# **Godrej Consumer Products**



## **Execution to help improve performance ahead**

**Consumer Goods** ▶

Result Update >

May 08, 2025

CMP (Rs): 1,247 | TP (Rs): 1,400

We maintain BUY on GCPL while raising our Mar-26E TP by ~6% to Rs1,400 (on 50x P/E) from Rs1,325, as we upgrade earnings by 3-4% over FY26-27E on improved margin performance. In India, we see HI performance aiding the Home care segment with rollout of RNF based offerings pan-India. We also see the easing in palm derivatives ahead to be a tailwind for Personal wash. Rest of India business is likely to sustain healthy growth momentum, with new initiatives in place. In International, we see Indonesia growth recovery being key, with margin seeing steady expansion. Africa cluster is likely to sustain double-digit EBITDA growth, with shift in contingency to topline vs margin in FY26E. As GCPL shifts to the new tax regime, earnings growth would see acceleration in FY26E. We see FY25-28E sales/earnings CAGR at 10%/17%.

### Q4: EBITDA beat 4% with better margin; adjusted earnings in-line

India revenue grew 7% (stood 1% below) to Rs21.6bn, with 4% volume growth. Home care sales grew 14% to Rs10bn, aided by double-digit growth in Household Insecticides (strong market share gains across formats). Personal care saw 4% growth YoY to Rs11bn, where soaps saw a high single-digit price growth and a mid-single-digit volume decline. India margin at 22.6% YoY stood in-line, down by 400bps YoY. International revenue grew 4% YoY, affected by slower growth in Indonesia. Indonesia revenue grew 1% YoY (in-line) with 5% volume growth. EBITDA (up 9% YoY) surprised positively with 210bps margin expansion to 27.3%. Africa cluster organic revenue grew 23% YoY (in-line) and reported revenue grew 14% YoY, in-line. EBITDA margin saw 290bps expansion, at an all-time high of 17.2% (Emkay: 15%). EBITDA growth stood healthy at 37%. LatAm and other countries saw revenue decline of 11% YoY.

### FY26 guidance: high single-digit topline and double-digit EBITDA growth

The management sees double-digit volume growth as a possibility in future, when strategic actions are in place. For the HI segment, new molecules grant an enhanced outlook ahead, but growth will hinge on scalability of incense sticks (if they plateau now, it will aid double-digit volume growth for GCPL) which is now 25% of the category. In Soap, the mgmt sees category volume growth slowing to 2-3% (vs 3-4% earlier), given the shift in Hand-wash to liquids. Pet care is a long-term bet, where the company is differentiating on immunity needs. For the Rest of India portfolio, the mgmt sees continued growth momentum. Overall, the mgmt guided to both, high single-digit consol revenue and India volume growth, and double-digit consol EBITDA growth.

### Focused execution to aid better earnings ahead; maintain BUY

We see mgmt guidance of a high single digit revenue growth as conservative, given the tepid demand setting in India and the volatility in International business. Mgmt thrust on execution is clearly visible in portfolio actions, which we see aligning with the future. With better earnings outlook, we retain BUY while raising Mar-26E TP to Rs1,400 (50x P/E).

<b>Godrej Consumer</b>	Products: Fi	nancial Sna	pshot (Cor	nsolidated)	
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	140,961	143,643	158,762	175,117	190,283
EBITDA	29,435	30,031	35,238	40,313	44,624
Adj. PAT	20,169	19,604	24,458	28,463	31,555
Adj. EPS (Rs)	19.7	19.2	23.9	27.8	30.8
EBITDA margin (%)	20.9	20.9	22.2	23.0	23.5
EBITDA growth (%)	21.1	2.0	17.3	14.4	10.7
Adj. EPS growth (%)	14.8	(2.8)	24.8	16.4	10.9
RoE (%)	15.3	15.9	20.0	22.6	24.2
RoIC (%)	18.7	17.8	21.8	24.7	26.7
P/E (x)	63.2	65.1	52.2	44.8	40.4
EV/EBITDA (x)	43.6	42.8	36.4	31.9	28.8
P/B (x)	10.1	10.6	10.3	10.0	9.6
FCFF yield (%)	1.4	1.6	2.3	1.9	2.5
Source: Company Emkay Bo	coarch				

