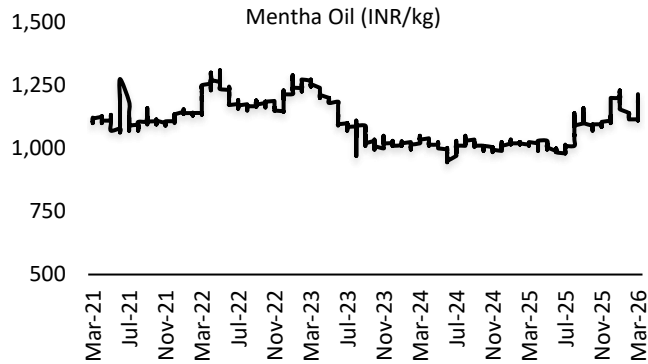
Source: Bloomberg, MOFSL

**Exhibit 16: Malaysian palm oil prices declined 11% YoY/flat QoQ in Mar'26**



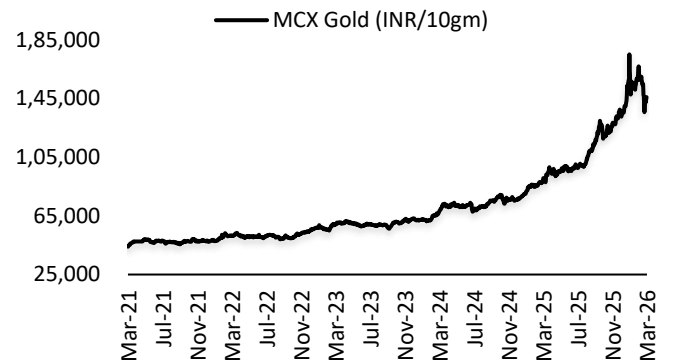
Source: Bloomberg, MOFSL

**Exhibit 17: Mentha oil prices rose 14% YoY/6% QoQ in Mar'26**



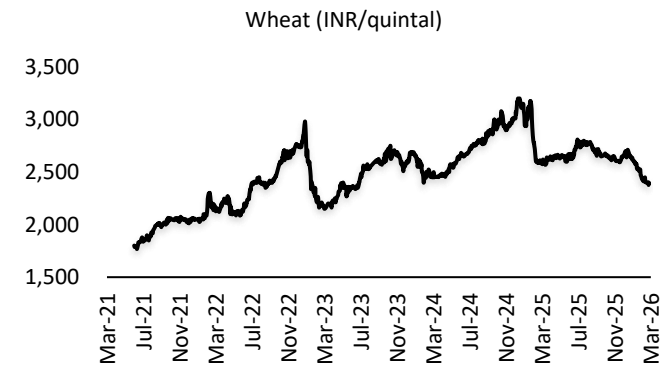
Source: Bloomberg, MOFSL

**Exhibit 18: Average gold prices jumped 81% YoY/20% QoQ in Mar'26**



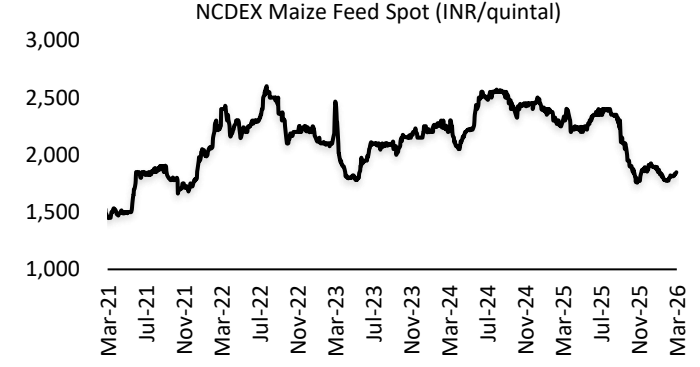
Source: Bloomberg, MOFSL

**Exhibit 19: Wheat prices down 13% YoY/3% QoQ in Mar'26**



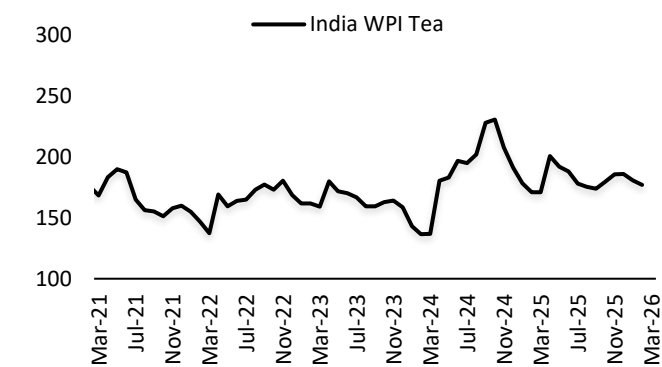
Source: Bloomberg, MOFSL

**Exhibit 20: Maize prices down 23% YoY/3% QoQ in Mar'26**



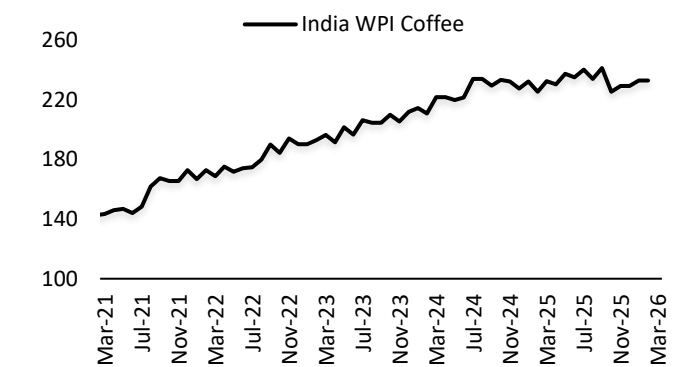
Source: Bloomberg, MOFSL

**Exhibit 21: India WPI tea prices up 3% YoY/declined 3% QoQ in Mar'26**



Source: Bloomberg, MOFSL

**Exhibit 22: India coffee prices up 1% YoY and QoQ in Mar'26**



Source: Bloomberg, MOFSL

**Exhibit 23: Changes to our EPS estimates (%)**

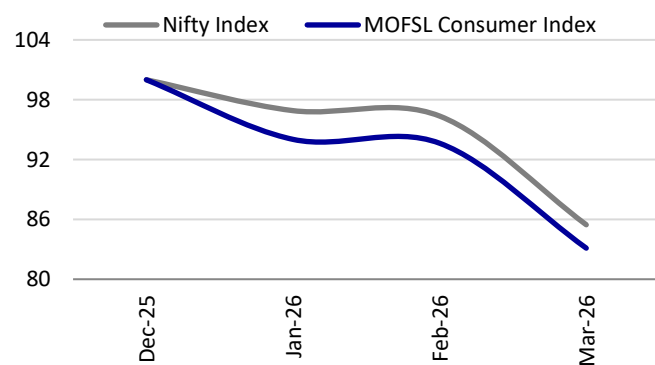
	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
<b>Staples</b>									
Britannia	107.3	122.3	139.0	108.8	128.4	145.9	-1.3%	-4.7%	-4.8%
Colgate	49.5	54.4	60.2	50.7	56.7	61.7	-1.6%	-3.3%	-1.9%
Dabur	10.8	11.8	12.8	10.8	12.2	13.2	0.3%	-2.5%	-3.0%
Emami	19.7	19.8	21.7	20.7	21.0	22.6	-4.6%	-5.8%	-3.9%
GCPL	20.5	24.3	29.0	21.0	25.7	29.9	-2.2%	-5.3%	-3.1%
HUL	44.0	47.7	52.6	44.0	47.9	52.4	0.0%	-0.4%	0.3%
ITC	16.5	16.3	17.6	16.6	16.5	17.8	-0.7%	-1.5%	-0.8%
Jyothy Lab	9.6	9.9	11.3	9.6	10.7	12.1	0.0%	-7.6%	-7.0%
LT Foods	18.7	23.9	28.6	19.0	25.3	30.3	-1.3%	-5.6%	-5.4%
Marico	13.7	16.1	18.1	13.7	16.6	18.2	-0.3%	-3.2%	-0.7%
Nestle	16.7	19.7	22.3	17.0	20.4	23.2	-1.5%	-3.7%	-3.9%
P&G	274.1	295.9	323.2	270.1	298.5	326.0	1.5%	-0.9%	-0.8%
Tata Consumer	15.9	19.4	21.9	15.9	19.4	21.9	0.0%	0.0%	0.0%
Varun Beverages	9.0	10.2	12.1	9.0	10.4	12.1	0.0%	-1.3%	0.0%
Zyduz Wellness	11.2	15.9	19.6	11.2	15.9	19.6	-2.3%	-0.4%	-0.4%
<b>Paints &amp; Adhesives</b>									
Asian Paints	46.6	50.1	57.2	46.7	53.2	59.5	-0.2%	-5.9%	-3.9%
Indigo Paints	33.6	37.6	45.9	33.0	40.3	47.4	1.8%	-6.8%	-3.0%
Pidilite	24.0	26.3	30.3	24.0	26.4	30.4	0.3%	-0.3%	-0.2%
<b>Liquor</b>									
UBBL	16.4	23.7	32.9	16.5	24.7	33.1	-0.4%	-4.1%	-0.4%
UNSP	22.7	25.1	27.9	22.8	25.6	28.4	-0.3%	-2.1%	-1.8%
RDCK	45.1	56.6	69.7	45.3	56.1	69.6	-0.5%	0.9%	0.2%
<b>Innerwear</b>									
Page Industries	704.6	774.7	862.7	706.3	792.0	884.9	-0.2%	-2.2%	-2.5%
<b>QSR*</b>									
Barbeque Nation	2.1	2.3	2.6	2.0	2.3	2.5	4.0%	0.0%	3.0%
Devyani	8.3	10.5	12.7	8.3	10.8	13.3	-0.7%	-2.7%	-4.8%
Jubilant	18.7	21.0	24.1	18.8	21.6	25.1	-0.5%	-3.0%	-3.9%
Sapphire	4.6	5.5	6.3	4.7	5.7	6.5	-0.8%	-2.6%	-3.2%
Westlife	3.4	4.0	4.7	3.4	4.1	4.9	0.4%	-2.4%	-3.7%
<b>Jewelry</b>									
Kalyan	12.9	16.2	19.2	12.3	15.5	18.5	5.4%	4.2%	3.4%
PN Gadgil	33.2	33.2	37.0	29.8	33.3	37.9	11.4%	-0.3%	-2.5%
Senco	31.1	20.9	22.8	30.8	20.4	22.6	1.2%	2.4%	0.9%
Titan	60.6	72.9	87.5	60.3	72.6	87.1	0.4%	0.4%	0.4%

Source: Company, MOFSL \*For QSR, it is change in our EBITDA estimates

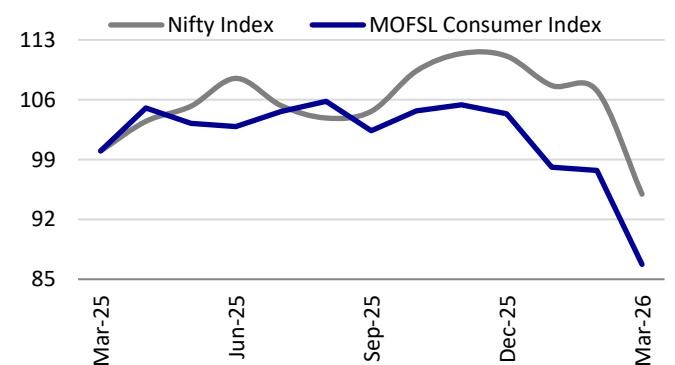
**Exhibit 24: Comparative valuations**

Company	Reco	CMP (INR)	EPS (INR)			P/E (x)			PB (x)			ROE (%)		
			FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
<b>Consumer Staples</b>														
Britannia Inds.	Buy	5,443	107.3	122.3	139.0	50.7	44.5	39.2	25.8	21.5	17.5	54.8	52.7	49.2
Colgate-Palm.	Buy	1,829	49.9	54.8	60.5	36.6	33.4	30.2	31.5	31.6	29.8	83.7	94.5	101.5
Dabur India	Neutral	417	10.8	11.8	12.8	38.6	35.2	32.5	6.4	6.2	6.2	17.1	17.9	19.1
Emami	Buy	398	19.7	19.8	21.7	20.2	20.1	18.3	5.8	5.4	5.1	30.4	28.0	28.7
Godrej Consumer	Buy	995	20.5	24.3	29.0	48.4	40.9	34.4	8.2	8.0	7.7	17.2	19.7	22.8
Hind. Unilever	Buy	2,065	44.0	47.7	52.6	46.9	43.3	39.3	9.7	9.6	9.4	20.8	22.3	24.2
ITC	Neutral	293	16.5	16.3	17.6	17.8	18.0	16.6	5.1	5.0	4.8	29.0	28.0	29.5
Jyothy Labs	Neutral	208	9.6	9.9	11.3	21.8	21.0	18.5	3.7	3.5	3.2	17.1	17.1	18.1
L T Foods	Buy	387	18.7	23.9	28.6	20.6	16.2	13.5	3.1	2.7	2.3	15.9	17.8	18.4
Marico	Buy	762	13.7	16.1	18.1	55.8	47.3	42.1	23.8	22.0	20.0	43.5	48.4	49.8
Nestle India	Neutral	1,192	16.7	19.7	22.3	71.2	60.6	53.5	50.7	46.8	43.0	75.6	80.4	83.9
P & G Hygiene	Neutral	9,763	274.1	295.9	323.2	35.6	33.0	30.2	34.6	28.6	24.1	107.8	95.1	86.6
Tata Consumer	Buy	1,042	15.3	19.5	21.9	68.0	53.5	47.6	4.6	4.3	4.0	7.4	9.0	9.4
Varun Beverages	Buy	404	9.0	10.2	12.1	45	39	33.3	7.0	6.2	5.4	16.8	16.6	17.2
Zyduz Wellness	Buy	444	11.0	15.9	19.6	40	28	22.7	2.4	2.3	2.2	6.1	8.4	9.8
<b>Paints and Adhesive</b>														
Asian Paints	Neutral	2,169	46.6	50.1	57.2	46.5	43.3	38.0	9.8	9.0	8.2	22.0	21.7	22.7
Indigo Paints	Buy	768	33.6	37.6	45.9	22.9	20.4	16.7	3.2	2.7	2.4	14.6	14.4	15.3
Pidilite Inds.	Neutral	1,273	24.0	26.3	30.3	52.9	48.4	42.0	11.8	10.5	9.3	23.6	22.9	23.4
<b>Innerwear</b>														
Page Industries	Buy	33,940	704.6	774.7	862.7	48.2	43.8	39.3	22.4	18.9	16.1	46.5	43.2	41.0
<b>Liquor</b>														
Radico Khaitan	Buy	2,624	45.1	56.6	69.7	58.2	46.4	37.6	11.1	9.3	7.8	19.0	20.0	20.6
United Breweries	Neutral	1,486	16.4	23.7	32.9	90	63	45.1	8.6	8.0	7.3	9.7	13.2	16.9
United Spirits	Neutral	1,223	22.7	25.1	27.9	54	49	43.8	9.3	7.8	6.6	17.3	16.0	15.1
<b>QSR</b>														
United Foodbrands	Neutral	213	-11.6	-13.1	-10.3	NM	NM	NM	2.6	3.1	3.7	-14.2	-19.3	-17.8
Devyani Intl.	Buy	97	-0.1	1.0	1.8	NM	101.3	54.1	19.2	26.6	33.8	-1.5	22.0	55.0
Jubilant Food.	Neutral	447	5.5	7.5	9.6	81.4	59.4	46.6	14.8	14.8	14.0	18.1	25.0	30.2
Sapphire Foods	Buy	154	-0.1	1.7	2.4	NM	148	104	3.5	3.4	3.3	0	4	5
Westlife Foodworld	Neutral	459	-0.9	1.2	4.1	NM	377.6	113.0	11.6	11.6	10.4	-2.4	3.1	9.7
<b>Jewelry</b>														
Kalyan Jewellers	Buy	394	12.9	16.2	19.2	30.4	24.4	20.5	7.1	5.9	5.1	25.1	26.0	26.0
P N Gadgil Jewellers	Buy	565	33.2	33.2	37.0	17.0	17.0	15.3	3.8	3.1	2.6	25.3	20.2	18.5
Senco Gold	Neutral	289	31.1	20.9	22.8	9.3	13.8	12.7	1.9	1.7	1.5	23.1	13.1	12.8
Titan Company	Buy	4,098	60.6	72.9	87.5	67.6	56.2	46.8	23.7	18.3	14.4	39.9	36.7	34.3

Source: Company, MOFSL

**Exhibit 25: Relative performance – three months (%)**


Source: MOFSL, Company

**Exhibit 26: One-year relative performance (%)**


Source: MOFSL, Company

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL Coverage Universe. Highlighted columns indicate the quarter/financial year under review.