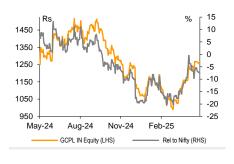
Source: Company, Emkay Research

Mar-26
5.7
BUY
BUY
12.3

Stock Data	GCPL IN
52-week High (Rs)	1,542
52-week Low (Rs)	980
Shares outstanding (mn)	1,023.0
Market-cap (Rs bn)	1,276
Market-cap (USD mn)	15,037
Net-debt, FY25E (Rs mn)	918,000
ADTV-3M (mn shares)	2
ADTV-3M (Rs mn)	1,600.0
ADTV-3M (USD mn)	18.9
Free float (%)	47.0
Nifty-50	24,414.4
INR/USD	84.8
Shareholding, Mar-25	
Promoters (%)	53.1
FPIs/MFs (%)	19.5/12.2

Price Performance								
(%)	1M	3M	12M					
Absolute	7.5	12.7	(5.7)					
Rel. to Nifty	(2.4)	8.7	(13.9)					

## 1-Year share price trend (Rs)



**Nitin Gupta** nitin.gupta@emkayglobal.com +91-22-66121257

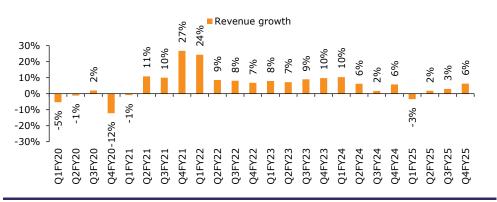
# **Q4FY25 and FY25 performance**

Exhibit 1: Q4FY25 and FY25 performance

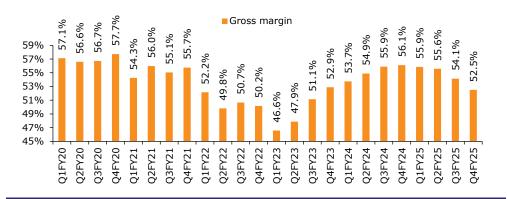
(Rs mn)	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)	Emkay est	Var (%)	FY25	FY24	YoY (%)
Total income	35,980	33,856	6.3	37,684	(4.5)	36,353	(1.0)	143,643	140,961	1.9
Cost of goods	17,089	14,857	15.0	17,282	(1.1)	16,535	3.3	65,361	63,203	3.4
Employee expenses	2,625	3,237	(18.9)	2,961	(11.4)	3,380	(22.4)	11,488	12,493	(8.0)
A&P spends	3,101	3,063	1.2	3,644	(14.9)	3,289	(5.7)	13,692	13,359	2.5
Other expenses	5,573	5,142	8.4	6,238	(10.7)	5,830	(4.4)	23,110	22,471	2.8
EBITDA	7,592	7,557	0.5	7,559	0.4	7,318	3.7	29,992	29,435	1.9
EBITDA margin (%)	21.1	22.3	-120bps	20.1	100bps	20.1	100bps	20.9	20.9	0bps
Depreciation	726	499	45.4	619	17.2	595	21.9	2,340	2,410	(2.9)
EBIT	6,867	7,058	(2.7)	6,940	(1.1)	6,723	2.1	27,652	27,025	2.3
EBIT margin (%)	19.1	20.8	-180bps	18.4	70bps	18.5	60bps	19.3	19.2	10bps
Interest cost	896	785	14.1	897	(0.2)	913	(1.9)	3,501	2,964	18.1
Other income	737	638	15.4	831	(11.4)	838	(12.1)	3,199	2,690	18.9
PBT	6,708	6,912	(3.0)	6,874	(2.4)	6,648	0.9	27,350	26,751	2.2
Tax	1,815	1,171	55.0	1,834	(1.0)	1,692	7.3	7,747	6,582	17.7
Tax rate(%)	27.1	16.9	59.7	26.7	1.4	25.5	6.3	28.3	24.6	
Non-recurring items	186	-24,673		-57		0		-121	-25,775	
PAT	5,079	-18,932	(126.8)	4,983	1.9	4,956	2.5	19,482	-5,605	(447.6)
Adj Profit	4,893	5,740	(14.8)	5,040	(2.9)	4,956	(1.3)	19,603	20,169	(2.8)
Net profit margin (%)	13.6	17.0	-340bps	13.4	20bps	13.6	0bps	13.6	14.3	
EPS (Rs)	4.8	5.6	(14.8)	4.9	(2.9)	4.8	-1.3	19.2	19.7	(2.8)

Source: Company, Emkay Research

Exhibit 2: Consolidated revenue growth



**Exhibit 3: Consolidated gross margin** 



**Exhibit 4: Malaysian spot crude palm oil prices** 



Source: Bloomberg, Emkay Research

**Exhibit 5: PKFAD prices** 



Source: Bloomberg, Emkay Research

**Exhibit 6: PFAD prices** 



Source: Bloomberg, Emkay Research

Exhibit 7: Consolidated Advertisement and Promotion spending as a % of sales

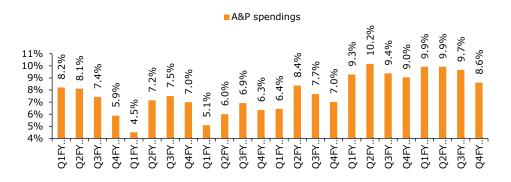
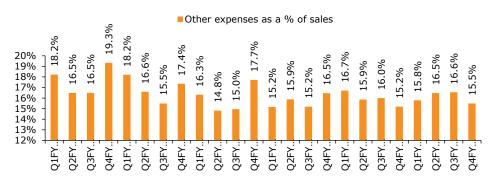


Exhibit 8: Consolidated Staff cost as a % of sales



Source: Company, Emkay Research

Exhibit 9: Consolidated other expenses as a % of sales



Source: Company, Emkay Research

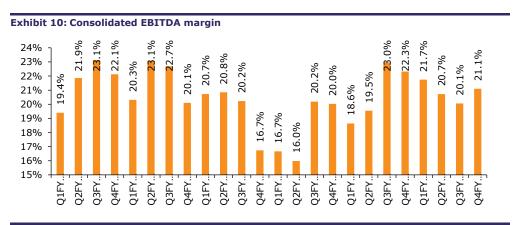


Exhibit 11: Consolidated EBITDA growth trend (YoY)

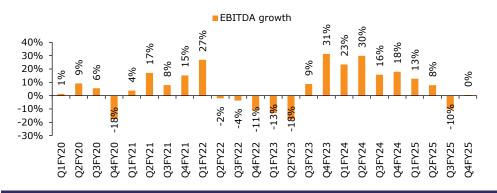
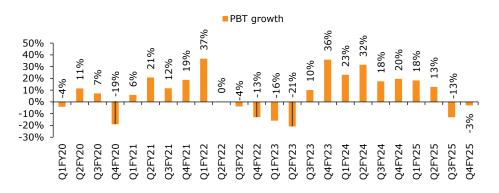
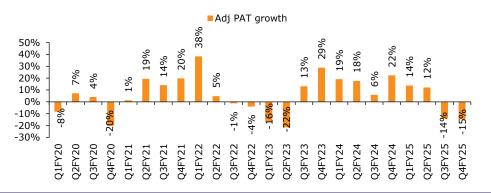


Exhibit 12: Consolidated profit before tax (PBT) growth (YoY)



Source: Company, Emkay Research

Exhibit 13: Consolidated adjusted profit after tax (PAT) growth (YoY)



## **India business performance**

**Exhibit 14: India revenue growth** 



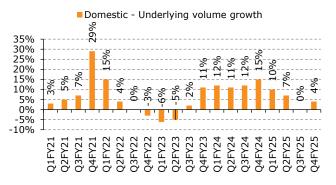
Source: Company, Emkay Research

Exhibit 15: India branded business revenue growth



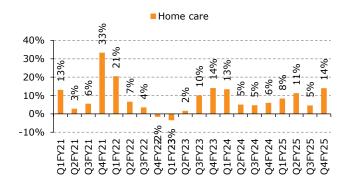
Source: Company, Emkay Research

Exhibit 16: India branded business volume growth



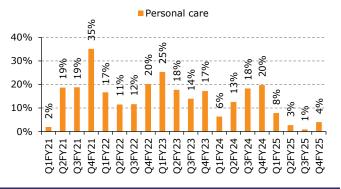
Source: Company, Emkay Research

Exhibit 17: India Home-care segment growth



Source: Company, Emkay Research

Exhibit 18: India Personal-care segment growth



## Exhibit 19: India business EBITDA margin



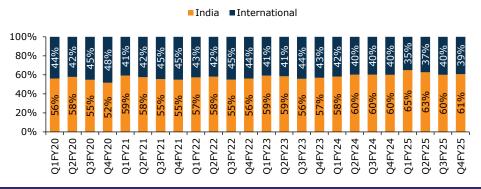
## **International business performance**