<b>Asian Paints</b>	<b>Neutral</b>
<b>CMP: INR2,169   TP: INR2,450 (+13%)</b>	<b>EPS CHANGE (%): FY26 FY27 FY28: -0.2 -5.9 -3.9</b>
<ul style="list-style-type: none"> <li>■ We model a 4.7% revenue growth in 4Q on a weak base.</li> <li>■ Upcoming price hikes in the paints category will also help the company boost its primary sales by increasing channel filling.</li> </ul>	<ul style="list-style-type: none"> <li>■ Volume growth is expected to be 9% in domestic decorative paints. The gap between volume and value growth is due to downtrading.</li> <li>■ We expect a GP margin expansion of 40bp YoY to 44.3% on stable RM prices. EBITDA margin is likely to improve 130bp YoY to 18.5%.</li> <li>■ We expect no significant impact from steep crude oil inflation in 4QFY26.</li> </ul>

Quarterly Performance (Consol.)										(INR m)	
Y/E March	FY25				FY26E				FY25	FY26E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			
Est. Dom. Deco. Vol. growth (%)	7.0	-0.5	1.6	1.8	3.9	10.9	8.0	9.2	2.5	8.0	
Net Sales	89,697	80,275	85,494	83,589	89,386	85,313	88,670	87,506	3,39,056	3,50,874	
Change (%)	-2.3	-5.3	-6.1	-4.3	-0.3	6.3	3.7	4.7	-4.5	3.5	
Gross Profit	38,152	32,732	36,291	36,724	38,155	36,849	39,382	38,744	1,43,898	1,53,129	
Gross Margin (%)	42.5	40.8	42.4	43.9	42.7	43.2	44.4	44.3	42.4	43.6	
EBITDA	16,938	12,395	16,367	14,362	16,250	15,034	17,810	16,170	60,062	65,263	
Margin (%)	18.9	15.4	19.1	17.2	18.2	17.6	20.1	18.5	17.7	18.6	
Change (%)	-20.2	-27.8	-20.4	-15.1	-4.1	21.3	8.8	12.6	-20.8	8.7	
Interest	554	630	558	528	445	439	479	461	2,270	1,824	
Depreciation	2,277	2,420	2,556	3,011	3,009	3,049	3,131	2,391	10,263	11,579	
Other Income	1,562	1,736	1,430	999	1,928	1,986	1,610	1,232	5,726	6,757	
PBT	15,669	11,081	14,683	11,822	14,724	13,532	15,810	14,551	53,255	58,617	
Tax	4,168	2,654	3,897	3,214	3,917	3,733	4,152	3,146	13,934	14,947	
Effective Tax Rate (%)	26.6	23.9	26.5	27.2	26.6	27.6	26.3	21.6	26.2	25.5	
Adjusted PAT	11,700	8,748	11,105	8,751	10,998	9,936	12,175	11,609	40,303	44,717	
Change (%)	-25.7	-29.0	-24.7	-31.4	-6.0	13.6	9.6	32.7	-25.2	11.0	

E: MOFSL Estimates

<b>Britannia Industries</b>	<b>Buy</b>
<b>CMP: INR5,443   TP: INR 7,000 (+29%)</b>	<b>EPS CHANGE (%): FY26 FY27 FY28: -1.3 -4.7 -4.8</b>
<ul style="list-style-type: none"> <li>■ We expect an 11% revenue growth YoY, led by volume growth of 9%. The growth will be led by grammage hikes in LUPs (60-65% sales mix).</li> </ul>	<ul style="list-style-type: none"> <li>■ GP margin is likely to expand 290bp YoY to 43%, aided by benign RM prices. EBITDA margin is likely to improve 130bp YoY to 19.5%.</li> <li>■ BRIT continues to focus on innovation and distribution channels to gain market share.</li> </ul>

Consol. Quarterly Performance										(INR m)	
Y/E March	FY25				FY26E				FY25	FY26E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			
Base business volume growth (%)	8.0	8.0	6.0	3.0	2.0	-3.0	6.0	9.0	6.3	3.5	
Total Revenue	42,503	46,676	45,926	44,322	46,222	48,406	49,698	49,220	1,79,427	1,93,547	
YoY change (%)	6.0	5.3	7.9	8.9	8.8	3.7	8.2	11.1	7.0	7.9	
Gross Profit	18,449	19,381	17,784	17,773	18,631	20,177	21,500	21,175	73,386	81,483	
Margins (%)	43.4	41.5	38.7	40.1	40.3	41.7	43.3	43.0	40.9	42.1	
EBITDA	7,537	7,834	8,449	8,052	7,571	9,545	10,286	9,605	31,872	37,006	
Margins (%)	17.7	16.8	18.4	18.2	16.4	19.7	20.7	19.5	17.8	19.1	
YoY growth (%)	9.4	-10.2	2.9	2.3	0.4	21.8	21.7	19.3	0.5	16.1	
Depreciation	739	761	824	810	820	851	845	885	3,133	3,401	
Interest	290	346	446	307	262	347	333	380	1,388	1,321	
Other Income	556	460	625	630	570	521	595	589	2,271	2,275	
PBT	7,064	7,187	7,804	7,566	7,059	8,869	9,703	8,929	29,621	34,559	
Tax	1,762	1,836	1,961	1,928	1,809	2,286	2,369	2,235	7,487	8,698	
Rate (%)	24.9	25.5	25.1	25.5	25.6	25.8	24.4	25.0	25.3	25.2	
Adjusted PAT	5,232	5,317	5,823	5,591	5,201	6,551	7,182	6,694	21,962	25,753	
YoY change (%)	14.9	-9.4	4.4	4.2	-0.6	23.2	23.3	19.7	2.8	17.3	

E: MOFSL Estimates

## Colgate

**Buy**
**CMP: INR1,829 | TP: INR2,150 (+18%)**
**EPS CHANGE (%): FY26|FY27|FY28: -1.6|-3.3|-1.9**

- Demand remained subdued for the company during the quarter. We model a revenue growth of ~4% and 2% volume growth YoY in 4Q on a weak base.
- We expect price mix to improve, backed by premiumization.
- GP margin is expected to remain flat YoY to 70.6%, and EBITDA margin is anticipated to contract 60bp YoY to 33.4%.

### Quarterly Performance

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume Gr %	7.0	8.0	4.0	0.0	-3.0	-5.0	-2.0	2.0	4.8	-2.0
Net Sales (inclgd. OOI)	14,967	16,191	14,618	14,625	14,341	15,195	14,861	15,271	60,402	59,668
YoY change (%)	13.1	10.1	4.7	-1.8	-4.2	-6.2	1.7	4.4	6.3	-1.2
Gross Profit	10,574	11,098	10,220	10,327	9,884	10,553	10,398	10,783	42,219	41,618
Gross margin (%)	70.6	68.5	69.9	70.6	68.9	69.5	70.0	70.6	69.9	69.8
EBITDA	5,083	4,974	4,544	4,980	4,526	4,654	4,420	5,106	19,581	18,706
Margins (%)	34.0	30.7	31.1	34.1	31.6	30.6	29.7	33.4	32.4	31.4
YoY growth (%)	21.6	3.2	-3.0	-6.4	-11.0	-6.4	-2.7	2.5	3.0	-4.5
Depreciation	415	417	411	384	375	372	363	374	1,627	1,484
Interest	10	12	11	11	10	10	10	18	43	48
Financial other Income	234	195	204	191	179	150	393	243	824	965
PBT	4,893	4,740	4,325	4,776	4,320	4,423	4,441	4,957	18,734	18,140
Tax	1,253	1,354	1,097	1,226	1,113	1,148	1,118	1,186	4,930	4,566
Rate (%)	25.6	28.6	25.4	25.7	25.8	25.9	25.2	23.9	26.3	25.2
Adj PAT	3,640	3,555	3,228	3,550	3,206	3,275	3,297	3,770	13,973	13,574
YoY change (%)	26.2	4.6	-2.2	-6.5	-11.9	-7.9	2.2	6.2	4.4	-2.9
Reported PAT	3,640	3,951	3,228	3,550	3,206	3,275	3,239	3,770	14,368	13,574

E: MOFSL Estimates

## Dabur

**Neutral**
**CMP: INR417 | TP: INR465 (+12%)**
**EPS CHANGE (%): FY26|FY27|FY28: +0.3|-2.5|-3.0**

- We expect a 3.5% revenue growth, mainly backed by 4% volume growth in the India business. A higher share of MENA (~8% of revenue) is likely to hurt the consol. performance. The India business is likely to remain steady.
- Home and Personal Care (HPC) is expected to deliver double-digit growth, while healthcare and F&B segments are expected to deliver a low-single-digit growth.
- GP margin is likely to expand 40bp YoY to 47.1%, and EBITDA is expected to improve by 50bp YoY to 15.6%.
- International business is likely to deliver a mid-to-high-single-digit decline, against the backdrop of geopolitical tension in the MENA region. The rest of the regions are expected to report steady performance.

### Quarterly Performance (Consolidated)

(INR m)

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic FMCG vol. growth (%)	5.2	-7.0	1.2	-5.0	-1.0	2.0	3.0	4.0	-1.4	2.0
Net sales	33,491	30,286	33,553	28,301	34,046	31,913	35,587	29,283	1,25,631	1,30,829
YoY change (%)	7.0	-5.5	3.1	0.6	1.7	5.4	6.1	3.5	1.3	4.1
Gross profit	16,005	14,943	16,124	13,211	16,013	15,778	17,218	13,789	60,282	62,798
Margin (%)	47.8	49.3	48.1	46.7	47.0	49.4	48.4	47.1	48.0	48.0
EBITDA	6,550	5,526	6,819	4,269	6,678	5,881	7,341	4,565	23,163	24,465
Margins (%)	19.6	18.2	20.3	15.1	19.6	18.4	20.6	15.6	18.4	18.7
YoY growth (%)	8.3	-16.4	2.1	-8.6	2.0	6.4	7.7	6.9	-3.5	5.6
Depreciation	1,091	1,110	1,086	1,169	1,141	1,154	1,172	1,194	4,456	4,661
Interest	327	474	442	393	346	397	311	421	1,635	1,475
Other income	1,294	1,515	1,280	1,412	1,440	1,401	1,406	1,456	5,501	5,703
PBT	6,427	5,457	6,571	4,119	6,630	5,731	7,265	4,406	22,573	24,032
Tax	1,481	1,284	1,418	992	1,543	1,282	1,575	1,126	5,175	5,527
Rate (%)	23.0	23.5	21.6	24.1	23.3	22.4	21.7	25.6	22.9	23.0
Adjusted PAT	5,084	4,333	5,306	3,284	5,222	4,608	5,795	3,500	18,006	19,162
YoY change (%)	7.7	-17.2	1.6	-8.2	2.7	6.4	9.2	6.6	-4.0	6.4

E: MOFSL Estimates

## Emami

**Buy**
**CMP: INR398 | TP: INR525 (+32%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -4.6 | -5.8 | -3.9**

- Revenue is expected to decline by ~2%, hit by weak summer demand, unseasonal rains in North India, and a slowdown in the Middle East business (6% of revenue).
- Volume growth is likely to remain flat. The company has taken ~2% price hike in its domestic portfolio.
- GM is expected to expand 100bp YoY to 66.9%. EBITDA margin is likely to contract 100bp YoY to 21.8% due to negative operating leverage.

### Consol. Quarterly performance

Y/E MARCH	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic volume growth (%)	8.7	1.7	4.0	5.0	-3.0	-16.0	9.0	0.0	4.9	-2.5
<b>Net Sales</b>	<b>9,061</b>	<b>8,906</b>	<b>10,495</b>	<b>9,631</b>	<b>9,041</b>	<b>7,985</b>	<b>11,518</b>	<b>9,454</b>	<b>38,092</b>	<b>37,998</b>
YoY change (%)	9.7	3.0	5.3	8.1	-0.2	-10.3	9.8	-1.8	6.5	-0.2
<b>Gross Profit</b>	<b>6,131</b>	<b>6,296</b>	<b>7,377</b>	<b>6,346</b>	<b>6,276</b>	<b>5,671</b>	<b>8,136</b>	<b>6,326</b>	<b>26,150</b>	<b>26,409</b>
Gross margin (%)	67.7	70.7	70.3	65.9	69.4	71.0	70.6	66.9	68.6	69.5
<b>EBITDA</b>	<b>2,165</b>	<b>2,505</b>	<b>3,387</b>	<b>2,194</b>	<b>2,142</b>	<b>1,785</b>	<b>3,842</b>	<b>2,063</b>	<b>10,251</b>	<b>9,832</b>
Margins (%)	23.9	28.1	32.3	22.8	23.7	22.4	33.4	21.8	26.9	25.9
YoY change	13.9	7.2	7.6	4.0	-1.1	-28.7	13.4	-6.0	8.0	-4.1
Depreciation	444	447	456	435	445	453	453	457	1,782	1,808
Interest	21	23	22	28	24	26	29	10	93	90
Other Income	105	216	149	212	216	214	190	201	681	820
<b>PBT</b>	<b>1,805</b>	<b>2,251</b>	<b>3,059</b>	<b>1,943</b>	<b>1,889</b>	<b>1,520</b>	<b>3,549</b>	<b>1,796</b>	<b>9,057</b>	<b>8,755</b>
Tax	278	94	224	315	225	18	256	376	911	875
Rate (%)	15.4	4.2	7.3	16.2	11.9	1.2	7.2	21.0	10.1	10.0
<b>Adj. PAT</b>	<b>1,702</b>	<b>2,333</b>	<b>3,006</b>	<b>1,812</b>	<b>1,843</b>	<b>1,711</b>	<b>3,408</b>	<b>1,546</b>	<b>8,853</b>	<b>8,614</b>
YoY change (%)	20.5	18.6	6.3	8.6	8.3	-26.7	13.4	-14.7	12.4	-2.7
<b>Reported PAT</b>	<b>1,506</b>	<b>2,110</b>	<b>2,790</b>	<b>1,622</b>	<b>1,643</b>	<b>1,484</b>	<b>3,195</b>	<b>1,360</b>	<b>8,027</b>	<b>7,782</b>
YoY change (%)	10.1	17.2	7.0	10.5	9.1	-29.7	14.5	-16.2	10.9	-3.1

## Godrej Consumer

**Buy**
**CMP: INR995 | TP: INR1,300 (+31%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -2.2 | -5.3 | -3.1**

- We expect an 8% volume growth and an 11% revenue growth in the India business. The home care business should grow in double digits, and personal care in high single digits.
- Palm oil prices remain elevated but stable YoY with no impact from gas costs (given electrified operations). The company is likely to take portfolio-level price hikes in 1QFY27, driven by higher packaging costs, which could support margins going forward.
- We model revenue of -1%/+15%/-6% in Indonesia/GAUM and other international businesses.
- India business EBITDA margin is expected to expand 250bp YoY to 25.1% on a favorable base (22.6% in 4QFY25).