**Exhibit 20: International revenue growth** 



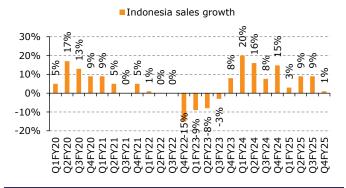
Source: Company, Emkay Research

**Exhibit 21: Revenue contribution from India and International** 



Source: Company, Emkay Research

**Exhibit 22: Indonesia sales growth** 

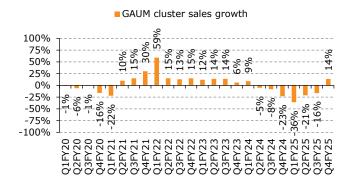


Source: Company, Emkay Research

Exhibit 23: Indonesia margin

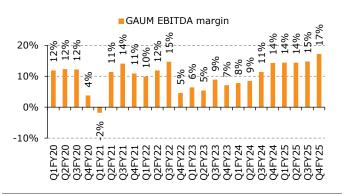


## Exhibit 24: Africa cluster sales growth



Source: Company, Emkay Research

Exhibit 25: Africa cluster margin



# **Key slides from the Investor Meet**

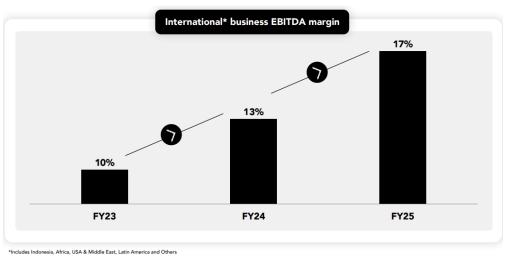
Exhibit 26: India business performance and RM headwinds in FY25

## Standalone UVG and EBITDA impacted by Personal Wash



Source: Company, Emkay Research

Exhibit 27: Healthy margin expansion in International



Source: Company, Emkay Research

Exhibit 28: Cash from operations sustained healthy expansion

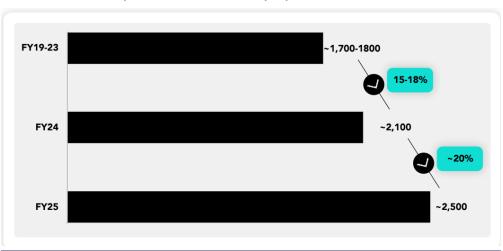


Exhibit 29: HI surprised positively in Q4; establishing a performance trend would take two more quarters



Exhibit 30: Innovations aided ~50% of the organic revenue growth



Source: Company, Emkay Research

Exhibit 31: Simplification in GAUM aided healthy improvement in margin



Exhibit 32: HI category growth driven by Incense sticks

Total HI Mid single digit

Incense Very strong double digit

Other formats Flattish

Source: Company, Emkay Research

Exhibit 33: Strong growth in air freshener fueled by healthy media spends



Source: Company, Emkay Research

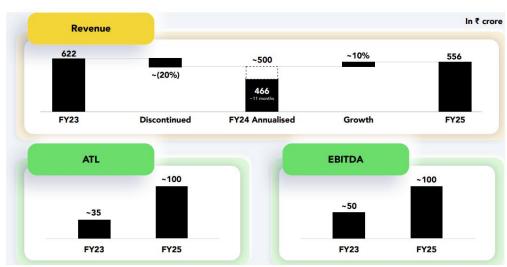
Exhibit 34: Healthy momentum sustained in liquid detergents



Exhibit 35: Thrust on Body wash remains in focus; yet to see success



Exhibit 36: Raymond portfolio saw a muted show post-acquisition



Source: Company, Emkay Research

Exhibit 37: Access point pricing; trial on in Tamil Nadu



Source: Company, Emkay Research

Exhibit 38: New actions in Park Avenue



Exhibit 39: Pet care launched in Apr-25 in Tamil Nadu



**Exhibit 40: Capital allocation strategy** 



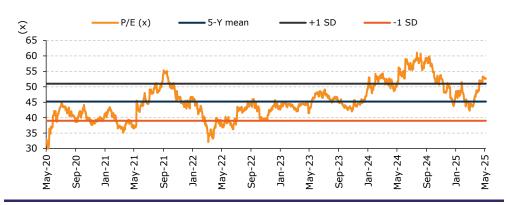
Source: Company, Emkay Research

**Exhibit 41: FY26 Guidance** 



## **Valuations**

Exhibit 42: One year forward P/E (on consensus)



Source: Bloomberg, Emkay Research

**Exhibit 43: Key assumptions** 

FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
11%	10%	10%	7%	9%	9%	8%
11%	8%	6%	2%	11%	10%	9%
0%	1%	21%	2%	17%	14%	11%
2%	-3%	16%	-4%	27%	16%	11%
51%	50%	55%	54%	55%	56%	56%
6%	7%	9%	10%	10%	10%	10%
20%	18%	21%	21%	22%	23%	23%
17.5	17.1	19.7	18.9	23.9	27.8	30.8
0.0	0.0	15.0	15.0	20.0	24.0	26.0
19%	16%	18%	18%	21%	24%	25%
17%	14%	15%	16%	20%	23%	24%
63	42	33	36	35	35	35
33	34	40	46	40	40	45
64	50	43	54	55	50	50
	11% 11% 0% 2% 51% 6% 20% 17.5 0.0	11% 10% 11% 8% 0% 1% 2% -3% 51% 50% 6% 7% 20% 18% 17.5 17.1 0.0 0.0  19% 16% 17% 14% 63 42 33 34	11%     10%     10%       11%     8%     6%       0%     1%     21%       2%     -3%     16%       51%     50%     55%       6%     7%     9%       20%     18%     21%       17.5     17.1     19.7       0.0     0.0     15.0       19%     16%     18%       17%     14%     15%       63     42     33       33     34     40	11%       10%       10%       7%         11%       8%       6%       2%         0%       1%       21%       2%         2%       -3%       16%       -4%         51%       50%       55%       54%         6%       7%       9%       10%         20%       18%       21%       21%         17.5       17.1       19.7       18.9         0.0       0.0       15.0       15.0         19%       16%       18%       18%         17%       14%       15%       16%         63       42       33       36         33       34       40       46	11%       10%       10%       7%       9%         11%       8%       6%       2%       11%         0%       1%       21%       2%       17%         2%       -3%       16%       -4%       27%         51%       50%       55%       54%       55%         6%       7%       9%       10%       10%         20%       18%       21%       21%       22%         17.5       17.1       19.7       18.9       23.9         0.0       0.0       15.0       15.0       20.0         19%       16%       18%       18%       21%         17%       14%       15%       16%       20%         63       42       33       36       35         33       34       40       46       40	11%       10%       10%       7%       9%       9%         11%       8%       6%       2%       11%       10%         0%       1%       21%       2%       17%       14%         2%       -3%       16%       -4%       27%       16%         51%       50%       55%       54%       55%       56%         6%       7%       9%       10%       10%       10%         20%       18%       21%       21%       22%       23%         17.5       17.1       19.7       18.9       23.9       27.8         0.0       0.0       15.0       15.0       20.0       24.0         19%       16%       18%       18%       21%       24%         17%       14%       15%       16%       20%       23%         63       42       33       36       35       35         33       34       40       46       40       40

Source: Company, Emkay Research

**Exhibit 44: Changes to our estimates** 

	New estimates			Old estimates			Changes to estimate		
(Rs mn)	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	143,643	158,762	175,117	144,016	158,416	174,430	0%	0%	0%
- growth	1.9%	10.5%	10.3%	2.4%	9.7%	9.8%			
EBITDA	30,031	35,238	40,313	29,657	34,054	38,584	1%	3%	4%
- growth	2.0%	17.3%	14.4%	0.8%	14.8%	13.3%			
EBITDA margin	20.9%	22.2%	23.0%	20.6%	21.5%	22.1%			
Adj PAT	19,570	24,458	28,463	19,605	23,686	27,364	0%	3%	4%
- growth	-3.0%	25.0%	16.4%	2.3%	20.8%	15.5%			
EPS (Rs)	19.1	23.9	27.8	19.2	23.2	26.8	0%	3%	4%