### Quarterly Performance (Consolidated)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic volume Growth (%)	8	7	0	4	5	3	9	8	5	6
<b>Net Sales (including OOI)</b>	<b>33,316</b>	<b>36,663</b>	<b>37,684</b>	<b>35,980</b>	<b>36,619</b>	<b>38,251</b>	<b>40,991</b>	<b>39,859</b>	<b>1,43,643</b>	<b>1,55,720</b>
YoY change (%)	-3.4	1.8	3.0	6.3	9.9	4.3	8.8	10.8	1.9	8.4
<b>Gross Profit</b>	<b>18,608</b>	<b>20,381</b>	<b>20,402</b>	<b>18,890</b>	<b>19,005</b>	<b>19,931</b>	<b>21,673</b>	<b>21,033</b>	<b>78,282</b>	<b>81,643</b>
Margin (%)	55.9	55.6	54.1	52.5	51.9	52.1	52.9	52.8	54.5	52.4
<b>EBITDA</b>	<b>7,262</b>	<b>7,617</b>	<b>7,559</b>	<b>7,592</b>	<b>6,946</b>	<b>7,333</b>	<b>8,804</b>	<b>8,726</b>	<b>30,031</b>	<b>31,892</b>
Margins (%)	21.8	20.8	20.1	21.1	19.0	19.2	21.5	21.9	20.9	20.5
YoY growth (%)	6.5	5.3	-16.4	-0.2	-4.4	-3.7	16.5	14.9	-2.2	6.2
Depreciation	495	501	619	726	594	656	664	608	2,340	2,522
Interest	878	831	897	896	865	759	789	768	3,501	3,181
Other Income	751	843	831	737	845	629	559	588	3,161	2,620
<b>PBT</b>	<b>6,623</b>	<b>7,107</b>	<b>6,874</b>	<b>6,708</b>	<b>6,332</b>	<b>6,547</b>	<b>7,910</b>	<b>7,938</b>	<b>27,312</b>	<b>28,809</b>
Tax	1,933	2,154	1,834	2,275	1,613	1,657	2,021	2,110	8,196	7,400
Rate (%)	29.2	30.3	26.7	33.9	25.5	25.3	25.5	26.6	30.0	25.7
<b>Adj PAT</b>	<b>4,649</b>	<b>4,953</b>	<b>5,025</b>	<b>4,321</b>	<b>4,669</b>	<b>4,811</b>	<b>5,626</b>	<b>5,828</b>	<b>18,948</b>	<b>21,017</b>
YoY change (%)	23.6	12.2	-14.3	-24.8	0.4	-2.9	12.0	34.9	-4.2	10.9
Extraordinaries	-142	-40	-42	-202	-144	-218	-647	0	-632	-1,009
<b>Reported PAT</b>	<b>4,507</b>	<b>4,913</b>	<b>4,983</b>	<b>4,119</b>	<b>4,525</b>	<b>4,593</b>	<b>4,979</b>	<b>5,828</b>	<b>18,522</b>	<b>20,007</b>

E: MOFSL Estimate

## Hindustan Unilever

**Buy**
**CMP: INR2,065 | TP: INR2,600 (+26%)**
**EPS CHANGE (%): FY26|FY27: -|-0.4|0.3**

- The organic business is expected to deliver 7% revenue growth, led by 5% volume growth. Reported revenue growth has been 4% due to the demerger of the ice cream business.
- We model revenue growth of 5% in home care and personal care each, 12% in beauty and wellbeing, and 5% in F&B.
- Reported EBITDA margin is projected to expand by ~50bp YoY to 23.6%. On an underlying, like-for-like basis, margins have contracted by ~20bp. However, at the reported level, margins benefit by 50–60bp due to the demerger of the ice cream business, which was a low-margin segment.

### Quarterly performance (Consolidated)

**(INR b)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q*	4QE*		
Domestic volume growth (%)	4.0	3.0	0.0	2.0	4.0	0.0	4.0	5.0	2.0	3.3
Total revenue	157.1	159.3	158.2	156.7	165.1	162.4	164.4	162.2	631.2	654.2
YoY change (%)	1.4	1.9	1.6	3.0	5.1	2.0	3.9	6.8 <sup>^</sup>	2.0	3.6
Gross Profit	81.6	82.2	81.2	80.5	82.7	83.5	84.5	83.6	325.4	334.3
Margin %	52.0	51.6	51.3	51.4	50.1	51.4	51.4	51.5	51.6	51.1
EBITDA	37.4	37.9	37.0	36.2	37.2	37.3	39.0	38.2	148.5	151.7
YoY change (%)	2.2	-0.1	0.8	2.4	-0.7	-1.7	5.6	5.7 <sup>^</sup>	1.3	2.2
Margins (%)	23.8	23.8	23.4	23.1	22.5	23.0	23.7	23.6	23.5	23.2
Depreciation	3.3	3.4	3.4	3.5	3.6	3.6	3.4	3.4	13.6	14.0
Interest	0.9	1.1	1.1	0.8	1.3	1.3	0.9	1.1	4.0	4.5
Other income	2.6	2.2	2.3	3.1	2.0	1.5	1.4	1.9	10.2	6.8
PBT	35.8	35.6	34.7	35.0	34.3	33.9	36.2	35.7	141.2	140.0
Tax	9.2	9.5	9.9	8.9	5.4	8.8	8.0	8.6	37.4	30.7
Rate (%)	25.6	26.6	28.6	25.3	15.6	25.8	22.2	24.2	26.5	22.0
PAT bei	26.5	26.0	26.0	25.7	25.3	25.0	26.2	26.9	104.2	103.4
YoY change (%)	2.5	-2.1	2.9	2.6	-4.5	-4.0	0.7	3.5 <sup>^</sup>	1.4	-0.8

E: MOFSL Estimates

 \*3QFY26 onwards is ex-ice cream business not comparable to base <sup>^</sup>underlying growth

## Indigo Paints

**Buy**
**CMP: INR768 | TP: INR1,100 (+43%)**
**EPS CHANGE (%): FY26|FY27|FY28: +1.8|-6.8|-3.0**

- We expect a 10% revenue growth in 4QFY26, on a favorable base. We expect Indigo Paints to continue growing ahead of the industry.
- Upcoming price hikes in the paints category will also aid the company in boosting its primary sales by increasing channel filling.
- GP margin is expected to contract 50bp YoY to 46.3%. EBITDA margin is expected to improve 70bp YoY to 23.3% on the back of some operational efficiencies.
- We expect no significant impact from steep crude oil inflation in 4QFY26.

### Consolidated Quarterly Performance

**(INR m)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Net Sales	3,110	2,995	3,426	3,876	3,089	3,121	3,588	4,247	13,407	14,044
Change (%)	7.8	7.4	-3.2	0.7	-0.7	4.2	4.7	9.6	2.6	4.8
Raw Material/PM	1,661	1,686	1,829	2,061	1,671	1,723	1,910	2,279	7,237	7,584
Gross Profit	1,449	1,309	1,597	1,815	1,418	1,397	1,677	1,968	6,170	6,460
Gross Margin (%)	46.6	43.7	46.6	46.8	45.9	44.8	46.8	46.3	46.0	46.0
EBITDA	474	415	572	874	443	465	683	988	2,335	2,580
Margin (%)	15.2	13.9	16.7	22.6	14.3	14.9	19.0	23.3	17.4	18.4
Change (%)	-3.5	-1.5	-8.1	3.3	-6.5	12.1	19.5	13.0	-1.9	10.5
Interest	6	7	6	15	7	7	6	15	35	35
Depreciation	152	154	147	132	148	151	150	156	585	605
Other Income	42	51	31	60	60	30	37	73	185	200
PBT	357	306	450	787	348	338	565	890	1,900	2,140
Tax	90	83	92	213	87	85	132	234	478	538
Effective Tax Rate (%)	25.3	27.2	20.4	27.0	25.0	25.2	23.4	26.3	25.2	25.2
Adjusted PAT	262	226	360	569	259	251	431	656	1,418	1,598
Change (%)	-15.6	-10.6	-3.3	6.0	-1.0	10.9	19.7	15.3	-3.8	12.7

E: MOFSL Estimates

## ITC

**Neutral**
**CMP: INR293 | TP: INR335 (+14%)**
**EPS CHANGE (%): FY26|FY27|FY28: -0.7|-1.5|-0.8**

- The cigarette business revenue is expected to decline 2%, and volume is expected to be flat YoY in 4Q. It was hit by an increase in taxation.
- The FMCG business is anticipated to post healthy growth. We model an 11% revenue growth.
- In the agri/paper business, we model 12%/5% revenue growth.
- We model a 5% YoY dip in cigarette EBIT, and the margin contracted 70bp YoY 56.9% due to rising leaf tobacco prices and insufficient price hikes. In the FMCG business, we expect a 37% EBIT growth, with a 140bp margin expansion.

### Consol. Quarterly Performance (Reported)

**(INR b)**

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q*	2Q*	3Q	4QE		
<b>Est. cigarette vol. gr. (%)</b>	<b>3.0</b>	<b>3.5</b>	<b>6.0</b>	<b>5.0</b>	<b>6.0</b>	<b>6.0</b>	<b>6.5</b>	<b>0.0</b>	<b>4.4</b>	<b>4.6</b>
<b>Net Sales</b>	<b>184.6</b>	<b>207.4</b>	<b>187.9</b>	<b>187.7</b>	<b>214.9</b>	<b>195.0</b>	<b>200.5</b>	<b>198.7</b>	<b>767.5</b>	<b>809.1</b>
YoY change (%)	7.5	16.7	4.3	4.7	16.5	-6.0	6.7	5.9	8.3	5.4
<b>Gross Profit</b>	<b>111.7</b>	<b>115.9</b>	<b>108.3</b>	<b>110.3</b>	<b>112.6</b>	<b>113.6</b>	<b>116.3</b>	<b>113.8</b>	<b>446.2</b>	<b>456.4</b>
Margin (%)	60.5	55.9	57.6	58.8	52.4	58.3	58.0	57.3	58.1	56.4
<b>EBITDA</b>	<b>67.5</b>	<b>67.6</b>	<b>63.6</b>	<b>65.2</b>	<b>68.2</b>	<b>66.9</b>	<b>68.8</b>	<b>68.1</b>	<b>263.9</b>	<b>271.7</b>
Growth (%)	1.2	4.8	-2.2	-1.6	1.0	-1.0	8.2	4.4	0.5	3.0
Margins (%)	36.6	32.6	33.9	34.7	31.7	34.3	34.3	34.3	34.4	33.6
Depreciation	5.0	5.2	4.2	4.1	4.2	4.3	4.3	4.3	18.5	17.2
Interest	0.1	0.2	0.1	0.1	0.2	0.2	0.2	0.1	0.5	0.7
Other Income	6.9	6.2	6.0	6.4	6.8	5.8	5.7	6.6	25.5	25.0
<b>PBT</b>	<b>69.3</b>	<b>68.4</b>	<b>65.3</b>	<b>67.4</b>	<b>70.6</b>	<b>68.2</b>	<b>70.1</b>	<b>70.2</b>	<b>270.4</b>	<b>278.8</b>
Tax	17.6	17.9	17.3	16.8	17.8	17.9	17.4	17.1	69.6	70.2
Rate (%)	25.4	26.2	26.4	24.9	25.3	26.3	24.8	24.3	25.7	25.2
<b>Adj PAT</b>	<b>50.9</b>	<b>49.9</b>	<b>46.8</b>	<b>50.7</b>	<b>52.4</b>	<b>50.6</b>	<b>51.9</b>	<b>50.9</b>	<b>198.4</b>	<b>206.4</b>
YoY change (%)	-0.2	2.0	-12.4	-0.9	3.0	1.3	11.1	0.4	-3.1	4.0

E: MOFSL estimate; \*Excluding the hotel business data, therefore not comparable YoY

## Jyothy Labs.

**Neutral**
**CMP: INR208 | TP: INR225 (+8%)**
**EPS CHANGE (%): FY26|FY27|FY28: -|-7.6|-7.0**

- We expect consolidated net sales to grow 7% YoY, led by volume growth of 6% in 4QFY26.
- In segment revenue, we model a growth of 10% in fabric care, 1% in dishwashing, 11% in HI, and 8% in personal care.
- We expect the gross margin to contract 180bp YoY to 47.4% due to inflationary LAB prices.
- EBITDA margin is expected to contract 180bp YoY to 15%.

### Consolidated Quarterly Performance

**(INR m)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	11%	3%	8%	5%	4%	3%	7%	6%	6%	8%
<b>Net Sales</b>	<b>7,418</b>	<b>7,338</b>	<b>7,045</b>	<b>6,670</b>	<b>7,512</b>	<b>7,361</b>	<b>7,396</b>	<b>7,135</b>	<b>28,470</b>	<b>29,404</b>
YoY change (%)	8.0	0.2	4.0	1.1	1.3	0.3	5.0	7.0	3.3	3.3
<b>Gross Profit</b>	<b>3,805</b>	<b>3,683</b>	<b>3,506</b>	<b>3,281</b>	<b>3,608</b>	<b>3,537</b>	<b>3,440</b>	<b>3,382</b>	<b>14,275</b>	<b>13,967</b>
Margins (%)	51.3	50.2	49.8	49.2	48.0	48.1	46.5	47.4	50.1	47.5
<b>EBITDA</b>	<b>1,335</b>	<b>1,385</b>	<b>1,158</b>	<b>1,119</b>	<b>1,242</b>	<b>1,183</b>	<b>1,107</b>	<b>1,068</b>	<b>4,996</b>	<b>4,599</b>
EBITDA growth %	13.7	2.3	-2.4	3.3	-7.0	-14.6	-4.4	-4.6	4.1	-7.9
Margins (%)	18.0	18.9	16.4	16.8	16.5	16.1	15.0	15.0	17.5	15.6
Depreciation	134	139	143	146	147	152	155	152	561	606
Interest	14	14	15	17	13	14	11	25	59	62
Other Income	137	125	139	155	194	170	154	177	556	695
<b>PBT</b>	<b>1,324</b>	<b>1,357</b>	<b>1,138</b>	<b>1,112</b>	<b>1,275</b>	<b>1,187</b>	<b>1,095</b>	<b>1,068</b>	<b>4,931</b>	<b>4,625</b>
Tax	307	307	264	306	307	309	283	211	1,184	1,111
Rate (%)	23.2	22.6	23.2	27.6	24.1	26.1	25.9	19.7	24.0	24.0
<b>Adjusted PAT</b>	<b>1,017</b>	<b>1,050</b>	<b>874</b>	<b>806</b>	<b>968</b>	<b>878</b>	<b>811</b>	<b>858</b>	<b>3,747</b>	<b>3,514</b>
YoY change (%)	16.6	1.0	-3.9	3.1	-4.8	-16.4	-7.2	6.4	4.0	-6.2

E: MOFSL Estimates

## LT Foods

**Buy**
**CMP: INR387 | TP: INR500 (+29%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -1.3 | -5.6 | -5.4**

- We expect consolidated sales to grow ~26% YoY, primarily driven by volume growth.
- We expect the international operations of Specialty Rice to grow ~34% YoY due to the change in base resulting from the acquisition of Golden Star.
- EBITDA margin is expected to contract 80bp YoY to 10.8% in 4QFY26, led by high tariffs and the organic division.
- The organic segment's gross margin is likely to dip 900bp YoY in 4QFY26, hit by outsourcing operations due to the new plant commissioning in Europe.

### Quarterly Performance

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Gross Sales</b>	<b>20,705</b>	<b>21,078</b>	<b>22,748</b>	<b>22,284</b>	<b>24,639</b>	<b>27,657</b>	<b>28,092</b>	<b>28,065</b>	<b>86,815</b>	<b>1,08,453</b>
YoY Change (%)	16.4	6.6	17.2	7.4	19.0	31.2	23.5	25.9	11.7	24.9
Total Expenditure	18,296	18,785	20,250	19,701	21,985	24,563	24,949	25,039	77,032	96,535
<b>EBITDA</b>	<b>2,409</b>	<b>2,293</b>	<b>2,498</b>	<b>2,583</b>	<b>2,654</b>	<b>3,094</b>	<b>3,143</b>	<b>3,026</b>	<b>9,783</b>	<b>11,918</b>
Margins (%)	11.6	10.9	11.0	11.6	10.8	11.2	11.2	10.8	11.3	11.0
Depreciation	420	448	458	531	523	599	629	640	1,857	2,391
Interest	187	196	236	257	280	280	349	320	877	1,230
Other Income	175	263	134	313	371	67	28	100	885	566
<b>PBT before EO expense</b>	<b>1,977</b>	<b>1,911</b>	<b>1,938</b>	<b>2,107</b>	<b>2,221</b>	<b>2,283</b>	<b>2,193</b>	<b>2,166</b>	<b>7,934</b>	<b>8,863</b>
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
<b>PBT</b>	<b>1,977</b>	<b>1,911</b>	<b>1,938</b>	<b>2,107</b>	<b>2,221</b>	<b>2,283</b>	<b>2,193</b>	<b>2,166</b>	<b>7,934</b>	<b>8,863</b>
Tax	530	494	525	554	598	653	630	563	2,102	2,444
Rate (%)	26.8	25.8	27.1	26.3	26.9	28.6	28.7	26.0	26.5	27.6
Minority Interest & Profit/Loss of Asso. Cos.	-84	-66	-19	-52	-62	-8	-11	0	-222	-81
<b>Reported PAT</b>	<b>1,532</b>	<b>1,484</b>	<b>1,433</b>	<b>1,605</b>	<b>1,685</b>	<b>1,639</b>	<b>1,574</b>	<b>1,603</b>	<b>6,053</b>	<b>6,500</b>
<b>Adj PAT</b>	<b>1,532</b>	<b>1,484</b>	<b>1,433</b>	<b>1,605</b>	<b>1,685</b>	<b>1,639</b>	<b>1,574</b>	<b>1,603</b>	<b>6,053</b>	<b>6,500</b>
YoY Change (%)	11.4	-7.2	-5.2	7.9	10.0	10.4	9.8	-0.2	1.3	7.4
Margins (%)	7.4	7.0	6.3	7.2	6.8	5.9	5.6	5.7	7.0	6.0

## Marico

**Buy**
**CMP: INR762 | TP: INR900 (+18%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -0.3 | -3.2 | -0.7**

- In the 4Q quarter update, MRCO estimated a high single-digit volume growth (est. +9%) in the India business. Consol. revenue grew in the low-20% range (est +22%).
- GM is expected to improve sequentially (est. 44.1% in 4Q, up 50bp QoQ) and EBITDA will grow in double digits (est. +16% YoY).
- Parachute recorded low single-digit volume growth after normalizing for ml-age reductions. Saffola Oils had high single-digit revenue growth. VAHO grew in the 20s. Foods had high teens value growth, while premium personal care showed resilient growth.
- The international business is expected to deliver revenue growth (in CC terms) in the high teens.

### Quarterly Performance

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Domestic volume growth (%)	4.0	5.0	6.0	7.0	9.0	7.0	8.0	9.1	5.5	8.3
<b>Net Sales</b>	<b>26,430</b>	<b>26,640</b>	<b>27,940</b>	<b>27,300</b>	<b>32,590</b>	<b>34,820</b>	<b>35,370</b>	<b>33,278</b>	<b>1,08,310</b>	<b>1,36,058</b>
YoY Change (%)	6.7	7.6	15.4	19.8	23.3	30.7	26.6	21.9	12.2	25.6
<b>Gross Profit</b>	<b>13,810</b>	<b>13,530</b>	<b>13,830</b>	<b>13,260</b>	<b>15,290</b>	<b>14,850</b>	<b>15,400</b>	<b>14,666</b>	<b>54,430</b>	<b>60,206</b>
Gross margin (%)	52.3	50.8	49.5	48.6	46.9	42.6	43.5	44.1	50.3	44.3
<b>EBITDA</b>	<b>6,260</b>	<b>5,220</b>	<b>5,330</b>	<b>4,580</b>	<b>6,550</b>	<b>5,600</b>	<b>5,980</b>	<b>5,310</b>	<b>21,390</b>	<b>23,440</b>
Margins (%)	23.7	19.6	19.1	16.8	20.1	16.1	16.9	16.0	19.7	17.2
YoY Change (%)	9.1	5.0	3.9	3.6	4.6	7.3	12.2	15.9	5.6	9.6
Depreciation	410	410	440	520	450	470	500	609	1,780	2,029
Interest	170	110	130	120	100	120	140	117	530	477
Other Income	370	400	420	470	560	490	390	439	1,660	1,879
<b>PBT</b>	<b>6,050</b>	<b>5,100</b>	<b>5,180</b>	<b>4,410</b>	<b>6,560</b>	<b>5,500</b>	<b>5,730</b>	<b>5,024</b>	<b>20,740</b>	<b>22,814</b>
Tax	1,310	1,190	1,120	960	1,430	1,180	1,070	1,080	4,580	4,760
Rate (%)	21.7	23.3	21.6	21.8	21.8	21.5	18.7	21.5	22.1	20.9
<b>Adjusted PAT</b>	<b>4,640</b>	<b>3,915</b>	<b>3,990</b>	<b>3,430</b>	<b>5,040</b>	<b>4,200</b>	<b>4,515</b>	<b>3,907</b>	<b>15,975</b>	<b>17,617</b>
YoY Change (%)	8.7	10.9	4.2	7.9	8.6	7.3	13.2	13.9	7.9	10.3
<b>Reported PAT</b>	<b>4,640</b>	<b>4,230</b>	<b>3,990</b>	<b>3,430</b>	<b>5,040</b>	<b>4,200</b>	<b>4,470</b>	<b>3,907</b>	<b>16,290</b>	<b>17,617</b>

E: MOFSL Estimates

## Nestlé India

**Neutral**
**CMP: INR1,192 | TP: INR1,350 (+13%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -1.5 | -3.7 | -3.9**

- We model 17% YoY consol. revenue growth. The domestic business is expected to grow 12%, led by volume.
- The growth is supported by the normalization of trade post-GST implementation.
- We expect GP margin contraction of 30bp YoY to 55.9%.
- We model an 80bp YoY contraction in EBITDA margin to 24.8%.

### Quarterly performance

(INR m)

Y/E December	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Net Sales</b>	<b>48,140</b>	<b>51,040</b>	<b>47,797</b>	<b>55,039</b>	<b>50,962</b>	<b>56,436</b>	<b>56,670</b>	<b>64,334</b>	<b>2,02,016</b>	<b>2,28,402</b>
YoY Change (%)	3.3	1.3	3.9	4.5	5.9	10.6	18.6	16.9	3.5	13.1
COGS	20,388	22,139	20,846	24,124	22,854	25,769	25,088	28,384	87,498	1,02,096
<b>Gross Profit</b>	<b>27,751</b>	<b>28,901</b>	<b>26,951</b>	<b>30,914</b>	<b>28,107</b>	<b>30,667</b>	<b>31,582</b>	<b>35,950</b>	<b>1,14,518</b>	<b>1,26,306</b>
Margin (%)	57.6	56.6	56.4	56.2	55.2	54.3	55.7	55.9	56.7	55.3
Operating Exp	16,513	16,983	15,728	16,791	16,925	18,116	19,271	19,972	66,014	74,284
<b>EBITDA</b>	<b>11,239</b>	<b>11,918</b>	<b>11,223</b>	<b>14,124</b>	<b>11,183</b>	<b>12,550</b>	<b>12,311</b>	<b>15,978</b>	<b>48,503</b>	<b>52,022</b>
Margins (%)	23.3	23.3	23.5	25.7	21.9	22.2	21.7	24.8	24.0	22.8
YoY Growth (%)	5.4	-4.4	-0.6	5.2	-0.5	5.3	9.7	13.1	2.6	7.3
Depreciation	1,127	1,216	1,503	1,553	1,569	1,634	1,744	1,777	5,399	6,724
Interest	317	322	346	375	469	464	283	285	1,360	1,500
Other income	391	69	44	84	40	16	117	173	589	347
<b>PBT</b>	<b>10,186</b>	<b>10,448</b>	<b>9,419</b>	<b>12,280</b>	<b>9,185</b>	<b>10,469</b>	<b>10,401</b>	<b>14,090</b>	<b>42,333</b>	<b>44,145</b>
Tax	2,625	3,010	2,264	3,192	2,412	2,753	2,597	3,636	11,085	11,398
Rate (%)	25.8	28.8	24.0	26.0	26.3	26.3	25.0	25.8	26.2	25.8
<b>Adjusted PAT</b>	<b>7,467</b>	<b>7,792</b>	<b>6,880</b>	<b>8,730</b>	<b>6,466</b>	<b>7,443</b>	<b>7,721</b>	<b>10,347</b>	<b>30,694</b>	<b>32,274</b>
YoY Change (%)	6.4	-3.3	-11.9	-4.5	-13.4	-4.5	12.2	18.5	-3.1	5.1

E: MOFSL Estimates

## Page Industries

**Buy**
**CMP: INR33,940 | TP: INR42,500 (+25%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -0.2 | -2.2 | -2.5**

- We expect ~9% YoY revenue growth, led by volume growth of 7%.
- There is no impact of the ongoing geopolitical tension on the company.
- Gross margin is expected to decline marginally by 50bp YoY to 60.4%.
- EBITDA margin is expected to contract 80bp YoY to 20.6%.

### Quarterly Statement

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Volume growth (%)</b>	<b>2.6</b>	<b>6.7</b>	<b>4.7</b>	<b>8.5</b>	<b>1.9</b>	<b>2.5</b>	<b>1.4</b>	<b>6.6</b>	<b>5.0</b>	<b>3.5</b>
<b>Net Sales</b>	<b>12,775</b>	<b>12,454</b>	<b>13,131</b>	<b>10,981</b>	<b>13,166</b>	<b>12,909</b>	<b>13,868</b>	<b>11,937</b>	<b>49,340</b>	<b>51,879</b>
YoY change (%)	3.9	10.7	6.9	10.6	3.1	3.7	5.6	8.7	8.0	5.1
<b>Gross Profit</b>	<b>6,918</b>	<b>7,031</b>	<b>7,399</b>	<b>6,689</b>	<b>7,784</b>	<b>7,736</b>	<b>8,034</b>	<b>7,209</b>	<b>28,036</b>	<b>30,764</b>
Gross margin (%)	54.1	56.5	56.3	60.9	59.1	59.9	57.9	60.4	56.8	59.3
<b>EBITDA</b>	<b>2,433</b>	<b>2,806</b>	<b>3,025</b>	<b>2,352</b>	<b>2,947</b>	<b>2,795</b>	<b>3,181</b>	<b>2,462</b>	<b>10,617</b>	<b>11,385</b>
Margins (%)	19.0	22.5	23.0	21.4	22.4	21.7	22.9	20.6	21.5	21.9
YoY change	2.0	20.1	31.7	43.1	21.1	-0.4	5.2	4.7	23.5	7.2
Depreciation	221	226	297	249	266	254	265	250	992	1,036
Interest	117	109	119	118	127	125	127	126	464	506
Other Income	129	146	140	201	148	195	124	183	616	650
<b>PBT</b>	<b>2,225</b>	<b>2,616</b>	<b>2,750</b>	<b>2,187</b>	<b>2,702</b>	<b>2,611</b>	<b>2,913</b>	<b>2,268</b>	<b>9,777</b>	<b>10,493</b>
Tax	572	672	703	547	694	663	667	609	2,494	2,634
Rate (%)	25.7	25.7	25.6	25.0	25.7	25.4	22.9	26.9	25.5	25.1
<b>APAT</b>	<b>1,652</b>	<b>1,944</b>	<b>2,047</b>	<b>1,640</b>	<b>2,008</b>	<b>1,948</b>	<b>2,158</b>	<b>1,658</b>	<b>7,282</b>	<b>7,859</b>
YoY change (%)	4.3	29.3	34.3	51.6	21.5	0.2	5.4	1.1	27.9	7.9

E: MOFSL Estimates

## P&G Hygiene

**Neutral**
**CMP: INR9,763 | TP: INR11,000 (+13%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: +1.5 | -0.9 | -0.8**

- Sales are anticipated to grow ~4% YoY in 4QFY26.
- Gross margin is likely to expand 280bp YoY to 63%.
- EBITDA margin is projected to expand 220bp YoY to 23.4%.
- A&P spending and demand outlook are the key monitorables.

### Standalone - Quarterly Earnings

**(INR m)**

Y/E June	FY25			FY26E				FY25*	FY26E
	1Q	2Q	3Q	1Q	2Q	3Q	4QE		
<b>Net Sales</b>	<b>11,352</b>	<b>12,476</b>	<b>9,916</b>	<b>9,370</b>	<b>11,502</b>	<b>12,619</b>	<b>10,334</b>	<b>33,744</b>	<b>43,825</b>
YoY Change (%)	-0.3	10.1	-1.1	0.6	1.3	1.1	4.2	-19.8	29.9
<b>Gross profit</b>	<b>7,139</b>	<b>8,085</b>	<b>5,969</b>	<b>5,959</b>	<b>7,050</b>	<b>8,399</b>	<b>6,509</b>	<b>21,193</b>	<b>27,916</b>
Margin (%)	62.9	64.8	60.2	63.6	61.3	66.6	63.0	62.8	63.7
<b>EBITDA</b>	<b>2,905</b>	<b>3,709</b>	<b>2,097</b>	<b>2,662</b>	<b>2,848</b>	<b>4,018</b>	<b>2,415</b>	<b>8,711</b>	<b>11,942</b>
Growth	2.0	19.8	-18.5	102.7	-2.0	8.3	15.2	-11.4	37.1
Margins (%)	25.6	29.7	21.1	28.4	24.8	31.8	23.4	25.8	27.3
Depreciation	117	99	104	91	93	95	108	319	386
Interest	19	66	58	1	36	27	72	143	135
Other Income	85	97	191	77	99	124	189	373	489
<b>PBT</b>	<b>2,854</b>	<b>3,641</b>	<b>2,127</b>	<b>2,647</b>	<b>2,818</b>	<b>4,020</b>	<b>2,425</b>	<b>8,622</b>	<b>11,910</b>
<b>PBT after EO expense</b>	<b>2,854</b>	<b>3,641</b>	<b>2,127</b>	<b>2,647</b>	<b>2,818</b>	<b>4,020</b>	<b>2,425</b>	<b>8,622</b>	<b>11,910</b>
Tax	735	955	566	726	719	1,006	550	2,256	3,001
Rate (%)	25.7	26.2	26.6	27.4	25.5	25.0	22.7	26.2	25.2
<b>Adj PAT</b>	<b>2,119</b>	<b>2,686</b>	<b>1,561</b>	<b>1,921</b>	<b>2,099</b>	<b>3,015</b>	<b>1,875</b>	<b>6,366</b>	<b>8,909</b>
YoY Change (%)	0.6	17.3	-15.8	111.4	-1.0	12.2	20.1	-11.1	39.9
Margins (%)	18.7	21.5	15.7	20.5	18.2	23.9	18.1	18.9	20.3

E: MOFSL Estimates; \*FY25 have 9M as company changed Jun year ended to Mar

## Pidilite Industries

**Neutral**
**CMP: INR1,273 | TP: INR1,400 (+10%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: +0.3 | -0.3 | -0.2**

- We expect that the company will maintain its double-digit growth trajectory. We model a 13% revenue growth, led by volume growth of 11%.
- We expect the gross margin to expand 140bp YoY to 56.5% due to benign RM (VAM and crude oil) prices for 4Q. The EBITDA margin is projected to expand 120bp YoY to 21.5%.