Exhibit 45: Emkay estimates vs consensus

	Emkay estimates			Consensus estimates			Emkay vs consensus estimates		
(Rs mn)	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	143,643	158,762	175,117	143,332	156,964	172,758	0%	1%	1%
- growth	1.9%	10.5%	10.3%	1.7%	9.5%	10.1%			
EBITDA	30,031	35,238	40,313	29,822	34,041	38,668	1%	4%	4%
- growth	2.0%	17.3%	14.4%	1.3%	14.1%	13.6%			
EBITDA margin	20.9%	22.2%	23.0%	20.8%	21.7%	22.4%			
Adj PAT	19,570	24,458	28,463	19,693	24,054	28,017	-1%	2%	2%
- growth	-3.0%	25.0%	16.4%	-2.4%	22.1%	16.5%			
EPS (Rs)	19.13	23.91	27.82	19.24	23.58	27.41	-1%	1%	2%

Source: Bloomberg, Emkay Research

## **Godrej Consumer Products: Consolidated Financials and Valuations**

Profit & Loss					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	140,961	143,643	158,762	175,117	190,283
Revenue growth (%)	5.9	1.9	10.5	10.3	8.7
EBITDA	29,435	30,031	35,238	40,313	44,624
EBITDA growth (%)	21.1	2.0	17.3	14.4	10.7
Depreciation & Amortization	2,410	2,340	2,840	3,340	3,640
EBIT	27,025	27,691	32,398	36,973	40,984
EBIT growth (%)	23.2	2.5	17.0	14.1	10.9
Other operating income	1,220	795	1,294	1,424	1,566
Other income	2,690	3,161	3,804	4,012	4,222
Financial expense	2,964	3,501	3,373	2,780	2,850
PBT	26,751	27,351	32,829	38,205	42,356
Extraordinary items	(25,775)	(1,081)	0	0	0
Taxes	6,582	7,747	8,371	9,742	10,801
Minority interest	0	0	0	0	0
Income from JV/Associates	-	-	-	-	-
Reported PAT	(5,605)	18,523	24,458	28,463	31,555
PAT growth (%)	0	0	32.0	16.4	10.9
Adjusted PAT	20,169	19,604	24,458	28,463	31,555
Diluted EPS (Rs)	19.7	19.2	23.9	27.8	30.8
Diluted EPS growth (%)	14.8	(2.8)	24.8	16.4	10.9
DPS (Rs)	5.0	25.0	20.0	24.0	26.0
Dividend payout (%)	(91.2)	138.1	83.7	86.3	84.3
EBITDA margin (%)	20.9	20.9	22.2	23.0	23.5
EBIT margin (%)	19.2	19.3	20.4	21.1	21.5
Effective tax rate (%)	24.6	28.3	25.5	25.5	25.5
NOPLAT (pre-IndAS)	20,376	19,847	24,136	27,545	30,533
Shares outstanding (mn)	1,023	1,023	1,023	1,023	1,023

Source: Company, Emkay Research

Cash flows					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	24,061	24,190	29,025	34,193	38,134
Others (non-cash items)	(51)	(95)	94	103	0
Taxes paid	(3,739)	(4,701)	(8,371)	(9,742)	(10,801)
Change in NWC	(4,560)	351	2,459	(3,131)	(3,470)
Operating cash flow	20,699	25,767	29,419	27,542	35,946
Capital expenditure	(2,766)	(5,592)	(3)	(3,000)	(3,500)
Acquisition of business	(9,482)	12,456	0	0	0
Interest & dividend income	2,311	1,680	3,804	4,012	0
Investing cash flow	(33,630)	(3,436)	3,802	1,012	722
Equity raised/(repaid)	0	-	0	0	0
Debt raised/(repaid)	22,652	7,280	(8,826)	0	1,536
Payment of lease liabilities	0	0	0	0	0
Interest paid	(2,620)	(3,501)	(3,373)	(2,780)	(2,850)
Dividend paid (incl tax)	(5,114)	(25,573)	(20,460)	(24,552)	(26,598)
Others	(855)	(21)	0	0	(2,907)
Financing cash flow	14,063	(21,815)	(32,659)	(27,332)	(30,820)
Net chg in Cash	1,132	517	561	1,222	5,848
OCF	20,699	25,767	29,419	27,542	35,946
Adj. OCF (w/o NWC chg.)	25,259	25,416	26,960	30,674	39,417
FCFF	17,933	20,176	29,416	24,542	32,446
FCFE	17,281	18,354	29,847	25,774	29,596
OCF/EBITDA (%)	70.3	85.8	83.5	68.3	80.6
FCFE/PAT (%)	(308.3)	99.1	122.0	90.6	93.8
FCFF/NOPLAT (%)	88.0	101.7	121.9	89.1	106.3