### Consolidated - Quarterly Earnings Model

**(INR m)**

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Volume growth (%)</b>	<b>9.6</b>	<b>8.0</b>	<b>9.7</b>	<b>9.8</b>	<b>9.9</b>	<b>10.3</b>	<b>9.3</b>	<b>11.0</b>	<b>9.3</b>	<b>10.1</b>
<b>Net Sales</b>	<b>33,954</b>	<b>32,349</b>	<b>33,689</b>	<b>31,411</b>	<b>37,531</b>	<b>35,544</b>	<b>37,099</b>	<b>34,994</b>	<b>1,31,403</b>	<b>1,45,127</b>
YoY change (%)	3.7	5.2	7.6	8.2	10.5	9.9	10.1	11.4	6.1	10.4
<b>Gross Profit</b>	<b>18,268</b>	<b>17,583</b>	<b>18,301</b>	<b>17,288</b>	<b>20,314</b>	<b>19,563</b>	<b>20,961</b>	<b>19,761</b>	<b>71,440</b>	<b>80,598</b>
Margin (%)	53.8	54.4	54.3	55.0	54.1	55.0	56.5	56.5	54.4	55.5
<b>EBITDA</b>	<b>8,127</b>	<b>7,688</b>	<b>7,984</b>	<b>6,326</b>	<b>9,410</b>	<b>8,507</b>	<b>9,468</b>	<b>7,447</b>	<b>30,125</b>	<b>34,762</b>
YoY change (%)	15.0	13.1	7.5	9.6	15.8	10.7	18.6	17.7	11.3	15.4
Margins (%)	23.9	23.8	23.7	20.1	25.1	23.9	25.5	21.3	22.9	24.0
Depreciation	844	879	895	967	967	1,000	1,010	1,012	3,585	3,988
Interest	118	117	125	144	138	133	133	127	504	530
Other Income	539	571	558	804	857	502	655	753	2,472	2,767
<b>PBT</b>	<b>7,704</b>	<b>7,263</b>	<b>7,522</b>	<b>6,019</b>	<b>9,162</b>	<b>7,877</b>	<b>8,980</b>	<b>7,060</b>	<b>28,509</b>	<b>33,011</b>
Tax	1,984	1,848	1,947	1,487	2,383	2,027	2,159	1,766	7,265	8,335
Rate (%)	25.7	25.4	25.9	24.7	26.0	25.7	24.0	25.0	25.7	25.3
<b>Reported PAT</b>	<b>5,669</b>	<b>5,346</b>	<b>5,524</b>	<b>4,223</b>	<b>6,724</b>	<b>5,792</b>	<b>6,180</b>	<b>5,246</b>	<b>20,762</b>	<b>24,454</b>
<b>Adj PAT</b>	<b>5,669</b>	<b>5,346</b>	<b>5,524</b>	<b>4,473</b>	<b>6,724</b>	<b>5,792</b>	<b>6,761</b>	<b>5,246</b>	<b>21,012</b>	<b>24,454</b>
YoY change (%)	21.1	18.7	8.2	20.2	18.6	8.4	22.4	17.3	16.7	16.4
Margins (%)	16.7	16.5	16.4	14.2	17.9	16.3	18.2	15.0	16.0	16.9

E: MOFSL Estimates

## Radico Khaitan

**Buy**
**CMP: INR2,624 | TP: INR3,450 (+31%)**
**EPS CHANGE (%): FY26|FY27|FY28: -0.5|+0.9|+0.2**

- We expect 21% revenue growth. In P&A, we model 21% volume growth and 25% revenue growth. In Popular, we expect flat volume and value growth given a high base.
- GM to expand 280bp YoY to 46.3% on benign RM prices. EBITDA margin is expected to improve 340bp YoY to 17%, led by GM and premiumization.
- Radico has a mid-to-high single-digit revenue contribution from Maharashtra, so the impact of an increase in excise duty will be less compared to other branded players.
- The success of new launches will be a key monitorable for the company's performance.

### Radico Khaitan(Standalone)

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
IMFL volume growth %	-4.1	-2.4	15.5	27.5	37.5	37.7	16.6	8.4	9.2	23.5
P&A volume growth (%)	14.2	12.7	18.0	16.4	40.7	21.6	25.9	21.4	15.5	26.8
Regular volume growth (%)	-14.0	-11.9	13.5	78.1	51.8	79.4	32.8	0.9	13.3	34.8
Total revenues	11,365	11,163	12,942	13,041	15,060	14,939	15,467	15,830	48,512	61,296
YoY change (%)	19.1	20.7	11.5	20.9	32.5	33.8	19.5	21.4	17.8	26.4
Gross Profit	4,720	4,870	5,568	5,669	6,477	6,520	7,194	7,331	20,773	27,522
Margins (%)	41.5	43.6	43.0	43.5	43.0	43.6	46.5	46.3	42.8	44.9
EBITDA	1,490	1,632	1,840	1,776	2,322	2,376	2,672	2,695	6,737	10,065
Margins (%)	13.1	14.6	14.2	13.6	15.4	15.9	17.3	17.0	13.9	16.4
EBITDA growth (%)	24.7	34.6	28.8	45.0	55.8	45.6	45.2	51.7	33.1	49.4
Depreciation	329	357	356	360	363	374	372	387	1,401	1,495
Interest	185	167	195	215	159	163	164	154	738	640
Other income	37	11	11	14	47	24	26	29	49	125
PBT	1,014	1,118	1,299	1,215	1,846	1,863	2,162	2,183	4,646	8,055
Tax	251	297	339	308	443	474	515	590	1,194	2,022
Rate (%)	24.7	26.5	26.1	25.3	24.0	25.4	23.8	27.0	25.7	25.1
Extraordinary inc/(Exp)	0	0	0	0	-70	0	-96	0	0	-166
Reported PAT	763	822	960	907	1,473	1,390	1,742	1,594	3,452	6,198
Adj. PAT	763	822	960	907	1,403	1,390	1,647	1,594	3,452	6,033
YoY change (%)	20.7	32.8	30.0	59.7	83.9	69.1	71.6	75.7	35.0	74.8

## Tata Consumer Products

**Buy**
**CMP: INR1,042 | TP: INR1,370 (+31%)**
**EPS CHANGE (%): FY26|FY27|FY28: -|-|-**

- We expect revenue to grow ~14% YoY, led by growth across all segments.
- EBITDA margin is likely to expand to ~13.9% in 4QFY26 vs. 13.5% in 4QFY25.
- We expect tea volumes to grow in the low single digits, with a marginal decline in tea prices.
- We expect high double-digit growth in the Salt business in 4QFY26.

### Consolidated - Quarterly Earnings Model

(INRm)

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Gross Sales	43,521	42,145	44,436	46,082	47,789	49,659	51,120	52,714	1,76,183	2,01,282
YoY Change (%)	16.3	12.9	16.8	17.3	9.8	17.8	15.0	14.4	15.9	14.2
Total Expenditure	36,847	35,882	38,788	39,873	41,720	42,941	43,913	45,377	1,51,390	1,73,951
EBITDA	6,674	6,263	5,647	6,210	6,069	6,718	7,207	7,338	24,794	27,332
Margins (%)	15.3	14.9	12.7	13.5	12.7	13.5	14.1	13.9	14.1	13.6
Depreciation	1,480	1,493	1,503	1,531	1,489	1,533	1,593	1,600	6,007	6,215
Interest	936	987	579	400	338	332	316	310	2,902	1,296
Other Income	392	460	516	565	412	380	330	350	1,933	1,472
PBT before EO expense	4,650	4,242	4,081	4,844	4,654	5,233	5,628	5,778	17,817	21,292
Extra-Ord expense	-171	-272	-62	453	0	0	-229	0	-51	-229
PBT	4,479	3,971	4,019	5,297	4,654	5,233	5,399	5,778	17,766	21,064
Tax	1,337	377	1,022	1,226	1,190	1,262	1,371	1,439	3,962	5,262
Rate (%)	29.9	9.5	25.4	23.2	25.6	24.1	25.4	24.9	22.3	25.0
Minority Interest	-11	28	30	39	-24	21	-1	43	86	38
Profit/Loss of Asso. Cos.	-249	79	-178	-584	-147	95	-183	-530	-932	-765
Reported PAT	2,903	3,644	2,789	3,449	3,342	4,045	3,846	3,767	12,785	14,999
Adj PAT	3,031	3,848	2,835	3,109	3,342	4,045	4,018	3,767	12,823	15,170
YoY Change (%)	-5.4	10.2	-18.4	-17.9	10.2	5.1	41.7	21.2	-8.1	18.3
Margins (%)	7.0	9.1	6.4	6.7	7.0	8.1	7.9	7.1	7.3	7.5

## United Breweries

**Neutral**
**CMP: INR1,486 | TP: INR1,650 (+11%)**
**EPS CHANGE (%): FY26|FY27|FY28: -0.4|-4.1|-0.4**

- We model 7% revenue growth, led by 4% volume growth. The weak summer season and adverse state mix are expected to have impacted the demand.
- UBBL continues to gain market share in the premium segment; this should aid realization.
- We model an 80bp YoY expansion in gross margin to 42.9%. EBITDA margin is expected to dip 20bp YoY to 7.8%.
- The outlook on state mix and realization growth remains a key monitorable.

### Standalone Quarterly Performance

**(INRM)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth (%)	5	5	8	5	11	-3	-1	4	6	7
Net Sales	24,730	21,147	19,984	23,214	28,624	20,511	20,714	24,739	89,074	94,588
YoY Change (%)	8.8	12.0	9.6	8.9	15.7	-3.0	3.7	6.6	9.7	6.2
Gross Profit	10,642	9,272	8,619	9,772	12,176	8,779	9,393	10,609	38,305	40,957
Margin (%)	43.0	43.8	43.1	42.1	42.5	42.8	45.3	42.9	43.0	43.3
EBITDA	2,847	2,268	1,411	1,862	3,105	1,301	2,255	1,935	8,390	8,597
YoY Change (%)	27.8	22.9	-3.0	31.2	9.1	-42.6	59.8	3.9	20.5	2.5
Margins (%)	11.5	10.7	7.1	8.0	10.8	6.3	10.9	7.8	9.4	9.1
Depreciation	577	571	613	567	628	640	689	693	2,327	2,650
Interest	16	22	32	59	112	147	169	173	129	600
Other Income	73	105	101	79	110	150	109	82	357	450
PBT before EO expense	2,327	1,781	867	1,316	2,475	665	1,506	1,151	6,291	5,797
Tax	595	458	227	342	638	196	510	106	1,622	1,449
Rate (%)	25.5	25.7	26.2	26.0	25.8	29.4	33.9	9.2	26.9	25.0
Reported PAT	1,733	1,322	383	974	1,837	469	808	1,045	4,412	4,348
Adj PAT	1,733	1,322	640	974	1,837	469	996	1,045	4,669	4,348
YoY Change (%)	27.3	22.9	-24.5	20.5	6.0	-64.5	55.5	7.3	13.6	-6.9
Margins (%)	7.0	6.3	3.2	4.2	6.4	2.3	4.8	4.2	5.2	4.6

E: MOFSL Estimates

## United Spirits

**Neutral**
**CMP: INR1,223 | TP: INR1,400 (+14%)**
**EPS CHANGE (%): FY26|FY27|FY28: -0.3|-2.1|-1.8**

- We expect a 1% volume decline in P&A, while value growth is likely to be 10%. In the Popular segment, we model a 13% decline in both volume and value.
- The growth was impacted due to the excise duty hike in Maharashtra and the high base in Andhra Pradesh. The impact in Maharashtra is more pronounced in 4Q, as MML availability was limited to ~45 days in 3Q, whereas the disruption persisted for the full quarter in 4Q.
- Gross margin is expected to improve 190bp YoY to 46.4%, aided by a better product mix and stable input cost pressures. EBITDA margin is expected to inch up 180bp YoY to 18.9%.
- UNSP has approved the divestment of its entire 100% stake in RCB for a consideration of INR166.6b. The company may consider returning a portion of the proceeds to shareholders via a special dividend.

### Quarterly Performance

**(INR m)**

Y/E March (Standalone)	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Volume growth %	3.5	-4.4	10.2	6.9	9.4	7.7	-3.2	-3.3	4.1	2.1
Total revenues	23,520	28,430	34,320	29,460	25,490	31,700	36,830	31,943	1,15,730	1,25,963
YoY change (%)	8.3	-0.8	14.8	10.5	8.4	11.5	7.3	8.4	8.2	8.8
Gross Profit	10,460	12,850	15,350	13,100	11,210	14,930	17,280	14,825	51,760	58,245
Margin (%)	44.5	45.2	44.7	44.5	44.0	47.1	46.9	46.4	44.7	46.2
Total Exp	18,940	23,360	28,440	24,410	21,340	24,980	30,650	25,916	95,150	1,02,886
EBITDA	4,580	5,070	5,880	5,050	4,150	6,720	6,180	6,026	20,580	23,076
Margins (%)	19.5	17.8	17.1	17.1	16.3	21.2	16.8	18.9	17.8	18.3
EBITDA growth (%)	18.9	7.8	19.7	39.5	-9.4	32.5	5.1	19.3	20.5	12.1
Depreciation	650	690	720	680	680	650	790	815	2,740	2,935
Interest	220	250	200	220	490	210	190	200	890	1,090
Other income	320	340	720	750	610	760	510	770	2,130	2,650
PBT	4,030	4,470	5,680	4,900	3,590	6,620	5,710	5,781	19,080	21,701
Tax	1,040	1,120	1,480	1,340	900	1,600	1,250	1,503	4,980	5,253
Rate (%)	25.8	25.1	26.1	27.3	25.1	24.2	21.9	26.0	26.1	24.2
Adj. PAT	2,990	3,350	4,203	3,750	2,963	4,945	4,668	4,278	14,293	16,448
YoY change (%)	24.8	5.3	20.7	60.3	-0.9	47.6	11.0	14.1	25.4	15.1

E: MOFSL Estimate

## Varun Beverages

**Buy**
**CMP: INR404 | TP: INR550 (+36%)**
**EPS CHANGE (%): CY26 | CY27: -1.3 | -**

- We expect net sales to grow 7% YoY in 1QCY26.
- We expect the EBITDA margin to contract ~20bp YoY to 22.5% in 1QCY26.
- Gross margin is projected to expand by ~50bp in 4QCY26
- International volumes are expected to increase by high double digits in 1QCY26.

### Consolidated - Quarterly Earnings Model

(INRM)

Y/E December	CY25				CY26				CY25	CY26E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	55,669	70,174	48,967	42,044	59,642	84,927	55,861	45,133	2,16,854	2,45,562
YoY Change (%)	28.9	-2.5	1.9	14.0	7.1	21.0	14.1	7.3	8.4	13.2
Total Expenditure	43,030	50,186	37,493	35,512	46,218	60,898	42,889	38,593	1,66,220	1,88,597
EBITDA	12,640	19,988	11,474	6,533	13,424	24,029	12,972	6,540	50,634	56,965
Margins (%)	22.7	28.5	23.4	15.5	22.5	28.3	23.2	14.5	23.3	23.2
Depreciation	2,725	3,062	3,076	3,302	3,350	3,400	3,430	3,473	12,165	13,653
Interest	411	365	452	467	350	300	250	200	1,696	1,100
Other Income	281	772	1,464	991	309	500	1,200	570	3,507	2,578
PBT before EO expense	9,784	17,332	9,410	3,755	10,033	20,829	10,492	3,437	40,281	44,791
Extra-Ord expense	0	0	0	140	0	0	0	0	140	0
PBT	9,784	17,332	9,410	3,615	10,033	20,829	10,492	3,437	40,141	44,791
Tax	2,465	4,066	1,957	989	2,207	4,582	2,308	756	9,476	9,854
Rate (%)	25.2	23.5	20.8	27.4	22.0	22.0	22.0	22.0	23.6	22.0
Minority Interest & Profit/Loss of Asso. Cos.	54	97	57	108	54	93	44	90	316	281
Reported PAT	7,265	13,170	7,396	2,518	7,772	16,154	8,140	2,590	30,349	34,656
Adj PAT	7,265	13,170	7,396	2,658	7,772	16,154	8,140	2,590	30,489	34,656
YoY Change (%)	35.2	5.1	19.4	43.6	7.0	22.7	10.1	-2.5	17.5	13.7
Margins (%)	13.1	18.8	15.1	6.3	13.0	19.0	14.6	5.7	14.1	14.1

## Zydrus Wellness

**Buy**
**CMP: INR444 | TP: INR575 (+30%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: -2.3 | -0.4 | -0.4**

- We expect an 8% organic business revenue growth, led by volumes. The acquisition of ComfortClick in Sep'25 drove the consolidated revenue growth.
- The GP margin expansion is due to CC, as it is a higher GP margin business (82%).
- EBITDA margin of the organic business is projected to expand 30bp YoY to 21.1%.
- The Max protein is expected to sustain strong, double-digit growth momentum.

### Quarterly Performance (Consolidated)

(In m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Total revenues	8,410	4,929	4,619	9,131	8,609	6,505	9,649	14,314	27,089	39,077
YoY change (%)	19.8	12.0	14.6	16.7	2.4	32.0	108.9	56.8	16.4	44.3
Gross Profit	4,677	2,354	2,263	5,014	4,731	3,442	6,118	9,355	14,308	23,646
Margin (%)	55.6	47.8	49.0	54.9	55.0	52.9	63.4	65.4	52.8	60.5
EBITDA	1,553	196	148	1,900	1,556	230	610	2,757	3,798	5,153
Margins (%)	18.5	4.0	3.2	20.8	18.1	3.5	6.3	19.3	14.0	13.2
EBITDA growth (%)	51.8	16.7	16.5	17.1	0.2	17.3	312.2	45.1	23.2	35.7
Depreciation	51	49	52	132	108	114	125	126	284	473
Amortization						137	430	458		1,025
Interest	36	9	33	42	25	157	412	410	120	1,004
Other income	50	40	38	8	30	14	8	3	136	55
PBT	1,516	178	101	1,734	1,453	-164	-349	1,766	3,530	2,706
Tax	39	28	37	15	174	22	-16	56	119	236
Rate (%)	2.6	15.7	36.6	0.9	12.0	-13.4	4.6	3.1	3.4	8.7
Adj. PAT	1,477	150	64	1,719	1,279	-49	97	2,234	3,413	3,495
YoY change (%)	18.5	154.2	2,033.3	14.4	-13.4	-132.9	51.6	30.0	21.3	2.4
Extraordinary inc/(Exp)	0	-59	0	0	0	479	496	458	-57	1,367
Reported PAT	1,477	209	64	1,719	1,279	-528	-399	1,776	3,470	2,128

E: MOFSL Estimate

**Company**

Devyani Intl.

Jubilant FoodWorks

Sapphire Foods

United Foodbrands

Westlife Foodworld

**QSR: Healthy 4Q start tapers amidst festivities and geopolitical issues**

- QSR companies in 4QFY26 have shown early signs of sequential improvement, with January witnessing relatively better traction. However, this momentum moderated in February and March, partly due to Ramadan and the geopolitical disruption. The ongoing US–Iran conflict has not materially impacted the demand directly for QSR players but is creating meaningful operational challenges, primarily through disruptions in LPG availability and logistics. A large proportion of stores remain dependent on commercial LPG cylinders (Domino’s >70%, and KFC/Pizza Hut >60%), making them vulnerable to supply-side constraints. However, some players (e.g., McDonald’s) have reduced dependence on commercial LPG cylinders (20–25% of stores). The intermittent shortages can still impact menu availability and operations, along with higher fuel/logistics costs. In some brands, there are even temporary store closures affecting overall operating efficiency.
- Companies continue to implement diverse strategies, focusing on product innovation, emphasizing value-for-money offerings to attract new customers, and enhancing consumer offers (free delivery, etc.) to increase eat-out frequencies.
- Gross margins are expected to remain healthy across brands, with most companies anticipating YoY expansion in 4QFY26. However, the unit economics remain weak on account of weak growth numbers. Restaurant margins are expected to sustain pressure in the near term despite various initiatives implemented during the last 2-3 quarters. We expect sales and EBITDA growth of 13%/8% for 4QFY26.

**Outliers:** JUBI, Devyani, and Sapphire

**Underperformers:** Westlife

**Exhibit 27: QSR quarterly trends**

Particulars	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
<b>Revenue Growth (%)</b>									
United Foodbrands	6%	-6%	1%	-1%	-2%	-3%	0%	14%	17%
Devyani (Consol)	39%	44%	49%	54%	16%	11%	13%	11%	16%
-KFC	11%	7%	7%	9%	3%	10%	5%	6%	9%
-Pizza Hut	-4%	-1%	0%	6%	8%	3%	1%	-6%	0%
Jubilant (Standalone)	15%	10%	9%	19%	10%	18%	16%	12%	11%
Sapphire	13%	10%	8%	14%	13%	8%	7%	8%	13%
-KFC	16%	11%	9%	12%	12%	11%	7%	11%	14%
-Pizza Hut	-3%	3%	3%	10%	5%	-6%	-6%	-11%	-9%
Westlife	1%	0%	1%	9%	7%	7%	4%	3%	7%
<b>Total</b>	<b>9%</b>	<b>5%</b>	<b>5%</b>	<b>11%</b>	<b>8%</b>	<b>11%</b>	<b>10%</b>	<b>10%</b>	<b>12%</b>
<b>SSSG</b>									
United Foodbrands	1%	-7%	-3%	-2%	-2%	-3%	-2%	8%	8%
Devyani - KFC	-7%	-7%	-7%	-4%	-6%	-1%	-4%	-3%	2%
Devyani - PH	-14%	-9%	-6%	-1%	1%	-4%	-4%	-9%	-3%
Jubilant (LFL)	0%	3%	3%	13%	12%	12%	9%	5%	4%
Sapphire - KFC	-3%	-6%	-8%	-3%	-1%	0%	-3%	1%	4%
Sapphire - PH	-15%	-7%	-3%	5%	1%	-8%	-8%	-12%	-8%
Westlife	-5%	-7%	-7%	3%	1%	1%	-3%	-3%	2%
<b>Gross profit margin (%)</b>									
United Foodbrands	68.9%	68.1%	68.1%	68.2%	68.5%	67.7%	66.2%	66.4%	67.0%
Devyani (Consol)	69.2%	69.2%	69.3%	68.7%	68.5%	68.2%	67.8%	68.9%	69.4%

Particulars	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26E
-KFC	69.9%	69.5%	69.0%	68.6%	68.3%	67.1%	68.1%	69.8%	69.0%
-Pizza Hut	77.3%	76.8%	76.7%	76.2%	75.6%	74.7%	74.7%	76.0%	76.6%
Jubilant (Standalone)	76.6%	76.1%	76.1%	75.1%	74.5%	74.1%	74.4%	74.9%	74.6%
Sapphire	68.9%	68.6%	68.8%	68.6%	68.2%	67.4%	67.8%	68.7%	67.0%
-KFC	68.3%	68.2%	68.3%	68.2%	68.0%	67.1%	67.2%	68.6%	69.0%
-Pizza Hut	75.5%	76.1%	76.5%	75.6%	74.8%	74.6%	74.4%	74.9%	75.4%
Westlife	70.2%	70.6%	69.7%	70.1%	70.0%	71.6%	72.4%	67.5%	67.8%
<b>RoM % (pre-Ind AS)</b>									
United Foodbrands									
Devyani (Consol)	13.6%	15.3%	13.6%	14.3%	13.8%	13.1%	11.7%	13.9%	13.4%
-KFC	19.0%	19.5%	16.6%	17.2%	16.2%	15.5%	14.1%	16.8%	14.8%
-Pizza Hut	4.4%	4.9%	3.1%	2.1%	0.7%	-1.1%	-0.2%	0.8%	-0.5%
Jubilant (Standalone)									
Sapphire	13.8%	15.2%	13.8%	15.5%	12.0%	12.1%	11.3%	15.0%	11.8%
-KFC	18.7%	18.8%	16.5%	18.2%	15.7%	15.7%	13.8%	18.8%	15.4%
-Pizza Hut	-2.7%	4.6%	4.1%	4.7%	-4.6%	-2.5%	-1.8%	-3.1%	-6.2%
Westlife	14.4%	14.3%	13.5%	15.7%	13.6%	14.6%	13.6%	16.6%	13.9%
<b>EBITDA Pre-Ind AS margins (%)</b>									
Jubilant (Standalone)	6.4%	6.9%	5.4%	10.3%	6.5%	4.6%	1.1%	9.6%	6.1%
Devyani (Consol)	9.2%	11.6%	9.4%	10.1%	8.9%	8.1%	6.8%	8.6%	9.0%
Jubilant	10.9%	11.6%	11.7%	12.4%	11.8%	12.0%	12.1%	13.3%	12.5%
Sapphire	8.6%	9.8%	8.5%	10.7%	7.1%	7.1%	6.1%	9.5%	7.2%
Westlife	8.7%	8.1%	7.7%	9.1%	7.6%	7.7%	6.2%	9.2%	7.6%
<b>ADS ('000')</b>									
United Foodbrands	153	155	153	162	141	140	141	168	146
Devyani									
-KFC	93	104	96	96	83	98	89	90	78
-Pizza Hut	32	36	35	35	31	33	33	31	30
Jubilant (Standalone)	75	79	78	84	82	85	81	84	81
Sapphire									
-KFC	114	122	111	115	108	116	103	112	107
-Pizza Hut	41	48	47	48	42	44	42	41	37
Westlife	157	170	168	173	153	165	158	163	147
<b>Store (India)</b>									
United Foodbrands	217	219	222	226	230	236	241	249	260
Devyani India	1,429	1,473	1,557	1,658	1,664	1,767	1,802	1,877	1,798
-KFC	596	617	645	689	696	704	734	788	791
-Pizza Hut	567	570	593	644	630	618	621	639	640
Jubilant	2,096	2,148	2,199	2,266	2,304	2,362	2,450	2,528	2,586
Sapphire	748	762	784	835	836	846	867	895	912
-KFC	429	442	461	496	502	510	529	556	572
-Pizza Hut	319	320	323	339	334	336	338	339	340
Westlife	397	403	408	421	438	444	450	458	488
<b>PBT (INR M)</b>									
United Foodbrands	(9)	(55)	(100)	47	(165)	(170)	(232)	(10)	(120)
Devyani (Consol)	44	381	(9)	56	(208)	19	(297)	35	(202)
Jubilant (Standalone)	508	683	698	788	677	883	856	1,083	852
Sapphire	8	118	53	168	45	(18)	(166)	78	49
Westlife	20	45	7	65	13	16	(71)	129	(16)
<b>PBT Margins</b>									
United Foodbrands	-0.3%	-1.8%	-3.3%	1.4%	-5.6%	-5.7%	-7.6%	-0.3%	-3.5%
Devyani (Consol)	0.4%	3.1%	-0.1%	0.4%	-1.7%	0.1%	-2.2%	0.2%	-1.4%
Jubilant (Standalone)	3.8%	4.7%	4.8%	4.9%	4.3%	5.2%	5.0%	6.0%	4.8%
Sapphire	0.1%	1.6%	0.8%	2.2%	0.6%	-0.2%	-2.2%	1.0%	0.6%
Westlife	0.4%	0.7%	0.1%	1.0%	0.2%	0.2%	-1.1%	1.9%	-0.2%

## Devyani International

**Buy**
**CMP: INR97 | TP: INR155 (+60%)**
**EBITDA CHANGE (%): FY26 | FY27 | FY28: -0.7 | -2.7 | -4.8**

- KFC saw sequential improvement while PH demand remained soft in 4QFY26. PH SSSG is likely to decline 2.5%. We model one store addition and flat revenue YoY for PH.
- We model 9% revenue growth and 2% SSSG in Costa Coffee. International business revenue is expected to grow by 14%.
- KFC's revenue is likely to grow 9% YoY, led by store additions. We model three store additions (+14% YoY), while same-store sales are expected to grow ~2% on a negative base.
- EBITDA margin pressure will persist due to lower demand and negative operating leverage.

### Quarterly Performance

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
KFC - No. of stores	617	645	689	696	704	734	788	791	696	791
PH - No. of stores	570	593	644	630	618	621	639	640	630	640
KFC - SSSG (%)	-7.0	-7.0	-4.4	-6.1	-0.7	-4.2	-2.9	1.8	-6.4	-1.5
PH - SSSG (%)	-8.6	-5.7	-0.8	1.0	-4.2	-4.1	-9.1	-2.6	-3.8	-5.0
<b>Net Sales</b>	<b>12,219</b>	<b>12,222</b>	<b>12,944</b>	<b>12,126</b>	<b>13,570</b>	<b>13,768</b>	<b>14,409</b>	<b>14,018</b>	<b>49,511</b>	<b>55,764</b>
YoY change (%)	44.3	49.1	53.5	15.8	11.1	12.6	11.3	15.6	39.2	12.6
<b>Gross Profit</b>	<b>8,450</b>	<b>8,474</b>	<b>8,892</b>	<b>8,306</b>	<b>9,252</b>	<b>9,329</b>	<b>9,928</b>	<b>9,728</b>	<b>34,122</b>	<b>38,238</b>
Margin (%)	69.2	69.3	68.7	68.5	68.2	67.8	68.9	69.4	68.9	68.6
<b>EBITDA</b>	<b>2,234</b>	<b>1,987</b>	<b>2,192</b>	<b>2,008</b>	<b>2,049</b>	<b>1,943</b>	<b>2,267</b>	<b>2,006</b>	<b>8,422</b>	<b>8,265</b>
EBITDA growth %	28.8	25.2	49.9	15.5	-8.3	-2.2	3.4	-0.1	29.1	-1.9
Margin (%)	18.3	16.3	16.9	16.6	15.1	14.1	15.7	14.3	17.0	14.8
Depreciation	1,322	1,391	1,557	1,653	1,497	1,603	1,656	1,691	6,332	6,446
Interest	630	653	670	695	668	688	700	638	2,648	2,695
Other Income	99	48	91	132	135	51	123	122	370	431
<b>PBT</b>	<b>381</b>	<b>-9</b>	<b>56</b>	<b>-208</b>	<b>19</b>	<b>-297</b>	<b>35</b>	<b>-202</b>	<b>-188</b>	<b>-445</b>
Tax	81	10	162	-56	5	-52	-49	7	197	-89
Rate (%)	21.2	-113.1	286.8	26.8	27.0	17.5	-142.2	-3.5	-104.7	20.0
<b>Adjusted PAT</b>	<b>281</b>	<b>-27</b>	<b>-9</b>	<b>-20</b>	<b>17</b>	<b>-186</b>	<b>27</b>	<b>-25</b>	<b>226</b>	<b>-131</b>
YoY change (%)	-17.2	NM	NM	-161.2	-94.0	NM	NM	NM	-75.7	-158.3

E: MOFSL Estimates

## Jubilant FoodWorks

**Neutral**
**CMP: INR447 | TP: INR500 (+12%)**
**EBITDA CHANGE (%): FY26 | FY27 | FY28: -0.5 | -3.0 | -3.9**

- JUBI's revenue growth is likely to moderate to 11% YoY on a high base of +19% YoY. We model ~4% LFL growth, given a high base of +12% and continued weak demand trends, coupled with an LPG shortage impacting operations.
- We expect that store additions to continue, and we model 33 Domino's India store additions, taking the total count to 2,429.
- Gross margin is likely to inch up by 10bp to 74.6%, led by stable RM environment and some benefit from the GST rate cut on RM. EBITDA (pre-Ind AS) is expected to improve 70bp YoY to 12.5%, led by GM and operating leverage.
- It is focusing on value-driven innovations and emphasizing new product developments.