Source: Company, Emkay Research

Balance Sheet					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	1,023	1,023	1,023	1,023	1,023
Reserves & Surplus	124,963	119,016	123,014	126,924	131,881
Net worth	125,986	120,039	124,037	127,947	132,904
Minority interests	0	0	0	0	0
Non-current liab. & prov.	(2,804)	938	1,032	1,135	1,135
Total debt	31,546	38,826	30,000	30,000	31,536
Total liabilities & equity	157,078	162,762	158,187	162,369	167,503
Net tangible fixed assets	52,382	52,307	53,967	53,627	53,487
Net intangible assets	-	-	-	-	-
Net ROU assets	-	-	-	-	-
Capital WIP	939	5,497	1,000	1,000	1,000
Goodwill	50,264	51,454	51,454	51,454	51,454
Investments [JV/Associates]	17,875	5,419	5,419	5,419	5,419
Cash & equivalents	22,631	35,858	36,410	37,625	39,247
Current assets (ex-cash)	32,904	37,521	37,757	41,362	47,317
Current Liab. & Prov.	24,040	30,213	32,985	33,541	36,116
NWC (ex-cash)	8,864	7,308	4,773	7,821	11,202
Total assets	155,427	160,621	155,940	160,009	165,026
Net debt	8,915	2,968	(6,410)	(7,625)	(7,712)
Capital employed	157,078	162,762	158,187	162,369	167,503
Invested capital	111,510	111,069	110,193	112,902	116,142
BVPS (Rs)	123.2	117.3	121.2	125.1	129.9
Net Debt/Equity (x)	0.1	-	(0.1)	(0.1)	(0.1)
Net Debt/EBITDA (x)	0.3	0.1	(0.2)	(0.2)	(0.2)
Interest coverage (x)	10.0	8.8	10.7	14.7	15.9
RoCE (%)	19.4	19.5	23.1	26.3	28.0

Source: Company, Emkay Research

Valuations and key Ratios										
Y/E March	FY24	FY25	FY26E	FY27E	FY28E					
P/E (x)	63.2	65.1	52.2	44.8	40.4					
EV/CE(x)	8.2	8.1	8.3	8.1	7.8					
P/B (x)	10.1	10.6	10.3	10.0	9.6					
EV/Sales (x)	9.2	9.0	8.2	7.4	6.8					
EV/EBITDA (x)	43.6	42.8	36.4	31.9	28.8					
EV/EBIT(x)	47.5	46.4	39.6	34.7	31.3					
EV/IC (x)	11.5	11.6	11.7	11.4	11.1					
FCFF yield (%)	1.4	1.6	2.3	1.9	2.5					
FCFE yield (%)	1.4	1.4	2.3	2.0	2.3					
Dividend yield (%)	0.4	2.0	1.6	1.9	2.1					
DuPont-RoE split										
Net profit margin (%)	14.3	13.6	15.4	16.3	16.6					
Total asset turnover (x)	0.9	0.9	1.0	1.1	1.2					
Assets/Equity (x)	1.1	1.3	1.3	1.3	1.2					
RoE (%)	15.3	15.9	20.0	22.6	24.2					
DuPont-RoIC										
NOPLAT margin (%)	14.5	13.8	15.2	15.7	16.0					
IC turnover (x)	1.3	1.3	1.4	1.6	1.7					
RoIC (%)	18.7	17.8	21.8	24.7	26.7					
Operating metrics										
Core NWC days	23.0	18.6	11.0	16.3	21.5					
Total NWC days	23.0	18.6	11.0	16.3	21.5					
Fixed asset turnover	1.2	1.1	1.2	1.3	1.4					
Opex-to-revenue (%)	34.3	33.6	32.8	32.5	32.5					