### Quarterly Standalone Perf.

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>No of stores (Dominos)</b>	<b>2,029</b>	<b>2,079</b>	<b>2,139</b>	<b>2,179</b>	<b>2,240</b>	<b>2,321</b>	<b>2,396</b>	<b>2,429</b>	<b>2,179</b>	<b>2,429</b>
<b>LFL growth (%)</b>	<b>3.0</b>	<b>2.8</b>	<b>12.5</b>	<b>12.1</b>	<b>11.6</b>	<b>9.1</b>	<b>5.0</b>	<b>4.0</b>	<b>7.6</b>	<b>7.4</b>
<b>Net Sales</b>	<b>14,396</b>	<b>14,669</b>	<b>16,111</b>	<b>15,872</b>	<b>17,016</b>	<b>16,987</b>	<b>18,015</b>	<b>17,649</b>	<b>61,047</b>	<b>69,666</b>
YoY change (%)	9.9	9.1	18.9	19.2	18.2	15.8	11.8	11.2	14.3	14.1
<b>Gross Profit</b>	<b>10,955</b>	<b>11,157</b>	<b>12,092</b>	<b>11,828</b>	<b>12,610</b>	<b>12,634</b>	<b>13,492</b>	<b>13,166</b>	<b>46,032</b>	<b>51,902</b>
Gross margin (%)	76.1	76.1	75.1	74.5	74.1	74.4	74.9	74.6	75.4	74.5
<b>EBITDA</b>	<b>2,782</b>	<b>2,842</b>	<b>3,128</b>	<b>3,056</b>	<b>3,233</b>	<b>3,294</b>	<b>3,694</b>	<b>3,517</b>	<b>11,807</b>	<b>13,738</b>
EBITDA growth %	0.6	1.3	10.6	20.2	16.2	15.9	18.1	15.1	7.9	16.4
Margins (%)	19.3	19.4	19.4	19.3	19.0	19.4	20.5	19.9	19.3	19.7
Depreciation	1,552	1,654	1,741	1,777	1,817	1,840	2,004	2,044	6,724	7,706
Interest	619	640	682	667	657	672	696	721	2,609	2,746
Other Income	73	150	83	66	125	73	89	99	371	386
<b>PBT</b>	<b>683</b>	<b>698</b>	<b>788</b>	<b>677</b>	<b>883</b>	<b>856</b>	<b>1,083</b>	<b>852</b>	<b>2,846</b>	<b>3,673</b>
YoY Change (%)	-32.6	-27.5	-3.8	33.2	29.2	22.6	37.4	25.8	-13.9	29.1
Tax	168	177	192	182	216	216	289	217	719	938
Rate (%)	24.6	25.4	24.3	26.9	24.5	25.3	26.7	25.5	25.3	25.6
<b>Adjusted PAT</b>	<b>515</b>	<b>521</b>	<b>596</b>	<b>495</b>	<b>667</b>	<b>639</b>	<b>794</b>	<b>634</b>	<b>2,126</b>	<b>2,230</b>
YoY change (%)	-31.5	-27.8	-2.2	43.3	29.5	22.8	33.1	28.3	-12.4	4.9

E: MOFSL Estimates

## Sapphire Foods

**Buy**
**CMP: INR154 | TP: INR200 (+30%)**
**EBITDA CHANGE (%): FY26|FY27|FY28: -0.8|-2.6|-3.2**

- Demand trends saw sequential improvement in 4Q.
- PH same-store sales are expected to decline 8% YoY. We expect one store addition during the quarter. Revenue is expected to decline 9% YoY.
- Sri Lanka is expected to sustain growth momentum, and we model an 12% revenue growth in 4Q.
- KFC revenue is expected to grow 14% YoY, led by store additions (14% YoY). We model a 16-store addition and 4% YoY same-store-sales growth.
- The GM is expected to compress 120bp, while the EBITDA margin is expected to contract due to adverse operating leverage.

### Quarterly Performance

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
KFC - No. of stores	442	461	496	502	510	529	556	572	502	572
PH - No. of stores	320	323	339	334	336	338	339	340	334	340
KFC - SSSG (%)	-6.0	-8.0	-3.0	-1.0	0.0	-3.0	1.0	4.0	-4.0	0.5
PH - SSSG (%)	-7.0	-3.0	5.0	1.0	-8.0	-8.0	-12.0	-8.0	-1.0	-9.0
<b>Net Sales</b>	<b>7,183</b>	<b>6,957</b>	<b>7,565</b>	<b>7,113</b>	<b>7,768</b>	<b>7,424</b>	<b>8,138</b>	<b>8,063</b>	<b>28,819</b>	<b>31,394</b>
YoY change (%)	9.8	8.3	13.7	12.6	8.1	6.7	7.6	13.3	11.1	8.9
<b>Gross Profit</b>	<b>4,927</b>	<b>4,786</b>	<b>5,189</b>	<b>4,848</b>	<b>5,235</b>	<b>5,031</b>	<b>5,589</b>	<b>5,398</b>	<b>19,750</b>	<b>21,314</b>
Margin (%)	68.6	68.8	68.6	68.2	67.4	67.8	68.7	67.0	68.5	67.9
<b>EBITDA (Pre IND AS)</b>	<b>707</b>	<b>590</b>	<b>811</b>	<b>508</b>	<b>548</b>	<b>450</b>	<b>774</b>	<b>581</b>	<b>2,616</b>	<b>2,353</b>
EBITDA growth %	-8.4	-13.0	12.3	-6.6	-22.5	-23.7	-4.6	14.4	-3.7	-10.0
Margin (%)	9.8	8.5	10.7	7.1	7.1	6.1	9.5	7.2	9.1	7.5
<b>EBITDA</b>	<b>1,242</b>	<b>1,120</b>	<b>1,343</b>	<b>1,062</b>	<b>1,129</b>	<b>1,021</b>	<b>1,342</b>	<b>1,123</b>	<b>4,768</b>	<b>4,615</b>
EBITDA growth %	2.3	-2.7	10.3	3.2	-9.1	-8.9	-0.1	5.7	3.4	-3.2
Margin (%)	17.3	16.1	17.8	14.9	14.5	13.8	16.5	13.9	16.5	14.7
Depreciation	904	881	1,005	850	920	972	1,020	1,109	3,639	4,021
Interest	273	271	275	298	295	307	315	284	1,116	1,201
Other Income	53	85	105	130	68	92	71	319	372	550
<b>PBT</b>	<b>118</b>	<b>53</b>	<b>168</b>	<b>45</b>	<b>-18</b>	<b>-166</b>	<b>78</b>	<b>49</b>	<b>384</b>	<b>-57</b>
Tax	36	1	41	-14	-1	-38	15	10	64	-14
Rate (%)	30.8	2.2	24.3	-31.7	5.7	22.9	18.6	20.5	16.7	25.2
<b>Adjusted PAT</b>	<b>82</b>	<b>23</b>	<b>127</b>	<b>49</b>	<b>-17</b>	<b>-128</b>	<b>36</b>	<b>39</b>	<b>320</b>	<b>-43</b>
YoY change (%)	-67.1	-84.7	29.5	141.8	-121.2	-649.5	-72.0	-21.3	-38.4	-113.4

## United Foodbrands

**Neutral**
**CMP: INR213 | TP: INR240 (+13%)**
**EBITDA CHANGE (%): FY26|FY27|FY28: +4.0|-|+3.0**

- We expect the positive momentum witnessed in 3Q to have continued throughout 4QFY26.
- We model same-store sales to grow 8% YoY and expect 11 store additions in 4Q, taking the total count to 260.
- ADS is expected to grow 5% YoY to INR148-150k.
- Gross margin is expected to dip 150bp YoY to 67%. EBITDA margin is expected to contract 160bp YoY to 16.6%.

### Cons. Quarterly Performance

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>SSSG (%)</b>	<b>-7.4</b>	<b>-2.5</b>	<b>-2.0</b>	<b>-2.0</b>	<b>-3.4</b>	<b>-2.2</b>	<b>8.2</b>	<b>8.4</b>	<b>-3.8</b>	<b>2.8</b>
<b>No. of stores</b>	<b>219</b>	<b>222</b>	<b>226</b>	<b>230</b>	<b>236</b>	<b>241</b>	<b>249</b>	<b>260</b>	<b>230</b>	<b>260</b>
<b>Net Sales</b>	<b>3,057</b>	<b>3,057</b>	<b>3,289</b>	<b>2,928</b>	<b>2,970</b>	<b>3,048</b>	<b>3,766</b>	<b>3,427</b>	<b>12,330</b>	<b>13,210</b>
YoY change (%)	-5.6	1.3	-0.6	-1.8	-2.8	-0.3	14.5	17.0	-1.7	7.1
<b>Gross Profit</b>	<b>2,081</b>	<b>2,081</b>	<b>2,244</b>	<b>2,006</b>	<b>2,010</b>	<b>2,019</b>	<b>2,499</b>	<b>2,296</b>	<b>8,412</b>	<b>8,824</b>
Margin (%)	68.1	68.1	68.2	68.5	67.7	66.2	66.4	67.0	68.2	66.8
<b>EBITDA</b>	<b>509</b>	<b>456</b>	<b>615</b>	<b>533</b>	<b>460</b>	<b>377</b>	<b>682</b>	<b>568</b>	<b>2,113</b>	<b>2,087</b>
EBITDA growth %	8.8	2.7	-7.2	-2.6	-9.6	-17.2	10.9	6.5	-0.4	-1.2
Margin (%)	16.6	14.9	18.7	18.2	15.5	12.4	18.1	16.6	17.1	15.8
Depreciation	405	409	428	523	449	483	482	488	1,765	1,902
Interest	186	189	195	209	200	207	227	232	779	866
Other Income	27	43	55	34	19	81	17	33	158	150
<b>PBT</b>	<b>-55</b>	<b>-100</b>	<b>47</b>	<b>-165</b>	<b>-170</b>	<b>-232</b>	<b>-10</b>	<b>-120</b>	<b>-272</b>	<b>-531</b>
Tax	-11	-28	-3	42	-3	-7	-67	-2	-1	-79
Rate (%)	20.9	28.4	-6.5	-25.2	1.8	2.8	692.6	2.0	0.5	14.9
<b>Adjusted PAT</b>	<b>-43</b>	<b>-71</b>	<b>51</b>	<b>-207</b>	<b>-167</b>	<b>-225</b>	<b>57</b>	<b>-117</b>	<b>-271</b>	<b>-452</b>
YoY change (%)	N/M	N/M	N/M	N/M	N/M	N/M	13.4	N/M	N/M	N/M

E: MOFSL Estimates

## Westlife Development

**Neutral**
**CMP: INR459 | TP: INR525 (+14%)**
**EBITDA CHANGE (%): FY26 | FY27 | FY28: +0.4 | -2.4 | -3.7**

- We expect 7% revenue growth, led by 11% store growth (30 store additions). Same-store sales are likely to be +1.5% YoY. The demand environment improved QoQ in Jan'26; however, the current LPG issue had some impact on demand.
- We note that WLDL has the least dependence on commercial LPC cylinders (20-25% of the store network) and is more skewed toward electric and PNG modes.
- ADS is expected to decline 4% YoY to INR147k.
- Gross margin is expected to decline 223bp to 67.8% as WLDL regrouped processing charges from other expenses to COGS starting in 3QFY26.
- We model EBITDA Pre-Ind AS margins at 7.6% for 4QFY26, flat YoY.

### Consolidated quarterly performance

Y/E March	FY25				FY26				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
SSSG %	(6.7)	(6.5)	2.8	0.7	0.5	(2.8)	(3.2)	1.5	-2.9	-1.0
No. of McDonald's restaurants	403	408	421	438	444	450	458	488	438	488
<b>Net Sales</b>	<b>6,163</b>	<b>6,180</b>	<b>6,537</b>	<b>6,031</b>	<b>6,576</b>	<b>6,419</b>	<b>6,707</b>	<b>6,452</b>	<b>24,912</b>	<b>26,154</b>
YoY Change (%)	0.3	0.5	8.9	7.3	6.7	3.9	2.6	7.0	4.2	5.0
<b>Gross profit</b>	<b>4,351</b>	<b>4,306</b>	<b>4,581</b>	<b>4,221</b>	<b>4,709</b>	<b>4,649</b>	<b>4,525</b>	<b>4,372</b>	<b>17,459</b>	<b>18,256</b>
Margin (%)	70.6	69.7	70.1	70.0	71.6	72.4	67.5	67.8	70.1	69.8
<b>EBITDA (Pre-IND AS)</b>	<b>502</b>	<b>476</b>	<b>593</b>	<b>461</b>	<b>505</b>	<b>399</b>	<b>619</b>	<b>491</b>	<b>2,032</b>	<b>2,013</b>
YoY Change (%)	-36.7	-34.9	-13.4	-5.3	0.5	-16.2	4.3	6.4	-24.7	-1.0
Margins (%)	8.1	7.7	9.1	7.6	7.7	6.2	9.2	7.6	8.2	7.7
<b>EBITDA</b>	<b>799</b>	<b>786</b>	<b>914</b>	<b>794</b>	<b>855</b>	<b>759</b>	<b>987</b>	<b>825</b>	<b>3,293</b>	<b>3,425</b>
YoY Change (%)	-24.1	-21.1	-4.8	3.0	6.9	-3.4	8.0	3.9	-12.9	4.0
Margins (%)	13.0	12.7	14.0	13.2	13.0	11.8	14.7	12.8	13.2	13.1
Depreciation	506	528	549	550	553	574	562	587	2,133	2,371
Interest	298	316	330	328	354	363	370	361	1,272	1,449
Other Income	51	65	29	98	68	107	74	108	242	357
<b>PBT</b>	<b>45</b>	<b>7</b>	<b>65</b>	<b>13</b>	<b>16</b>	<b>-71</b>	<b>129</b>	<b>-16</b>	<b>131</b>	<b>-37</b>
Extra-Ord expense	0	0	0	0	0	-455	108	0	0	0
<b>PBT after EO expense</b>	<b>45</b>	<b>7</b>	<b>65</b>	<b>13</b>	<b>16</b>	<b>384</b>	<b>21</b>	<b>-16</b>	<b>131</b>	<b>-37</b>
Tax	13	3	-5	-2	4	92	10	3	9	110
Rate (%)	27.9	48.1	-8.0	-13.9	27.4	-130.9	7.7	-20.9	6.9	-300.0
<b>Reported PAT</b>	<b>33</b>	<b>4</b>	<b>71</b>	<b>15</b>	<b>11</b>	<b>292</b>	<b>11</b>	<b>-19</b>	<b>122</b>	<b>-147</b>
<b>Adj PAT</b>	<b>33</b>	<b>4</b>	<b>71</b>	<b>15</b>	<b>11</b>	<b>-163</b>	<b>119</b>	<b>-19</b>	<b>122</b>	<b>-147</b>
YoY Change (%)	-88.7	-98.3	-59.1	96.5	-64.8	NA	68.4	-225.6	-82.4	-220.1
Margins (%)	0.5	0.1	1.1	0.3	0.2	-2.5	1.8	-0.3	0.5	-0.6

E: MOFSL Estimates

**Company**

Kalyan
PN Gadgil
Senco Gold
Titan

**Jewelry: Demand momentum intact despite volatile gold prices**

- In 4QFY26, gold prices surged, rising ~80% YoY and ~20% QoQ. Despite this steep inflation, consumer demand for top brands remained resilient, supported by a strong festive season and sustained momentum during the wedding period. Demand was further aided by higher old gold exchange-led purchases and attractive promotional offers. Gold coin sales continued to remain elevated amid rising gold prices. SSSG is expected to grow in high double digits, largely driven by value growth. However, margins may witness YoY pressure due to an adverse product mix amid elevated gold prices and high coin sales. We model a sales/EBITDA/PAT growth of 37%/43%/59% for our coverage jewelry companies in 4QFY26.