### **RECOMMENDATION HISTORY - DETAILS**

	Closing			
Date	Price (INR)	TP (INR)	Rating	Analyst
24-Apr-25	1,268	1,325	Buy	Nitin Gupta
06-Apr-25	1,157	1,325	Buy	Nitin Gupta
31-Mar-25	1,159	1,325	Buy	Nitin Gupta
17-Mar-25	1,052	1,100	Reduce	Nitin Gupta
26-Feb-25	1,057	1,100	Reduce	Nitin Gupta
18-Feb-25	1,016	1,100	Reduce	Nitin Gupta
02-Feb-25	1,192	1,100	Reduce	Nitin Gupta
25-Jan-25	1,130	1,100	Reduce	Nitin Gupta
03-Jan-25	1,117	1,100	Reduce	Nitin Gupta
08-Dec-24	1,235	1,225	Reduce	Nitin Gupta
24-Oct-24	1,255	1,375	Add	Nitin Gupta
02-Oct-24	1,388	1,450	Add	Nitin Gupta
24-Sep-24	1,446	1,450	Add	Nitin Gupta
07-Aug-24	1,504	1,450	Add	Nitin Gupta
04-Jul-24	1,364	1,450	Add	Nitin Gupta
26-Jun-24	1,414	1,350	Add	Nitin Gupta
04-Jun-24	1,348	1,350	Add	Nitin Gupta
13-May-24	1,338	1,350	Add	Nitin Gupta
08-May-24	1,350	1,350	Add	Nitin Gupta
07-May-24	1,322	1,350	Add	Nitin Gupta
15-Apr-24	1,177	1,350	Add	Nitin Gupta
07-Apr-24	1,210	1,350	Add	Nitin Gupta
14-Mar-24	1,227	1,325	Add	Nitin Gupta
20-Feb-24	1,228	1,325	Add	Nitin Gupta
01-Feb-24	1,255	1,325	Add	Nitin Gupta
23-Jan-24	1,130	1,325	Add	Nitin Gupta
07-Jan-24	1,220	1,325	Add	Nitin Gupta
12-Dec-23	1,032	1,200	Buy	Nitin Gupta
30-Nov-23	1,008	1,200	Buy	Nitin Gupta
24-Nov-23	1,010	1,200	Buy	Nitin Gupta
17-Nov-23	997	1,200	Buy	Nitin Gupta
01-Nov-23	975	1,200	Buy	Nitin Gupta
20-Oct-23	988	1,200	Buy	Nitin Gupta
03-Oct-23	993	1,200	Buy	Nitin Gupta
28-Aug-23	1,028	1,225	Buy	Nitin Gupta
15-Aug-23	1,036	1,225	Buy	Nitin Gupta
08-Aug-23	1,009	1,225	Buy	Nitin Gupta
30-Jun-23	1,081	1,225	Buy	Nitin Gupta

Source: Company, Emkay Research

### **RECOMMENDATION HISTORY - TREND**



Source: Company, Bloomberg, Emkay Research

### GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com.

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("SEBI") bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any Stock Exchange nor its activities were suspended by any Stock Exchange with whom it is registered in last five years. However, SEBI and Stock Exchanges had conducted their routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SFBI at any point of time.

EGFSL offers research services to its existing clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was. is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit www.emkayglobal.com to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL . All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its affiliates. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

This report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Disclaimer for U.S. persons only: Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

## RESTRICTIONS ON DISTRIBUTION

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. Except otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom.

#### ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associated persons1 may have served as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate may have Financial Interests2 in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

<sup>1</sup> An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

#### COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of May 08, 2025
- EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report

### Disclosure of previous investment recommendation produced:

- 3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of May 08, 2025
- EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the May 08, 2025
- EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
- EGFSL, its affiliates and Research Analyst or his/her associate may have received compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- EGFSL, its affiliates and/or and Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

## **Emkay Rating Distribution**

	1 1 1 9 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
Ratings	Expected Return within the next 12-18 months.		
BUY	>15% upside		
ADD	5-15% upside		
REDUCE	5% upside to 15% downside		
SELL	<15% downside		

### **Emkay Global Financial Services Ltd.**

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marq, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com

<sup>&</sup>lt;sup>2</sup> Financial Interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

#### OTHER DISCLAIMERS AND DISCLOSURES:

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) -:

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. . Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit www.emkayglobal.com to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.