**Outliers:** Titan and Kalyan Jewellers

**Kalyan Jewellers**
**Buy**
**CMP: INR 394 | TP: INR550 (+40%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: +5.4 | +4.2 | +3.4**

- We expect 40% revenue growth in the India business. We model 25% SSSG, supported by a strong wedding season across India.
- We expect 89 store additions for Kalyan (including Candere and the Middle East), bringing the total count to 558 stores in 4QFY26.
- In India, the GP margin is expected to be flat YoY at 13.4%. The EBITDA margin is likely to expand 10bp YoY to 6.5%.
- In the Middle East (10-11% of consol. revenue), we expect 7% YoY revenue growth, impacted by the ongoing geopolitical tension, and flat EBITDA margin YoY.

**Consolidated Quarterly Performance**
**(INR m)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Stores</b>	<b>277</b>	<b>303</b>	<b>349</b>	<b>388</b>	<b>406</b>	<b>436</b>	<b>469</b>	<b>558</b>	<b>388</b>	<b>558</b>
<b>Net Sales</b>	<b>55,355</b>	<b>60,655</b>	<b>72,869</b>	<b>61,815</b>	<b>72,685</b>	<b>78,560</b>	<b>1,03,434</b>	<b>83,979</b>	<b>2,50,451</b>	<b>3,38,658</b>
Change (%)	26.5	37.4	39.5	36.6	31.3	29.5	41.9	35.9	35.0	35.2
Raw Material/PM	47,419	52,313	63,323	53,314	62,603	68,395	89,857	72,716	2,16,370	2,93,570
<b>Gross Profit</b>	<b>7,935</b>	<b>8,342</b>	<b>9,546</b>	<b>8,501</b>	<b>10,081</b>	<b>10,166</b>	<b>13,577</b>	<b>11,264</b>	<b>34,081</b>	<b>45,088</b>
Gross Margin (%)	14.3	13.8	13.1	13.8	13.9	12.9	13.1	13.4	13.6	13.3
Operating Expenses	4,175	4,379	4,609	4,507	5,001	5,196	6,073	5,207	17,671	21,476
% of Sales	7.5	7.2	6.3	7.3	6.9	6.6	5.9	6.2	7.1	6.3
<b>EBITDA</b>	<b>3,760</b>	<b>3,962</b>	<b>4,936</b>	<b>3,994</b>	<b>5,080</b>	<b>4,970</b>	<b>7,505</b>	<b>6,057</b>	<b>16,410</b>	<b>23,612</b>
Margin (%)	6.8	6.5	6.8	6.5	7.0	6.3	7.3	7.2	6.6	7.0
Change (%)	16.4	26.3	33.5	34.8	35.1	25.4	52.0	51.7	25.0	43.9
Interest	852	903	876	962	1,036	949	1,043	853	3,595	3,882
Depreciation	755	850	890	933	977	1,032	1,089	1,057	3,427	4,155
Other Income	222	260	313	408	463	514	642	734	1,446	2,353
<b>PBT</b>	<b>2,375</b>	<b>2,469</b>	<b>3,484</b>	<b>2,507</b>	<b>3,530</b>	<b>3,503</b>	<b>6,014</b>	<b>4,881</b>	<b>10,834</b>	<b>17,928</b>
Tax	599	649	886	630	889	898	1,436	1,351	2,764	4,573
Effective Tax Rate (%)	25.2	26.3	25.4	25.1	25.2	25.6	23.9	27.7	25.5	25.5
<b>Adjusted PAT</b>	<b>1,776</b>	<b>1,821</b>	<b>2,598</b>	<b>1,877</b>	<b>2,641</b>	<b>2,605</b>	<b>4,479</b>	<b>3,530</b>	<b>8,070</b>	<b>13,354</b>
Change (%)	23.4	34.6	43.8	36.4	48.7	43.1	72.4	88.1	35.1	65.5
<b>Reported PAT</b>	<b>1,776</b>	<b>1,303</b>	<b>2,187</b>	<b>1,877</b>	<b>2,641</b>	<b>2,605</b>	<b>4,163</b>	<b>3,530</b>	<b>7,142</b>	<b>13,354</b>

E: MOFSL Estimates

## PN Gadgil

**Buy**
**CMP: INR565 | TP: INR750 (+33%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: +11.4 | -0.3 | -2.5**

- We expect 86% revenue growth, supported by the festive and wedding seasons. The company surpassed the INR100b revenue mark in FY26 on Gudi Padwa.
- GP margin to expand by 270bp YoY to 14.7%, driven by improvement in product mix and gains in gold prices.
- EBITDA margin is expected to improve 1,300bp YoY to 7%.
- We expect 12 store additions, bringing the total count to 78 stores.

### Consol. Quarterly Performance

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Net Sales</b>	<b>16,682</b>	<b>20,013</b>	<b>24,358</b>	<b>15,882</b>	<b>17,146</b>	<b>21,776</b>	<b>33,026</b>	<b>29,476</b>	<b>76,935</b>	<b>1,01,423</b>
YoY change (%)	32.7	45.9	23.5	5.0	2.8	8.8	35.6	85.6	25.9	31.8
<b>Gross Profit</b>	<b>1,386</b>	<b>1,531</b>	<b>2,391</b>	<b>1,909</b>	<b>2,259</b>	<b>2,581</b>	<b>4,739</b>	<b>4,343</b>	<b>7,216</b>	<b>13,922</b>
Margins (%)	8.3	7.6	9.8	12.0	13.2	11.9	14.4	14.7	9.4	13.7
<b>EBITDA</b>	<b>643</b>	<b>721</b>	<b>1,228</b>	<b>941</b>	<b>1,100</b>	<b>1,071</b>	<b>2,443</b>	<b>2,052</b>	<b>3,538</b>	<b>6,666</b>
Margins (%)	3.9	3.6	5.0	5.9	6.4	4.9	7.4	7.0	4.6	6.6
YoY growth (%)	44.2	59.4	33.3	5.8	70.9	48.6	99.0	118.0	30.5	88.4
Depreciation	63	72	84	130	112	139	152	158	348	562
Finance Cost	123	129	63	115	189	198	251	263	430	901
Other Income	19	118	70	149	129	358	274	89	351	850
<b>PBT</b>	<b>477</b>	<b>638</b>	<b>1,150</b>	<b>846</b>	<b>927</b>	<b>1,092</b>	<b>2,315</b>	<b>1,720</b>	<b>3,111</b>	<b>6,054</b>
YoY growth (%)	57.3	110.2	48.6	15.2	94.4	71.0	101.3	103.4	48.6	94.6
<b>APAT</b>	<b>353</b>	<b>529</b>	<b>860</b>	<b>620</b>	<b>693</b>	<b>793</b>	<b>1,709</b>	<b>1,280</b>	<b>2,363</b>	<b>4,510</b>
Margins (%)	2.1	2.6	3.5	3.9	4.0	3.6	5.2	4.3	3.1	4.4
YoY change (%)	59.5	141.1	49.4	12.9	96.3	49.9	98.6	106.5	52.4	90.9

E: MOFSL estimates

## Senco Gold

**Neutral**
**CMP: INR289 | TP: INR325 (+12%)**
**EPS CHANGE (%): FY26 | FY27 | FY28: +1.2 | +2.4 | +0.9**

- We expect 40% YoY revenue growth and SSSG of 34% in 4QFY26.
- Gross margin is expected to improve 170bp YoY to 18.5%.
- EBITDA margin is expected to improve 10bp YoY to 9.3%.
- We model five net new store additions, bringing the store count to 201 in 4QFY26.

### Consolidated Quarterly Performance

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Stores</b>	<b>165</b>	<b>166</b>	<b>171</b>	<b>175</b>	<b>186</b>	<b>192</b>	<b>196</b>	<b>201</b>	<b>174</b>	<b>201</b>
<b>Net Sales</b>	<b>14,039</b>	<b>15,005</b>	<b>20,460</b>	<b>13,777</b>	<b>18,263</b>	<b>15,361</b>	<b>30,710</b>	<b>20,092</b>	<b>63,281</b>	<b>84,426</b>
Change (%)	7.5	30.9	23.8	21.1	30.1	2.4	50.1	45.8	20.7	33.4
<b>Gross Profit</b>	<b>2,428</b>	<b>1,976</b>	<b>2,373</b>	<b>2,313</b>	<b>3,489</b>	<b>2,616</b>	<b>6,107</b>	<b>3,715</b>	<b>9,090</b>	<b>15,928</b>
Gross Margin (%)	17.3	13.2	11.6	16.8	19.1	17.0	19.9	18.5	14.4	18.9
Operating Expenses	1,341	1,159	1,297	1,042	1,653	1,551	1,999	1,846	4,839	7,050
% of Sales	9.5	7.7	6.3	7.6	9.1	10.1	6.5	9.2	7.6	8.4
<b>EBITDA</b>	<b>1,087</b>	<b>818</b>	<b>1,076</b>	<b>1,270</b>	<b>1,836</b>	<b>1,065</b>	<b>4,108</b>	<b>1,869</b>	<b>4,251</b>	<b>8,878</b>
Margin (%)	7.7	5.4	5.3	9.2	10.1	6.9	13.4	9.3	6.7	10.5
Change (%)	61.8	107.1	-40.6	44.8	68.8	30.3	281.8	47.2	13.2	108.8
Interest	322	326	339	375	430	462	590	693	1,362	2,174
Depreciation	181	178	131	191	187	190	211	251	681	839
Other Income	123	149	127	147	186	178	301	285	546	950
<b>PBT</b>	<b>708</b>	<b>462</b>	<b>732</b>	<b>851</b>	<b>1,406</b>	<b>591</b>	<b>3,608</b>	<b>1,210</b>	<b>2,754</b>	<b>6,815</b>
Tax	195	117	190	226	359	103	922	334	729	1,717
Effective Tax Rate (%)	27.6	25.3	26.0	26.6	25.6	17.4	25.5	27.6	26.5	25.2
<b>Adjusted PAT</b>	<b>513</b>	<b>345</b>	<b>542</b>	<b>624</b>	<b>1,047</b>	<b>488</b>	<b>2,687</b>	<b>877</b>	<b>2,024</b>	<b>5,098</b>
Change (%)	85.3	188.7	-50.4	94.0	104.1	41.4	395.7	40.4	11.8	151.8
<b>PAT</b>	<b>513</b>	<b>121</b>	<b>335</b>	<b>624</b>	<b>1,047</b>	<b>488</b>	<b>2,640</b>	<b>877</b>	<b>1,593</b>	<b>5,051</b>

E: MOFSL Estimates

## Titan Company

**Buy**
**CMP: INR4,098 | TP: INR5,200 (+27%)**
**EPS CHANGE (%): FY26|FY27|FY28: +0.4|+0.4|+0.4**

- We model 35% standalone revenue growth (ex-bullion) and Tanishq LTL growth of 31% in 4QFY26.
- Standalone Jewelry EBIT (ex-bullion) margin is expected to dip 80bp YoY to 11.1%, hurt by a weak mix (high gold coin) due to the rise in gold prices.
- Caratlane's business revenue is expected to grow 38% YoY, while the EBIT margin is likely to improve 460bp YoY to 12.5%.
- We expect healthy, double-digit growth in watches, eyewear, and other businesses.

### Consolidated Quarterly Performance

**(INR b)**

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Net Sales</b>	<b>132.7</b>	<b>145.3</b>	<b>177.4</b>	<b>149.2</b>	<b>165.2</b>	<b>187.3</b>	<b>254.2</b>	<b>199.4</b>	<b>604.6</b>	<b>805.9</b>
YoY change (%)	11.5	16.0	25.2	19.4	24.6	28.8	43.3	33.7	18.3	33.3
<b>Gross Profit</b>	<b>29.3</b>	<b>33.0</b>	<b>39.1</b>	<b>34.0</b>	<b>37.1</b>	<b>40.2</b>	<b>50.3</b>	<b>43.7</b>	<b>135.4</b>	<b>171.3</b>
Margin (%)	22.1	22.7	22.0	22.8	22.5	21.4	19.8	21.9	22.4	21.3
<b>EBITDA</b>	<b>12.5</b>	<b>15.3</b>	<b>19.3</b>	<b>15.4</b>	<b>18.3</b>	<b>18.8</b>	<b>27.1</b>	<b>21.8</b>	<b>62.4</b>	<b>86.0</b>
EBITDA growth %	10.8	8.2	23.1	29.1	46.8	22.9	40.8	42.1	17.9	37.9
Margin (%)	9.4	10.5	10.9	10.3	11.1	10.0	10.7	11.0	10.3	10.7
Depreciation	1.6	1.7	1.8	1.8	1.8	1.9	2.1	2.1	6.9	7.9
Interest	2.3	2.4	2.3	2.5	2.7	2.8	2.8	2.5	9.5	10.8
Other Income	1.2	1.2	1.3	1.2	1.1	1.1	1.5	1.4	4.9	5.1
<b>PBT</b>	<b>9.7</b>	<b>12.4</b>	<b>16.5</b>	<b>12.2</b>	<b>14.8</b>	<b>15.2</b>	<b>23.8</b>	<b>18.6</b>	<b>50.8</b>	<b>72.4</b>
Tax	2.6	3.1	4.0	3.5	3.9	4.0	5.8	4.8	13.1	18.5
Rate (%)	26.5	24.8	24.5	28.5	26.3	26.4	24.3	25.7	25.9	25.5
<b>Adjusted PAT</b>	<b>7.2</b>	<b>9.3</b>	<b>12.5</b>	<b>8.7</b>	<b>10.9</b>	<b>11.2</b>	<b>18.0</b>	<b>13.8</b>	<b>37.6</b>	<b>53.9</b>
YoY change (%)	-5.4	1.7	18.3	13.0	52.6	20.2	44.3	58.7	7.6	43.3
Extraordinary	0.0	2.3	2.0	0.0	0.0	0.0	1.1	0.0	4.3	1.1
<b>Reported PAT</b>	<b>7.2</b>	<b>7.0</b>	<b>10.5</b>	<b>8.7</b>	<b>10.9</b>	<b>11.2</b>	<b>16.8</b>	<b>13.8</b>	<b>33.4</b>	<b>52.8</b>

E: MOFSL Estimates

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Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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